

TALENT TASK FORCE IDENTIFIES KEY FINDINGS, DEVELOPS STRATEGIES TO ADDRESS WORKFORCE CHALLENGES

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Upstate Minority Economic Alliance Celebrates Community Engagement Award Honorees

More than 50 business leaders gathered last month to participate in a strategic planning session to create innovative solutions for the region's talent challenges. The event kicked off the second phase of the Talent Task Force, a regional initiative led by the private sector that includes the CNY Regional Economic Development Council, CenterState CEO and the NYS Department of Labor.



Business and community leaders work together at Le Moyne College to identify strategies to address talent challenges in Central New York.

Participants worked in teams to develop strategies and tactics to address the key findings that were identified after a rigorous research phase

that used interviews and data analysis to help inform the opportunities and challenges surrounding skilled talent in Central New York. While it is still early in the planning phase, several **common themes emerged among the participants, including the need for strategies such as:**

- **Developing strategic marketing efforts using digital media and innovative targeting techniques;**
- **Creating task forces / steering committees made up of key stakeholders to ensure appropriate feedback loops and goal alignment;**
- **Producing toolkits that exemplify best practices in recruitment and retention; and**
- **Developing additional apprenticeship programs and other talent pipeline opportunities.**

The task force expects to release an action plan to address these findings this summer.

As the task force works toward addressing the key findings (see box on page 3), additional feedback and input from CenterState CEO members about their workforce challenges is welcome.

To learn more or to join the effort to bring innovative solutions to the region's talent challenges, contact Ben Sio at bsio@centerstateceo.com or Chris Stassel at cstassel@centerstateceo.com.

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CNY Regional Council Seeks Catalytic Projects for Round eight of REDC Funding

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Investor Focus

CenterState CEO Clambake Thursday, August 2, 2018

Hinerwadel's Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m.

See page 18 for details.

Register at centerstateceo.com/events
or contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



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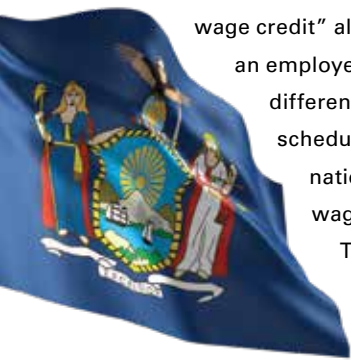
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GOVERNMENT RELATIONS

What is the New York State “Tipping Wage” or “Subminimum Wage” Proposal?



Governor Andrew Cuomo in his 2018 State of the State proposed ending “minimum wage tip credits” in New York state. The “tip wage credit” allows employers of certain categories of workers who earn tips on a regular basis to count some of the tips toward an employee’s minimum wage. When an employee’s tips are less than the tip wage credit, the employer must make up the difference. Currently, in Upstate, the tipped wage is \$7.50 with a credit of \$2.90 per hour for a total of \$10.40 per hour, with scheduled increases through December 31, 2021. Moving to \$10.40 an hour would be the fifth highest tipped wage in the nation. The positions covered are in the fields of restaurants and food service, nail salons, car washes, etc. The tipped wage rose by 50 percent at the end of 2016 when it increased from \$5 per hour to \$7.50 per hour.

The process to make this change, also called the “subminimum wage,” rests with the New York State Department of Labor (DOL) and Governor Cuomo; it does not require action by the State Legislature.

CenterState CEO restaurant members have expressed strong concerns regarding this policy. Many of the more than 100 people who spoke at the DOL hearing in Syracuse were local servers who voiced their opposition, citing that increased costs would result in less income for them because of higher prices, fewer hours worked, fewer job opportunities, and a tendency for customers to decrease the amount of their tips.

Further, CenterState CEO restaurant members were surveyed on this topic. Written comments stated that many servers make \$25, \$30 and even more than \$40 an hour; that this change would upend the tipping wage business model they operate under; their margins are too thin to absorb the increase; it would discourage them from expanding; and many would take steps to use kiosks and a fast-casual model instead of full service dining.

Additional results:

- 90% were aware of the proposal
- 90% are opposed to the proposal
- 93% assessed how it would affect their business
- 62% discussed it with employees and/or received comments

Changes they would make:

- 93% will raise their prices
- 76% will reduce employee hours
- 69% will decrease staffing levels
- 62% will reduce staffing
- 28% will defer new hires

CenterState CEO has submitted testimony to the New York State Department of Labor sharing the input from restaurant members, which has been shared with the local state delegation. For questions or more information, please contact Deb Warner, vice president for public policy and government relations, at 315-470-1845 or dwarner@centerstateceo.com.

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Key Findings from Talent Task Force Strategic Planning Session

1. As businesses continue to grow in a tightening labor market, many must turn to creative strategies for sourcing and filling mid- to high-skill talent needs.
2. The demand for skilled talent is expected to increase as a retiring workforce creates skills gaps and job vacancies.
3. Most of the skilled talent that does move to the region appears to have a prior connection to Upstate NY.
4. Though many industries feel strain in attracting talent, an acute mismatch exists in health care between current and projected demand and supply.
5. Finding and retaining diverse candidates is a challenge felt across the region.
6. International talent represent a growing opportunity to fill in-demand jobs, yet require specialized services to access these jobs.
7. The region's colleges and universities provide a strong pool of entry-level talent though many companies desire a closer connection to curriculum development.

Participants in the Talent Task Force workshop selected one of seven key findings around which to develop strategy and tactic ideas. Participants then voted on which strategy/strategies they may be willing to invest time and resources, results below.

Which strategy would you invest time and resources in implementing?



MEET THE CANDIDATES RECEPTION, OCTOBER 17

Save the date and consider being a sponsor for this year's Meet the Candidates Reception, sponsored by Syracuse Tomorrow, 5 to 7 p.m. Wednesday, October 17, Upstairs at Dinosaur Bar-B-Que. Syracuse Tomorrow, the state and local political action committee for CenterState CEO, holds this fundraiser each year providing an informal setting for members to meet, converse and mingle with candidates running for key offices from throughout the region.



The class of candidates to be invited as special guests includes U.S. House of Representatives (24th District), New York State Senate and Assembly (in this region), Onondaga County Sheriff and one Syracuse Councilor-at-Large seat. Many regional and local incumbent public representatives and staff will also be invited guests for this event.

