

CENTERSTATE CEO WELCOMES NEWLY ELECTED BOARD LEADERSHIP

CenterState CEO's board of directors unanimously elected **Melanie Littlejohn**, National Grid vice president - New York Jurisdiction, as its new chair. Littlejohn's expansive corporate and community leadership credentials make her uniquely qualified for this position. She has been deeply engaged in the organization, serving as a member of CenterState CEO's executive committee and board of directors, most recently as first vice chair, with a deep understanding of the organization's strategic priorities

"For nearly a decade, Melanie has played a critical role in driving the economic development efforts of this organization and our region, whether through her support of our innovation programming, serving on the Consensus Commission leading the community conversation around government modernization, or her support of our targeted business development initiatives," said Robert Simpson, president, CenterState CEO. "Her commitment to the growth of the region is unwavering and I am confident she will provide the dynamic leadership necessary to further the vision and mission of CenterState CEO."

"I am honored to continue my service with the CenterState CEO board of directors as its new chair," said Littlejohn. "We are on the eve of transformation as a region. I am energized by the opportunities and level of collaboration taking place across our community. Together with my colleagues on the board and within our business community, I stand ready to lead CenterState CEO's strategic priorities to create an even greater impact on the growth and vitality of CNY and its people."

At National Grid, Littlejohn is responsible for leading stakeholder management statewide, and for ensuring processes, planning and best practices are delivered consistently to "bring energy to life" for National Grid's New York customers.

Littlejohn succeeds Jim Fox, chairman and chief executive officer, OBG. Fox was instrumental in steering a number of the organization's accomplishments, including the launch of its current strategic plan; its analysis and advocacy efforts that contributed to the selection of the Community Grid as the preferred alternative to the I-81 viaduct replacement project; the launch of cutting-edge innovation programs, like GENIUS NY; the



Melanie Littlejohn, National Grid vice president - New York Jurisdiction, has been named the new chair of CenterState CEO. Littlejohn leads stakeholder management statewide for National Grid, and builds and maintains strong relationships that drive superior customer satisfaction.

continued on page 2

Summer Give-Back BBQ Tuesday, August 13

4 to 8 p.m. | Links at Erie Village

Don't miss this ALL NEW summer event for the business community! Join CenterState CEO members for great food; networking; a chance to win two round trip tickets from United Airlines, good for U.S. or international travel; live music and an opportunity to give back to some of the community's charitable organizations and nonprofits. Included is the popular Dunk Tank, sponsored by C.H. Insurance. Golf options are also available.

Bring your whole team and make it your company's summer outing!

Register by August 6 at centerstateceo.com/events

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



3 NYSDOT Recommends Community Grid: Share Your Feedback



3 GENIUS NY Round 4 Applications Open



5 Up Start Trains Promising Entrepreneurs



18 CenterState CEO Events

NEWLY ELECTED BOARD LEADERSHIP continued from front page

ongoing success of the economic inclusion portfolio, which culminated in the selection of Syracuse as a winner of JPMorgan Chase's AdvancingCities initiative; and the launch of a strong organizational commitment to diversity and inclusion, among others.

Also elected as officers are Evelyn Ingram, director of media and community relations, Wegmans Food & Pharmacy, as first vice chair (formerly secretary); and David Schneckenburger, president, Thompson & Johnson Equipment Co., Inc., as secretary.

Re-elected to a new term are Susan LaVallee, senior vice president, AXA, as vice chair; Stephen Fournier, district president, KeyBank, N.A., as treasurer; and Orrin MacMurray, chairman, The C&S Companies, as vice chair.



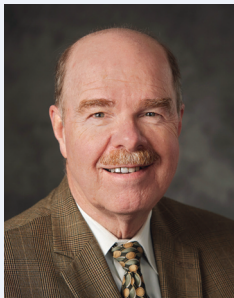
Chair
Melanie Littlejohn
Vice President - New York Jurisdiction, National Grid



First Vice Chair
Evelyn Ingram
Director of Media and Community Relations, Wegmans



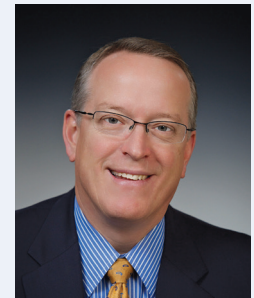
Vice Chair
Susan LaVallee
Senior Vice President, AXA



Vice Chair
Orrin MacMurray
Chairman, The C&S Companies



Secretary
David Schneckenburger
President, Thompson & Johnson Equipment Co., Inc.



Treasurer
Stephen Fournier
District President, KeyBank, N.A.

FEATURED STORIES:

Business After Hours and Member Showcase – Syracuse Mets.....	3
NYSDOT Recommends Community Grid: Share Your Feedback.....	3
GENIUS NY Round 4 Applications Open.....	3
UAS Central Highlights Region's UAS Leadership and Growth Opportunities.....	4
Salt City Market Starts Vendor Selection.....	5
Up Start Trains Promising Entrepreneurs.....	5
New Investment and Partnerships Expand NUAIR'S Drone Testing Capability to Global Markets.....	7

Export Luncheon Highlights E-commerce Success.....	8
GOFCC Farmers Markets Receive \$20K.....	14
GOFCC Small Business Week.....	15
Travel the World with CenterState CEO.....	16
CenterState CEO Welcomes Back Disney Institute, September 24.....	17
Speed Networking at TERACAI.....	18

MEMBER NEWS:

Economic Champion.....	9
Member Essentials.....	11

New Partners.....	12
Member Milestones.....	13
CenterState CEO Ambassadors.....	14

DEPARTMENTS:

The Tech Garden.....	6
Government Relations.....	8
Downtown Committee.....	10
Visit Syracuse.....	11
Events.....	18



Tuesday, August 13, 2019
4-8 pm
Traditions at the Links

www.centerstateceo.com/events

Don't miss this ALL NEW summer event! Great food, networking, fun and an opportunity to give back to our community's charitable organizations!
Golf options available.

