Fulton Montgomery Chamber Awards Six $1,000 Grants to Businesses Affected by Flooding in Ft. Plain

The Fulton Montgomery Regional Chamber of Commerce awarded six $1,000 grants to businesses in Ft. Plain, NY that were affected by the devastating floods of June, 2013. The grants were presented at a breakfast event on March 18, 2014 at The Table Restaurant in Ft. Plain.

The six businesses who received the grants were as follows:

**Erie Station, 7 Canal Street, Ft. Plain**  
Business Owner/Operator: David Frederick (funds earmarked to repair a freezer)

**The Classic Image, 9 Division Street, Ft. Plain**  
Business Owners/Operators: Dana and Tim Shaffer (funds used to re-carpet front reception area)

**Paul Hage, Retail Property Owner, 64 Main Street, Ft. Plain**  
Business Owner/Operator: Paul Hage (funds used to offset costs of improvements/renovations to three storefronts damaged in flooding; marketing/advertising properties)

**The Lotus Center, 9 Center Street, Ft. Plain**  
Business Owner/Operator: Val Lawson, LMT (funds to be used for general repairs)

**Lensky & Son Enterprises, Inc., 9 Main Street, Ft. Plain**  
Business Owner/Operator: Igor Lensky (funds to be used to pay back loans made for repairs and renovations; marketing/advertising)

**A White Rose Bed & Breakfast, 105 Reid Street, Ft. Plain**  
Business Owner/Operator: Melissa Brown (funds to be used for marketing and advertising)

The grants were made possible by monies raised by the Chamber for businesses that were affected by the June 2013 flooding during a fundraising drive that took place from September through November of 2013. Donations for this purpose were made by individuals and businesses throughout the Fulton County and Montgomery County region. Applications for these grants were distributed to Ft. Plain businesses after fundraising took place. There were over 50 grant applications distributed with 20 completed applications received by the Chamber by the January 2014 deadline. A committee comprised of Chamber members decided upon the $1000 disbursements.
Dear Member,

In 2011, Governor Cuomo created 10 Regional Councils to develop long-term strategic plans for economic growth for their regions. Fulton and Montgomery Counties are part of the Mohawk Valley Regional Economic Development Council (MVREDC). As a new member of the MVREDC, I am truly amazed at the achievements that have come forth from the Council over the past three years.

The MVREDC has helped fund municipal projects, and not-for-profit business and private business expansions of all types across the region through the Council’s Consolidated Funding Application (CFA). The CFA is a modern and easy-to-use online application for accessing state resources currently available from multiple New York State agencies and authorities. The CFA allows applicants to access multiple State funding sources through one application.

2014 will be the MVREDC’s fourth round of funding opportunities for business projects that are consistent with the five pillars of the Council’s strategic plan:

• To GROW businesses and jobs by focusing on existing industry concentrations and core strengths
• To BUILD a solid pipeline of skilled, trained workers well-suited to the needs of our region’s employers and to thrive in a highly competitive 21st-Century economic environment
• To CREATE the infrastructure and connections that are critical to enabling competitiveness and growth in a global economy, such as high-speed broadband networks, to connect our citizens with schools, businesses, health providers, and government agencies
• To REVIVE our communities which have struggled with decades of economic decline. At the heart of this strategy are downtown, waterfront, and brownfield redevelopment
• To FORGE a stronger, more connected region through the strengthening of government and civic effectiveness. This means exploiting opportunities to share services and to create more cost-effective public and private partnerships.

Although the Council has been doing amazing work, it has become apparent to me that a large number of our member businesses are not familiar with, or aware of, the work that the Council does, or the opportunities that the Council can provide to our region’s businesses.

As the Council enters its next round of funding, we are reaching out to our region’s businesses to let them know about opportunities that this funding can bring to them. The Chamber will be working to get the word out to our members through our communication vehicles. In addition, the Council will be giving presentations to business groups, civic organizations, and governmental entities about its initiatives.

If you would like further information, you can visit the MVREDC website at http://regionalcouncils.ny.gov/content/mohawk-valley. If you know of a group who might be interested in a presentation about the Council’s work, please contact me at the Chamber so I may set up an appointment to have a Council Member or staff person facilitate your request. I can be reached at (518) 725-0641 or president@fultonmontgomeryny.org.
102 Chamber members filled out the Chamber’s online Membership Survey in January – a 9-10% response rate. We are especially proud of this response rate because the industry average is a 3%-4% response rate. Thank you to everyone who participated – your input is greatly appreciated. Questions? Please contact Terry Swierzowski at the Chamber.

The average responder:
- Has been a member of the FM Chamber, or the Fulton and/or Montgomery Chambers for 11-20 years.
- The majority (55%) were members of the Fulton County Chamber prior to the merger
- Is from Johnstown/Gloversville (45%) or Amsterdam/Town/City (30%); the third highest response rate was from the Canajoharie area (7%)
- Is from a business with 1-2 employees (35%); second highest responses were from businesses with 3-9 employees (21%) and third highest responses were from employers with 20-49 employees (17%)

You learned about the Chamber primarily by word-of-mouth (37%), and then by recommendation from another Chamber member (24%). 16% of you gave “other” reasons for learning about the Chamber, including “wanted to support the Chamber,” “business contacts,” “my job had involvement with the Chamber,” and “from Chamber staff.”

Top reasons you joined the Chamber include (responders were asked to pick the top three reasons):
- Networking (57%)
- Marketing Your Business (49%)
- Community/Visibility/Name Recognition (35%)
- Chamber affiliation (31%)
- 20% responded other with reasons including, “health insurance,” “marketing our events,” “member benefits/health insurance,” and “leadership/community/fun.”

How well do you think the Chamber is performing its major duties? (could rate poor/fair/good/excellent/don’t know):

Top responses:
- Events/event support: Good (53%)
- Interacting with local government: Good (42%)
- Interacting with state government: Good (34%)
- 25% answered “don’t know”

Business recruitment: Good (46%)
Business retention/expansion: Good (45%)
Networking opportunities: Good (45%)
Communication w/your business: Excellent (57%)
Advocacy with elected officials: Good (41%)

How do you get your information about the Chamber’s activities? (asked to “check all that apply”)

Of the choices that were given, top responses were:
- 97% Email blasts
- 69% Newsline
- 35% Internet/Chamber website
- 29% Local newspaper articles
- 21% Word-of-mouth

How the Chamber is in contact with its businesses: You come in direct contact with employees of the Chamber – 41% said “at least once a month;” 32% said “at least once every three months”

Questions about programs/services currently offered by the Chamber: You were asked to indicate whether you used/participate in any of these programs/services; were aware of the program/service; or don’t know the program/service was available.

Of the respondents:
- Annual Business Meeting/Dinner:
  - 66% have participated; 32% aware/don’t participate;
  - 2% not aware
- Website Listings:
  - 62% participate; 32% aware/don’t participate;
  - 7% not aware
- Sponsorship Opportunities:
  - 42% participate; 49% aware/don’t participate;
  - 9% not aware
- Advertising Opportunities:
  - 47% participate; 46% aware/don’t participate;
  - 7% not aware
- Newsletter:
  - 76% participate; 24% aware/don’t participate; 0% not aware
- Leads Group:
  - 14% participate; 54% aware/don’t participate; 31% not aware
- Business After Hours:
  - 74% participate; 27% aware/don’t participate; 1% not aware
- Business Breakfasts:
  - 54% participate; 44% aware/don’t participate; 2% not aware
- Seminars:
  - 41% participate; 56% aware/don’t participate; 3% not aware
- Golf Tournament:
  - 38% participate; 60% aware/don’t participate; 2% not aware
- Scholarship Program:
  - 22% participate; 68% aware/don’t participate; 10% not aware

What could the Chamber do to attract you to more events/programs?
- Select speakers/topics that interest me: 67%
- Schedule more events/programs in the evening: 24%
- Schedule more events/programs in the morning: 19%
- Reduce the price of attendance: 17%
- Schedule more events/programs in the afternoon: 15%
- Other: “work and personal hours keep me from Chamber programs,” “morning or luncheon events – not 8am,” “make it easier to interact with people,” “I prefer events without alcohol.”