Thanks to sponsorship, CenterState CEO members may attend for \$25; non-members cost \$40. Syracuse Tomorrow members may attend for free. Sponsorship opportunities are available at two levels: \$1,000 for presenting sponsor and \$395 for corporate sponsors; each option has a generous value package. Registration fees support Syracuse Tomorrow, which advocates and informs on legislation and issues that are of critical importance to its members and the regional economy. Learn more at www.syracusetomorrow.org.

For sponsorship information, contact Deb Warner, vice president for Public Policy and Government Relations at 315-470-1845 or dwarner@centerstateceo.com. **To register, visit www.centerstateceo.com/news-events or contact Kathleen Hallahan at 315-470-1948 or khallahan@centerstateceo.com.**

NEW YORK DRONE CORRIDOR ENABLES TESTING OF UAS / UTM TECHNOLOGIES IN REAL-WORLD SETTINGS

The New York unmanned aircraft system (UAS) traffic management (UTM) corridor, managed by the Northeast UAS Airspace Integration Research (NUIAR) Alliance is a first of its kind, and the most advanced drone testing corridor in the nation. **It will enable companies to test both UAS platforms and technologies in real-world settings, generating data that will inform the industry and regulators to advance the commercial use of drones**, according to Major General Marke F. “Hoot” Gibson (ret), chief executive officer of the NUAIR Alliance.

The UTM corridor enables various use cases such as drone deliveries, infrastructure monitoring, search and rescue, and precision agriculture. Initially, the corridor operation will focus on enabling 55-pound and below BVLOS small UAS (sUAS) operations. However, the corridor also will support urban mobility and other developments including aircraft systems to carry people and property in air transportation, including commercial fleet operations with highly automated UAS.

Gibson explained that the UTM corridor isn’t monolithic, nor in a single dimension, and that NUAIR is working through the concept of operations to segment the airspace in numerous ways, including geographically, as well as left to right.

“We may have Alpha, Bravo, Charlie areas that we can isolate, so folks can test on one set of the range and another client can be on the other end of the range and we can run that simultaneously,” Gibson explained. “We want to be able to tailor what their needs are throughout the range once we divide it up and see how were going to manage it. It’s going to be an ecosystem, and we are starting by building in a surveillance picture. Once the radar is fully functioning, we will be able to surveil the vehicles that are testing and provide ground truth as to where they are. It also will provide a sanitized area around the testers to provide a buffer against non-participants, so safety is enhanced.”

Raytheon and Gryphon Sensors have received awards to complete the UTM corridor through system planning, design, implementation, commissioning, and operational support of a state-of-the-art UTM research, development, test and evaluation (RDT&E) infrastructure.

“UASs are playing an increasingly significant role in our society, which means we must have low-altitude air traffic management solutions,” said Matt Gilligan, vice president of Raytheon’s Navigation, Weather and Services mission area. “The New York airspace corridor is the first-of-its-kind, but it won’t be the last.”

According to Gibson, the UTM corridor is a huge opportunity to explore how UAS will change air traffic and plan ways to support air traffic safety. Drones have been in the military for at least a decade, but the commercial space is relatively new.

“Innovation like this is very difficult, so we are going to provide a large lab where we can go out and learn our lessons in a somewhat controlled environment before we go jumping into mixing apples and oranges in highly disconcerting way,” Gibson said. “The Federal Aviation Administration (FAA) has data-driven decision making, and we will be able to provide tons of data as we operate in our test range. Not only will we have data from the corridor, but we also will have the range depicted in an LVC environment. Both will provide massive amounts of data.”

While there is no other state as actively engaged in a corridor of this type, Gibson said he sees the New York UTM Corridor as a model for other states. In fact, he predicts that the corridor also could become a standards, testing and rating facility for the UAS industry.

“Most industries have finally had to come to some level of standardization with equipment and components and operations, and, right now, nothing like that exists in the drone industry,” he explained.

The complete article originally appeared June 5, 2018 at <https://goo.gl/2t4hkC>.



Major General Marke F. “Hoot” Gibson (ret)



Urban air mobility means a safe and efficient system for vehicles, piloted or not, to move passengers and cargo within a city.

Photo courtesy of NASA

GENIUS NY UPDATE

Dropcopter and Beak & Skiff Partner for First-in-Nation Pollination Program

The GENIUS NY 2.0 team Dropcopter and its partner Beak & Skiff Apple Orchard showcased results of the first ever autonomous pollination of apples in the country. Dropcopter, which uses a drone to pollinate tree crops, successfully demonstrated its Worker-Bee pollinator at the 800-acre orchard, which is home to more than 350,000 trees, in LaFayette.

Each year 400 bee hives help pollinate Beak & Skiff's crops. Pollination is essential to food production with one-third of all food crops worldwide relying on pollination. The potential to have drones supplement the pollination performed by bees offers the ability to distribute precise amounts of pollen five to 10 feet above tree canopy and provide back-up support to Mother Nature.

Dropcopter was recently awarded a \$250,000 investment in round two of the year-long GENIUS NY program. The company is from California and is operating from The Tech Garden. Part of the draw for the company was the opportunity to test its technology in a region that is leading the nation in drone innovation and development. Learn more at www.geniusny.com/news.



GENIUS NY 3.0 Accepting Applications until October 1, 2018

GENIUS NY – the world's largest business competition focused on unmanned systems – is accepting applications for the third round of the year-long accelerator. The program will invest \$3 million in six finalist companies, including three grand prizes valued at up to \$1 million, \$600,000 and \$400,000. Applications are being accepted from entrepreneurs and early-stage businesses focused on unmanned systems, hardware, software and analytics through October 1, 2018. To apply visit, www.geniusny.com.



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UPSTATE MINORITY ECONOMIC ALLIANCE CELEBRATES COMMUNITY ENGAGEMENT AWARD HONOREES

The Upstate Minority Economic Alliance (UMEA) recently congratulated several public and private organizations that help fuel the region's economy through their commitment to Minority and Women Owned Business Enterprises (MWBE) growth. UMEA Community Engagement Awards finalists were selected from a pool of thoughtful, active and dedicated community members for this honor.

Executive of the Year

David Nutting

Chairman and CEO, VIP Structures

Innovator of the Year

Deborah Little

Lil More Stix

Municipal Procurement of the Year

Onondaga County

Procurement Professional of the Year

Tajuana "Tae" Cerutti

Division of Purchase, Onondaga County

Community Organization of the Year

Home HeadQuarters Inc.