NYSDOT RECOMMENDS COMMUNITY GRID: SHARE YOUR FEEDBACK

The New York State Department of Transportation (NYSDOT) released the long-anticipated Draft Environmental Impact Statement (DEIS) for the I-81 Viaduct Project, and recommended the Community Grid as the preferred alternative to replace the aging viaduct. An initial review of the approximately 15,000-page document finds that many of the recommendations CenterState CEO made in its Community Grid Plus plan were incorporated into the Community Grid alternative.

The DEIS can be found at www.dot.ny.gov/i81opportunities/library. CenterState CEO welcomes feedback on the proposal as it will inform how it continues to pursue the best outcome for this project. Please send any comments, questions or concerns to 81comments@centerstateceo.com.



GENIUS NY ROUND 4 APPLICATIONS OPEN

GENIUS NY — the world’s largest business competition focused on unmanned systems — is accepting applications for the fourth round of the year-long business accelerator. The program invests more than \$3 million in five finalist companies, including a grand prize of \$1 million.

Applications are being accepted through October 1, 2019 from entrepreneurs and early stage businesses focused on unmanned systems, including unmanned aerial, ground and marine systems; internet of things; and data-to-decision and cross-connected platforms sectors. Subsets may include precision and remote sensing; data collection and analytics; guidance or communication systems; and sensors; among other technological categories.

More than 50 applications from around the globe have already been submitted following AUVSI Xponential, the world’s largest unmanned systems conference in May. GENIUS NY and partners from UAS Central, New York’s unmanned systems sector, attended AUVSI. Learn more and apply at www.geniusny.com.



GENIUS NY

BUSINESS AFTER HOURS AND MEMBER SHOWCASE – SYRACUSE METS

CenterState CEO members welcomed the Syracuse Mets to Syracuse at the Business After Hours and Member Showcase at NBT Bank Stadium. Attendees networked with business leaders in the Hank Sauer Room while visiting with exhibitors, then stayed to enjoy the game.

Member Showcase Exhibitors:

Alzheimer’s Association, CNY Chapter
FirstLight
Home HeadQuarters, Inc.
Planet Fitness Syracuse
PostNet

Running Boards Marketing
Seabreeze Amusement Park
Spectrum Reach
United Airlines
Wired Telcom LLC



Winner of the United Airlines tickets — Melissa Oliver, Marriott Syracuse Downtown — is joined by Rob Simpson, CenterState CEO; Bare Antolos, United Airlines; and Kevin Schwab, CenterState CEO.

UAS CENTRAL HIGHLIGHTS REGION'S UAS LEADERSHIP AND GROWTH OPPORTUNITIES

CenterState CEO led a group of regional companies and organizations under the UAS Central brand to the AUVSI Xponential 2019 conference – the largest and most advanced tradeshow in the world for unmanned systems and robotics – in Chicago, Illinois. The show draws more than 8,500 industry professionals in the unmanned aerial systems (UAS) sector.

The UAS Central brand and its partners were part of the New York State Pavilion, creating a strong presence on the show floor. This allowed companies that have been following New York's UAS progress to connect with the UAS Central team to explore its opportunities, from manufacturing partnerships to business expansion possibilities in the Mohawk Valley and Central New York regions. The booth's five meeting areas were all frequently occupied. The UAS Central booth also featured demonstrations by GENIUS NY graduates, TruAir and USPLM.

In addition to excellent networking opportunities with exhibitors on the show floor, more than 170 attendees gathered at the New York state networking reception. Overall, more than 200 contacts were made. Leads will be followed up on as the team continues to advance UAS business attraction efforts in the region.

"Our annual presence at AUVSI Xponential continues to improve national and international awareness of New York UAS Central, which increases investment in the region's unmanned systems sector," said Andrew Fish, senior vice president of Business Development at CenterState CEO.

Sentient Blue – from AUVSI to GENIUS NY Grand Prize Winner

During AUVSI 2018, the UAS Central team met Saif Akanni of Sentient Blue, an engineering company from Italy that develops efficient and environmentally friendly micro gas turbines for unmanned systems. Akanni was excited to learn about the GENIUS NY program, its benefits and support, and applied for the annual competition. Akanni then led Sentient Blue to win the \$1 million grand prize this year. Sentient Blue will remain in Syracuse and has begun hiring.

Learn more about Sentient Blue at www.sentientblue.com.

To learn more, visit uascentral.com or contact Andrew Fish at 315-470-1820 or afish@centerstateceo.com.



The UAS Central team included partners from the New York UAS Test Site at Griffiss International Airport; CenterState CEO; GENIUS NY; AX Enterprize; NUAIR; Thales USA, Inc.; Michigan UAS; Wagner Associates; TruWeather Solutions; and Empire State Development.



The UAS Central team engages with dozens of attendees and exhibitors during AUVSI Xponential.



Get incentives for energy upgrades,
cultivate a space for innovation.

Connect with experts at ngrid.com/business



SALT CITY MARKET STARTS VENDOR SELECTION

Salt City Market is a food hall and public market coming to downtown Syracuse in late 2020. The market is in search of talented, driven people from across the city with a dream of starting a business to share their food and culture, with an emphasis on communities of color and immigrant communities. The market is a project of Syracuse Urban Partnership (SYRUP), a newly formed nonprofit under the Allyn Family Foundation, and will be located in the now vacant lot at 484 S. Salina St. (on the corner of Salina and West Onondaga streets). **CenterState CEO's Economic Inclusion portfolio and the Up Start program are working in partnership with the Salt City Market to develop the audition process, training and business incubation services for potential vendors.**



More than 130 people from across the city attended info sessions last month, and nearly 50 applications to participate as a food merchant in the market were received. Interviewees shared dishes representing American Soul, BBQ and comfort foods, the Caribbean Islands, Central America, Southeast Asia, Africa, and the Middle East, as well as desserts and beverage concepts, with review committees made up of community leaders, local restaurant and food industry experts, and program staff. The committee narrowed down the talented slate to a diverse group of eight who advanced to the first ever Salt City Market Audition Popup event held May 25; advance sale tickets to the event sold out in just over an hour, showing significant community enthusiasm for the market concept.

