



UAS LEADERSHIP ATTRACTS GLOBAL PARTNERS TO CNY

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New Investor Focus

In the latest example of how Central New York and the Mohawk Valley are leading the unmanned aerial systems (UAS) industry and attracting partners from across the globe, the Northeast UAS Airspace Integration Research Alliance (NUAIR) has signed a multi-year collaborative agreement with Thales, a global leader in air traffic management. The agreement supports NUAIR's efforts to safely integrate UAS into traditional, controlled airspace and its ability to conduct operations at its New York UAS test site's 50-mile UAS traffic management (UTM) corridor.



Major General Marke F. "Hoot" Gibson (ret), chief executive officer of the NUAIR Alliance (right) with Frank Matus, director strategy and business development at Thales ATM. NUAIR and Thales have partnered to examine how to integrate unmanned systems safely alongside operators in controlled airspace.

Thales will establish a UAS center of excellence in Central New York with a presence in both Mohawk Valley and Central New York, and is committing to creating up to 26 new jobs in Central New York. Thales also established a presence at Syracuse University in 2017 as part of a broader UTM initiative to partner with world-class organizations in advancing UTM globally.

This announcement builds on a \$30 million investment by the state to develop the 50-mile flight traffic management system between Syracuse and Griffiss International Airport, in Rome, New York to advance the burgeoning UAS industry as part of the CNY Rising initiative.

"This partnership enables the test corridor to take an important step forward in its capabilities, which further establishes New York and the Mohawk Valley as a national leader in UAS testing and development," said Robert Simpson, president of CenterState CEO.

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M&T Award Aids Work Train in Preparing Specialized Workforce

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Buy Local Bash Introduces New, Lower Ticket Price

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CenterState CEO Events

Economic Forecast Breakfast

Wednesday, January 9

7:30 a.m. Registration; 8 a.m. Breakfast

Nicholas J. Pirro Convention Center at Oncenter

See page 22 for details.

Register at www.centerstateceo.com/events

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GOVERNMENT RELATIONS

FAA Reauthorization Legislation Passes



After several years of continuing resolutions, Congress has enacted a full five-year legislative authorization for the Federal Aviation Administration, including many aspects favorable to the growth of the unmanned aerial systems (UAS) sector. The final bill with \$96.7 billion in funding, is the longest term of funding authorization for the FAA since 1982.

Because the growth of UAS industries is so important to the region, CenterState CEO has been monitoring and advocating for inclusion of key initiatives and enactment to provide predictability and stability for the aviation industry, manned and unmanned. Among the many items in the legislation related to UAS are:

- The FAA is required to update use of the seven test ranges, coordinate with the Next Generation Air Transportation System (NexGen) and ranges to develop standards for UAS and streamline waivers for research operations at the test sites. This region will benefit directly through the Griffiss Test Site, NUAIR and the growing local UAS sector by increased research and commercial activity. The new connection to NexGen expands the range of activity to be directed to the UAS test sites. Streamlining waivers for the New York test site increases the advantages for the

test sites overall, and means expedited FAA approvals for NUAIR partners and customers. www.faa.gov/nextgen.

- The FAA and NASA are charged with developing a plan to allow Unmanned Traffic Management (UTM) services to expand operations beyond visual line of sight and ensure safety of all aircraft. This UTM pilot program will work with the industry for the testing of UAS operations above the test ranges. Many local firms have participated through NUAIR on numerous successful NASA UTM tasks already conducted at Griffiss. More importantly, UTM is a priority focus of regional UAS activities, based on existing expertise and several UTM service providers who have already opened offices in the area: Thales (see cover story), Unify and GE's AirXos. The UTM corridor between Rome and Syracuse is designed to accommodate UTM testing for a full range of related activities.
- A new FAA requirement is to establish risk-based safety standards for small UAS and for manufacturers to provide the FAA with information on operating instructions, maintenance, inspections, etc. and to prove compliance with FAA standards. It also points to the creation of a UAS research facility to study appropriate safety standards, another tie-in to regional UAS efforts around the development of a facility to test and certify the airworthiness of UAS.

For more information on the FAA Reauthorization, contact Deb Warner, vice president for public policy and government relations at dwarner@centerstateceo.com.

CenterState CEO Members Discuss Issues with Candidates

More than 100 CenterState CEO members and local politicians connected at the Meet the Candidates reception at the Dinosaur Bar-B-Que. Attending included candidates for the U.S. House of Representatives, NY District 24; New York State Senate Districts 50 and 53; Assembly Districts 120, 126, 127, 128 and 129; Syracuse City Court Judge; and the Onondaga County Sheriff positions.

Great attendance demonstrated the value of networking with future policy makers. To learn more about CenterState CEO's political action committee Syracuse Tomorrow, contact CenterState CEO's vice president of public policy and government relations Deb Warner at dwarner@centerstateceo.com.



Thank you sponsors: Barton & Loguidice; C&S Companies; Covanta; Dot Foods; Greater Syracuse Association of Realtors, Inc.; Home Builders & Remodelers of CNY; The Alvina Group; and WestRock.

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Thales is a global leader in air traffic management with systems deployed in more than 140 locations across the world. Thales' solutions provide safe, efficient management for two out of every three airplanes that fly every day worldwide. It is one of only five companies approved by the FAA to provide LAANC (Low Altitude Authorization and Notification Capability, a collaboration between FAA and industry) services; it will provide tools to plan flight operations for commercial drone users at more than 225 airports across the United States.

Thales is also working with NUAIR at the Griffiss test site to examine how advancement in UTM could provide a glimpse into future airspace automation capabilities. Its software solution will enable the tracking of unmanned flights and keep operators a safe distance from manned aviation. Thales brings other key capabilities for the safe integration of drones into airspace including cyber security and the concept of centralized, airspace management for drone operations to ensure the safety and security of the National Airspace System.

"This partnership helps advance the critical tools needed for beyond visual line of site testing; these are capabilities not found at any other test site in the nation," said Major General Marke F. "Hoot" Gibson (ret), chief executive officer of the NUAIR Alliance. "We look forward to working with Thales and deploying this industry-leading technology in coming months, taking our capabilities to a new level."

NUAIR is an organizational partner of CenterState CEO and manages one of seven FAA designated UAS test sites in the country. The organizations are strategically aligned in their efforts to build public and private partnerships to advance leading edge UAS and UTM technologies and create a hub for the industry that will attract investments and business development.



2019 REGIONAL ECONOMIC FORECAST: SHARE YOUR EXPERTISE!

Understanding our regional economy is a valuable asset for business and economic planning. Your expertise and business experiences are critically important to helping us get a clear and comprehensive picture of our region's economic trends as we prepare the 2019 Economic Forecast for Central New York.