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What topics would you like to see covered by Chamber seminars?
Top answers:
Marketing Small Businesses 55%
Professional Development/Leadership 43%
Social Media for Business 40%
E-commerce 31%

What is the maximum you would be willing to pay to attend seminars/workshops?:
- 33% $20
- 25% $50
- 21% $10

What communication tools do you use most when promoting your business? (asked to pick three):
- 61% Email
- 59% Business Website
- 47% Facebook
- 43% Phone
- 39% Mail

What is something that the Chamber could improve upon?
(check all that apply)
- Member outreach and inclusion 42%
- Offering better member incentives/discounts 38%
- Expanding its presence in the community 33%
- Offering better/more diverse events 30%
- Informing members/community of Chamber 21%
- Other 21%

Other responses included:
Getting back to me more quickly, following up on questions asked
Truly bring together the counties, not just in name; have top chamber officials open/available
Since the merger, you have lost your “personal, hometown” touch
More recognition/events in Montgomery Co.
No suggestions
Providing help to smaller businesses
Lack of website and brochure development
Keep up the good work
Be more in tune with the truly smaller businesses, not the ones that have been in the community for 25+ years.
Take time to foster relationships with new businesses – ask established business to mentor new businesses
people
Make it a true Fulton/Montgomery Regional Chamber – too slanted toward Fulton County
Take into account government impact to small businesses and non-profits
I’m satisfied with everything

What is the most serious issue facing your business for 2014?
Economy 37%
Other 17%
Competition 15%
State/local regs specific to industry 9%

Other responses included:
Marketing – making customers aware of our business
Maintaining our Rotary Club service to the community
As a non-profit, we always struggle with funding
Retirements and change in the workforce
Getting the word out about my unique services
Maintaining a balance in cash flow even during slow business times and taxes
Lack of honest/trustworthy workforce
Wage hike
Influence of more drugs/more public assistance candidates

What are the three most serious issues facing our region’s communities today? (asked to select up to three responses):
Property Taxes 67%
High unemployment rates in region 47%
Costs associated with public assistance 38%
Local “brain drain” 35%
Local education issues 23%

Other responses included:
Healthcare; Lack of progressive leadership in planning for the future growth of the area; Blight and stagnant downtown areas in cities; Inability to work for the greater good, too much worrying about “me;” Local government doesn’t change with the times/too structured and nothing changes; Leadership/Apathy/Poverty; The areas along our main highways look poor and uninviting

What could the Chamber do to improve its services to you?
(open ended)
- Keep doing what you are doing; the areas of less population would benefit by knowing they had as much influence with the Chamber as the areas of larger population
- The Chamber decision makers could be more available to ALL businesses
- Lower dues
- Improve communication with membership about how they are advocating with state and local govts.
- Better leadership and advocacy
- Give a little more attention to the very small businesses in the region
- Nothing – doing a great job
- Chamber is doing very well by me
- Our two counties are very fortunate to have such a pro-active Chamber. Thank you
- Offer “family-friendly” events for younger interests.
- Chamber should acknowledge other companies in the same industry; seems there are “favorite” members. Seems like events are held at the same places.
- Have Montgomery County branch be more accessible and involved. Seems like you forgot about us
- Reduce or eliminate costs to host a Business After Hours. There should be one every Thursday evening and in every community.
- Brevity. Keep to the point and don’t try to please everyone all the time.
- Make meetings more accessible.
- Nothing. I am very satisfied with the services!
- Increase advocacy efforts.
- Offer lower rates for small businesses/non-profits.
- I am very new to the Chamber; still getting to know people and discovering services.
- More education/seminar-based events.
- Look back 15 years
- I think our Chamber is the best in NY

Would you recommend membership in the Fulton Montgomery Regional Chamber of Commerce to an associate:
88% said YES.
New York State’s Entrepreneurial Assistance Program ("EAP") was created in 1987 by the NYS Omnibus Economic Development Act. Since its inception, the EAP initiative has helped entrepreneurs create new businesses and has provided in-depth assistance to minorities, women, dislocated workers and individuals with a disability interested in starting a business.

The EAP establishes centers in local communities to provide instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business. The program’s EAP centers are strategically located throughout the State. The EAP center that serves Fulton and Montgomery Counties is located within the Albany-Colonie Regional Chamber of Commerce in Colonie.

EAP assists new and aspiring entrepreneurs in developing basic business management skills, refining business concepts, devising early-stage marketing plans and preparation of action plans. Two thirds of the centers operate or are formally affiliated with a micro-loan fund.

A typical EAP center provides the following in-depth services to owners and operators of start-up businesses:

- Counseling on the feasibility of starting a business
- Assistance in refining a business concept and developing a business plan
- Assistance with completing MWBE Certification Applications
- Education in established management principles and practices
- In-depth business counseling in product development and marketing
- Guidance in exporting, contract procurement and licensing
- One-on-one counseling in identifying and accessing capital and credit
- Access to business support networks
- Ongoing and continued technical assistance to program graduates including
- Linkages to other small business services

At the Albany-Colonie Regional Chamber’s EAP Program, you can contact Janet Tanguay janett@acchamber.org, (518) 431-1430. Janet is willing to meet with our members in our Amsterdam office on Thursdays (1166 Riverfront Center). Please contact her directly to set up an appointment!

As mentioned above, the Albany-Colonie Regional Chamber is the designated EAP Center for the Capital Region which includes Fulton and Montgomery Counties. In addition to the services listed above, they offer an ENTREPRENEURSHIP BOOT CAMP that any of the businesses in our region can attend.

ENTREPRENEURSHIP BOOT CAMP is designed to provide business assistance to aspiring entrepreneurs, increase the formation of new businesses and strengthen the operations of businesses during the early stages of development.

This 12-week course educates entrepreneurs on the critical skills necessary for business growth and expansion. The classes blended classroom and individual training with lectures by prominent business experts, followed by question-and-answer sessions.

Guest lecturers cover topics including: branding, advertising, legal issues, presentation skills, accounting and more. Guidance for improving sales and attaining financing is also provided.

Entrepreneurs learn business skills and how to develop a business plan. In fact, at the end of the course, participants will have completed a rough draft of their business plan.

The next session of ENTREPRENEURSHIP BOOT CAMP will run from September through November and costs $500 to attend. Please visit the AC Chamber’s website at http://acchamber.org/growyourbusiness/entrepreneurialassistance.aspx for more details about curriculum and if you have any questions. You can also register for the program at this site.

Located in Colonie, the Albany-Colonie Regional Chamber of Commerce serves as the business networking hub for the Capital Region. If you’re interested in this region, the Chamber is the place to be.

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Mohawk Harvest Celebrates with Ribbon Cutting

The Fulton Montgomery Regional Chamber of Commerce celebrated the renovations to the Café area of the Mohawk Harvest Cooperative Market, 30 N. Main Street, Gloversville with a ribbon-cutting ceremony. Chris Curro, Mohawk Harvest Manager, was the ribbon cutter. This ribbon cutting was a kick-off to Mohawk Harvest’s G.R.O.W. (Grand Re-Opening Weekend) which took place on March 14, 15 and 16. On Friday, March 14, the Micropolis Cooperative Art Gallery hosted a “Meet the Artists” reception at its newly designed space in Mohawk Harvest featuring new work by regional artists. On Saturday, March 15, Happy Jack’s Café in Mohawk Harvest took center stage and featured coffees, teas and pastries with live music by Bill Ackerbauer and the Bentwood Rockers. Sunday, March 16 Mohawk Harvest opened special hours, 8:00am – 5:00pm with a special brunch menu, bigger deli with more varied options, and a sampling of cheeses. Mohawk Harvest now offers new cookbooks and gardening books for sale. Also check out the locally-produced pottery, hand-knit items for the cold weather, wooden cutting boards and much more. For more information, visit www.mohawkharvest.org, their Facebook page, or call (518) 706-0861.

Ribbon Cutting at Capstone Center for Rehabilitation and Nursing

The Fulton Montgomery Regional Chamber of Commerce held a ribbon-cutting ceremony on Wednesday, March 12 to celebrate its new member Capstone Center for Rehabilitation and Nursing, Amsterdam. Pictured, from left are Tim Salls, Chamber Ambassador (Bouchey & Clarke Benefits, Inc.); Michele Harder, Capstone; Fred Quist, Chamber Ambassador (United Way of Montgomery County), Capstone’s Cheryl Robideau, Stephanie Benner, Casey Bayes, Karen Miller, Donna Clark, Molly Oakley, Terri Vantine, Danielle Smith, Jill Kovalac, Mary Rodrigues, the Chamber’s Michele Marzullo; Andy Santillo, Montgomery County Executive’s office; Krissy Gilmore, Chamber Ambassador (Ricmar Printing & Design).

The Fulton Montgomery Regional Chamber of Commerce held a ribbon-cutting ceremony on Wednesday, March 12 to celebrate its new member Capstone Center for Rehabilitation and Nursing, Amsterdam. Capstone Center for Rehabilitation and Nursing is a 120-bed Skilled Nursing Facility specializing in Rehabilitation (short term care), dementia care and long term care. Their goal is to treat the whole person and improve the wellbeing of those entrusted to our care, to promote independence, stabilize medical conditions and in many cases to send people back to the community prepared to be healthier and safer.