Another round of auditions will be held in September for those who want to try to gain a spot in the food hall. The market and food hall will offer between eight and 10 vendor stalls, each equipped with a new kitchen; affordable rent; expert training and support; and an atmosphere of community learners interested in helping one another grow and succeed. Learn more at <https://saltcitymarket.com>.

UP START TRAINS PROMISING ENTREPRENEURS

Up Start graduated this year's first Start It! small business training program with 100% of participants completing the class. Terrence Collin's Strong Arm Clean Up won the Present Your Pitch competition with a vision for a construction clean-up company that creates efficiencies for local contractors and provides jobs to community members on the South Side of Syracuse. Fatuma Mohamad's Guleyso Learning Child Care placed second. Her business focuses on serving families that work second and third shifts and weekends. Stacey Bailey's The Taste of Honey catering business, with its vision to create a mobile restaurant to use at events and in food deserts, placed third.

Up Start is part of CenterState CEO's Economic Inclusion and Innovation and Entrepreneurship portfolios. To learn more about the program or its recent graduates, contact Kira Crawford at 315-470-1834 or krcrawford@centerstateceo.com.



Led by instructor and community leader Shirley Rowser, pictured far right, Up Start graduates a new pool of talented and driven business owners.

PreVision Corp Wins Startup Showdown at AUVSI Xponential

GENIUS NY team turned Tech Garden resident, PreVision, took first place at AUVSI, the largest drone conference in the world, in Chicago, Illinois. PreVision was among four startups to compete in the Startup Showdown where each company pitched its technology for 10 minutes.

PreVision users can see the world live in 3D from any angle or perspective, like a live GoogleEarth™ with 4Hz update. PreVision calls this technology Live Imagery Maps In Time (LIMIT). For immediate situation awareness, LIMIT users gain prevision or the ability to see in advance; to predict or forecast; and to understand.



The PreVision team wins first place at the Startup Showdown at AUVSI Xponential.

Fotokite Launches Tethered Drone System for Firefighters

The \$1 million grand prize winner of GENIUS NY 2018 has partnered with a firefighting-apparel firm, Pierce Manufacturing, to launch an unmanned aerial vehicle system that can be integrated with public-safety vehicles as well as other firefighting equipment. Fotokite is the only unmanned aerial system (UAS) authorized by the FAA to be used by all public safety teams without requiring pilot licenses or individual authorizations to fly. Several firefighting agencies have already used the system in operations such as live-fire response, search-and-rescue missions and structure collapse inspection.

Fotokite is headquartered in Zurich, Switzerland; its U.S office is at The Tech Garden. Fotokite recently hired five people in Syracuse and plans for continued growth. Learn more at www.fotokite.com.



Fotokite Sigma is a vehicle-integrated aerial camera system that provides public safety teams with mission critical situational awareness.

EagleHawk Wins Innovative Technology of the Year Award at 2019 Infotech BETAS

EagleHawk One, a GENIUS NY 3.0 team, won the Innovative Technology of the Year Award at the BETAS (Buffalo Emerging Technology Awards Showcase). These awards recognize and celebrate Western New York's organizations and individuals that set the standard for technological innovation and implementation, workplace culture and industry activism.

EagleHawk has offices in Buffalo and Syracuse. It provides a revolutionary preventative maintenance platform for commercial buildings with flat roofs. EagleHawk leverages drones equipped with infrared sensors to detect roof leaks that are not evident to the naked eye. The company plans to hire a marketing manager in Syracuse this month. Learn more at www.eaglehawkone.com.



TTG Welcomes New Members at its Q1 Member Bash

Last month, The Tech Garden held its first member bash of 2019 welcoming 11 new startups since January. TTG currently has 94 members which includes virtuals and residents. Learn more about the benefits of becoming a member at www.thetechgarden.com/entrepreneurs.



New and current Tech Garden members network at its first Member Bash of the year.

NEW INVESTMENT AND PARTNERSHIPS EXPAND NUAIR'S DRONE TESTING CAPABILITY TO GLOBAL MARKETS

Northeast UAS Airspace Integration Research (NUAIR) and the New York UAS Test Site at Griffiss International Airport have successfully deployed and integrated five unmanned aircraft systems (UAS) service suppliers into the New York UAS Corridor: AirMap, ANRA, AGI/OneSky, Thales and Unifly. Each of these UAS service suppliers (USS) bring their unique expertise in live flight tracking, real-time situational awareness, flight data exchange mechanisms, analytics, UAS traffic management (UTM) and more.

Currently, there are two predominant UTM models, the National Aeronautics and Space Administration (NASA) UTM concept and the European U-Space model. Having both types of UAS service suppliers at the New York UAS Test Site gives it the ability to test against each model independently, collect data and develop a way for the two to coexist and interoperate smoothly. **This opens the doors for companies from across the globe to come to Central New York, test their drone technologies and help build an interoperable, global, UTM system.**

"Having multiple UAS service suppliers leveraging our command and control infrastructure at the test site allows for any company to test their drone technology, regardless of the platform or service supplier," said Tony Basile, chief operations officer at NUAIR.

"As UTM ecosystem industry consensus standards evolve, we need a place where industry can conduct disciplined testing to validate performance requirements and eventually verify UAS service suppliers or supplemental data service providers as compliant with those standards," said Andy Thurling, chief technology officer at NUAIR. "This will streamline FAA performance authorizations and enable widespread commercial use of UTM in the New York UTM Corridor and beyond."

Full integration of the five UAS service suppliers marks a major milestone in NUAIR's five-phase integration plan for the New York UAS Test Site. The next phase of integration is underway, which includes the further maturation of the USS-to-USS communication system and live testing. The integration will culminate with a capstone event on September 18 at the New York UAS Test Site during the New York UAS Symposium hosted by NUAIR.



Unmanned aircraft systems service supplies — AirMap, ANRA, AGI/OneSky, Thales and Unifly — are now integrated into the New York UAS Corridor.