Community Development Project of

the Year

Price Rite Supermarket

MWBE Business of the Year

Dreissig Apparel Inc.

MWBE LEGACY Award

Wing Drones (XEO)

LEGACY Award

Joanie Mahoney

County Executive, Onondaga County

During the event, UMEA also highlighted WBE Businesses on the Horizon including:

Me'Shae Brooks-Rolling, EventPrep, Inc.; Eileen Collins, Admin On Call; and Dr. Shanelle Benson-Reid, Global Access.

"This event gave us the opportunity to recognize the many minority-owned companies that are driving the region's economy," said Rickey T. Brown, executive director of UMEA. "Many of the firms we celebrated were supported on their path to success, so it is important to acknowledge the individuals and organizations committed to increasing opportunities for all MWBE businesses. We are grateful for their leadership and impact on our community. The power of UMEA is its focus on MWBE businesses and its message that our successes as a regional business community are interdependent."

Syracuse native Vaughn Irons, an Atlanta Businessman of the Year and CEO of ADP Solutions, a community economic development firm, was the keynote speaker. Irons urged attendees to get involved in their hometown. He recalled his grandfather's words, "sometimes the system does let you down, but sometimes you are part of the system because you are not part of the solution." He also called for more investment on the Southside and for everyone to take on the challenge.



Deborah Little, Lil More Stix, receives the Innovator of the Year award at the UMEA Community Engagement Awards from UMEA Executive Director Rickey Brown (left) and UMEA Board President Ed Cuello.



Rickey Brown (left), executive director, Upstate Minority Economic Alliance, presents Marc Jones (center), CEO of Dreissig Apparel, with the MWBE Business of the Year award. Joining them is UMEA Board President Ed Cuello.



Bronwyn Morgan, CEO of Wing Drones (XEO), is presented with the MWBE LEGACY Award by UMEA Executive Director Rickey Brown (center) and UMEA Board President Ed Cuello.

Thank You Sponsors

Presenting Sponsor: The Friends of Joanie Mahoney. **Cocktail Reception Sponsor:** VIP Structures.

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Media Sponsor: CNY Latino. **Friends of UMEA Sponsors:** NJ Jones; JHP Supplies; TKTD; the Gifford Foundation; Jubilee Homes; and Right Price Furniture. **Event Parking Sponsor:** C&S Companies.

CNYIBA ANNUAL MEETING EXAMINES EXPORTING PROGRAMS, POLICIES AND STORIES

The recent Central New York International Business Alliance (CNYIBA) Annual Meeting addressed a variety of relevant topics for more than 100 regional exporters and companies that serve local exporters.

Participants were treated to a panel discussion moderated by Steven King, executive director of the CNYIBA. Panelists included Trade Finance Specialist John Vilardo from M&T Bank, and two exporters: Jay Murphy, CEO of Murphy & Nolan, and Jim Mahon, sales manager at Oneida Air Systems. Both shared export stories with the audience.

Bob Manogue, director of Bilateral Trade Agreements at the Department of State gave an impressive update on U.S. trade agreements including NAFTA, as well as the United States' approach to trade with China.

CNYIBA President Alan Fink also reviewed CNYIBA activities, including outreach meetings, educational events and programs, and connections to resources and services that help exporters find grants and more.

The event was held at the Genesee Grande Hotel and was sponsored by M&T Bank.

For more information about the CNYIBA, to join as a member or seek exporting guidance, contact sking@cnyiba.net or 315-470-1800.



Bob Manogue, director of Bilateral Trade Agreements at the Department of State, takes questions from members at the CNYIBA Annual Meeting.

CNY REGIONAL COUNCIL SEEKS CATALYTIC PROJECTS FOR ROUND EIGHT OF REDC FUNDING

The Central New York Regional Economic Development Council (CNYREDC) is actively seeking qualified projects to take advantage of this year's funding opportunity through the Regional Council process. In this REDC round, Gov. Andrew Cuomo has directed more than \$750 million to be awarded to projects across the state to support strategic regional economic development priorities and job creation.

Members considering an expansion project are encouraged to review the application and available funding opportunities. Contact Andrew Fish, CenterState CEO senior vice president of economic development, at afish@centerstateceo.com to learn more about the application process and if a company or project qualifies to apply.

Applicants may apply for funds through the state's Consolidated Funding Applications (CFA). The CFA gives economic development project applicants streamlined access to a combined pool of grant funds and tax credits from dozens of existing programs and state agency resources, including resources for community development, direct assistance to business, waterfront revitalization, energy and environmental improvements, government efficiency, sustainability, workforce development and low-cost financing. The online CFA application allows businesses and other entities to apply for multiple agency funding sources through a single, web-based application. Consolidated Funding Applications are due July 27; the application can be accessed at: <https://apps.cio.ny.gov/apps/cfa/>.

This year, the CNYREDC will develop a sector-based workforce strategy to help meet businesses' workforce needs, improve regional talent pipelines, expand apprenticeships and address the needs of expanding industries.

This round also includes a third round of the Downtown Revitalization Initiative (DRI), which will invest \$10 million each in 10 municipalities statewide to execute downtown strategic investment plans and advance catalytic projects that support the community's vision for revitalization. Downtown Cortland and downtown Oswego were selected as prior CNY DRI recipients.

During the past seven years, the CNY region (Cayuga, Cortland, Madison, Onondaga and Oswego counties) has received the most funding to date, more than \$1 billion, out of all 10 council regions. This includes \$500 million for its CNY Rising URI in 2015. This funding has allowed for business expansions, investments in traditionally underserved neighborhoods and the creation of thousands of new jobs.



Submit a CFA Funding Request

Deadline: July 27, 2018

Application Manual:

<https://goo.gl/JZJQZD>.

Visit <https://goo.gl/FTu4Rw>

for more information.

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At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. For that reason, we 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.

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Providing banking solutions for more than 50 years, Visions Federal Credit Union proudly serves nearly 200,000 members across three states. As a not-for-profit, member-owned institution, Visions dedicates itself to the communities it serves. With more than \$1 million in charitable giveback each year, Visions commits itself to the growth of the region and its citizens. Its Syracuse and Cicero offices provide the individuals and businesses of Central New York an opportunity to grow, featuring lower loan rates, higher savings returns and fewer, lesser fees.