Capstone Center started as Mt. Loretto with beginnings in 1849 when the Sisters of the Resurrection purchased the Montgomery Sanatorium Building and many acres on which Capstone Center now stands. The Sanatorium was re-named Mount Loretto Convalescent and Rest Home and became the Mount Loretto Nursing Home in 1980, the current building was built in 1992 and the old building was torn down.

In March of 2012 the facility changed hands and was re-named Capstone Center for Rehabilitation and Nursing. The new company has revitalized and reinvigorated an updated facility in a beautiful setting and serves the Amsterdam and Capital District communities for residents in need of care. For more information about Capstone Center for Rehabilitation and Nursing, please contact (518) 842-6790 or visit www.capstonecenterrehab.com.
The Chamber celebrates the re-opening of the Micropolis Gallery in the Mohawk Harvest Cooperative Market, 30 N. Main Street, Gloversville. The Micropolis Gallery is an organization dedicated to providing services for the benefit of its member artists including providing them with an opportunity to exhibit and sell their artwork, and to build awareness of and support for the art community. Member artists include Laurie Cerasia, Carol Law Conklin, Michele Drozd, Susy Easterley, Kate Ehle, Frances Gaffney, Betsy Moore-Galinsky, Cheryl Gutmaker, Alexandra Higgins, Linda Hinkle, Michael Intrabartola, Dragan Konakov, Lynda Naske, Judy Olson, Judith Plotner, Bradford Smith, Sandra Grace Smith, Patsy Suydam, and Janet Marie Yeates. For more information visit the Gallery website at http://www.micropolisgallery.com or find them on Facebook.

The Chamber will hold a Seminar on HR issues on April 10 from 7:30am – 8:30am, Chamber office, 1166 Riverfront Center, Amsterdam.

Juan Predozo, owner/operator of JSK ADS Payroll Services, Tribes Hill, will explain the steps/forms/information you need to get a new employee “on the books.”

Employment verification, Wages and Hours (when to pay, who to pay, how much to pay), Employee Benefits, and more. Juan has been in the payroll business for 7 years servicing small- and medium-sized businesses. He originally started in NYC where he obtained a BBA in accounting from Baruch College. He has clients in NYC, Massachusetts and the Capital Region.

A FREE event for Chamber members and their employees; $10 per person for future members. RSVP to Terry Swierzowski at the Chamber.

In addition to this informative seminar, we will convene a meeting of anyone who wants to join our “reinvigorated” HR (Human Resources) Council. Do you have oversight of HR in your company? Would you like to network with others in HR? Do you have questions about HR issues and you don’t know who to call? If the answer to any of these questions is YES, please join this important group. We have had a few Chamber member HR people who have reached out to us to call this group back together. At this meeting, we will decide how often we will meet/where we will meet, etc. Anyone with any HR responsibilities is invited to attend – whether you are the HR Director of a large company with hundreds of employees to an administrative employee in a small business who is responsible for the company’s HR functions, we welcome you all! Questions? Please contact Terry Swierzowski, terrys@fultonmontgomeryny.org or call (518) 725-0641.

Great networking, great conversation at the Eggs & Issues breakfast at our Gloversville office on Friday, March 14.

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Imagine a high school without the bell schedule, without students shuffling shoulder to shoulder through narrow hallways, without the rows of desks and without lectures. Imagine, instead, a new model for high school education, one that doesn’t focus on getting students ready for college but actually includes college-level, credit-bearing coursework in the curriculum. After being awarded a grant for $2.4 million in August of 2013 to launch a Pathways in Technology Early College High School (or P-TECH), area education and business leaders are moving full speed ahead to ready the new school for this coming September.

“The vision for the P-TECH school is to redefine secondary education,” HFM BOCES Superintendent Dr. Patrick Michel said. “We’re looking to change the definition of what that experience is.”

A consortium of HFM BOCES, its component school districts, Fulton-Montgomery Community College and 16 regional businesses was one of 16 winners in a statewide competition for funding a program to prepare high school students for high-skill jobs. Through the program, selected students will earn an associate’s degree at no cost to their families and will be first in line for jobs with participating companies when they graduate.

The P-TECH Early College High School will offer a limited number of area students the opportunity to attend high school in a different environment than their peers. The curriculum being developed for the HFM P-TECH centers on project-based learning that will set the students up for jobs in four career clusters offering 11 possible associates’ degrees — business management and administration, advanced manufacturing and clean technology, information and technology and health sciences. Mike Dardaris, a former middle school principal and music instructor, has been hired as the school’s first principal.

“We were looking for someone who was a motivator, who was not afraid of technology, and who has run a school in the past,” Michel said. “We also wanted someone who’s an innovator, who thinks outside of the box because P-TECH is an outside-of-the-box concept.”

Fifty students — chosen through an application process in HFM BOCES component districts — will be the first to occupy the space at the former Jansen Avenue Elementary School in Johnstown, which is undergoing renovations.

“This is designed for the kid in the middle — the kid who isn’t jazzed by the present learning model, who’s tech-savvy, creative and motivated,” Michel said.

The selected students will complete grades 9-14, simultaneously earning college and high school credit and continuing on to Fulton County Community College to complete their associate’s degree. Students will complete all the classes needed to meet New York State graduation requirements, but the focus will be on the four career clusters.

Though the new school will be housed in the former elementary school, Dardaris says he doesn’t want the P-TECH to look anything like a typical school inside. Instead he envisions students working on laptops in a student common area and office-like cubicles that serve as work spaces for the students when they aren’t gathered for brainstorming sessions and group projects.

The idea here is that the learning is to be hands-on. Yes, there will be grades, but the concept is to create a culture that looks and functions more like a hybrid between college and the workplace.

“Classes will be run more like business meetings,” Michel said.

Instead of the “service station” approach where teachers fill up students with knowledge, the new P-TECH school aims to radically change the education model to one in which the students drive the learning process.

“Teachers will steer the boat, but in this environment, they will be more like mentors and coaches,” Dardaris said.

“We want to teach the students that the first person responsible for knowledge is them,” Michel said, adding that emphasis also will be on meeting the individual needs of students.

The school will start with four teachers — one for math and technology, one for humanities and English language arts, one for science and one for business and career exploration.

The HFM P-TECH is now recruiting students from its component school partners, which includes 13 middle schools in Hamilton and Fulton counties, to be part of the inaugural class of about 50 students. Dardaris said the Recruitment and Admissions Team is looking for innovative and creative eighth-graders who are interested in applying science, math, technology, engineering and math to their everyday learning.

“We’re looking for kids who will thrive in a non-traditional classroom setting,” Dardaris said.

The students will have to go through a formal application process, which will include a letter of intent and an interview.

Fourteen local businesses also are partnering with the school districts on the P-TECH project to act as mentors and provide workplace learning opportunities including site shadowing and internships.

The sponsoring businesses are:

- Townsend Leather
- FM Chamber of Commerce
- Benjamin Moore
- Center for Economic Growth
- Nathan Littauer
- Palio Ignite
- St. Mary’s Health Care
- Air Jet Technologies
- GlobalFoundries
- NBT Bank
- CISCO
- Broadalbin Manufacturing
- Keymark Corp.
- Work Force Solutions
- Gloversville Sewing
- Beech Nut Corp.

Michel said they are looking to expand the business base. Interested businesses and those wanting more information on the HFM P-TECH Early College High School should contact Dardaris at mdardaris@hfmboces.org.
Keep Mohawk Valley Beautiful (KMVB) has announced the launch of the 16th annual Great American Cleanup which will take place from April 1 – May 31, 2014. KMVB is a six-county private not-for-profit which works to create sustainable communities that are socially connected, environmentally healthy, and economically sound. KMVB is an affiliate of Keep America Beautiful and represents the Mohawk Valley Regional Economic Development Council (MVREDC) target area which includes Fulton, Herkimer, Montgomery, Oneida, Otsego, and Schoharie Counties.

Keep America Beautiful’s Great American Cleanup is the country’s largest community improvement program that kicks off each spring and engages more than 4 million volunteers in more than 20,000 communities nationwide. “We intend to have local volunteers in the six-county Mohawk Valley Region take action to work on beautifying and cleaning areas along the canal and other waterways, parks, recreation areas and streets,” said Bob Albrecht, chair of the KMVB Board of Directors.