NUAIR NIGHT!



JOIN US!

July 4th as the Syracuse Mets take on the Buffalo Bisons.

NUAIR is proud to sponsor the Syracuse Mets Independence Day celebration & largest firework display of the season at NBT Bank Stadium!

Enjoy the game, activities & meet many of our UAS friends & partners!



JULY 4TH

GOVERNMENT RELATIONS

Serious Changes Proposed for Health Coverage in New York



CenterState CEO seeks to deliver value to its members by tracking critical issues at the local, state and federal level that may impact business and communities.

CEO strives to educate its members about these issues and requests feedback, so it may advocate on members' behalf.

Over the next few months, the community will hear more about how New York can achieve universal health coverage for its residents.

Legislation currently under discussion would create a New York version of Medicare-for-

all. Its goal is to create a single-payer system that would replace the current mix of private and public health plans in the state. It would, essentially, eliminate private insurance in New York. Changes to health care coverage will certainly have significant impacts on individuals, businesses, health care providers and the regional economy.

Estimates on its cost are wide-ranging – from a low of \$142 billion

a year to a high of \$250 billion per year. As a rough comparison, New Yorkers currently pay approximately \$150 billion a year in premiums to cover about 95% of the population.

Currently, approximately 95% of residents are insured. New Yorkers also tend to have the best coverage in the nation, qualitatively, with the highest percentage of its population covered by “platinum” or “gold” tier plans.

Legislation to move to a single-payer system in New York is not new, but it is receiving increased attention since the recent change in majority in the Senate. At present, the New York Health Act has 71 co-sponsors in the Assembly and 29 co-sponsors in the Senate.

It is unlikely that this bill will advance this year, but it could return in 2020. For this reason, CenterState CEO is studying the issue closely. CenterState CEO recently hosted a forum with The Business Council of New York State and others, and will offer additional opportunities for its members to learn more about the issue from different perspectives and to weigh in.

For more information on this issue, please contact Kevin Schwab, vice president of member and community engagement, at kschwab@centerstateceo.com or 315-470-1944.

EXPORT LUNCHEON HIGHLIGHTS E-COMMERCE SUCCESS

The Central New York International Business Alliance (CNYIBA) recently held its monthly members luncheon in Syracuse. The primary topic of discussion – e-commerce for international trade – combined emerging digital trends with the primary focus of CNYIBA.

Nabil Rab, a CNYIBA member and CEO of ALTENEW, a Syracuse-based paper crafting company, was the keynote speaker. Rab discussed how his business has been rapidly expanding internationally and showed participants a fully integrated and successful e-commerce marketing strategy.

ALTENEW has succeeded in exporting to more than 80 countries since it started in 2014. ALTENEW also participated in the award-winning four-month ExportNY program in 2017 and talked about how the program helped the company excel at international sales.

The next ExportNY – a CNYIBA program – begins September 11 and runs through mid December. Spaces are still available.

The next CNYIBA luncheon on June 7 is open to non CNYIBA members and will discuss scams affecting regional exporters. Visit www.centerstateceo.com for details.

To learn more about the CNYIBA and how it helps drive regional exports see www.cnyiba.net or email CNYIBA Executive Director Steven King at sking@cnyiba.net.



Nabil Rab, CEO, ALTENEW, shares how the ExportNY program helped increase the company's success in the international market.

CENTERSTATE CEO ECONOMIC CHAMPION

UPS

More than 1,200 people in Central New York work for UPS – a company with more than 481,000 employees across the country.

Volunteerism is an integral part of UPS company culture. The UPS Foundation was founded in 1951 to help build stronger, safer and more resilient communities around the world. The UPS Foundation works to expand the worldwide volunteer movement, build capacity in communities and improve efficiency in nonprofits.

The Community Investment Grants initiative ties employees' community service efforts and empowers UPSers to have a direct economic impact in the communities they serve. In 2017, The UPS Foundation invested more than \$23.5 million to support community-based organizations in 171 countries.

At the heart of UPS's philanthropic outreach is the Neighbor-to-Neighbor program, which helps UPSers facilitate or join volunteer projects in their own communities. Neighbor-to-neighbor is a vital component of UPS's ongoing efforts to heighten awareness of community needs and promote the importance of volunteerism.

In 2018, UPS in Central New York provided more than \$30,000 in financial support to local nonprofits, dedicated more than 1,100 employee service hours to volunteerism through its Neighbor-to-Neighbor program, and supported more than 20 local community organizations.

"Volunteerism is not just part of our culture," says Director of Operations Mike Ferony. "It is a source of pride for our people and our company. Being a part of and giving back to our communities is part of the mindset of everyone who wears our brown uniform or represents our shield."

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.



UPS donates food to the Rescue Mission Alliance of Syracuse as part of its Neighbor-to-Neighbor program.



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Get Your Tickets! Downtown Committee Annual Meeting, June 20

The community is invited to join the Downtown Committee and Pathfinder Bank for a celebration of the creative vision of downtown property owners and developers, the determined spirit of longtime businesses, restaurants and cultural institution leaders, and the passionate entrepreneurial individuals that have driven growth in downtown Syracuse. A luncheon will be held at noon Thursday, June 20 at the Oncenter.



Downtown Committee Executive Director Merike Treier will offer an exciting downtown report, highlighting the investment activity happening in the city's center. Three individuals and/or organizations will be honored for their contributions to downtown Syracuse. Tickets are on sale now. Visit www.DowntownSyracuse.com/AnnualMeeting for more information.