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Jonathan Gibraltar, *President*
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Wells College is a nationally recognized private coeducational liberal arts college located in Aurora, New York, on the eastern shore of Cayuga Lake. Celebrating its 150th anniversary in 2018, Wells has remained committed to providing a quality education to students through small, interactive classes in multiple disciplines and engaging coursework relevant to life in a changing world. Integrated hands-on learning opportunities, a connected community, and diverse educational opportunities give students the ability to take part in their own educations and prepare them to be active citizens and leaders.



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-Nick Matt
CEO, Matt Brewing Co.



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Sutton Real Estate Company, LLC

Established in 1933, Sutton Real Estate Company is an experienced, full-service, independent company in the region. Its team of experts is dedicated to delivering high-quality service to a diverse client base in every discipline: property management, brokerage, project development and temporary receivership services. Sutton has about 100 employees and brokerage associates in its main office in Franklin Square and at 40 properties in the portfolio.

In 2015, Sutton completed its first low income tax credit development project in Oswego. Seaway Lofts, a former brewery built in the late 1800's, was converted to 26 affordable apartments. In 2017, Sutton completed the development of two more affordable projects in Syracuse: Harbor Street Lofts, a 40-unit mixed income historic project in Tipperary Hill and Valley Vista Apartments, a 120-unit senior project in the Valley neighborhood. Sutton will also start construction on a \$20 million mixed-use project in downtown Oswego in the fall.

Sutton's residential property management portfolio includes approximately 1,600 residential units and its commercial office building and retail center portfolio includes about one million square feet of medical, office, retail and mixed-use space. Sutton's brokerage division offers a wide range of services including tenant and buyer representation, landlord and owner representation, site selection and property valuation. Sutton's team has experience in a wide variety of property types, including office, medical office, industrial, retail, multifamily, investments, mixed-use and land.

In addition to national accreditations, affiliations and memberships, its specialists enjoy connections at the local, regional and national levels. This has allowed Sutton to build a network that's unmatched. Learn more at www.suttoncos.com.



Harbor Street Lofts, a 40-unit mixed income historic project in Tipperary Hill.

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 Innovation in Your Industry Series Offers Early Access to New Technologies

The Tech Garden recently held its first “Innovation in Your Industry” series, which highlights a company whose innovation can benefit companies and their customers. This series offers early access to the newest technologies being created at The Tech Garden.

Participants learned about Cortland Research’s POUNCE® system, a new occupancy-based energy saving technology that reduces energy bills, improves maintenance costs, maintains comfort and meets new energy code requirements.

POUNCE is installed at The Tech Garden where it monitors real time use, people activity, temperatures, power use and controls lighting, plug loads, as well as heating, cooling and ventilation. Other clients include SUNY Cortland, OCM BOCES, Onondaga Community College and Corning. The company is in the go-to-market phase and looking for customers. Learn more at www.pouncesystems.com.

The next “Innovation in Your Industry” event is July 25 and will feature Imajion, a mixed-reality company bringing the construction industry to new heights with its cutting-edge platform. Learn more at www.thetechgarden.com/events.

Growth Fund Matches Private Investment up to \$100,000

CenterState CEO’s new Technology Commercialization (TC) Fund can match private investment up to \$100,000 in a pre-seed, emerging tech company. Companies located in the Southern Tier, Central New York, Mohawk Valley or North Country regions are eligible.

Local companies that have received funding from the TC Fund include: Pelitex; Tuzag; recombiPure; RepHike; Imajion; and Orthofit.

For more information, contact Traci Geisler, The Tech Garden resource manager, at tgeisler@thetechgarden.com.

Second Annual Drones over Downtown August 8 at The Tech Garden

Join GENIUS NY and The Tech Garden for the second annual Drones Over Downtown 4 to 7 p.m. Wednesday, August 8. Network with more than 30 unmanned aerial systems (UAS) businesses in the community, have a chance to fly a drone, watch live demos and enter to win a quadcopter drone! Meet the GENIUS NY teams and learn more about the growing UAS ecosystem in Central New York and the Mohawk Valley. To register for the free event visit www.centerstateceo.com/events.



SAVE THE DATE

SEPTEMBER 10-12, 2018

New York UAS Symposium

Presented by the NUAIR Alliance



Turning Stone Resort & Casino and
the New York UAS Test Site



nuairalliance.org/symposium

UAS Policy Focused Prominent Keynotes Breakout Sessions:

- UAS Traffic Management Pilot Program (UPP)
- UAS Law & Policy Institute
- National Unmanned Systems Testing and Rating (NUSTAR)
- New York UTM Corridor

Destiny USA Teams with CNY Attractions to Offer Summer Fun Pass

With each Destiny USA Summer Fun Pass purchase, guests will receive a barcoded booklet with tickets to be used at four of 29 participating Destiny USA venues. Each booklet will also include a bonus admission ticket to the 2018 Great New York State Fair, Syracuse Chiefs, Rosamond Gifford Zoo and Syracuse University Football. Restrictions apply and are available online at www.destinyusa.com/summer.

The Summer Fun Pass represents a savings of up to 65 percent per person and is the best way to experience Central New York's top attractions.

"We are proud of how well the attractions in Central New York continue to work together to promote tourism – their efforts align perfectly with our mission to drive tourism demand," said Visit Syracuse President and CEO Danny Liedka.



Summer Fun Pass Pre-Sale: NOW!

Summer Fun Pass Availability: June 11 – September 3, 2018

Cost: Children's Fun Pass is available for \$40 plus sales tax (ages 12 and younger – age and weight restrictions apply) and Adult Fun Passes are available for \$50 plus sales tax. Passes may be purchased at www.destinyusa.com/summer or at Destiny USA's Guest Service desks on the third level of Destiny USA, near World of Beer, or beneath the Carousel.

Destiny USA Entertainment Options:

- **NEW THIS YEAR! Funny Bone:** One Ticket to Non-Special Engagement Show of your choice. Must be 21+ or older. Subject to seating availability. Reservations suggested. (Offer not valid with Child Pass)
- **5WITS:** One adventure
- **Amazing Mirror Maze:** General admission
- **Billy Beez:** General admission (One accompanying adult included)
- **Canyon Climb:** One ropes climb
- **Carhartt:** Limited edition Syracuse-branded T-shirt
- **Dave & Busters:** \$10 power card
- **GlowGolf:** One round of golf
- **LazerTag:** Three games of lazer tag
- **Microsoft:** X-Box Game Pass (1 month)
- **Mystery Room:** One admission
- **Pole Position Raceway:** Adult race package (waive temporary license)
- **All-Star Alley & Tavern:** Two games (includes shoes)
- **SkyTykes:** One ropes climb (must be 48 inches or shorter)
- **WonderWorks:** General admission

Destiny USA Dining Options Include The Following Restaurants: (Visit the website for specific menu options.)