Gina Dabiere-Gibbs, Fulton County’s Tourism Director, Karl Gustafson, Montgomery County Economic Development Specialist, and the Chamber’s Terry Swierzowski, in addition to other individuals in both counties, are involved with these initiatives.

“From Boonville to Cobleskill, from Oneonta to Northville, and all along the Mohawk Valley,” said Albrecht, “volunteers will be working together to change their communities. But most important, they will be recording their volunteer hours on the Mohawk Valley Regional Volunteer Center.” Recorded volunteer hours have a monetary value, said Albrecht, and those dollars can be used by KMVB member organizations as matching funds in grant applications.

“KMVB members, working together on projects like the Great American Cleanup or community gardens or recycling or beautification can earn grant dollar credits and use those dollars for local municipality grant applications,” said Albrecht. “Imagine the change we can make.”

The recommendations in the report show what can be done to increase competition, streamline the procurement process, and open avenues of communication between the vendor community and the state. For example, performance guarantees, especially letters of credit, while necessary in some instances to protect the interests of the state and taxpayers, can be onerous for businesses of all sizes.

PPI reached out to procurement experts representing small businesses, Fortune 500 companies, local government purchasing officers and others, to identify procurement issues facing businesses.

The Public Policy Institute of New York State, Inc. (PPI), the research and education arm of The Business Council of New York State, Inc. released an in-depth study on contract procurement. The report, Re-examining Issues in Procurement, addresses the challenges that companies face when doing business with state and local governments. “Antiquated state procurement laws and regulations inhibit many companies from competing to do work for the state and municipalities,” said Heather C. Briceccetti, Esq., president and CEO of The Business Council of New York State, Inc. “Modern technology is not fully utilized in the procurement process, leaving many companies with no clear path for doing business. Additionally, the lines of communication between vendors and government are sometimes unclear.”

The PPI report concludes New York state needs to modernize its procurement process with innovative best practices for the benefit of taxpayers, current vendors and the very companies the state is trying to attract through regional councils and programs like and Start-UP NY. The current process is cumbersome and can cause delays and increase costs for all parties.
Littauer Honors 2013 Employee of the Year

Nathan Littauer Hospital & Nursing Home has announced Maureen Mosher, Manager of Maternal Child Health was named the 2013 Goodwill Employee of the Year. In a blind format, the Goodwill Committee narrowed the scope to three finalists from a field of 10 nominees. First runner up honors went to Family Practice Medical Receptionist Amanda Senese and second runner up to Cindy Sparks, a Staff Nurse in MED/SURGE.

“Of our 1000 employees, these are people that our employees themselves want to honor” said Littauer CEO Laurence Kelly. “These are the best of the best; they deserve our recognition for their incredible impact on NLH and patient care.”

Maureen Mosher was nominated by her peers for her clinical care, compassion, and sincerity while dealing with patients and co-workers.

“This was a surprise and an honor” said Mosher. Mosher was presented with flowers at a brief, company-wide ceremony. A cake was sent to her department, and for the next year she gets to enjoy a preferred parking space.

The NLH Goodwill award is given out quarterly and once annually to an employee, recognizing goodwill and promoting “people caring for people.”

Recipients for the award are nominated by NLH employees, providers or patients, and submitted to the Goodwill Committee, where in a blind format they are selected. Quarterly employees are among other nominations for the NLH Goodwill Employee of the Year.

Nathan Littauer Hospital and Family of Health Services serves Fulton, Montgomery, and Hamilton Counties in Upstate New York with a full-service 74-bed acute care hospital, eight primary care centers, a nursing home and a community education center. The hospital was founded in 1894, has 1,000 employees and recently hosted groundbreaking spine surgeries. For more information please visit www.nlh.org.

Trusted Excellence in Women’s Health Care at Littauer with Dr. Ume Farwa

Nathan Littauer Hospital and Nursing Home has welcomed Dr. Ume Farwa, M.D. to women’s health, obstetrics and gynecology at their Perth Primary/Specialty Care and Gloversville Primary/Specialty Care sites.

Dr. Farwa has been fascinated with medicine since she was a child, and always knew she wanted to become a doctor. She now brings to Littauer the highest quality clinical excellence through her professionally trained experience in women’s health care. Her natural compassion allows for her patients to be at ease as she deals with a wide variety of diverse needs, and patients are noticing.

“I was looking for something where I could raise my family and at the same time work as a very professional and passionate physician, and I think I’ve gotten both here at Littauer” said Dr. Farwa.

Dr. Farwa has become a part of the fabric of the local community, living in Johnstown with her family, including three children.

“I want my patients to know I will work hard, do all I can and to be here for them” added Farwa.

Dr Farwa sees patients Mondays in Gloversville, Wednesday and Thursday in Perth, and schedules surgeries on Fridays. To schedule an appointment, call (518) 883-8624.
L to R: Lorrie Tesiero, Auxiliary member; Ms. Michele Riggi, Spa City Socialite and Philanthropist; Ms. Natalie Sillery, Owner, Saratoga Trunk

The St. Mary’s Healthcare Auxiliary cordially invites you to attend a “Sunday Afternoon Tea Party and Fashion Show” on April 6, 2014. Light fare, fascinating conversation and fashions by Saratoga Trunk will highlight the event which will be presented at the Century Club on Guy Park Avenue in Amsterdam from 2 pm – 4 pm. Special Guest Michele Riggi, a Spa City socialite and philanthropist, will captivate participants.

Saratoga Trunk is an exclusive boutique on Broadway in Saratoga Springs that carries an enormous selection of hats and a select line of women’s designer clothing and accessories. Besides outfitting some of the most fashionable women in the world, the shop is well known throughout New York State’s Capital Region for its involvement in charitable causes. The fashion, hat and trunk shows presented by Ms. Natalie Sillery, Owner of Saratoga Trunk, are legendary for their professionalism, originality and excitement.

Mrs. Michele Riggi is President of the National Museum of Dance and Hall of Fame and was also a dance instructor. Michele is also a model and the mother of 4 grown children. Michele and her husband Ron live in a 20,000 square foot tone mansion on North Broadway in Saratoga named, “Palazzo Riggi”, where Michele maintains over 36 dogs, many of which are rescue dogs. Although Michele and Ron both had humble beginnings, they have worked hard in order to be able to give generously from their hearts.

The St. Mary’s Healthcare Auxiliary is excited to bring this amazing afternoon of new style and excitement to the Amsterdam community. Local community leaders and Auxiliaries will model fashions designed for the “WOW” effect; bring your friends and enjoy the fun! Tickets are $25 per person and can be purchased in the St. Mary’s Gift Shop, Bloomfield’s Florists, Damiano’s Flowers, White Cottage Gardens and Junes Cards and Gifts.

For more specific information about this event, please contact Colleen Hardies-Medwid at St. Mary’s at 841-7136.

Spring Excitement and Fashion are in the Air!

Three local groups are joining forces to raise money, promote their causes and increase tourism in Fulton County with the 5K Triple Crown presented by St. Mary’s Healthcare. Three 5K races will be held on three different days resulting in one male and female grand champion. There will also be cash prizes and medals awarded and other prize drawings for those who enter the 5K Triple Crown. Glove Cities Rotary will host the Run for the Roses 5K on Saturday, May 3rd. There will be a 7:30 a.m. registration and 9 a.m. run starting from Partner’s Pub, 21 S. William St., Johnstown.

Mountain Valley Hospice will host the second 5K run on Preakness Weekend, Sunday May 18th with a 9 a.m. registration and 10 a.m. run at the FMCC Campus, 2805 St. Hwy. 67, Johnstown. This will be followed by their annual walk which will begin at 1pm. (visit www.mvhcares.org for more details and registration information)

Lexington will host their 10th Annual 5K race on the day of the Belmont, Saturday, June 7th with 8 a.m. registration and a 9 a.m. run, starting from Lexington, 465 N. Perry St., Johnstown.

Registration Fees: $50 per participant (until April 8) $60 per participant (April 8 to May 1). Register online at: 5ktriplecrown.racewire.com or visit FACEBOOK.com/5ktriplecrown. (To be eligible for the Triple Crown, all entries must be received by 5 p.m. May 1, 2014).

Cash prizes will be awarded to Triple Crown winners (Male/Female) in the following age groups: 20-39; 40-59; 60+ 1st Prize $200 2nd Prize $150 3rd Prize $100 (19 and under age group winners will receive Scholarships). Medals will also be awarded in the following age categories: 15 and under; 16-19; 20-29; 30-39; 40-49; 50-59; 60-69; 70 and over Sponsored in part by the Fulton-Montgomery Regional Chamber of Commerce. For more information contact Todd Byrnes todd@5ktriplecrown.com or Lisa McCoy at lisa@5ktriplecrown.com. Sponsorship opportunities are available.
Locks of Love Event Slated at FM

Teaming with HFM BOCES Cosmetology Program and Fulton-Montgomery Community College’s Student Outreach Club, The Locks of Love organization will be on FM’s campus Tuesday, April 1, from 11:00 a.m. - 2:00 p.m., collecting hair donations.

Students, alumni, faculty, and the community at-large are encouraged to join in this effort.

Locks of Love is a public non-profit organization that provides hair-pieces to financially disadvantaged children in the United States and Canada under age 21 suffering from long-term medical hair loss from any diagnosis. More information can be found at locksoflove.org

HFM BOCES Cosmetology Program has graciously donated their time and expertise, and will be providing free haircuts in the student lounge area located on the lower level of the Classroom Building, to those individuals who are willing to donate 10” or more of hair. For those not able to donate hair, other services including feather extensions and hair cuts will be offered for a $10 donation. All proceeds will go directly to Locks of Love.

For more information or to make an appointment, please contact Christie Crawford at 736-FMCC (3622), ext. 8163.

Eight Students Receive High Honors at HFM BOCES

Eight students named to Adirondack Academy honor rolls for 2nd quarter.

At the conclusion of the second quarter of the 2013-14 school year, five students at HFM BOCES’ Adirondack Academy were named to the Honor Roll for maintaining an average between 85 and 90 in all their course work. Three students were named to the Principal’s List for an average above 90.

**PRINCIPAL’S LIST**

Tori Boyer - Johnstown High School - Grade 10
Alexandra Fultz - Wheeleiverse Union Free School - Grade 12
Justina Longway - Dolgeville Central School - Grade 12

**HONOR ROLL**

Gino Carey - Cobleskill/Richmondville Central School - Grade 11
Tyler Daley - Dolgeville Central School - Grade 11
Carolyn Perez - Gloversville Middle School - Grade 8
Denishka Rosa - Gloversville High School - Grade 12
Matthew Tooley - Fonda/Fultonville High School - Grade 11

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Chamber News

Your Chamber Creates a New “Chamber Member Events Calendar” That is Available Online and Via Email – a Free Feature for Chamber Members!

Your Chamber has added a new calendar feature to our website, and is creating a new email blast – “Chamber Member Events Calendar.”

Chamber members in good standing will be able to publish their events on this calendar, and we will pull information from this calendar for a “Chamber Member Event” email blast. PLEASE take this FREE opportunity to promote your business’ events such as special sales, annual dinners, fundraising events, holiday events, award presentations, etc. The calendar has already been set up for this purpose on our website – check it out at http://business.fultonmontgomeryny.org/events/catgid/12

In order to be included in the calendar/email, here are our requests:

1. Events MUST be open to all Chamber members and their employees and/or to the public.
2. If the same event is taking place over multiple days, the event will be listed once on the first day of the event, with the additional days in that listing
3. ALL of the following information MUST be submitted to newsline@fultonmontgomeryny.org:
   - Event title
   - Date of event
   - Event description
   - Location and directions if needed (designated parking, etc.)
   - Start time and end time
   - Fees/ticket price, if any
   - Contact name and contact information
   - Website or Facebook for more information

We cannot post an event if all of the above information is not submitted.

The Chamber reserves the right to choose what is posted on our website calendar and in the e-mail correspondence. The Chamber does not endorse or certify any of the events listed in the calendar or email nor does it certify the accuracy of the listings of these events, including dates. Please use the calendar at your own risk and confirm dates and times with the contacts listed.

If you have any questions or need further information about this GREAT NEW MEMBER BENEFIT, please contact Terry Swierzowski at (518) 725-0641 or email her at terrys@fultonmontgomeryny.org.

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FULTON COUNTY FEDERAL CREDIT UNION

You Belong Here!
Great Rates...2 Great Locations
Main Office:
355 Hales Mills Rd., Gloversville • 725-3191
Branch Office:
Inside the Gloversville Wal-Mart Supercenter • 725-4413
www.fcfincialcu.org
Become a member today!www.fctfcu.org

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NBT Insurance Agency
An affiliate of NBT Bank, N.A.

56 N. Main Street, Gloversville
Phone: (800) 965-6264
www.manginsurance.com
**JOHNSON JOG**

The 3rd Annual Johnson Jog 5K Run/Walk, organized by the Friends of Johnson Hall, is scheduled for Saturday, May 17. The Johnson Jog strives to increase visitors to Johnson Hall State Historic Site, provide a fun family activity, and raise money for programs and improvements at the historic site. The race route will take participants through Johnstown where re-enactors, dressed in period costume, are stationed to cheer you on. The race will begin with an authentic “blast from the past”. Registration forms are available at www.friendsofjohnsonhall.org.

**SUMMER BROCHURE EXCHANGE**

Bring your brochures, flyers, menus, and promotional items to the Visitor Center in Vail Mills on Thursday, May 1 from 5 to 7pm to participate in our Summer Brochure Exchange. Exchange business-to-business and pick-up Fulton County maps, travel guides, magazines, etc. to have at your business. You will be able to meet the Visitor Center staff and discuss your business first hand with our Fulton County Ambassadors. Please RSVP to 725-0641 or tourism@fultonmontgomeryny.org for planning purposes by April 25.

**PECK’S LAKE SPRINT TRIATHLON**

The 5th Annual Peck’s Lake Sprint Triathlon is planned for August 2. The event registration form will be available online at www.fultonmontgomeryny.org on May 1. Our goal is for 175 athletes to participate; last year athletes hailed from across New York including New York City north to Plattsburgh and west to Rochester and Corning, and from Vermont, Nevada, Florida, Missouri, New Jersey, Connecticut, Virginia, and Maryland. Updates can be found on the Visit Fulton County, NY Facebook page and 44lakes.com/blog. A portion of the proceeds will be donated to Mountain Valley Hospice. Thank you to this year’s sponsors: Gold Medal, Nathan Littauer Hospital, Silver Medal, Brown’s Ford, and Bronze Medal, Alpin Haus, Benjamin Moore Paint, and Wal-Mart DC #6096.

**Harvest Tour Map Updates**

Since 1998, the Fulton-Montgomery Harvest Tour Map has been very successful in promoting agritourism throughout Fulton and Montgomery Counties. Now in its 6th edition, this joint project of the Montgomery County Soil and Water Conservation District, Fulton Montgomery Regional Chamber of Commerce and the Montgomery County Business Development Center is a helpful guide that attracts visitors to agricultural operations. While visitors are here, they purchase local products, stay in local lodging facilities, and eat in local restaurants.

We are now collecting updated information for the next edition of the map. Sign-up sheets have been mailed to current agritourism businesses on the map; please verify the information and location of your business. Use the sign-up form to indicate any changes that you would like to see in the redesign. If you are not currently listed on the map and would like to be included, please call for a form.

All participants of the Harvest Tour Map will be included in the CNY Fresh campaign. CNY Fresh is a 10-county regional project designed to highlight the agritourism opportunities throughout all of Central New York. CNYFresh.com has become a tourist destination focused on the many flavors of our region by creating themed packages and itineraries, highlighting agricultural businesses and event listings.

**Visitors Center Extended Hours**

The Vail Mills Visitors Center, located at the corner of State Routes 29 and 30, will begin extended hours on Friday, May 2. The Visitor Center will be open Friday-Monday weekly until the summer hours take effect the week of May 18 and remain open daily until Columbus Day. Our wonderful Visitors Center staff members Bill VanVoast and Eunie Davis will continue as Ambassadors to Fulton County. In addition, Nicole Walrath and I will also staff the popular tourism information center. Updated brochures are always welcome to stock the Center.
SnapShot of our New Members

Cheryl Marzullo
Community Member

D.M. Romeyn Civil Engineering Design, PLLC
29 West Fulton Street
Gloversville, NY 12078
(518) 752-5167
dmromeyn-civileng-com.webs.com

Shelly VanNostrand, CPA, PLLC
2600 State Highway 30A
Fonda, NY 12068
(518) 853-8622

Rick’s Robo North Car Wash
112 Barbara Lane
Amsterdam, NY 12010
(518) 857-9025
ricksrobonorth.com

Sacandaga Advertising, LLC
4507 State Highway 30
Amsterdam, NY 12010
(518) 627-0279
www.sacadvertising.com

Spikes Trikes
27 Reid Street
Amsterdam, NY 12010
(518) 842-4827
www.spikestrikes.biz

AFLAC NY, Kim Verrego
P.O. Box 194
Broadalbin, NY 12025
(518) 775-9487
www.aflac.com

The Glen Country Store & Deli
3787 Route 30A
Fultonville, NY 12072
(518) 269-6563

Flooring Authority, Inc.
981 County Highway 126
Amsterdam, NY 12010
(518) 627-4178
www.flooringauthorityinc.com

William H. Baaki
Community Member

Avanti Control Systems, Inc.
P.O. Box 113
Gloversville, NY 12078
(518) 921-4368
avanticontrolsystems.com

Virtual Assistant Lori Davis
6 Park St
Gloversville, NY 12078
(518) 245.9545
www.VA911.com

Hear more from your Chamber...
Chamber Connection • WVTL 1570 AM or 104.7 FM • 9-10am • 2nd Tuesday of the month
Chamber Spotlight • WENT 1340 AM • 9:30-9:45 am • Last Friday of the month
Read more about your Chamber • every other Sunday in The Leader-Herald Business Section
The following businesses realize the value of their Chamber investment and have renewed their membership in the month of March. Please note these members and the year they joined! Thank you to all our renewing members.