Downtown In Bloom

More than 335 hanging flower baskets now dress downtown's streets to welcome the summer season. The Downtown Committee would like to thank all of the 2019 hanging flower basket sponsors for supporting the beautification work. Special thanks to the following organizations for sponsoring 10 or more baskets:

Armory Boys, LLC
 Armory Development & Management
 CBD Companies
 Citronelle
 edr
 Hueber-Breuer Construction
 Jefferson Clinton Hotel
 KeyBank
 Lemon Grass Restaurant

M&T Bank
 Marriott Courtyard and Residence Inn –
 Armory Square
 Marriott Syracuse Downtown
 MONEY FCU
 Norstar Development USA, LP
 The Oncenter
 Pacific Properties, Inc.
 Pathfinder Bank

Partnership Properties
 Pyramid Brokerage /
 Cushman Wakefield
 Rapid Response Monitoring
 The Sutton Companies
 Washington St. Partners
 VIP Structures



All sponsors will be recognized with signage to be installed this summer in front of Perseverance Park.

The petunias are from Oliver B. Paine Greenhouses and will be available at the Downtown Farmers Market when it opens June 11.

Each \$50 tax-deductible donation sponsors one flower basket for the 2019 season. Support is still needed. Please consider making a donation. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or paid by credit card at <http://downtownsyracuse.com/flowers>.

Downtown Farmers Market Returns for the 2019 Season

7 a.m. to 3 p.m. every Tuesday in Clinton Square

June 11 to October 8

The Downtown Farmers Market returns to Clinton Square for the season on Tuesday, June 11. The market will be open 7 a.m. to 3 p.m. every Tuesday, rain or shine through October 8. Dozens of the region's best farmers and produce dealers converge on Clinton Square for the weekly market. Keep up with what's new at the market and learn about exciting events planned for the season by signing up for the weekly Farmers Market Newsletter by emailing mail@downtownsyracuse.com.



Film in Syracuse

"Lights, camera, action!" is a phrase more commonly heard throughout Central New York these days as several films were shot locally in 2018. Those include: "Looks That Kill," "The Shed," "A Clean Picture," "The Mental State," and "Sid is Dead," as well as "Big Time Adolescence" and "The Mountain" – both of which premiered at the 2019 Sundance Film Festival in Park City, Utah.

Film production in New York state and Onondaga County is quickly becoming a draw for a new market of actors, producers, crew members and their families. Benefits from the 2018 movies account for about \$10 million to \$13 million in production budgets, with about \$7 million to \$10 million of that remaining in the region.

The film industry is already off to a strong start for 2019 with four movies in the works. "Odd Man Rush," and "The Mental State" have already wrapped up filming. "Paper Spiders," which you may have seen in the news, just wrapped up local filming. And the most recent film, "The Night House," just began filming at the end of May in Syracuse and Skaneateles. Local spending so far this year on restaurants, bars, vehicle/equipment rentals, accommodations, locations, crew and talent have almost reached the total amount in production budgets and money spent for all of 2018.

The impact of the film industry is allowing the Syracuse area to continue offering even more amenities sought by visitors. From farm-to-table restaurants, more flagship hotels and great shops, dollars invested in the area are put right back into developing Onondaga County as a destination for all.

Numerous Qualified Production Facilities (QPFs) in the area, including the Greater Syracuse Soundstage, the state tax incentives and the new CNY Film Fund continue to support movies being made locally.

"Being a part of Visit Syracuse will allow the film, TV and entertainment industries to grow by utilizing the incredible resources and relationships available to us through these organizations," said Eric Vinal, vice president of film, TV and entertainment for Visit Syracuse. "It will allow us to properly market all we have to offer to the production world by showcasing our aggressive tax incentives, landscapes, climate, locations, film-friendly environment, accommodations, athletics, nightlife, economical cost of living and local workforce and talent."



MEMBER ESSENTIALS

Wegmans places second on "Consumer Reports" list of best grocery stores. **Wegmans** to go plastic-bag free in New York ahead of state ban. **Wegmans** introduces app allowing customers to scan, bag groceries as they shop.



Syracuse University announces the creation of the Autonomous Systems Policy Institute.

Aimee Koval, president of **Metis Consulting Group**, has been honored with the 2019 Mary Lehman MacLachlan Economic Empowerment Award by the international Women Presidents' Organization.



Critical Link is named one of the Best Places to Work in Central New York.

Excellus BlueCross BlueShield selects eight Central New York nonprofits to receive its Spring 2019 Community Health Awards, including CenterState CEO members: **Clear Path for Veterans; Hospice of Central New York; Integrated Community Planning of Oswego County; and Oswego YMCA.**

Armory Square Ventures launches \$31 million fund for early-stage tech companies.

"Golf Channel" features **Turning Stone** in a national show highlighting it as a leading destination resort with world-class amenities.

Central New York Services plans to merge with **Helio Health**.

Jason Terreri named new director of **Syracuse Hancock International Airport**.

Crouse Health and North Country hospital affiliates establish Crouse North.

Community Bank will close on Kinderhook acquisition in July.

Colgate University attains carbon neutrality after 10-year effort.

Hancock Estabrook moves into newly renovated space in AXA Tower I.

Kinney Drugs Foundation pledges \$250,000 for **Crouse Health** NICU renovation and expansion.



SAAB USA awarded \$17.2 million contract add-on from Navy.

Upstate University Hospital unveils mammography van in state program to boost breast-cancer screenings.

Northeast Information Discovery opens expanded facility in Canastota.

Cazenovia College offers master's in clinical mental-health counseling.

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 Danielle Mensing, Foundation of the Roman Catholic Diocese of Syracuse, and Rita Marble, Pinnacle Employee Services.

110 Grill

110 Grill is located on the second level of Destiny USA and features modern American cuisine in a trendy casual atmosphere. 110 Grill offers happy hour specials, a spacious bar, a large gluten-free menu and a beautiful outdoor patio.

Matt Keefe

9090 Destiny USA Drive

Syracuse, NY 13204

www.110grill.com

315-422-0110

Citronelle

CITRONELLE

Citronelle is a new American bar, restaurant and banquet facility brought to you by the team behind Syracuse's Lemon Grass and Bistro Elephant. Citronelle has a wide selection of room sizes and combinations—book a single room or combine rooms to form the perfect space for your event. The facility has a fully interconnected sound system and large drop-down projection screens. Guests are able to connect to their own devices for presentations, slide shows or videos. Parties booking both banquet rooms have the option of an additional ensuite private room (bridal suite/board room), as well as renting out the entire facility, which includes the gorgeous bar and restaurant space.

Ploy Chapman

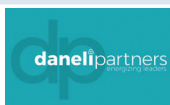
113 Walton St.

Syracuse, NY 13202

www.citronellecny.com

315-445-9999

Daneli Partners



Daneli Partners provides instruction, management training, group programs, individual leader coaching and business consulting consistent with the founder's book, "Leading the High Energy Culture" (McGraw Hill). Through Daneli Partners LEADS process™ and the Gallup® CliftonStrengths assessment, Daneli Partners empowers leaders through self-discovery and awareness of what matters and their individual innate talents. Our process helps individuals turn talents into strengths and align with what matters so they achieve more and become the leaders they have the potential to be.

Lisa King

410 Canal Place

Little Falls, NY 13365

www.danelipartners.com

315-420-8036

Hampton Inn & Suites by Hilton Syracuse Dewitt



Hampton Inn & Suites by Hilton Syracuse Dewitt is located in Syracuse, in the Finger Lakes region of Central New York. Enjoy a refreshing summer swim in Green Lakes State Park, or play a round on the Sunnycrest Park Golf Course. Visit Armory Square for fine food and great shopping, minutes from Syracuse University. Plunge into the indoor swimming pool or keep fit in the fitness center with a range of cardiovascular machines. Start each day with a delicious Hampton's free hot breakfast or simply grab a breakfast bag to take away with you on any weekday morning. Host a meeting in our 1,110 square feet of flexible meeting space. Hampton Inn & Suites by Hilton Syracuse Dewitt offers the amenities and conveniences that make you feel at home.

Cristina Butler-Cruz

3017 Erie Blvd. E.

Syracuse, NY 13224

www.hamptoninn.com

315-373-0333

Maxian + Horst Landscape Architecture, WBE



Maxian + Horst Landscape Architecture, WBE is a small but highly experienced firm committed to its clients' needs by creating unique designs and plans for outdoor spaces. Architects, municipalities, engineers and others come to Maxian + Horst seeking personalized solutions to their outdoor design needs. With an emphasis on sustainability, Maxian + Horst has accomplished projects in an array of areas including athletic facilities, master planning, recreational lands and education, commercial and residential buildings.

Terry Horst

306 Hawley Ave.

Syracuse, NY 13203

www.maxianhorst.com

315-472-2461

Medmen



MedMen is one of the largest full-scale cannabis holding companies in the industry with a leading position in the top three addressable cannabis markets in the U.S. Its early-mover advantage in sub-markets such as Los Angeles, Las Vegas, Miami and New York City with secured prime real estate, provides MedMen a strong defense against future entrants. More than 800 professionals are employed across its current footprint that features best-in-class operations, methods and systems all across the cannabis supply chain. MedMen has the required infrastructure and operational expertise to rapidly scale its business.

Robert Battaglia

10115 Jefferson Blvd.

Culver City, CA 90232

www.medmen.com

424-257-2982

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Gregory Kraus

5900 N. Burdick St.

East Syracuse, NY 13057

www.traditionsatthelinks.com

315-656-5298

TruCare Connections, Inc.



TruCare Connections, Inc. is a home health care and health homes care management agency, based in Rochester, NY with offices in Syracuse and Buffalo. TruCare Connections is a 100% minority-owned business, founded by former refugees who saw a need for a healthcare agency that specializes in serving refugee and immigrant populations, with their unique healthcare situations and barriers accessing care due to language and culture. TruCare Connections also provides preventive health education, insurance retention and outreach services.

Jay Subedi

515 State St., Suite 203

Rochester, NY 14608

www.trucareny.com

585-444-5834

Village of Solvay



The Village of Solvay was initially founded in 1794 by James Geddes. The village was renamed "Solvay" after 1884, when the Solvay Process Company built a Solvay process plant. The Village of Solvay was incorporated in 1895. At this time the village was rich in industry and still carries on this tradition today. Nationally recognized companies such as WestRock, Legrand Pass & Seymour, Ben Weitsman and Son have factory locations in this great village. It also prides itself on having a municipal electric company providing quality electric service to its residents. The village is also home to one of the only remaining Carnegie libraries in the country. Pride in the community is its passion as well as a great vision for the future.

Derek Baichi
1100 Woods Road
Solvay, NY 13209
www.villageofsolvay.com

315-468-1670

Volpi



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Volpi designs, develops and manufactures optoelectronic modules for in vitro diagnostic, life science and medical technology companies. From innovative concept design through comprehensive systems engineering to reliable production partner, Volpi assures highest quality of optical modules throughout the entire product life cycle. Volpi was founded in 1953 and has facilities in Auburn, NY and Schlieren, Switzerland.

Max Kunz
5 Commerce Way
Auburn, NY 13021
www.volpiusa.com

315-255-1737

MEMBER MILESTONES

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

35 YEARS

SonShine Child Care at Community Covenant Church
TDO – TRAIN.DEVELOP.OPTIMIZE

30 YEARS

C&S Companies
Dinosaur Bar-B-Que/A Genuine Honky Tonk Rib Joint

20 YEARS

Turner Construction Company

15 YEARS

Bank of America Merrill Lynch
Joseph A. Catania, DDS, PC
Sherwin-Williams

10 YEARS

ACC Technical Services, Inc.
Downtown Decorations

Econolodge By Choice Hotels DeWitt
William A. Graber, M.D., P.C./Weight Loss Surgery
Rockbridge Investment Management, LLC

5 YEARS

Brackens Financial Solutions Network, LLC
Hampton Inn & Suites by Hilton
Pinnacle Human Resources LLC



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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.



John Berardi Modern Custom Tailor, 712 N. Salina St. in Syracuse, celebrates its 50th anniversary.

Grand openings:

Scholars and Champs, 310 S. Salina St., Syracuse
Empire CBD, 7252 State Fair Blvd. in Syracuse,
Vietnamese Noodle House, 3801 Milton Ave. in Camillus
Armory Photo Factory, 120 Walton St., Armory Square, Syracuse
SOS Syracuse Orthopedic Specialists, 5801 E. Taft Road, North Syracuse



Syracuse New Times, 1415 W. Genesee St. in Syracuse, celebrates its 50th anniversary.

Anniversary:

DeWitt Cleaners, 3550 Erie Blvd. E., DeWitt, 70th

Relocations and renovations:

Advocates, Inc., 290 Elwood Davis Road, Liverpool

GOFCC FARMERS MARKETS RECEIVE \$20K

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) was awarded \$20,000 from the Richard S. Shineman Foundation. The grant will support the Oswego-Fulton Farmers Markets Capacity Building Project, which includes a new marketing campaign and equipment upgrades designed to attract attendees and grow the markets' entertainment, educational programs and vendor offerings.

The Richard S. Shineman Foundation works to improve the quality of life in Oswego County by providing grants to nonprofit organizations. It invested in the Farmers Markets because it believes that vibrant weekly markets will enhance those communities and the surrounding areas.

During the past year, the GOFCC worked to enhance the markets' operations, engaging farmers, vendors, civic partners and community members to develop a strategic plan. Through this grant, it will deploy those strategies. As part of this effort, the Oswego-Fulton Farmers Markets Capacity Building Project will also improve service to low-income residents registered in Federal Nutrition Assistance Programs, including: SNAP, EBT and FNMP.

"We are improving the Oswego-Fulton Farmers Markets experience by bringing in new vendors and making the markets more accessible," said Katie Toomey, executive director of the Greater Oswego-Fulton Chamber of Commerce. "Boosting the visibility of the Fulton Market, specifically, will establish it as a community fixture where residents can come together to access nutritional foods."

GOFCC will operate the Capacity Building Project through November 2019 to coincide with the markets' season.



From left: Katie Toomey, executive director, GOFCC, and Sara Broadwell, member engagement coordinator, GOFCC, receive a \$20,000 grant from the Richard S. Shineman Foundation to enhance the Farmers Markets in Oswego and Fulton.

GOFCC SMALL BUSINESS WEEK

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) hosted three events during National Small Business Week (May 5 to 11) to highlight entrepreneurs and small businesses throughout the region. Members participated in a variety of events to discuss current small business trends, network with each other and support several local businesses.

This year's events consisted of **Small Business Panel Discussion**, **Small Business Stroll**, and **A Perc Club**.

The three new events in 2019 were created in place of the annual Small Business Breakfast based on member feedback.

Small Business Week events would not have been possible without the support of sponsors: Eastern Shore Associates, Pathfinder Bank, Oswego Health and SUNY Oswego; and media partners: The Palladium Times and The Valley News.



Members gathered at Eagle Beverage to hear panelists speak on the topic of "Challenges and rewards of small business ownership. What it takes to succeed and who to have on your side."



Members enjoyed food and beverage from Mimi's Drive-In while networking at Uniforms Etc., in Fulton.

Photo courtesy: I Heart Oswego.



Members of the community took a Small Business Stroll through downtown Oswego and made stops at the river's end bookstore, Murdock's Bicycle & Sports, Man in the Moon Candies, Riverside Artisans and The Good Guys Barber Shop.

Photo courtesy: I Heart Oswego.

SPEED NETWORKING AT TERACAI

Speed Networking brings people together to share information, build relationships and form partnerships. More than 50 people enjoyed coffee, connections and conversations at CenterState CEO's most recent networking event hosted by TERACAI in North Syracuse. Salt City Coffee provided refreshments.



Speed Networking offers numerous opportunities to connect with CenterState CEO members.

SEE THE WORLD WITH CENTERSTATE CEO

Visit America's Canyon Country in September

CenterState CEO's next adventure heads to America's Canyon Country in Arizona and Utah, September 6 to 13, 2019. Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, the Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park and Las Vegas. The trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees/surcharges, hotel transfers and 10 meals. For more information including rates, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The Grand Canyon is one stop among many on the Canyon Country tour in September.

Discover Switzerland, Austria & Bavaria: Travel Presentation, June 3

Join CenterState CEO as its members and friends travel to Switzerland, Austria and Bavaria from November 6 to 15, 2019. Highlights include Bern, Château de Chillon, Montreux, GoldenPass Panoramic Train, Gstaad, Lucerne, Choice on Tour, Innsbruck, Austrian Alps, Salzburg, Mirabell Gardens, St. Peter's Restaurant, Tyrolean Folklore Show, Bavaria, Oberammergau. Per person rates: double \$3,599, single \$3,899. AAA members receive an additional \$50 off per person. Attend a FREE travel presentation at 5:30 p.m., June 3 at AAA Camillus. To learn more, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



Chateau de Chillon is a medieval fortress on the shores of Lake Geneva in Switzerland.

Explore Spain & Morocco: Travel Presentation, August 27

CenterState CEO is heading to Spain and Morocco from March 14 to 26, 2020. Highlights include Madrid, Córdoba, Granada's Royal Chapel, Royal Alcázar of Seville, Paella Demonstration, Flamenco Show, Jerez de la Frontera, Sherry Tasting, Tangier, Chefchaouen, Fes, Meknes, Rabat, Mausoleum of Mohammed V, Marrakech, El Bahia Palace, Koutoubia Mosque, Choice on Tour, Casablanca and Hassan II Mosque. Per person price if booked by September 15: double \$4,399, single \$5,249, triple \$4,369. Attend a FREE travel presentation at 5:30 p.m., August 27 at AAA Camillus. To learn more, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The city of Seville in Spain is famous for its culture, monuments, traditions and artistic heritage. It is also the birthplace of Flamenco.

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CENTERSTATE CEO WELCOMES BACK DISNEY INSTITUTE, SEPTEMBER 24

CenterState CEO is pleased to offer its members an exciting professional development and leadership training opportunity, "Disney's Approach to Employee Engagement."