- **All Star Alley & Tavern**
- **Burger King**
- **Cantina Laredo**
- **Cold Stone Creamery**
- **Gordon Biersch**
- **Johnny Rockets**
- **Margaritaville**
- **P.F. Chang's**
- **Sweet Yummy**
- **Syracuse's Original Carmelcorn Shoppe**
- **TGI Fridays**
- **World of Beer**

BONUS ADMISSIONS – Each Fun Pass booklet includes a single bonus ticket to each:

- **Syracuse University Football:** one ticket to one of two select 2018 Syracuse University Football home games.
- **New York State Fair:** one admission into the 2018 Great New York State Fair.
- **Rosamond Gifford Zoo:** one general admission into the Rosamond Gifford Zoo.
- **Syracuse Chiefs:** one ticket to one regular season Syracuse Chiefs home baseball game.

#CNY
#OfficialHomeOfWinter
#DestinyUSA

Visit Syracuse, headquartered in Syracuse, is Onondaga County's accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit www.VisitSyracuse.com.

CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

International Building Physics Conference to attract 400+ attendees from 40+ countries

The seventh International Building Physics Conference (IBPC2018) will be September 23 to 26 in Syracuse. Hosted by SyracuseCoE and Syracuse University's College of Engineering and Computer Science and School of Architecture, the theme of IBPC2018 is "Healthy, Intelligent, and Resilient Buildings and Urban Environments."

The International Building Physics Conference (IBPC) takes place every three years and is the official conference of the International Association of Building Physics. This is the first time the conference is being held in the United States. Syracuse was chosen as the ideal location for IBPC's inaugural U.S. visit because Central New York's industry cluster in environmental and energy systems has become an international leader, with research strengths in high-performance building systems.

A multi-disciplinary team of faculty members from Syracuse University serves on the Technical Program Committee. The committee leads the organization on a wide range of research topics such as nano-material applications, to microenvironments around occupants, to rooms and whole buildings, and neighborhood and urban scales.

IBPC2018 will attract more than 400 attendees from more than 40 countries, bringing together researchers, scientists, architects, engineers and businesses related to building physics to present original research and findings, demonstrate and exhibit innovative building technologies. The conference promises to provide opportunities for future collaboration, innovation and entrepreneurship with accomplished thought leaders.

Unique sponsorship opportunities are available; contact Tamara Rosanio at tlrosani@syr.edu. Learn more and register at www.IBPC2018.org.



REGISTRATION IS NOW OPEN!

Healthy, Intelligent, and Resilient Buildings and Urban Environments

IBPC2018

September 23rd - 26th, 2018 | Syracuse, NY, USA | ibpc2018.org

The banner features a background image of the Syracuse city skyline. The text is overlaid on the image. At the top, "REGISTRATION IS NOW OPEN!" is in large white letters on a dark grey background. Below that, the conference theme "Healthy, Intelligent, and Resilient Buildings and Urban Environments" is written in a light blue font. To the right, "IBPC2018" is in large white letters on a dark grey rectangular background. At the bottom, the dates and location "September 23rd - 26th, 2018 | Syracuse, NY, USA" and the website "ibpc2018.org" are written in white on a dark grey background.

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Downtown Farmers Market Continues Every Tuesday Through October 9

The Downtown Farmers Market continues every Tuesday in Clinton Square through October 9. The market is open 7 a.m. to 3 p.m. rain or shine. It offers access to fresh, locally grown fruits, vegetables, plants, flowers, baked goods and more – all while encouraging a sense of community and promoting health and wellness initiatives. As the growing season continues, the market brings in as many as 50 regional farmers providing some of the freshest, healthiest produce available in Central New York.

Each week, there are musical performances from local and regional groups during lunchtime. The “Lunchtime Live Music Series” is made possible through the support of the County of Onondaga and CNY Arts through the Tourism & Economic Development Grant Program. See the schedule of performers at www.downtownsyracuse.com/farmersmarket.

The Food Bank of Central New York offers cooking demonstrations, showing visitors how to prepare fresh market purchases and the Onondaga County Public Library distributes recipe cards calling for fresh produce and ingredients.

Each week, market visitors may enter a free drawing for a chance to win fresh produce, unique products and gift baskets donated by participating vendors. Visit the Information Booth located near the flagpoles in Clinton Square to inquire.

Subscribe to the weekly Farmers Market newsletter at mail@downtownsyracuse.com. It is distributed every Monday during market season and previews what produce is in season.



AmeriCU Syracuse Arts & Crafts Festival – July 27 to 29, 2018

In and around Columbus Circle

More than 160 of the country’s most talented artists, craftspeople and entertainers will set up in Columbus Circle for the 48th Annual AmeriCU Syracuse Arts & Crafts Festival at the end of July. The three-day festival, scheduled for July 27 to 29, is the largest and most prestigious show of its kind in Central New York. Visitors can find contemporary arts and crafts, two- and three- dimensional works, including ceramics, painting, sculpture and photography. There will be a variety of professional performers as well, including costumed ethnic dance groups and street entertainers, unique treats and food.

Keeping with tradition, the Arts & Crafts Festival is held the same weekend as the

Northeast Jazz and Wine Festival in Clinton Square. Both are anchors of the multi-faceted production of Artsweek, a partnership among several organizations committed to showcasing and celebrating the arts throughout downtown Syracuse. Visit www.downtownsyracuse.com/syracuse-arts-and-crafts-festival/ for festival updates.



Pets Have Waste Too!

Downtown Syracuse has seen a 77 percent growth in its residential population during the last decade, and as more neighbors move downtown, many more “furry friends” also enjoy parks and sidewalks. Earlier this summer, the Downtown Committee and the City of Syracuse partnered to place signs reminding dog owners to curb the waste from their pets. In case dog owners forget to bring a waste bag, dog waste bag dispensers are located in M Lemp Park, the lawn outside The MOST and along the Creekwalk for convenience.

Ten signs, like this one along the Trailhead of the Creekwalk, encourage dog owners to pick up after their pets.