CenterState CEO is again partnering with Research & Marketing Strategies, Inc. (RMS), a third-party market research firm, to survey members across the region's many diverse industries to provide insights on the current economic climate and the challenges and opportunities they expect to see in the year ahead.

We invite you to participate by taking a short survey at www.RMSresults.com/EconomicForecast. Focus groups will also be held with industry leaders at C&S Companies on November 20 following the completion of the survey fieldwork. You will have an option to sign up for these focus groups at the end of the survey. The valuable input provided by our members is key to developing a detailed and broad perspective report, and we look forward to your participation.

The information collected will be used to create the 2019 Economic Forecast for Central New York, which will be released at the CEO's Economic Forecast Breakfast, January 9, 2019 (see page 22), presented by St. Joseph's Health and M&T Bank. The event will also feature an overview by Gary Keith, vice president and chief economist for M&T Bank, on trends in the national and state economies, and their impact on the CenterState region. We invite you to join hundreds of fellow CenterState CEO members, business leaders, and executives for this presentation.

For more information on the 2019 Economic Forecast survey and focus meetings, contact Vice President of Communications Christa Glazier at 315-470-1800 or cglazier@centerstateceo.com.



Take the 2019 Economic Forecast Survey
www.rmsresults.com/EconomicForecast



Register for the Economic Forecast Breakfast
www.centerstateceo.com/events
See page 22 for details.

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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.

American Medical Response (AMR) of CNY

www.facebook.com/AMRCNY



Troy Hogue, *Regional Director*
101 Richmond Ave., Syracuse 13204

315-701-7016

The area's only CAAS Accredited Ambulance service, AMR of Central NY and its local predecessor companies have set new standards for exceptional medical staff, patient care, safety and community service in the growing CNY service areas, since 1953. Its experienced team of paramedics and EMTs respond to more than 50,000 calls each year, serving Onondaga, Cayuga, Madison, Herkimer, Montgomery and Schoharie counties. AMR is the primary provider of 911 ambulance service for communities throughout its six-county service area. In partnership with police, fire, 911 and health care organizations, AMR provides a truly integrated approach to the emergency medical needs of the region.



COR Development Company, LLC

www.corcompanies.com



Catherine Keib Johnson, *Chief Executive Officer*
540 Towne Drive, Fayetteville 13066

315-663-2100 X 331

Established in 1998, COR Development Company, LLC is a full-service, commercial, office, industrial and retail real estate development company with a distinguished resume and reputation. As a full-service developer, COR Development has the ability to bring any project into fruition including: commercial, industrial, multifamily housing, retail shopping centers, mixed use professional complexes, office space and municipal facilities. COR offers construction, brokerage and property management services to a broad range of clients. COR has developed more than 4.5 million square feet of real estate since its inception and is involved in several high-profile urban redevelopment projects in Upstate New York.



MAS

www.medanswering.com



Russ Maxwell, *President*
PO Box 12000, Syracuse 13218

315-350-7252

MAS provides non-emergency medical transportation (NEMT) management services for more than five million Medicaid enrollees in New York state including those in the five boroughs of New York City. These services ensure the most cost effective and medically appropriate transportation to health care services covered under the New York State Medicaid program. MAS contracts with the New York State Department of Health and interfaces with all modes of transportation providers along with both large and small health care systems and medical providers of all specialties. MAS is among the largest providers of NEMT management services in the United States.



Photo courtesy CNY Business Journal.

Wireless Business Group LLC

www.wirelessbusinessgroup.com



Sam Serianni, *Senior Partner*
1620 Burnet Ave., Syracuse 13206
S.Serianni@Wirelessbusinessgroup.Com

315-701-0855

The Wireless Business Group (WBG) is recognized for its ability to reduce its clients' wireless expenses, while addressing all of their mobility needs with expertise and care. With a focus on customer service, WBG eliminates wasted time, errors, communication breakdowns, lost money and frustration associated with managing a growing inventory of mobile devices.





"Dermody , Burke & Brown provides industry-specific knowledge and big-picture thinking that gives us the edge to remain ahead of the curve. They speak our language and offer a unique outside perspective that has been instrumental to our continued growth in the competitive industry we serve."

- Peter Wiltsie, President
Wiltsie Construction Co.

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GENIUS NY 3.0 RECEIVES STRONGEST INTEREST IN PROGRAM'S HISTORY

GENIUS NY, a business accelerator program at CenterState CEO's Tech Garden closed its round three applications on October 14. **The program attracted more than 350 submissions, the largest number and most competitive in GENIUS NY history.** Of the applications received, more than half came from teams operating outside of New York state and nearly a quarter from outside the continental United States.

Applications from entrepreneurs and early stage businesses focused on unmanned aerial systems (UAS), IoT and data-to-decision platforms will now be evaluated by a panel of judges. Twelve semi-finalists will be selected in December. Five teams will enter the in-residence accelerator at The Tech Garden in January and will be immersed in the incubator's events, resource pool and mentoring. Participants are required to operate their business in Central New York for one year during the competition. The companies will receive an investment of nearly \$3 million, including a grand prize valued at \$1 million and five investments totaling \$500,000.

Beyond investments, GENIUS NY participants have access to some of the region's premier startup programming, including business planning, industry-specific mentorship and access to vetted service providers offering startup friendly terms. As part of this effort, participants will be integrated into the larger regional effort to grow UAS in Central New York and the Mohawk Valley and will have access to world-leading infrastructure and testing assets when they come online.

For more information visit www.geniusny.com.



GENIUS NY

FEDERAL TRADE LEADER MEETS WITH CNYIBA MEMBERS

The Central New York International Business Alliance (CNYIBA) recently held a roundtable meeting with the Under Secretary of International Trade, U.S. Department of Commerce, Gilbert Kaplan. The meeting was held at the Air Innovations manufacturing facility in North Syracuse.



The meeting, with 20 CNYIBA members attending, allowed for valuable dialogue between Kaplan and the members. The conversation covered trade issues, overseas non-tariff barriers, international intellectual property issues, the new USMCA trade agreement (formerly known as the North American Free Trade Agreement, or NAFTA) and more.

Kaplan also toured the Air Innovations facility with other staff from U.S. Commercial Services. Air Innovations, a CenterState CEO and CNYIBA member, is the New York state winner of 2018 Small Business Exporter of the Year Award.

For more information about the CNYIBA, how it can help your business and for upcoming events, visit www.cnyiba.net.



Under Secretary of International Trade, U.S. Department of Commerce, Gilbert Kaplan (fourth from right), engages CNYIBA members in numerous international trade topics at Air Innovations.



