

**NOTABLE QUOTABLE**

"I have been in the business of strengthening women for 6 1/2 years. After expanding my Perth location with the Amsterdam area, I thought it would be a good idea to get to know the business owners in the Amsterdam area through the Chamber. It helps to run a profitable business, with the support and encouragement of other business owners. I would like to welcome all new and previous Curves members from the Amsterdam area to my Perth location."

Darla DelSignore, Curves Perth/Amsterdam

**Montgomery County Chamber of Commerce**  
*Your Partner In Business!*  
**Chamber's Membership Campaign Has Historic Results, Strengthens Business Organization**

We recently embarked on a membership campaign spearheaded by Campaign Co-chairs Andy Heck of Alpin Haus, and Brennen Parker of Rose and Kiernan. The campaign was geared to bring more businesses into the organization to connect more of the business community and increase their sphere of influence. It also offered several promotional incentives directed at increasing awareness of these businesses throughout the community through the website, direct mail, radio and newspaper.

*The Chamber*  
**Newsletter**

The Montgomery County Chamber of Commerce Actively Supports The Business Community!

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The winning campaign team, the Hey Jude's with some of their teammates and new members. Front row l to r: new member Wayne Lynch, Lynch Heating & Cooling; Co-Captains, Judy Phetteplace, Judith Ann Realty and Judy Austin, Austin Financial; new member Kim Post, Steet Toyota; new member Vivienne Cirillo, Steet Toyota. Back row l to r: Jim Post, Palatine Bridge Mayor; Al Austin, Austin Financial; new member Dr. Euhler, Spraker Hill Chiropractic and new member Dan Fowler, Steet Toyota.

Nine teams of nearly 100 business leader volunteers assisted us in this undertaking! 125 businesses throughout the region got on board, surpassing the goal of 100 new members. Adding nearly 25% to the membership base, the Montgomery County Chamber now represents over 560 business members and 12,000 employees in the region!

"The Chamber, even in a tough economic climate, adds tremendous value to all members," stated Brennen Parker at the onset of the campaign. "As both the incoming chair of the Board and the co-chair of the membership campaign, I am delighted to witness the results, excitement and energy that our Chamber has experienced. With our additional new members we will be a more vital organization with increased leverage to express the views of our members. A continued involvement from the board and all of the members will be great to see. It should be a charge of everyone to participate at their highest possible level to ensure a return on their investment. We are a member organization and in this economic climate we have to work together to bring prosperity. Thank you for giving me the opportunity to be part of this Chamber and this historically successful campaign."

cont. pg. 6



*Save the Date!*



**The NBT Mohawk Valley Classic Golf Tournament!**  
**Thursday, July 21st**  
**Amsterdam Munciple Golf Course**  
 Van Dyke Ave, Amsterdam

Join The Chamber and the United Way for a fun day of golf and networking.  
 See insert for details and registration form.

## Officers

**Chairman**  
*Charles Schwartz Esq.*  
*The Schwartz Law Firm*

**Past Chair**  
*John Lesniewski*  
*NBT Bank*

**Chairman Elect**  
*Brennen Parker*  
*Rose & Kiernan, Inc.*

**Treasurer**  
*Andy Heck*  
*Alpin Haus*

**Vice Chair**  
*Andy Heck*  
*Alpin Haus*

**Assistant Treasurer**  
*Brennen Parker*  
*Rose & Kiernan, Inc.*

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**Patricia Beck**  
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**Judy Phetteplace**  
*Judith Ann Realty*

**Carol Constantino**  
*Noteworthy*

**Dick Rose**  
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**Mike Decker**  
*Liberty*

**Pete Rose**  
*Betz, Rossi, Bellinger &*  
*Stewart Family Funeral*  
*Homes, Inc.*

**Vic Giulianelli**  
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**Alex Kuchis**  
*Teal, Becker, &*  
*Chiaromonte*

**Jeanne R. So**  
*Sarah Jane Sanford*  
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## Staff

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**Michele Marzullo**  
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## Newsletter

**Editor**  
*Deborah Auspelmyer*

**Printed by**  
*Quality Express Printing*

**Underwritten by**  
  
*Bouche & Clarke Benefits, Inc.*

# MEMBER News & Events



The Amsterdam Family YMCA is now accepting registrations for the 2011 Summer Day Camp. Summer Day Camp is scheduled to begin on June 27th and continue through September 2nd. Children ages 5-12 are invited to participate and may attend for the entire week or on individual days of their choosing. Camp hours are open from 7am-6pm. The cost per week is \$152 and the daily rate is \$32, a onetime \$25 nonrefundable registration fee is required. Campers will be provided breakfast, lunch and two snacks. A camp t-shirt is also included. Enrollment packets are available at the Y located at 58 North Pawling Street in Hagaman, or at [www.amsterdamymca.com](http://www.amsterdamymca.com). For more information call 842-2130.

The Amsterdam Mohawks announce "Charlie Sheen Night" Tuesday, June 14th. Based on the popularity and attention that Charlie Sheen has stirred up in recent weeks, the Mohawks have chosen to have some fun with Sheen's controversial outtakes. Any male that comes to the Mohawks game that night with his brother and one of their sons, or with two females, will receive admission for "Two and a half cents" each. There will also be a Charlie Sheen dress-alike contest during the game.

Bethany Schumann-McGhee, Attorney at Law, was recently presented with the New York State Bar Association's 2011 President's Pro Bono Service Award for developing and implementing free educational clinics that help indigent New Yorkers learn how to handle their own divorce proceedings. Bethany has recently relocated her office to 2465 Riverfront Center in Amsterdam. She is holding an open house and ribbon cutting celebration on June 16 from 5-6pm.