Cigarette Litter Prevention Program Kicks Off

The Downtown Committee recently received a \$5,000 Cigarette Litter Prevention Program grant from Keep America Beautiful. The grant allows the Downtown Committee to implement a new litter prevention campaign that includes the purchase of 20 new cigarette butt receptacles, placed throughout downtown Syracuse.

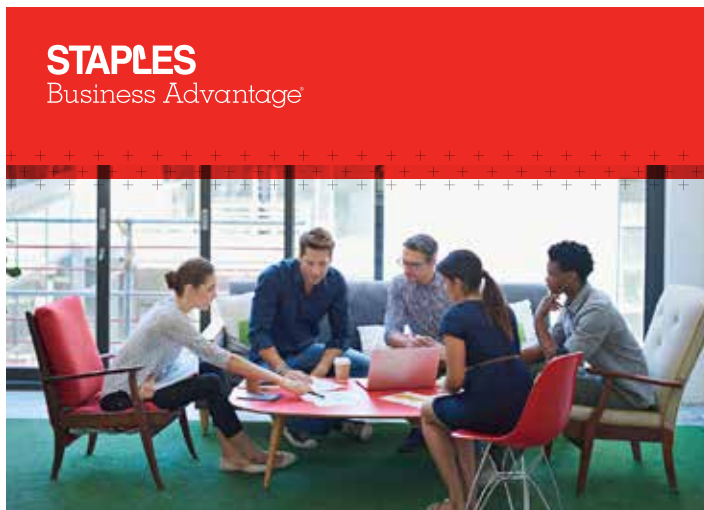
During the Downtown Committee’s Earth Day Clean-Up in April, cigarette butts were one of the most prevalent forms of litter picked up by volunteers. Recently, an onsite analysis of South Warren, South Salina and South Clinton streets was conducted to obtain a preliminary count of cigarette butts before the receptacles were placed. The survey found almost 1,500 cigarette butts in the 400 block of South Salina Street alone. The findings of this survey, in addition to input from a task force – comprised of downtown residents, business owners and local leaders – helped the Downtown Committee determine where to place the new receptacles. In addition, the Downtown Committee distributed hundreds of pocket ashtrays to major employers, bars and restaurants.

The Downtown Committee of Syracuse is one of 42 organizations to receive grant funding through the 2018 Cigarette Litter Prevention Program. The program, now in its 16th year, is the largest in the nation aimed at reducing cigarette litter. In the communities where it has been implemented, it has reduced the amount of cigarette litter by an average of 50 percent. According to the Keep America Beautiful program, cigarette butts are the most-littered item in the country, and account for about one-third of the litter found at storm drains.



One of the new cigarette receptacles in front of The Galleries entrance, fronting South Warren Street.

Like the Downtown Committee on Facebook (**Downtown Syracuse**), follow them on Twitter (**@downtownSYR**) or like them on Instagram (**@downtownsyracuse**).
Join the conversation with the hashtag, **#MyDowntownSYRstory**.

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For more information, please contact CenterState CEO’s Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.




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MEMBER ESSENTIALS

EventPrep® expands its territorial franchise to New York state and the Northeast U.S., a first for the company.

Liverpool-based **Hospice of Central New York** and Hospice of the Finger Lakes in Auburn plan to merge.

The Power Play Burger from Syracuse's **Ale 'n' Angus Pub** is the best burger in New York, according to the New York Beef Council.



ConvergeOne acquires **Annese & Associates, Inc.** It will now be known as Annese, a ConvergeOne Company.

Laci's Tapas Bar won a \$5,000 grant from KeyBank to install security lighting and cameras around its property.

Inc. magazine names **Bankers Healthcare Group** a Best Workplace for 2018.



VIP Architectural Associates selects Snow Kreilich Architects to collaborate on the new design of the Post-Standard building façade.

Macy's Backstage and **Burger King** open at **Destiny USA**.

Assured Information Security (AIS) earns prestigious spot on Cybersecurity Ventures' Cybersecurity 500 list.

Onondaga Community College Men's Lacrosse team wins its 11th national championship.



Berkshire Bank was awarded the prestigious 2018 Gold Halo Award for its XTEAM® corporate volunteer program.

Homewood Suites by Hilton Carrier Circle was recognized with 2018 TripAdvisor Certificate of Excellence.

Construction begins on a health and wellness complex at **Syracuse University**. Carrier Dome renovations at **Syracuse University** will include new roof and air conditioning.

Oneida Nation says it will offer sports betting at Turning Stone and other venues in the near future.

Barton & Loguidice launches new website. **Barton & Loguidice** makes national industry list as "Best Firm to Work For."



UnitedHealthcare and Hasbro donated 100 Nerf Energy Game Kits to students at Dr. King Elementary School in Syracuse.

Hill-Rom opens brand new facility at Welch Allyn in Skaneateles Falls.

NBT Bank opens new downtown Syracuse location and makes contribution to Syracuse Behavioral Health.



SUNY Cortland adds new major in health-care management.

The **Oneida Nation** opened its third Maple Leaf Market.

Galaxy Communications is now Galaxy Media.

ABC Creative Group names David's Refuge as the Brand Bash winner.

SPEED NETWORKING AT TERACAI

Speed Networking is a great way to connect CenterState CEO members with ideas, inspiration and each other. A recent speed networking event did just that, with an opportunity to speak with dozens of fellow members. About 50 people attended the event at TERACAI in North Syracuse. Peppino's catered the event.

See the events calendar on page 22 for upcoming opportunities to learn from fellow members and improve your business.



Nearly 50 people attended a recent speed networking event at TERACAI in North Syracuse.

Book The Tech Garden Theater for Your Next Event

Remember The Tech Garden Fibertech Networks Theater for your next business meeting, social event or workshop. Contact tgadmin@thetechgarden.com for more information.



Inaugural Event

SUMMER CELEBRATION and *Pig Roast!*

Wednesday, August 15

4 to 8 p.m.
Bayshore Grove, Oswego

Get your tickets at www.oswegofultonchamber.com/events



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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.



Better Homes & Gardens Real Estate Select staff cut the ribbon at 106 S. Main St. in North Syracuse.



Empower Federal Credit Union opens a new branch at 900 Kinne St. in East Syracuse.



Haylor, Freyer & Coon, Inc., 231 Salina Meadows Parkway in Syracuse, celebrates its 90th anniversary.



JS Hight & Sons Fine Wines & Spirits, located at 58 Albany St. in Cazenovia, celebrates its third anniversary.