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CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

Start-up WexEnergy Engages SyracuseCoE and Clean Tech Center to Bridge the Gap Between Idea and New Product for Insulating Windows

When inventor and entrepreneur Ron Wexler got an idea for an innovation that would reduce energy loss through existing windows, he engaged SyracuseCoE to help his company, WexEnergy LLC, test the concept. Later, Wexler engaged with CenterState CEO's CleanTech Center to help accelerate the launch of WindowSkin™, WexEnergy's first product. WindowSkin™ is an innovative, transparent insulation panel that reduces energy lost through the window during cold and hot weather when installed on the interior surface of an existing window. **Partnering with SyracuseCoE and The CleanTech Center has enabled WexEnergy to grow by developing its product and markets** as well as accessing a variety of resources in the region's growing thermal and environmental controls industry cluster. WexEnergy has just started taking orders for WindowSkin™.

In 2016, WexEnergy won a \$10,000 competitive award from SyracuseCoE's Innovation Fund that enabled the start-up to engage Taitem Engineering to perform independent validation studies of WindowSkin's™ performance. The testing found that WindowSkins™ mounted on an air-filled double-pane window deliver 55 percent of the energy-saving performance improvement of a new Energy Star Window rated for cold climates.

To maximize energy savings, each WindowSkin™ is custom-made for each window. The panels last for more than 15 years and sell for as little as 15 percent of the cost of a window replacement. This easy-to-use, innovative product is expected to optimize energy savings, lower operating costs and improve comfort for rental housing, schools, institutions and eventually residential consumers.

WexEnergy has partnered with Bo-Mer Plastics LLC, in Auburn, to manufacture WindowSkins™. In consultation with Bo-Mer and six other Upstate New York companies, WexEnergy is developing the manufacturing processes and work stations that will produce the first commercially available units this year.



WindowSkin™ by WexEnergy increases energy efficiency with an affordable, easy to install product.

M&T AWARD AIDS WORK TRAIN IN PREPARING SPECIALIZED WORKFORCE

Work Train, a community workforce initiative, housed within CenterState CEO's Economic Inclusion division, is now able to launch a pilot program thanks to a \$50,000 grant from M&T Bank. This new training program will prepare local graduates for higher skill – and wage – jobs in specialized manufacturing roles.

In partnership with MACNY and SUNY Syracuse Educational Opportunity Center, this grant will facilitate deeper engagement with area manufacturing employers to determine which technical areas are in highest demand (e.g., tinker CAD, welding, soldering) and which curriculum would best prepare graduates for related roles. Developing specialized modules such as these builds on ProTrain – Work Train's successful six-week basic manufacturing training program – by continuing to address demand from each of Work Train's clients: employers seeking talent to build stronger workforces and individuals who are unemployed and underemployed looking for work and advancement opportunities.

"Supporting the growth and success of local individuals and businesses is a core part of our service to the Syracuse community," said M&T Bank's Regional President Allen Naples. "That's why we felt it was important to aid in the success of this project and facilitate a major growth opportunity."

Work Train is fiscally sponsored by the United Way of Central New York and staffed by CenterState CEO. The program is guided by a collaborative group of leaders from philanthropy, business, government and the community, and is focused in the healthcare, manufacturing, tech and construction industries.

To learn more about Work Train, contact Karen Kaplan at kkaplan@centerstateceo.com.



Work Train offers soldering training using components integral in the communications industry.

Fall Foliage Leaf Peepers

As the region transitions to winter, New York state bids farewell to a fabulous season of fall foliage. Fall is one of New York state's most popular travel times of the year, drawing visitors from around the world to support local businesses and attractions. That's why I LOVE NEW YORK started the weekly foliage reports that track the color change and highlight top vantage points for viewing across the state. It is a timely and useful tool for those in search of an optimal weekend to visit the state's picturesque autumn locations.

New York state has one of the longest and most colorful foliage seasons in the nation, and from late September through mid-November, visitors can experience a location with peak foliage on any given weekend. Last autumn, the state welcomed more than 63 million visitors between September and November, generating an estimated \$28.26 billion in economic impact across the state.

There are more than 75 volunteer Leaf Peepers designated throughout the state's 11 vacation regions, who track the weekly foliage changes. For the Syracuse area, Visit Syracuse's Digital Brand Manager, Justin Lynch, is that guy. Each week, he sends in a report of the local leaf-peeping scene.

"I'm an active person and as I'm driving around town, I like to use the surrounding hills as a good indicator of the foliage," Lynch said. "I usually change up my reporting location and my last observation was from Beak & Skiff Apple Orchard, in LaFayette, NY, which has some of the best views of the region."

Whether driving down a scenic byway, riding on a mountain gondola, zip-lining, paddling down a tranquil river or even floating in a hot air balloon, there are so many colorful ways to take in the changing colors. I LOVE NEW YORK hosted a social media campaign featuring photos taken of the fall foliage season on Twitter and Instagram. To view some of the photos, visit I LOVE NEW YORK's social media pages or look up the #NYLovesFall hashtag.

The I LOVE NY weekly foliage report—a detailed map charting fall color progress, vantage points for viewing spectacular foliage, suggested autumn getaways and weekly event listings—is available at www.iloveny.com. Reports are also available toll-free at 800-CALL-NYS (800-225-5697) from anywhere in the U.S., its territories and Canada.



Join Us for an Inspiring Evening!

The Hope Awards celebrate individuals who've made life-changing progress. Those served by the Rescue Mission share their stories, accomplishments and dreams. Come support them on their journeys!

RESCUE MISSION ALLIANCE

HOPE
AWARDS

Thursday, Nov. 15, 2018

Marriott Syracuse Downtown
5-6 pm - Cocktail Hour & Silent Auction
6 pm - Dinner and Program

SyracuseHopeAwards.org

SparkCharge Wins \$1M in 43North Business Competition

Tech Garden member, SparkCharge took the top prize last month at Buffalo's 43North business competition. The company makes fully portable and modular level-3 charging stations for electric cars that provide the convenience of charging anytime and anywhere.

SparkCharge was started by Syracuse University graduate Joshua Aviv and has a presence in Boston, Syracuse and soon in Buffalo. The company is a recipient of the Grants for Growth program and involved with The Clean Tech Center program at The Tech Garden.

SparkCharge plans to begin manufacturing later this year with more jobs being created in the future.

Learn more about SparkCharge at <https://sparkcharge.io>.



Joshua Aviv, founder of SparkCharge, receives congratulations from Lieutenant Governor Kathy Hochul after winning the 43North business competition. *Photo credit: MIKE DESMOND/WBFO*

Imajion Wins TC Growth Fund Award; Expands Customer Base and Team

Imajion, a Tech Garden member that uses mixed reality to help construction industry professionals manage their projects more efficiently, recently received \$175,000 investment from the Technology Commercialization (TC) Growth Fund, a Tech Garden early stage equity fund that provides critical pre-seed funding to incentivize new business formation and growth in New York state.

Imajion has also benefited from additional Tech Garden resources, including Ignition Grants, available to Tech Garden members in the Ideation Stage needing a maximum of \$10,000 to get to the next level, and Grants for Growth.

Imajion's latest platform, Project xR, is the world's most advanced mixed reality construction management platform. By blending digital objects and information with the environment, Project xR enables construction professionals to interact with remote sites in entirely new ways. Project xR is currently in private beta being tested and used by construction customers nationwide.

Imajion recently collaborated with AutoDesk, an American multinational software corporation that makes software for the architecture, engineering, construction, manufacturing media and entertainment industries.

"We see a bright future with AutoDesk as we continue to test and market our Project xR," said Charles Preuss, CEO of Imajion. "Later this month we're attending AutoDesk University in Las Vegas where we'll have a stronger presence in the market and gain more insight on our construction platform."

Imajion is also in the process of raising a new investment round to expand its client base nationally, and it recently hired two software engineers to now employ eight full-time staff. Learn more at www.imajion.com.



While on a construction job site, Adrian Hatch, co-founder of Imajion, is using the Microsoft HoloLens for effective, efficient and safe communication. Imajion's mixed reality platform, Project xR, integrates with project management software. By using Imajion's software, items such as adjustments to job scope, blueprints and receiving a supervisor's approval can happen in real time.

Special Thanks to Sen. John A. DeFrancisco

During the past 12 years, Sen. John DeFrancisco has helped secure more than \$4 million for Grants for Growth—the longest-running startup support program in Central New York.

This unique seed program supports innovative applied research projects between universities and industry.

Thanks to the Senator's commitment to this program: **93 investments** have been awarded, leading to the potential creation of **more than 800 jobs**. Of the awards made as Concept to Marketplace Investments, (these are up to \$150,000 loans for later-stage companies, which must repay investment

GRANTS *for* GROWTH

with stipulations every year if company remains in Central New York) **100 percent are still operational** (includes companies which have been acquired).

Grants for Growth has also given companies across the region greater access to the extensive resources available at educational institutions. In turn, those universities and research centers gain additional capacity to transfer the latest knowledge and skills to targeted industrial clusters.

The program would not be possible without the support of Sen. John A. DeFrancisco.

Downtown Syracuse During the Holidays

With the Clinton Square Holiday Tree and Menorah as centerpieces, Downtown Syracuse is a festive destination during the holidays. Downtown is the place to be for holiday shopping, activities and new family traditions. The community can expect to see holiday decorations throughout downtown—as well as a new series of Downtown Committee holiday commercials—debut during the week of Thanksgiving. The commercials capture the sense of community, tradition and sparkling magic the holiday season evokes Downtown.

The Clinton Square Holiday Tree Lighting is scheduled for 7 p.m. Friday, November 23.



Holiday Newsletter

Every Monday throughout the Holiday Season, starting November 19, the Downtown Committee will publish a special electronic newsletter highlighting seasonal specials, offerings and promotions downtown throughout the season. Businesses are encouraged to share what they're planning with the Downtown Committee. Sign up for the newsletter at mail@downtownsyracuse.com.

Dash and Dot, the Downtown Elves, Resume Adventures in Downtown Syracuse

Just in time to celebrate the holidays throughout downtown Syracuse, the Downtown Committee will welcome back its seasonal staff members, Dash and his wife, Dot, the downtown elves. The elves will visit 30 places in downtown Syracuse throughout their month-long stay, which kicks off November 23 and runs through December 24. The elves help spread holiday cheer and raise awareness about downtown Syracuse as a holiday shopping destination. Each day, the Downtown Committee shares the elves' adventures on its social media platforms. Followers are encouraged to guess where the elves are each day by emailing mail@downtownsyracuse.com. All correct guesses receive an entry into a weekly contest to win gift certificates from participating downtown businesses.

One of the most memorable adventures that the elves participated in during the 2017 season was "rocking out" at Ish Guitars on Franklin Street in Armory Square.



Window Wonderland Contest

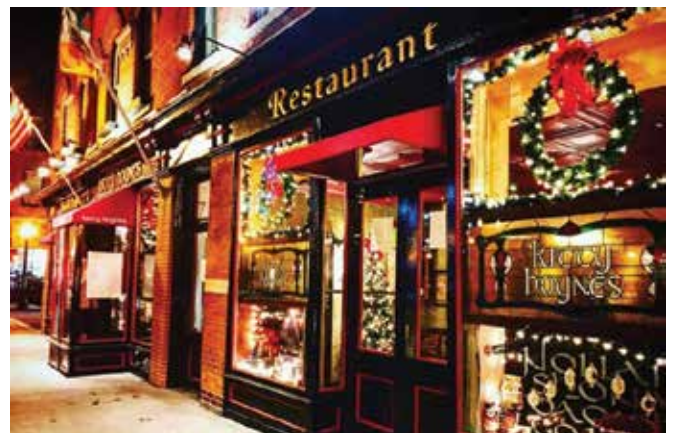
During the holiday season, few things compare to bustling city sidewalks, lighted decorations on buildings and streets and gorgeous window displays, in terms of bringing the magic of the season to life. The Downtown Committee continues to build on the success of its Window Wonderland Contest. Nearly 30 storefronts are expected to decorate their windows in winter's best to participate in the third annual contest. Any downtown business with ground-floor windows is encouraged to participate.

All displays must be complete by Friday, November 23 to be eligible for online voting. The community may vote for their favorite November 23 through New Year's Day.

The display with the most votes earns a grand prize of \$500; second prize \$250; third place \$100. The Downtown Committee will announce the winning designs during the first week in January.

Interested businesses are encouraged to call 315-470-1958 or email mail@downtownsyracuse.com for additional information.

Visit www.downtownsyracuse.com/holidays for a link to vote and a walking tour map to plan your Window Wonderland Contest route.



Kitty Hoynes Irish Pub & Restaurant took the top prize of \$500 during the 2017-2018 contest. Each window depicted a unique holiday scene or theme.

Holidays in the City

For the second year in a row, the Downtown Committee is partnering with Advance Media New York to present a special Holidays in the City weekend December 8 and 9. Families are encouraged to visit downtown Syracuse for choir performances, live reindeer, hot chocolate, adventures with Santa and more. For guests' convenience, there will be a trolley to make for easy travels around downtown. For more information, including a list of planned activities, please visit <http://holidaysinsyr.com>.



Holidays in the City was held for the first time in 2017. Highlights from the weekend included "photo opps" with real reindeer in Hanover Square. The community looks forward to their return in 2018!

Throughout the season, whether families are walking through the Festival of Trees at the Everson Museum, building a gingerbread house at the Erie Canal Museum, or searching for that perfect, unique gift to surprise a loved one, the Downtown Committee would love to see visitors' pictures and hear about their holiday memories. Please send Downtown Committee staff your pictures and join the conversation! Follow the Downtown Committee on Facebook (Downtown Syracuse), Twitter (@DowntownSYR), Instagram (downtownsyracuse) and Pinterest (@DowntownSYR).

MEMBER MILESTONES

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

November 2018

60 YEARS

Koerner Ford of Syracuse, Inc.

35 YEARS

Syracuse Securities, Inc.

25 YEARS

Total Care, A Today's Options of New York Health Plan

Whelan & Curry Construction Services, Inc.

20 YEARS

Argus Engineering, PLLC

Bosson's Commercial Delivery, Inc.

HealthConnections

Make-A-Wish Central New York

NBT-Mang Insurance Agency

PJ Green, Inc.

10 YEARS

Dolce Vita

Holiday Inn Express & Suites DeWitt - East Syracuse

Holiday Inn Express Cicero

JPB Fire Services, Inc.

Murphy and Nolan, Inc.

5 YEARS

ICM Controls Corp.

PaperWorks Industries

Precision Systems MFG., Inc.

December 2018

30 YEARS

Koenig Advertising Public Relations

25 YEARS

Marquardt Switches, Inc.

20 YEARS

ABC Creative Group, LLC

Berkshire Bank

Heritage Homes

Residence Inn by Marriott

10 YEARS

NOCO Energy Corp.

5 YEARS

Art of Likability

Jewish Community Center of Syracuse

Liehs & Steigerwald

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Feldmeier Builds New State of the Art Manufacturing Facility

Feldmeier Equipment opened its new state-of-the-art manufacturing facility and corporate headquarters in DeWitt—on the birthday of its beloved co-founder Robert H. Feldmeier.

Feldmeier has grown from a single facility in Syracuse to seven manufacturing locations in four states with global reach. The new \$15 million facility is a 133,000-square-foot building at 6655 Old Thompson Road.

The original plan was to move the company's headquarters from Townline Road in DeWitt to the new facility on Old Thompson Road. But the company is expanding at such a rate that Feldmeier now needs both facilities up and running. Feldmeier employs 126 people in DeWitt and expects to hire an additional 75 to 125 people within the next five years as sales continue to grow. This new operation allows for a streamlined manufacturing process, using state-of-the-art manufacturing equipment providing speed to market for customers.

Feldmeier Equipment has become a valued supplier to the most elite companies. From pharmaceutical, biotech, and cosmetic clients to brewers, food, dairy and beverage processing facilities, Feldmeier is a trusted source for quality, dependable stainless-steel processing equipment.

Driven to improve the way the world processes fluids, Feldmeier Equipment was founded in 1952 when Robert H. Feldmeier developed the world's first Triple Tube™ Heat Exchanger. From these humble but innovative beginnings, grew a family inspiration to expand ingenuity and forward thinking to a variety of industries, making Feldmeier Equipment the largest manufacturer of stainless-steel processing and storage vessels in North America.

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.



Feldmeier Equipment opens a new 133,000-square-foot manufacturing facility in DeWitt.



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MEMBER ESSENTIALS

The Institute for Veterans and Military Families at **Syracuse University** receives second \$20,000 Motorola grant for STEM curriculum. **Syracuse University** receives \$5 million for Center for Social Justice.

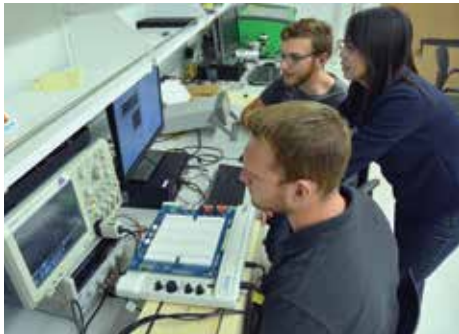
Senate sets aside \$324 million to buy radars from **Lockheed Martin**.

Barton & Loguidice grows planning services with acquisition of Steinmetz Planning Group in Rochester.

Bankers Healthcare Group purchases stake in Simple Admit; grows patient lending presence.

Feldmeier opens \$15 million stainless steel tank factory in DeWitt, to grow workforce.

SUNY Oswego receives nearly \$300,000 award from SUNY Performance Improvement Fund to develop the clean-energy initiatives. **SUNY Oswego** receives \$325,000 grant from National Institutes of Health to apply artificial intelligence (AI) to the automated interpretation of guidelines for medical treatment of diseases.



Berkshire Bank honored with Impact2030 Innovation Award.

Alex & Ani are coming to **Destiny USA** later this year.

Rosamond Gifford Zoo attains esteemed Association of Zoos & Aquariums accreditation.

Crouse Health marks completion of final phase of Pomeroy Emergency Services Department project.

Onondaga Community College receives federal grant to better serve low-income students. **Onondaga Community College** announces donation to help selected students attend school tuition-free.

Greek Peak Mountain Resort invests more than \$1.5 million in the ski area and lodging.



Bonadio Group opens office in Texas.

CPS Recruitment opens New Hartford office.

Loretto breaks ground for new expansion at the Nottingham.

NIH awards **SUNY Upstate** \$1.5 million grant to develop approach for preventing, treating sepsis.

Syracuse Chiefs baseball to become Syracuse Mets effective spring 2019. **New York Mets and Onondaga County** agree on lease extension to keep Triple-A baseball in Syracuse through 2043.



Liehs & Steigerwald adds **Gannon's Ice Cream**, crepes and coffee to its downtown location.

St. Joseph's Health opens new helipad.

Syracuse Crunch and Onondaga County announce long-term lease extension.

Wired Telecom wins \$50,000 in Operation Oswego's "Next Great Idea" contest.



Share Member News with Us!

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

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:

del Lago Resort & Casino

1133 State Route 414

Waterloo, NY 13165

www.dellagoresort.com

315-946-1777

del Lago Resort & Casino is a world-class resort and casino, inspiring tourism and growth throughout the region. del Lago is just steps off Exit 41 of the New York State Thruway.

Discount: CenterState CEO members receive 20 percent off Spa del Lago, Sunday through Thursday, and 20 percent off an overnight stay during non-holiday periods, based on availability. To make a reservation, go online and enter the company offer code, CENTER, to see availability. Or call 315-946-1777 and identify yourself as a CenterState CEO member. Offer expires December 31, 2018.

Metabolic, LLC

7608 Oswego Road

Liverpool, NY 13090

www.trainmetabolic.com

518-860-9299

Metabolic is a fitness community that is home to a fast-paced, full body workout that changes every single day. As part of this amazing workout experience, all clients will go through the same 45-minute workout that is best described as "strength training at a pace," or metabolic training. Many of our clients are extremely busy and need a workout that will give them the most "bang for their buck."

Discount: Metabolic offers a free week trial and has an extensive workout class schedule making it easy to come before or after work. Metabolic has helped thousands in the Albany area with their health and fitness goals and is excited to serve the Syracuse community. Offer expires December 1, 2018.

2019 CENTRAL NEW YORK COMMUNITY GUIDE: VISIBILITY OPTIONS AVAILABLE

Work has begun on CenterState CEO's 2019 Central New York Community Guide. The publication contains information about leisure, housing, education, health care, relocation, business and transportation, making it a valuable professional recruitment and business attraction resource. Companies working with businesses outside the region and interested in attracting talent will find the guide to be a valuable tool to educate others about the area and its vast resources.

As a benefit of CEO membership, members will receive a copy of the publication with the option to purchase more. To view last year's guide, visit www.centerstateceo.com/cnycommunityguide. To purchase copies, contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.

Companies interested in visibility opportunities in the guide should contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



BUY LOCAL BASH: NEW, LOWER TICKET PRICE!

CenterState CEO is excited to announce a new, lower admission cost for the 9th Annual Buy Local Bash presented by AmeriCU Credit Union. As a thank you to everyone that has supported the event over the years, the **ticket price has been reduced to \$5 for attendees!**

The Buy Local Bash is a signature event of CentState CEO's SyracuseFirst program that brings together community members and local merchants for a one-of-a-kind social, shopping and tasting event. This unique and festive event spreads awareness about the importance of buying local while also kicking off Buy Local Month, an effort to increase support for local, independent businesses during the holiday season.

The event features a diverse mix of vendors, from handmade chocolate and craft beer to custom stationery, clothing and accessories ... there is something for everyone! Attendees can browse vendors as they enjoy live music provided by KMase Productions.

Last year's event included more than 100 vendors that drew more than 500 attendees. Organizers anticipate another great turnout this year.

Thank you sponsors: AmeriCU Credit Union (Presenting Sponsor); The Marrone Law Firm and CH Insurance (Sustainable Business Sponsors); KMase Productions (Local Music Sponsor); The Lab Creative (Local Agency Sponsor); KROCK/Galaxy Media (Radio Sponsor); WSYR/News Channel 9 (TV Sponsor); and WAER and Syracuse Woman Magazine (Media Sponsors).

To become a vendor, contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com. For more information or to buy tickets, visit <https://buylocalbash.syracusefirst.org>.

PRESENTED BY



BUY LOCAL BASH

Syracuse
First
think local. buy local. be local.



The Empire Brewing Co. provides free samples of their handcrafted ales and lagers at last year's Buy Local Bash.

MEMBERS GAIN EXPERTISE FROM DISNEY INSTITUTE

CenterState CEO was pleased to offer its members an exciting professional development and leadership training opportunity—Disney’s “Approach to Quality Service” seminar at the Doubletree Hotel Syracuse in Carrier Circle. Disney Institute shared the operational practices used to serve guests at its parks and resorts for more than 60 years. Disney knows that excellent service does not simply come from a friendly smile or easy transaction. It results from truly understanding the customer’s needs and putting the right guidelines and customer service standards in place, so they can exceed their expectations. When an organization puts the customer at its core—empowering its people and unifying its processes—outstanding customer service becomes possible on a consistent basis, from the first greeting to the final meeting.

CenterState CEO is proud to be a selected sponsor of Disney’s Quality Service program and thanks its presenting marketing participant, CPS Recruitment, and marketing participants: Nascentia Health, University College, SUNY Cortland and Choice Pay Payroll.



Nearly 250 CenterState CEO members learn about Disney’s “Approach to Quality Service.”

BUSINESS AFTER HOURS

More than 75 people attended a Business After Hours and Member Showcase at the Press Room Pub, one of downtown Syracuse’s newest establishments. Members enjoyed appetizers and networking with fellow CenterState CEO members. In addition, they were able to learn more about several businesses showcased through tabletop displays.

Paul White, with ACC Technical Services, was the lucky winner of two round-trip tickets on Delta Air Lines.

Business After Hours and Member Showcase events, which happen regularly throughout Central New York, are a great way to network with members and gain visibility for your business. See the Events Calendar on page 22 for other valuable CenterState CEO events.



Business After Hours attendees makes connections while visiting member displays at the Press Room Pub.

Tabletop Displays:

Alzheimer’s Association
Confidata

Greek Peak Mountain Resort
Primerica Financial Services
Renovus Solar

Remedy Intelligent Staffing
Seabreeze
Visions FCU



ProTrain Graduates Ready for Employment

Fourteen students complete the six-week ProTrain course to qualify them for manufacturing jobs that can build into careers. ProTrain is a part of the overall Work Train initiative that is dedicated to addressing the challenge of un- and under-employed in Central New York by creating solutions that benefit both businesses and job seekers alike.

7 HABITS OF 7 HIGHLY SUCCESSFUL PEOPLE

CenterState CEO's 7 Habits of 7 Highly Successful People drew nearly 100 attendees to the Rosamond Gifford Zoo to hear community leaders share the personal and professional habits that have helped them become the people they are today. Attendees learned 49 tips to apply to their own lives and careers. ***Editor's favorite picks.**



Vicki Brackens, *President, Brackens Financial Solutions Network, LLC*

- 1) Operate in a space of gratitude every day.
- 2) **Expect the unexpected, embrace it, adapt and move on.**
- 3) Work every day to get to the heart of the mission to "Simplify the goal" to bring clarity and focus for you and the teams you lead.
- 4) Improve your skills as a storyteller.
- 5) Be the example; be the culture you want—your internal customers/your employees will follow you.
- 6) Don't become paralyzed by prosperity.
- 7) We serve first.



Craig Marcinkowski, *VP Strategy and Corporate Development at SRC/Gryphon Sensors*

- 1) Take dead aim — know exactly what you are going after.
- 2) Make friendship a fine art.
- 3) Take on a challenge.
- 4) Focus on impact!
- 5) Look for the best in people and then expect the best from them.
- 6) **Seek out great mentors and then become one.**
- 7) Do the dishes... just like Bill Gates and Jeff Bezos do every night.



Chedy Hampson, *Founder and CEO, TCGplayer*

- 1) Push yourself to do things that seem impossible. Personal and professional growth requires some level of discomfort.
- 2) **Gamify your life to successfully level up... start at level one and work your way up.**
- 3) Surround yourself with smart, talented people.
- 4) Stick to your values.
- 5) Always be ready to make the winning play. Make your health and wellness a priority, so your mental stamina is in peak condition. Step away from work when you need a break.
- 6) Find time to be inspired. Get lost in a book, watch a TED Talk, etc.
- 7) Be your own cheerleader. Use mantras or statements of positivity and gratitude to lift yourself up.



Samara Hannah, *Executive Director, Redhouse*

- 1) Believe in what you do or do something else. Belief drives vision, opportunity and success.
- 2) **Always do your best and be honest in your work. Nothing replaces honest, hard work.**
- 3) Use your talents, do what you know. Focus on what you are good at, don't try to be everything for everyone.
- 4) Get a life! Work-life balance is so important. Allow a personal life, so when you are at work you can focus and respect the lines between work and personal.
- 5) Ask for help up and down. Trust the people you work with. Seek mentorship and learn how to delegate.
- 6) Be a problem-solver. Keep learning and improving your knowledge. Don't let challenges stop you.
- 7) Be approachable: Smile and say thank you. People will remember you.



Ty Muse, *President & CEO, Visions Federal Credit Union*

- 1) Make sure your business and priorities are well aligned to what is most important to your company.
- 2) Like the book says, "Measure What is Important."
- 3) Simplify your message to your staff and find ways to rally them behind a purpose.
- 4) **Don't forget you work for your staff, company and members (customers). Your employees have a choice. Keep them engaged. Let them know they are valued by you.**
- 5) Build strategic plans outside-in as much as we do inside-out. Start looking from your competitor's eyes.
- 6) Be keenly aware of what you are good at and bad at.
- 7) At the end of each day, look at your schedule for the next day. Look at each obligation and make a plan to turn each item into an opportunity.



Rita L. Reicher, PhD, President/Chair, KS&R

- 1) Spend quiet time in the office.
- 2) Provide insight into my availability.
- 3) Use my calendar religiously.
- 4) Continually clean and respond to emails.
- 5) **Be accessible to staff.**
- 6) Take notes during meetings.
- 7) Leave the office at a reasonable time.



Jeffrey Rubin, President & CEO, SIDEARM Sports

- 1) Use effective and transparent communication over all platforms.
- 2) Turn obstacles into opportunities.
- 3) **Commit to lifelong learning.**
- 4) Find time to celebrate with your team.
- 5) Lead with love.
- 6) What's your why?
- 7) Read, listen and share.



Recommended Reads

Check out some of our speakers' book recommendations on life and leadership.



- “Tribal Leadership: Leveraging Natural Groups to Build a Thriving Organization”
by Dave Logan and John King (Chedy Hampson)
- “Creating Magic: 10 Common Sense Leadership Strategies from a Life at Disney”
by Lee Cockerell (Samara Hannah)
- “The ONE Thing: The Surprisingly Simple Truth Behind Extraordinary Results”
by Gary Keller and Jay Papasan (Ty Muse)
- “The Brand Called You: Make Your Business Stand Out in a Crowded Marketplace”
by Peter Montoya and Tim Vandehey (Vicki Brackens, ChFC)
- “Harvey Penick’s Little Red Book: Lessons And Teachings From A Lifetime In Golf”
by Harvey Penick and Bud Shrake (Craig Marcinkowski)
- “Evicted: Poverty and Profit in the American City”
by Matthew Desmond (Mayor Walsh’s citywide book club) (Rita L. Reicher, PhD)
- “Everybody, Always: Becoming Love in a World Full of Setbacks and Difficult People”
by Bob Goff (Jeffrey Rubin)

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Total Distribution	2037	1858
Copies not Distributed	221	269
Total	2258	2127
Percent Paid	100	100

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.

CNY Hemp Processing

CNY Hemp Processing produces top-quality products at an affordable price. Always trying to stay at the forefront of New York state's hemp project; buying from local farmers and helping the local economy.

Stephen Halton
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Canastota, NY 13032 833-247-HEMP
www.cnyhempprocessing.com

Costello Prosthetic Warmers, LLC

Costello Prosthetic Warmers has created a solution that not only relieves the discomfort that amputees experience, but also vastly improves their quality of life.

Bryan Costello
107 Jackson Drive
Liverpool, NY 13088 315-430-5565
www.cpwarmers.com

Design Specialists, Inc.



Design Specialists is a unique interior design business that offers clients exceptional customer service for healthcare, corporate, educational and the hospitality industries. Aside from design services, DS also provides procurement and installation services for products related to the industry.

Krista Taskey
6716 Joy Road
East Syracuse, NY 13057 315-479-1551
www.designspecialistsinc.net

Edison Innovative Power, LLC

Edison Innovative Power is taking HV power and waveform generation through a digital transformation into precision high voltage solutions. By researching and developing new innovative technologies and products, Edison Innovative Power is helping designers achieve their project goals for performance, size and total cost.

James Morrison
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Manlius, NY 13104 315-802-1200
www.edisoninnovativepower.com/home

Farm to Flame Energy Inc.

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William McKnight
The Tech Garden
Syracuse, NY 13202 315-882-5914
www.farmtoflameenergy.com

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Ithaca, NY 14850 415-710-5567
www.heatinverse.com

MedTech

MedTech is New York's bio/med industry. MedTech is an innovative coalition of pharmaceutical, medical technology, and life sciences companies, research and academic institutions, suppliers, and service providers. MedTech connects member companies, entrepreneurs and academics to grow the region's life sciences economy. Since founding in 2004, MedTech has boosted the success of its members through collaboration, education and advocacy. MedTech pursues its mission to develop the relationships, tools and programs that enable members to bring tomorrow's medical solutions to the healthcare marketplace. MedTech believes the best way to grow the bio/med economy is through collaboration.

Winthrop Thurlow
235 Harrison St., Suite 209
Syracuse, NY 13202 315-423-7200
www.medtech.org

Nave Law Firm

Nave Law Firm is centrally located in Syracuse, NY, having its roots in criminal defense. Nave Law Firm is dedicated to providing exceptional and reliable counsel, especially during the most challenging times for clients.

Sean Kelsey
432 N. Franklin St., Suite 80
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www.naveteam.com

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Chris Niles
Destiny USA, Canyon Section
Syracuse, NY 13204 315-335-5316
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Ron Keck
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Syracuse, NY 13202 315-478-0684
www.subcat.net

Syracuse Technologies

Syracuse Technologies is the only IT company in CNY that specializes in audio and video integration – bridging the gap between IT and AV. Syracuse Technologies' services include affordable solutions: technology planning and consulting, network management, complete backup and disaster recovery solutions, presentation services, on-demand technical support, audio-visual equipment rentals and installations, web conferencing, and more.