Less than 5 Years

- Hudson River Ventures ..................................... 2013
- McDonald’s Engineering ................................... 2012
- Rock Creek Farm ............................................. 2012
- Stephen Miller General Contractors, Inc ............. 2012
- Family Ear, Nose & Throat Services...................... 2012
- Bethany Schumann-McGhee, Attorney at Law.. 2012
- First Choice Financial Services, Inc. ............... 2011
- Jack M. Jakeman Forestry Services, Inc. ............ 2011
- Al’s Garage ........................................................ 2011
- AAA Computer Solutions, Inc. ........................... 2011
- Sievert’s Sports .............................................. 2011
- Dunday’s Clothiers .......................................... 2011
- Pleasant Dry Cleaners & Laundromat ................... 2010
- Sam’s Seafood Steakhouse ................................ 2010
- Taylor Made Custom Products ........................... 2010
- Fownes Factory Store ....................................... 2010
- South Shore Marine .......................................... 2010
- T.S.B. Contracting............................................. 2007
- Buanno’s Custom Body Shop................................ 2007
- Hanaburgh, Brian and Anita ............................... 2007
- Dunlap Chiropractic ......................................... 2006

10 to 19 Years

- Boy Scouts of America, Sir William Johnson.... 2003
- Habitat For Humanity of Fulton County ......... 2003
- Home Health Care Partners ............................ 2003
- Derby Office Equipment ................................. 2001
- Bob’s Paving and Excavating .......................... 1998
- Amsterdam Housing Authority ......................... 1998
- Royal Mountain Ski Area and Motocross ....... 1998
- Beech-Nut Nutrition Corporation ................... 1998
- Matty the Jeweler ........................................... 1997
- Fulmont Community Action Agency, Inc....... 1996
- Adirondack Harley-Davidson, Inc. ................. 1996
- Eagle Mills Cider Company and Family Fun ... 1995

5 to 9 Years

- T & T Storage, Inc............................................. 2009
- Pine Tree Rifle Club...................................... 2009
- Mohawk Harvest Cooperative Market, Inc...... 2009
- Empire Chemical Sales, Inc. ......................... 2009
- DeJong Septic, L.L.C...................................... 2008
- Colonial Voluntary Benefits, James Ermie...... 2008
- Delaney Crushed Stone Products, Inc. ......... 2008
- Friends of Sanford Stud Farm ......................... 2007
- Gloversville Economic Development Corp ...... 1994
- Holland Meadows Golf Course ....................... 1990
- J. Paul Kolodziej, Attorney & Counselor......... 1985
- Brilliant Design & Print ............................... 1985
- Bradley H. Paddock, M.D. .............................. 1985
- F-M-S Counties Private Industry Council ...... 1984
- Taylor Made Group, Inc. ............................... 1977
- First Niagara Bank-Johnstown ....................... 1975

20 Years and Over

- T.S.B. Contracting ............................................. 2007
- Buanno’s Custom Body Shop ........................... 2007
- Hanaburgh, Brian and Anita ........................... 2007
- Dunlap Chiropractic ....................................... 2006
- Boy Scouts of America, Sir William Johnson.... 2003
- Habitat For Humanity of Fulton County .......... 2003
- Home Health Care Partners ............................ 2003
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- Taylor Made Group, Inc. ............................... 1977
- First Niagara Bank-Johnstown ....................... 1975
Chamber Events!

MARK YOUR CALENDAR FOR THESE “DON’T MISS” EVENTS!!
For these events contact The Chamber at 725-0641 or email: newsline@fultonmontgomeryny.org

April 9 • 12-3pm
Job Fair at Fulton-Montgomery Community College, 2805 State Highway 67, Johnstown
Open to the public and to FM Students, regional employers will be on hand to take applications, interview, and discuss job openings at their businesses. If you plan to attend, bring your resume, dress accordingly and talk to dozens of prospective employers!

April 10 • 7:30-8:30am
Seminar on HR Issues with Juan Pedrozo, Chamber Office 1166 Riverfront Ctr., Amsterdam
He will explain the steps/forms/information you need to get a new employee “on the books.” See page 7 for details.

April 17 • 7:30-9am
Eggs & Issues at the Glen Country Store & Deli, 3787 Route 30A, Fultonville
Eggs & Issues is a free breakfast event for Chamber members and their employees. It is a forum for one-on-one conversation with Chamber staff and fellow members about issues that are important to your business, to our communities and to the region.
See insert for details.

April 17th • 5-7pm
Business After Hours at Sharp Shooters Billiards and Sports Pub
35 E. Main St, Amsterdam
Enjoy great company, try your hand at a game of pool, and enjoy great food and drinks! Plenty of parking. See insert for details.

April 24 • 4-7pm
Business Expo at Alpin Haus, 5S Amsterdam
The Chamber’s Business Expo is an easy, affordable way to give your company maximum exposure in front of hundreds of people, as well as learn what goods and services are available for your business. There will be prizes and giveaways throughout the show.
There also will be light snacks and beverages. This is open to Chamber members as well as the public. See insert for details.

May 6 • 7:30-9am
Tuesday Tour at the Fulton County Department of Solid Waste, 847 Mud Road, Johnstown
We are kicking off this series in April with a tour of the FULTON COUNTY DEPARTMENT OF SOLID WASTE, a state-of-the-art recycling and landfill facility in Johnstown. This event is especially timely since Montgomery County has recently entered into an agreement with the Fulton County Solid Waste Department to accept Montgomery County garbage. See insert for details.

May 15 • 5-7pm
Business After Hours at Lanzi’s Lakeside Restaurant, 1751 New York 30, Mayfield
Come out to the Lanzi Family’s new restaurant, Lakeside, on the beautiful Great Sacandaga Lake for our Business After Hours. Come in check out the new and improved restaurant, meet the staff, try their amazing food and drinks.

Please RSVP for planning purposes; terrys@fultonmontgomeryny.org or (518) 725-0641.
Events are FREE for Chamber members and their employees and $10 for future members.
Helping Solve Your STEM Skills Gap Crisis
One Step at a Time

The Skills Gap Problem: Jobs requiring Science, Technology, Engineering and Math (STEM) skills are found in all industries. But many jobseekers lack the STEM skills to successfully fill these positions, limiting high-growth employers’ ability to fill open positions across multiple industry sectors.

The Skills Gap Solution: Businesses will have better qualified entry level employees if they hire workers who understand they can have a promising future with a company if they are willing to commit to developing the skills necessary to attain higher-paying technical level jobs.

The FMS Workforce Development Board, along with the other WIBs of the Greater Capital Region, have been working hard to address the region’s STEM skills work shortage through its **Steps up to STEM** program. **Steps up to STEM** will help equip our region’s workers with the skills they need for the jobs of the new economy while equipping local businesses with a highly skilled workforce.

We can invest up to $6,000 in Training for each eligible new employee you hire. A STEM Career Path for each employee will be developed through flexible **Two-Step Career Plans** combining employment and training that makes sense for both the employee and your business.

Our **Steps Up to STEM program is good for your business:**
- Lower employee recruitment costs
- Less employee turnover
- Higher employee satisfaction
- Custom-trained employees

If you are interested in workers with up-to-date, competitive skills, and want to know more about **Steps up to STEM**, contact your FMS Business Services Representative today!

**Nancy Reccio**
Business Services Representative
(518)842-3676 Ext. 3052 or email: nreccio@fmsworkforcesolutions.org

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Seeking Local Businesses for Workforce Development Board Vacancies

The FMS Workforce Development Board is seeking local business people from Fulton and Montgomery Counties for immediate openings on our Board.

**What’s in it for YOU??**
- Taking an active role in shaping the workforce of the future.
- Being involved in strategic community and regional planning and growth.
- Building coalitions with other business leaders.
- Promoting collaboration between economic development, education, and training resources.
- Participating in decision making regarding local Workforce Investment Act programs and policies.

**Expectations:**
- Attend and participate in 8 monthly Board Meetings.
- Join and participate in one Board Committee.
- Become knowledgeable about the workforce issues in our three-county and greater regional area.
- Have a positive, creative approach to problem solving.

If you represent a business in Fulton or Montgomery County and are interested in joining our Board...  

**Contact Gail Breen, Executive Director, at 842-3676, ext. 3026 to find out more! You can also e-mail Gail at gbreen@fmsworkforcesolutions.org**

---

Joseph Sullivan, Vice President  
CCS Wireless

“I am very impressed with the quality of applicants that were referred for my job opening. Nancy Reccio’s support made our hiring process easier. The **Steps up to STEM program** assists us in cutting our training costs while enabling us to develop our employee’s potential to the fullest!”
Candidate #1
Dislocated Worker seeking a full time Graphic Designer position. Well organized, creative, and versatile graphic designer with experience in print design. Exceptional team player with the willingness to learn new things to get the job done without compromising quality. Associates Degree in Graphic Design and Printing. Strengths include: Adobe Photoshop CS5.5, Illustrator, and InDesign Software; Digital photography, Color Correcting & Retouching, restoration & colorization, resizing studio lighting, and Xerox printer/copier. Digital Portfolio available.
On-the-Job Training Eligible!
Ready to join your team.

Candidate #2
Dislocated Worker/US Army Veteran seeking employment in Warehousing. Steady work history with experience as a warehouse selector. Skills include: use of hand-held computer to select and pick correct item and quantity, assembled items on pallets and loaded on delivery truck, recognized each pallet by route and batch number, operated forklift and power jack, maintained a safe and sanitary work environment. Thrives in a fast paced environment and is a true team player. Excellent safety and attendance record.
On-the-Job Training Eligible!
Looking forward to contributing to your team.

Candidate #3
Dislocated Worker seeking full time Customer Service Representative or Medical Receptionist position. Experienced as a medical records technician, receptionist/billing assistant, and customer service representative. Medical Billing Certificate from Branford Hall Career Institute. Excellent communication skills while maintaining confidentiality at all times. Computer skills: MS Office, Macess, Facets, Medical Manager, Photoshop, and Corel Painter.
On-the-Job Training Eligible!
Eager to return to work.

Candidate #4
Worker seeking full time position utilizing his Machine Operating and Repair skills. Experienced in operating a steel hydraulic stretch bender, and repair of electrical and hydraulic equipment, Also skilled in fork lift operation, assembly, material handling, quality control, and maintaining inventory. US Navy veteran who was a 3rd Class Machinist Mate. Enjoys working with his hands and on mechanical, carpentry, and electrical projects.
On-the-Job Training Eligible!
An Asset to YOUR Company.

January Unemployment Rates

<table>
<thead>
<tr>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulton County</td>
<td>11.6%</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>11.4%</td>
</tr>
<tr>
<td>Schoharie County</td>
<td>11.4%</td>
</tr>
<tr>
<td>New York State</td>
<td>9.1%</td>
</tr>
</tbody>
</table>

February Unemployment Rates were unavailable at time of printing. To view February 2014 rates go to: [http://www.labor.ny.gov]
WE ARE LOOKING FOR A MONTGOMERY COUNTY GROUP WITH WHICH TO COLLABORATE ON THESE CLEAN UP EFFORTS!

Saturday April 26, 2014
9 AM TO 12 NOON

VOLUNTEERS NEEDED!
Get together with your co-workers, scouts, athletic teams, church groups, PTA members, students or favorite organization to help us clean up our region. If you are a business owner or employee, we encourage you to clean up your business sites too!

For more information contact the Chamber @ (518) 725-0641/terrys@fultonmontgomeryny.org
We Need YOU!

The Fulton Montgomery Regional Chamber of Commerce is sponsoring a region wide clean-up effort to coincide with our clean/green initiatives to be held on Saturday, April 26 - Spring Clean-Up Day 2014!

TAKE PRIDE IN YOUR COMMUNITY. Think Clean. Go Green.

If your group participates with the “adopt a highway” program or if there is a park that you take care of, we would like you to join us on Saturday morning, April 26 to clean these spaces. If you don’t have any particular site in mind but would like to get a group of volunteers together to help in the clean-up efforts, contact us and we will assign a workplace. This is the perfect opportunity to encourage employees to step up their efforts in the clean-up of your business site or to encourage students to get involved in service to their community.

If you are interested in participating, please complete the form below and return it to the Chamber by April 18. Upon receipt of your response, we will contact you and forward further details. For more information please contact the Chamber at (518) 725-0641/ terrys@fultonmontgomeryny.org

Fulton Montgomery Regional Chamber of Commerce
2 N. Main Street, Gloversville, NY 12078 / 1166 Riverfront Center, Amsterdam
Fax 725-0643

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Yes, we want to help Clean up our community on Saturday, April 26, 2014!

Name of Group/Organization: ________________________________

Contact Person: ___________________________ Phone #: ________________________________

Address: ________________________________ Email: ________________________________

We will clean up the following area: (name and address of location your group will clean):

____________________________________________________________________________________

______ We will clean up wherever you need us.

______ We have a pick-up truck and can pick up bagged trash and drop it at a collection spot.
Lapland Lake Ski Center
$1,250,000
Land and lake access!

490 Honeywell Cors., Broadalbin
$415,000
9.4 Acres, 10 years young!

114 Apple Lane, Broadalbin
$595,000
Custom home on 30 acres!

253 Lakeside dr, Mayfield
$465,000
200’ HRRD Permit!

14 Mountainview Ave, Mayfield
$274,000
Spacious on dead end st!

96 Smith St, Canajoharie
$179,000
1-owner home, well kept!

476 N Shore Rd, Bleecker
$389,000
Adirondack Lake Living!

2424 State Hwy 30, Mayfield
$279,000
Strip plaza w/laundromat!

114 Ryder Rd, Broadalbin
$779,000
265’ on Great Sac. Lake!

For more information on these and other CMK listings, go to
CMKANDASSOCIATES.COM

*All listing information is thought to be accurate but not warranted.
CMK WRAPS UP WEEKLY COFFEE GIVEAWAY

CMK recently finished out an appreciation event that lasted through February and the first half of March.

Each Wednesday, CMK provided free coffee and hot chocolate at various Stewarts locations as a gesture of thanks to our clients and referral sources who have helped CMK maintain their position as the #1 Volume Realtor in Fulton/Montgomery County.

Our supportive clients and communities have been such a huge part of our success, and we like to show them our appreciation!

LIKE The CMK Facebook page to be a part of our giveaways, and to stay on top of our latest updates and news releases!

facebook.com/CMKRE

Christian C. Klueg
NYS Licensed Real Estate Broker
NYS Certified Res. Appraiser
NYS RE Appraisal Board Member
518.332.0218  cklueg@gmail.com
EGGS & ISSUES BREAKFAST IN FULTONVILLE/GLEN

Glen Country Store & Deli
3787 Route 30A, Fultonville/Glen
Thursday, April 17  7:30am—9:00am

This new series of breakfast events taking place in YOUR community, “Eggs and Issues,” are a forum for one-on-one conversation with Chamber staff and your fellow Chamber members about issues that are important to your business, to our communities and to our region. You, our business members, will drive the conversation at each event. A light breakfast will be served. These events will be taking place all over the region during 2014.

Chamber Members in the Fonda/Fultonville/Glen will get a personalized invitation to the event but any Chamber member is welcome to attend this event if it fits your schedule.

This event is FREE for Chamber members and their employees. RSVP required for planning purposes; please contact Terry at (518) 725-0641 or email terrys@fultonmontgomeryny.org.
Please join the Fulton Montgomery Regional Chamber of Commerce and the Schenectady County Chamber, and Assemblyman Angelo Santabarbara for an informative breakfast meeting with the President and CEO and Commissioner of the New York State Department of Economic Development, Ken Adams.

Small businesses are the heart of our economy, comprising 98 percent of all businesses in New York State and employing more than half of New York’s private sector workforce. Innovation, creativity, determination and perseverance are just a few of the essential qualities small business owners like you demonstrate every day. Ken Adams will update us on the Empire State Development’s (ESD) Division for Small Business effort to support the development and expansion of small businesses with fewer than 100 employees. ESD directs a wide array of programs and initiatives to support small businesses. Learn about how their programs can help you today!