MyTown Realty opens at 344 S. Warren St., Suite 202 in Syracuse.



JessiCakes, located at 3 Marble St. in Baldwinsville celebrates its first anniversary.



Strong Hearts Café, 719 E. Genesee St., in Syracuse, celebrates its 10th anniversary.



Fierce...with Love, LLC, celebrates its grand opening at 8914 N. Seneca St., Weedsport.



The **PressRoom Pub** is now open at 220 Herald Place, Syracuse.



CenterState CEO Ambassadors celebrate the redevelopment of the **State Tower** building at 109 S. Warren St., Syracuse.

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 offering discounts and incentives to fellow CenterState CEO members. New this month:

Seabreeze Park

4600 Culver Road, Rochester
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 off the \$34.99 gate price of a Ride & Slide Pass when you buy your tickets at seabreeze.com and enter promo code: STATE. (The promo code applies only to a Ride & Slide Pass and may not be used in combination with any other ride offers or group event tickets.) Offer expires September 3, 2018.

All Star Alley & Tavern

Level 3, Canyon, Destiny USA, Syracuse
315-992-9200

www.allstaralley.com

All Star Alley & Tavern has 55,000 square feet of fun for everyone including 24 lanes of state-of-the-art bowling, a full service restaurant with a from scratch kitchen, two high energy bars, a sports amphitheater, billiards, darts, bocce ball, arcade and a private event space that seats more than 200 guests (stage, private bar, AV). It's perfect for corporate events and meetings, team builders, birthday parties, cocktail receptions, rehearsal dinners, receptions, bachelor and bachelorettes parties, youth sporting events, field trips, graduations, after prom parties, lock in's and so much more!

Discount: Receive 20 percent off a booked event, excludes alcohol. Offer expires September 30, 2018.

Fabio's Antica Cucina

344 S. Warren St., Syracuse
315-303-1630

www.fabiosdowntown.com

Located in the Icon Tower in downtown Syracuse, Fabio's Antica Cucina serves authentic Italian dishes. It was recently named No. 3 Best Pizza in Central New York by Syracuse.com. The restaurant is available for parties and meetings and offers an extensive catering menu. It has a cozy cocktail lounge with the perfect atmosphere for happy hour as well.

Discount: \$5 off \$25 at lunch or \$10 off \$50 at dinner. Not valid at Sunday Brunch. One discount per table. Not valid on alcohol. Offer expires September 1, 2018.

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 Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

Jimmy Buffett's Margaritaville

Inspired by the philosophy of Jimmy Buffett, Margaritaville delivers an experience where guests can enjoy the elements of their favorite vacation destination. Margaritaville offers a coastal inspired menu and an extensive selection of margaritas, boat drinks, frozen concoctions and cold beer.

Jenna Rodolico
9090 Destiny USA Drive
Syracuse, NY 13204
www.margaritavillesyracuse.com

315-401-4222

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370 W. First St.
Fulton, NY 13069
www.greenfieldwireless.com

315-887-5027

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Cicero, NY 13039
www.hyde-stone.com

866-401-9053 ext 231

PressRoom Pub

PressRoom Pub

220 Herald Pl, Syracuse, NY Est 1839

The PressRoom Pub is the newest hot spot in downtown Syracuse! With a flare for local flavors and a proud supporter of New York state products, the P.R.P. stands out among sports bars in Central New York. The pub offers New York craft beer, comfort food with locally sourced ingredients and big screen TVs for all sports fans. Featuring a 21-foot regulation shuffleboard table, darts, POP-a-Shot and Mrs. Pac-Man for all you gamers. Make the PressRoom Pub your newest hangout in the Salt City.

Cody Fedele
220 Herald Place
Syracuse, NY 13202
www.pressroompub.com

315-299-5652

SCORE Syracuse Chapter

SCORE Syracuse, a resource partner of the SBA, is a nonprofit association dedicated to helping small businesses start, grow and succeed by providing clients FREE mentoring, workshops and individualized business training.

Jeff Shapiro
224 Harrison St., Fifth floor
Syracuse, NY 13202
www.syracuse.score.org

315-471-9393

MEMBER MILESTONES

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

40 YEARS

Wilcox Travel Leaders

35 YEARS

Geddes Federal Savings & Loan
Rescue Mission Alliance of Syracuse
MLMIC Services Inc.

25 YEARS

MBG Partners
Turning Stone Resort Casino LLC

20 YEARS

YWCA of Syracuse and Onondaga County, Inc.
Anchor QEA, LLC
MS Unlimited, Inc.
Onondaga Historical Association
Absolute Home Inspection, Inc.
ISM - Greater Syracuse, Inc.
Leadership Greater Syracuse

10 YEARS

Galaxy Communications
Upstate Orthopedics, LLP
TERACAI
ChoicePay, Inc.
Pathfinder Bank

5 YEARS

Armory Square Ventures
Simon's Agency, Inc.
Fallingbrook Associates, LLC
Quanterion Solutions, Inc.
AIC Talent Solutions

Nominate Your Company To Be An

ECONOMIC CHAMPION



Criteria:

- Added employees
- Capital expenditures
- Opened a new business
- Expansion of space or relocation due to growth
- State or national recognition
- Celebrated a significant milestone

**Nominate online at www.centerstateceo.com/Economic-Champions
Submissions must be received by Friday, October 5, 2018.**

For more information contact to Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com
Sponsorships are available by contacting Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com

The Economic Champions Luncheon will be held on
Tuesday, October 30, 2018 at the Convention Center at Oncenter in downtown Syracuse.
To register for the luncheon, visit www.centerstateceo.com/events



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EVENTS

CenterState CEO Clambake

Thursday, August 2, 2018

4 to 8 p.m.

Hinerwadel's Grove

5300 W. Taft Road, North Syracuse

Register by July 26

at www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or

lmotot@centerstateceo.com.

Join CenterState CEO for great food,
music and fun!
Make it your company picnic!

Back by popular demand... the Dunk Tank,
sponsored by CH Insurance.

Cost: \$70/person for members;
\$80/person for non-members **

Group packages available: 5 tickets
for \$325, 10 tickets for \$650,
15 tickets for \$975.

Tabletop displays are available for
members only.

\$500 includes two tickets and a 6-ft. table.

**After July 26 and at the door,
tickets are \$75 for CenterState CEO
members; \$85 for non-members.
Cancellations after this date will be billed.

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

CNY WIFFLE Ball Summer Classic, July 18

5:30 p.m.