Jeff Brinson
5 Lumber Way
Liverpool, NY 13090 315-679-5360
www.cusetech.com

The Hops Spot



The Hops Spot features a 42-tap craft beer bar with a menu that highlights a dozen burgers (including build-your-own) and 10 versions of the Canadian pub favorite poutine. The Hops Spot food is made with locally and regionally sourced ingredients. The Hops Spot has one of the largest dining spaces in Armory Square. The perfect location to start your bar hop, network over happy hour, and bring family and friends together for birthdays, reunions and much more.

Matthew Bartelson
116 Walton St.
Syracuse, NY 13202 315-646-2337
www.thehopspot.com

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or contact Beth Savicki at bsavicki@centerstateceo.com or 315-470-1833

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.



BIGNAME Commerce LLC celebrates its grand opening at 1200 Kinne St., Carrier Campus.



Clinton's Ditch Cooperative celebrates its 50th anniversary at the company's facility, 8478 Pardee Road in Cicero.



The Fish Friar, 239 E. Genesee St. in Syracuse, celebrates its first anniversary.



Nave Law Firm celebrates its grand opening in the Foundry Building at 432 N. Franklin St. in Syracuse.



Sutton Real Estate Company, LLC is recognized for the company's 85th anniversary at its offices at 525 Plum St., Syracuse.

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Information Session

Dec. 6

Sign Up by contacting
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Imetot@centerstateceo.com



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EVENTS

CenterState CEO Economic Forecast Breakfast

Wednesday, January 9

7:30 to 9:30 a.m.

The Oncenter

800 St. State St., Syracuse

Register by January 3 at

www.centerstateceo.com/events

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

Join hundreds of CenterState CEO members, business leaders and executives for the presentation of the region's 2019 Economic Forecast.

Keynote Speaker: Gary Keith, chief economist, M&T Bank, will present an overview of national and state economic trends and their regional impact.

Member cost: \$40 per person; \$400 for a table of 10; \$50 for non-members or \$500 for a table of 10.

After January 3, the cost is \$45 for members or \$450 for a table of 10; \$55 for non-members or \$550 for a table of 10.

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

Progress Breakfast Series: Connecting Downtown Syracuse, November 1 8 to 9:30 a.m.

SKY Armory, 351 S. Clinton St., Syracuse

Learn how three organizations with a stake in downtown Syracuse are working to bring people together, and the significance of each entity's contributions to downtown's revitalization. Speakers: David Nutting of VIP Structures will preview VIP's exciting plans for the former Post-Standard Building in Clinton Square; Rickey Brown of the Upstate Minority Economic Alliance will explore the ways hiring minority and women-owned businesses can enhance productivity and build connections across the region, and opportunities for downtown businesses and developers to partner with UMEA; Meg O'Connell of the Allyn Family Foundation will share plans for how a public market, food hall and mixed-income housing will catalyze development downtown and on the city's near-west and near-south sides. Sponsored by the Downtown Committee of Syracuse and Mower.

Cost: \$25 per person; \$200 per table of eight.

SPONSORED BY



Shifting the Mindset to Build an Inclusive Workplace, November 2 8 to 9:30 a.m.

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

Tupperware CEO Rick Goings will discuss how he helped create an inclusive workforce for Tupperware. Attendees will learn how to create workplaces that are more diverse and gender inclusive, how cultivating confidence for diverse populations can break down barriers to economic opportunity, and how confidence can impact success, as well as create better families, communities and businesses. A portion of the proceeds will benefit the Food Bank of CNY.

Cost: \$50 for members; \$60 for non-members

IN PARTNERSHIP WITH



How Integrated Population Health Management Strategies Can Save Your Business Money, November 8 8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

This roundtable will define Population Health Management and showcase how a synchronized approach can save money and increase quality of care. Panelists include: Mona Chitre, PharmD, chief pharmacy officer & vice president clinical analytics, strategy & innovation, Excellus BCBS, and Dr. Shannon Miller, PharmD, Kinney Drugs.

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

PRESENTED BY



Buy Local Bash, November 19 5 to 9 p.m.

CNY Regional Market Authority, F Shed, 2100 Park St.

Kick off the holiday shopping season at the annual Buy Local Bash – a one-of-a-kind social, shopping and tasting event to highlight the locally owned, independent businesses of Central New York. This unique and festive event helps spread awareness about the importance of buying local while kicking off Buy Local Month, an effort to increase support for local independent businesses during the holiday season.

Cost: \$5 each. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for vendor and sponsorship opportunities.

PRESENTED BY



Business After Hours and Showcase - Meet the Finalists, January 30, 2019 5 p.m. to 7 p.m.

Dinosaur Bar-B-Que/A Genuine Honky Tonk Rib Joint, 246 W Willow St., Syracuse

Connect upstairs at the Dinosaur for a great night of networking! Meet the five new companies selected as GENIUS NY 3.0 finalists. The technology-based startups from around the world are competing for \$3 million in funding to develop their companies related to unmanned systems. Learn more about their exciting new ventures and welcome them to Syracuse as they make this their new home for growth.

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

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GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

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



Speed Networking, **November 7**

8:30 to 10 a.m.

Springside at Seneca Hill, 10 County Rt. 45A, Oswego

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

Cost: \$10 for members, \$20 for non-members.

2018 Holiday Social, **December 11**

5 to 8 p.m.

The Eis House, Mexico

Join the GOFCC for networking, delicious food and beverages, live music and more. Purchase your display space to showcase what products and services you have to offer! Tabletop displays are available for purchase by members for \$75. Sponsorship opportunities available! Contact Shannon Fults at sfults@centerstateceo.com to learn more. Business Sponsors include: National Grid; Novelis, Inc.; Pathfinder Bank; and SUNY Oswego OBCR.

Cost: As a THANK YOU to our members, we are extending a new, lower ticket price this year: members \$25; non-members \$35.

JOURNEY 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 are: \$5,299 (double) and \$5,949 (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.

TOUR CANYON COUNTRY, SEPTEMBER 2019; TRAVEL PRESENTATION, NOVEMBER 13

CenterState CEO presents Canyon Country featuring Arizona and Utah, September 11 to 18, 2019. Price is \$3,299 (double), \$4,199 (single) and \$3,249 (triple) if booked by March 11, 2019. AAA Members receive an additional \$50 off per person. Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges, hotel transfers and 10 meals. Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park and Las Vegas. Join CenterState CEO at 5:30 p.m. November 13 for a FREE travel presentation at AAA Camillus (5103 W. Genesee St., Camillus). To attend, RSVP to 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 2019.

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