About Ken Adams:

Kenneth Adams was confirmed by the Legislature as ESD President and CEO and Commissioner of the New York State Department of Economic Development on April 5, 2011. In these positions, Mr. Adams works to promote economic practices that attract business and create jobs throughout New York State. He also works closely with Lieutenant Governor Robert J. Duffy to implement the Regional Economic Development Councils across the state.

Mr. Adams came to ESD from The Business Council of New York State, the state’s leading business association, where he served as President and CEO since 2006. He led the organization in its mission of creating “economic growth, good jobs and strong communities across New York State.” The Business Council represents nearly 2,500 member businesses, chambers of commerce and professional and trade associations, employing a total of more than one million New Yorkers.

Prior to leading the Business Council, Mr. Adams was President of the Brooklyn Chamber of Commerce and Director of the MetroTech Business Improvement District in Downtown Brooklyn. He was also the founding Executive Director of New York Cares, New York City’s leading volunteer organization, from 1988 to 1994. Mr. Adams is a resident of Brooklyn, New York, where he lives with his wife and two children.

Contact Information:
Terry Swierzowski (518) 725-0641 or terrys@fultonmontgomeryny.org
$20 for payment in advance; $25 at the door
Please RSVP by calling (518) 725-0641 or email membership@fultonmontgomeryny.org.

This event offers free admission for all Chamber Members and their employees, all future members are invited at a $10 admission.

Thursday, April 17th
• 5pm-7pm •
35 East Main Street, Amsterdam

Sharp Shooters invites you to experience a great networking opportunity with other Chamber members, as well as enjoy finger foods and refreshments.
Watch your favorite teams in the sports bar and try your hand at a game of billiards on the state of the art tables.
Spikes Trikes

Celebrating our 1st Year in Business
Capital Districts
Premier Dealer of

TerraTrike®
PART OF THE SOLUTION

3 Wheel Recumbent Bikes

Many models to choose from

Joining our fleet this May is:
“The Traveler”

This model has been strategically engineered for compact portability making it very convenient for storage and travel.

Now the #1 Trike in the world is available right here in:
“The Small City with the Big Heart”

27 Reid Street, Amsterdam, NY 12010
(518) 842-4827 • www.spikestrikes.biz
Tues. 12-4 • Wed & Thurs. 12-6 • Fri. 9-6 or by Appointment

Where Fun Begins...Spikes Trikes
Fulton County Department of Solid Waste
847 Mud Road, Johnstown

May 6th
7:30-9:00am

We are kicking off this series in April with a tour of the FULTON COUNTY DEPARTMENT OF SOLID WASTE, a state-of-the-art recycling and landfill facility in Johnstown. This event is especially timely since Montgomery County has recently entered into an agreement with the Fulton County Solid Waste Department to accept Montgomery County garbage.

Join the Chamber for a tour of the facility!

Contact the Chamber Office for Terry at (518) 725-0641 or terrys@fultonmontgomeryny.org to reserve a space for the tour
This four-person scramble will be held on the 18 hole course at Amsterdam Municipal Golf Course, 158 Upper Van Dyke Ave., Amsterdam. Dinner will follow with awards to be presented. Entry fee: $125 per person which includes cart and greens fees, lunch, refreshments on the course, dinner and awards reception, golfer gifts. First come, first served basis.

- All Day: Golf Contests
  - Individual Putting Contest—try your skill, two putts for $10!
  - Men’s & Women’s Longest Drive, Closest to the Pin, Men’s & Women’s Straightest Drive, and Double Your Money

- Lunch & Refreshments:
  Lunch will be served at the clubhouses at Amsterdam Municipal. Refreshment carts will be traveling the courses throughout the day.

- 4:00 pm: Happy Hour begins at the clubhouse followed by Dinner, an Awards Program and Raffles...find out who excelled on the course and maybe win a prize!

**Schedule of Events**

- Registration...starts at 11:00 am:
  Welcome to the Fulton Montgomery Regional Chamber of Commerce Scholarship Golf Classic! Be sure to check in with our staff, and pick up your tournament souvenir.

- 12:00: Shotgun start.
2014 CHAMBER SCHOLARSHIP

Amsterdam Municipal Golf Course, Amsterdam

BE A SPONSOR AT OUR 4 PERSON SCRAMBLE

Company Name: ____________________________

(Please list your business EXACTLY as you would like it to appear on all event materials)

Contact Name: ____________________________

Daytime Phone: ____________________________

Email Address: ____________________________

Address: ____________________________

Foursome Name ____________________________

Foursome Name ____________________________

Foursome Name ____________________________

Foursome Name ____________________________

All sponsorships are awarded on a first-come, first serve basis.

If your sponsorship package includes slots for golfers, you MUST fill out this registration form and return it along with your payment. *Deadline to be included in ALL printed items (i.e. shirts, banners, program booklet) is July 7th.

Dinner Only: Non-Golfers planning to attend dinner: ________ @ $40. ea. = ________________

Player Registration Fee: ________ Golfers @ $125 ea. = ________________ or $500 Foursome ________________

Total amount enclosed: ________________

Make check payable to: The Fulton Montgomery Regional Chamber of Commerce Foundation or fill this application to: 518 725-0643 or events@fultonmontgomeryny.org or mail to:

The Fulton Montgomery Regional Chamber of Commerce
2 North Main Street, Gloversville, NY 12078

- Major Golf Classic Sponsor: ...$3,500
  The Major Golf Classic Sponsor is the corporate sponsor of this great golf event. You will receive: two foursomes, recognition in all event promotional material, prominently placed signage, hole sponsorship, a full page full color ad on the inside front cover of the program booklet; inclusion of your promo items in the Goody Bags and your company logo on volunteer shirts and apparel.
  Additionally, feel free to provide us brochures about your company to hand out at the check-in or man a table of your own during registration (10am-12 Noon).

- Apparel Sponsor: ...$2,500
  This sponsorship underwrites the cost of the apparel given out to each player. You will receive: one foursome in the tournament; recognition in all event promotional materials, event signage, a full page full color ad on the inside back cover of the program booklet and your company logo the apparel.

- Dinner Sponsor: ...$2,000
  As an Awards Reception Sponsor you will receive: a foursome in the tournament; recognition in all event promotions, event signage; your company logo the volunteer shirts; a full-page B&W ad in the program booklet. Additionally, feel free to provide us promotional materials at guest tables and in the Goody Bags.

- Awards Reception Sponsor: ...$1500
  As an Awards Reception Sponsor you will receive: a foursome in the tournament; recognition in all event promotions, event signage; your company logo the volunteer shirts; a full-page B&W ad in the program booklet. Additionally, feel free to provide us promotional materials at guest tables and in the Goody Bags.

- Happy Hour Sponsor: ...$1000
  This sponsorship underwrites the cost of beer, wine & soda during Happy Hour for attendees. You will also receive: one slot in the tournament; a half-page B&W ad in the program booklet; recognition in all event promotions, event signage, logo on volunteer shirts.

- Lunch Sponsorship: ...$1000
  This sponsor underwrites the cost of lunch and includes recognition in event promotions and signage and half-page B&W ad in program booklet.

- Refreshment Cart Sponsorship: ...$500
  This sponsorship underwrites the cost of providing liquid refreshments and snacks to our hungry and thirsty golfers during the tournament day. You will receive recognition in event promotions, a half-page B&W ad in our program booklet and signage on cart that cruises the course. One person from your company can ride along with a staff-person if you wish!

- Cocktail Hole Sponsorship: ...$500
  Sponsorship of the cocktail hole includes signage at the hole, recognition in event promotions and half-page B&W ad in program and opportunity to mingle with players as your staff serves up the tipples! (Team photos shot here).

- Hole and Tee Sponsorships: ... $150
  Hole and Tee Sponsors will receive your company name and logo on tee signage and recognition in our program booklet. A first-come, first-serve basis will be used for placement.

- Contest Sponsorships: ...$200 each contest
  Sponsors of the following contests will receive signage at the designated holes and recognition in our program booklet: Individual Putting; Men’s and Women’s Longest Drive; Men’s and Women’s Straightest Drive; Closest to the Pin and Double your money.

- Raffle Prize Sponsor:
  Provide tournament with a raffle prize with a minimum $50 value.

- Goody Bag Giveaway:
  Provide 200 items to include in golfer gift bags.

- Major Golf Classic Sponsor
- Apparel Sponsor
- Award Reception Sponsor
- Happy Hour Sponsor
- Lunch Sponsor
- Refreshment Cart Sponsor
- Cocktail Hole Sponsor
- Hole & Tee Sponsor
- Goody Bag Giveaway Sponsor
- Contest Sponsor