Museum of Science & Technology - East Lawn, 500 S Franklin Street, Syracuse

The CNY WIFFLE® Ball Summer Classic is presented by Columbian Financial Group. Cheer on community leaders and the Syracuse Chiefs as they play a friendly game of WIFFLE® Ball at the MOST! Watching the game is FREE and open to all. Following the game, meet the players at The Blue Tusk. Tickets: \$25/person, include hors d'oeuvres and drinks (21 & older). For tickets, contact Cynthia Waibel at cwaibel@most.org or 315-425-9068 x2123 or purchase at the game.



Tech Meets Taste, July 19

5 to 7 p.m.

Tech Garden Patio, 235 Harrison St., Syracuse

CenterState CEO, in partnership with UMEA and Up Start, present the popular Tech Meets Taste featuring a diverse group of local, independent business owners and current and aspiring entrepreneurs. Come check out their latest products and services, including food samples with flavors that circle the globe. Get to know some of the region's hottest tech companies and learn more about Tech Garden programs. Live music provided by KMase Productions. Sponsored by National Grid and Kmase Productions. Cost: \$10 for members; \$20 for non-members.



UMEA Summer in the Vineyards, July 25

5:30 to 9:00 p.m.

The Dietz Lantern Factory, 225 Wilkinson St., Syracuse

The Upstate Minority Economic Alliance in conjunction with The Dietz Lantern Factory are launching a Summer In The Vineyards series with a special WINE TASTING. Internationally certified Sommelier (UK) Daniel Jackson is the guest host. In addition, Summer in the Vineyards tours will be announced for dates in July and August. These will focus on regional wineries that accommodate 25 people per trip.

Cost: \$30 UMEA / CenterState CEO Members; \$35 non-members.



2018 Drones Over Downtown, August 8

4 to 7 p.m.

The Tech Garden, 235 Harrison St., Syracuse

Join GENIUS NY and The Tech Garden for the second annual Drones Over Downtown. Network with more than 30 unmanned aerial systems (UAS) businesses in the community, have a chance to fly a drone, watch live demos and enter to win a quadcopter drone! Meet the GENIUS NY teams and learn more about the growing UAS ecosystem in Central New York and the Mohawk Valley. Cost: Free, but registration is required.



7 Habits of 7 Highly Successful People, September 14

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

Rosamond Gifford Zoo, One Conservation Place, Syracuse

Don't miss this opportunity to hear from seven of the region's most influential executives and community leaders. Each will share seven lessons they have learned and used throughout their careers. Through wisdom, expertise and candor take away 49 principle-centered approaches to be more effective and impactful in your personal and professional life. Stay tuned for more details.



Disney's Approach to Quality Service, September 19

8:30 a.m. to 5 p.m.

Doubletree Hotel, 6301 State Rt. 298, E. Syracuse

Learn how to: adapt time-tested Disney business insights to assess and improve your organization; determine how to differentiate service to become a provider of choice; design quality service standards to create a consistent service experience; use tools to gauge the needs, wants, stereotypes and emotions of customers at an individual level; understand the processes necessary to develop a culture that consistently delivers exceptional service; and recover effectively from a service failure and turn it into an opportunity to strengthen customer relationships.

Cost: \$299 for members; \$329 for non-members.



JOURNEY ON A TRIP TO SPECTACULAR SOUTH AFRICA

Join CenterState CEO on a trip to spectacular South Africa, February 21 to March 5, 2019. Highlights include Johannesburg, Soweto, Kruger National Park, a safari game drive, Knysna, Featherbed Nature Reserve, an ostrich farm visit, winery lunch and tasting, Cape Town, Table Mountain and more! Per person rates, if booked by August 22, 2018, are: \$4,999 (double) and \$5,649 (single). Prices include 21 meals, round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. Optional post-tour extensions available. AAA members receive an additional \$50 off per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The spectacular South Africa trip includes a safari game drive like the one above.



Travel Presentation: August 7

Join CenterState CEO for a special travel presentation about Spectacular South Africa at the AAA Camillus at 5:30 p.m. August 7. The presentation is free to attend. RSVP to 315-701-2648 or jlombardi@nyaaa.com.

COMING AND GOING

Congratulations to **Tom Blanchard** and **Karen DeJoseph** on their retirements from CenterState CEO. Both served CEO's business development division. Tom worked with the organization for nearly 30 years; Karen for 14 years. Their invaluable service, generosity, kindness and genuine warmth have made a lasting impact on CEO's members and this region, and will be truly missed. Their colleagues wish them many happy and healthy years ahead to enjoy relaxing pursuits.

CEO is pleased to welcome the following new employees:

- Anthony Colella** – Manager - Manufacturing & Construction, Work Train
- Kelly McClain** – Sales Manager, Business Development
- Jordan Young** – Economic Development Assistant, Downtown Committee of Syracuse
- Christine Benn** – Partner Engagement Manager, Visit Syracuse
- Elise Hereth** – Operations Supervisor, NUAIR
- Kristina Kipfer-Williams** – Executive Assistant, NUAIR
- Sara Schreiber** – Communications Assistant, NUAIR
- Clark Speicher** – Operations Supervisor, NUAIR
- Jon Thies** – Director of Consulting, NUAIR
- Mike Hertzendorf** – Chief of Staff, NUAIR



Tom Blanchard



Karen DeJoseph

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information and to register for GOFCC events, visit www.oswegofultonchamber.com.

GOFCC Summer Celebration and Pig Roast, August 15

4 to 8 p.m.

Bayshore Grove, 104 Bayshore Dr., Oswego

Join the GOFCC for its inaugural Summer Celebration & Pig Roast! Tickets include delicious food, live music by The Billionaires, networking and fun! Individual tickets and group tickets are available. Presented by Novelis.

Business After Hours, September 5

5 to 6:30 p.m.

Holiday Inn Express & Suites of Oswego, 140 E. 13th St., Oswego

Join the GOFCC as the Holiday Inn Express & Suites celebrates its second birthday! Network with other business professionals while enjoying food, beverages, music and tours of the facility.
Cost: \$5 for members; \$10 for non-members.

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





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 Syracuse, New York 13202
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www.centerstateceo.com

CEO ESSENTIALS



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 Doubletree Hotel Syracuse, Carrier Circle, Syracuse, NY
September 19, 2018
 9AM - 5PM



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 Space is Limited.

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 Participant:



Marketing
 Participants:

