



Rochester Spotlight Company Profile: The Upstate National Bank

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Frank Cipriano,
The Upstate National Bank

Name: Frank Cipriano

Title: Executive Vice President and Chief Lending Officer

Company Name: The Upstate National Bank

Years in field: 32

What is the most exciting job/project/goal for your company in 2019?

We are a bank that believes in forming strong relationships with both existing and new clients. Our goal is to continue to work with our business and real estate clients to help them grow. We work with many talented real estate developers and investors, both in acquiring and improving existing properties and new construction. 2019 is getting off to a good start and it's good to see many buildings that were once vacant being updated and reused creating places to live and work.

What attracted your business to the Rochester Region?

We believe that Rochester has everything to attract businesses that can thrive today and in the future. There are many world-class universities that bring in students from around the world. We have some of the best public high schools in the country. It's a great place for families with many cultural benefits such as parks, museums, festivals, and outdoor activities. Being in the Finger Lakes Region provides additional choices to live and is rated one of the country's top wine regions. Rochester is known for quality health care with reasonable costs compared to other areas of the country.

What would you tell another company looking to move to the Rochester Region?

The Rochester Region has a diverse economy with businesses and industries that utilize our highly-educated and skilled workforce, along with research centers of excellence such as photonics, optics, and imaging. Additionally, fields such as energy innovation, biotech and life sciences, and food and beverage production have strong knowledge bases, Rochester is recognized as one of

the most innovative cities in America based on patent registration and advanced degrees, and is also one of the most digitalized economies in the U.S.

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