Disney Institute training uses business insights and time-tested examples from Disney parks and resorts worldwide to inspire individuals and organizations to enhance their own customer experience using Disney principles as their guide. The course is beneficial to professionals, and specifically those with direct reports, looking to improve how they select, train and engage employees. Individuals interested in shaping a confident, highly productive and dedicated workforce will find this course valuable.

Learn How To:

- Adapt Disney business insights to assess and improve your organizational culture.
- Shape your work culture based on desired employee behaviors and select people who are a right-fit.
- Use training strategies that ensure employees are confident in their roles.
- Improve communication, empower employees and strengthen morale.
- Create a supportive environment through genuine care and recognition programs.

CenterState CEO is proud to be a selected sponsor of "Disney's Approach to Employee Engagement" and thanks its Presenting Marketing Participant CPS Recruitment, and Marketing Participants: Nascentia Health and ChoicePay.



**REGISTER
FOR DISNEY
INSTITUTE**

"Disney's Approach to Employee Engagement" takes place 9 a.m. to 5 p.m., September 24, at the Marriott Syracuse Downtown, and is open to members, their employees and the public. Register at www.centerstateceo.com. To learn more, contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com. The cost is \$299 for members, \$329 for non-members and will increase July 1.

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Businesses in Central New York
with 2-100 employees



EVENTS

CenterState CEO Summer Give-Back BBQ

Tuesday, August 13

4 to 8 p.m.

Links at Erie Village

5904 N. Burdick St., E. Syracuse

Register by August 6 at

www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or
lmotot@centerstateceo.com.



Join CenterState CEO for this ALL NEW summer event for the business community!

Featuring great food, live music, a tug of war competition and a chance to win two round trip tickets from United Airlines, good for U.S. or international travel! Golf options also available.

Bring your whole team!

Cost*

BBQ only: \$75/member; \$85/non-members

Golf+BBQ: Foursomes: \$600 members; \$700 non-members. Individuals: \$175/member; \$200/non-member.

A portion of all registration proceeds will go to a local CenterState CEO member nonprofit.

**After July 26 and at the door, individual tickets are \$85 for members; \$95 for non-members Cancellations after this date will be billed.*

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

SPONSORS:



MEDIA SPONSORS:



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

CNYIBA Port Tour of NY/NJ, June 12

Depart Syracuse at 7 a.m.; Return to Syracuse at 7:30 p.m.

Join the CNYIBA Port Tour of the Maher Terminal and learn how the largest container shipping terminal in the Port of New York/New Jersey operates.

The Port of New York/New Jersey is one of the busiest in the world and

third-largest in the United States. You will also hear a presentation from the Port Authority of New York and New Jersey who has management oversight of all of the ocean, rail, truck and air terminals in the greater metro area. Space is limited to 40.

Cost: \$95 for CNYIBA members; \$125 for non-members.



Business Owner Forum, Unlocking a Lifetime of Work, June 14

7:30 a.m. Registration; 8 a.m. to 1 p.m. Program

The Holiday Inn Syracuse-Liverpool-Exit 37, 441 Electronics Parkway, Liverpool

A business transition is a complex event that involves a full range of personal, business, wealth management and family concerns. Whether your transition is a

few years away or a few decades away, it's important to start thinking about how you want to live your future. Panelists include local professionals and business owners sharing expertise on strategies to prepare for a successful exit. Sponsored by UBS Financial Services.

Cost: \$49 for members; \$59 for non-members. Breakfast and lunch are included.



SAVE THE DATE:

Disney's Approach to Employee Engagement, September 24

Marriott Syracuse Downtown, 100 E. Onondaga St., Syracuse

See page 17 for details.



GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

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



Business After Hours, June 4

5 to 6:30 p.m.

Tailwater Lodge, 52 Pulaski St., Altmar

Join the GOFCC for appetizers and drinks as while browsing the Lodge's new expansion, including the Eforea Spa, new indoor pool, outdoor hot tub, game room, The Barn and more. An overnight certificate will be given away for those that enter to win!

Golf Social, June 17

All day

Oswego Country Club, 610 W. First St., Oswego

The GOFCC annual Golf Social will bring together more than 140 business and community members for a relaxing day of golf. Registration for the four-person captain and crew tournament begins at 9:15 a.m. with a continental breakfast and is followed by a shotgun start at 10 a.m. Lunch will be provided at the turn. After the 18-hole round, there will be a social hour at 3p.m.; dinner and awards will start at 4 p.m.

Summer Celebration, August 20

4 to 7 p.m.

Bayshore Grove, 108 Bayshore Drive, Oswego

Presented by Novelis, there will be delicious food and beverage, live music, networking and fun! More details to come. Must be 21 or older to attend.

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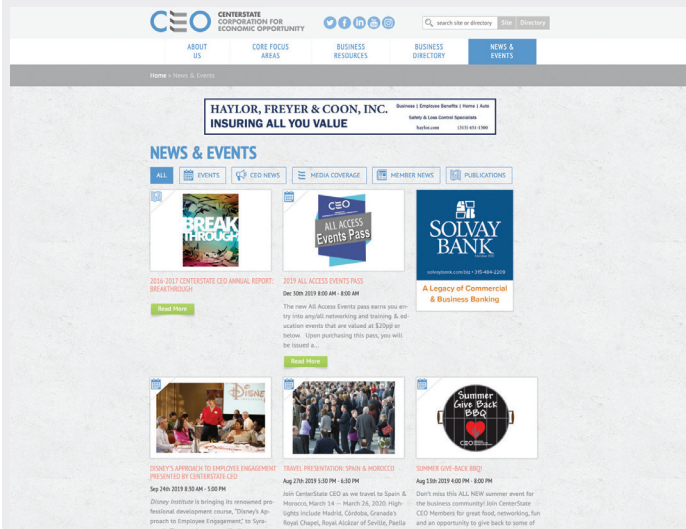
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2019 GOLF SOCIAL

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9:15 am - 5 pm
Oswego Country Club

Team of 4 - \$550 Individual Participant - \$150

Register at: oswegofultonchamber.com or contact Shannon Fults at sfults@centerstateceo.com





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