Friends of Sanford Stud Farm presents their 2011 IPAD 2 (or \$500 Cash) Raffle. Tickets are 1 for \$5 or 3 for \$10. Only 600 tickets will be sold with proceeds to benefit the Friends of Sanford Stud Farm and will be drawn on September 17th at the 4th Annual Open House. To purchase tickets call Tom Foster at 866-1287 or Sam Hildebrandt at 761-0703 or any FOSSF Board Member. Visit [www.sanfordstudfarm.org](http://www.sanfordstudfarm.org) for more information.

Fulton Montgomery Community College has announced a variety of awards and scholarships that have been received by students and staff recently. Laurie Freeman, Associate Professor of Science, was honored with the Phi Theta Kappa Hallmark Award. Michael Natole, a 2nd year Engineering Science Major, has been selected to travel to the National Community College Aerospace Scholars Program to develop robotic rovers. Jason Bowers, and Electrical Technology student, was recently presented with the New York State Engineering Technology Association Scholarship. Wesley Clark, a Health, Physical Education, and Recreation Studies Major and Michael O'Connor, a Liberal Arts and Sciences major have both received the SUNY Chancellor's Award for Student Excellence.

Loopie's Pub is hosting Four Shillings Short, June 16th, 6-8:30pm. Four Shillings Short play a fantastic collection of world instruments. Loopie's Pub is located at 410 Mohawk Drive in Tribes Hill. For more information call 829-8000.

Noteworthy is pleased to announce the addition of Mark Goldring as Vice President of National Accounts. Mark has over 20 years of sales experience in promotional products and his expertise will open new doors for Noteworthy and its distributors. Mark's focus for 2011 is solidify Noteworthy's position as a dominant multiline supplier within the industry.

Richardson Brands has recently promoted David Alvarez to senior vice president of sales as part of its realignment of senior management to increase the company's focus on new product development and expansion into new markets. Alvarez holds a bachelor's degree from the University of South Florida and has previous sales and food brokering experience.

Riverlink Café, located in the Riverlink Park, 1 Front Street, Amsterdam is now open for the Season. Enjoy fine dining on the waterfront Thursdays - Fridays, 5 - 10pm. They offer delicious food, exceptional wines, decadent desserts, and Perry's Ice Cream. Custom packages are available for special events. For more information call 843-5300.

# Choice You Can Trust

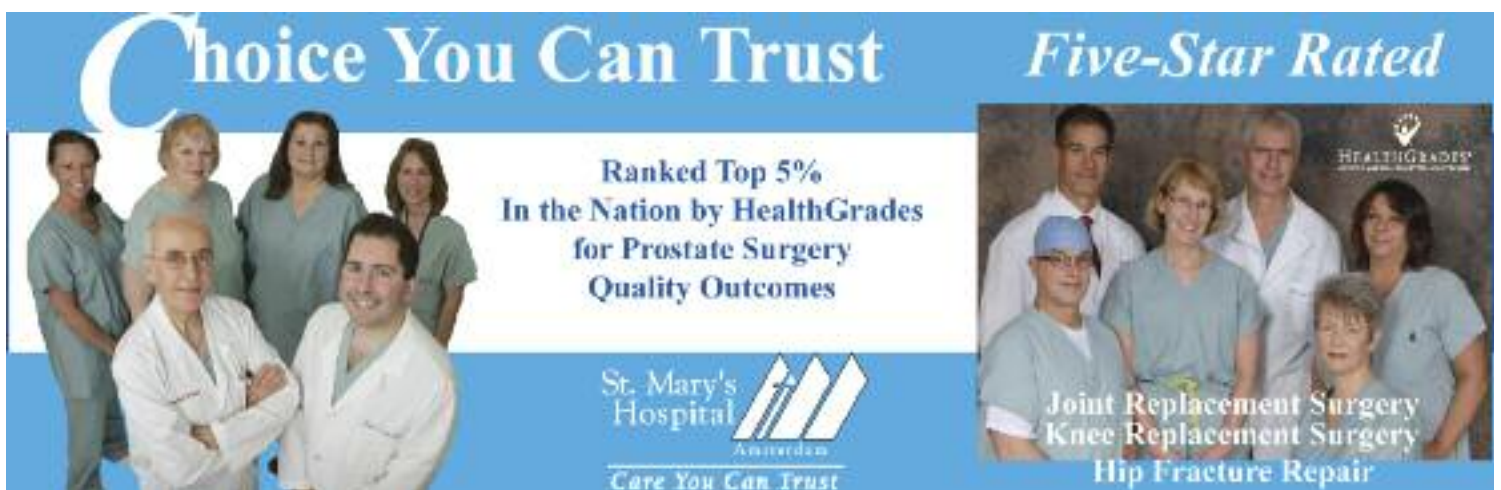
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Care You Can Trust

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HEALTHGRADES

Joint Replacement Surgery  
Knee Replacement Surgery  
Hip Fracture Repair



## Chamber Member Benefit Corner Health Insurance

May is the Open Enrollment month for health & dental insurance benefits – and we can help!

Participation in the Chamber's program qualifies you and your employees for the opportunity to make changes to your insurance benefit package twice a year, during the month of November for January 1st coverage and/or during the month of June for July 1st coverage.

Employees within an employer group can EACH choose a different health insurance provider to meet their own specific needs with:

**Capital District Physicians' Health Plan**  
**MVP Health Care**  
**The Guardian Dental Plan**

- Blue Shield of Northeastern New York does not participate in the June Open Enrollment

Plan design and premium rates can be found on our website. Please go to [www.bouchey.com](http://www.bouchey.com) to review the benefit matrix and eligibility guidelines or call our office at 518.272.9866 for assistance. One phone call to Bouchey & Clarke Benefits, Inc. will get you started!

Employers: Please be sure to notify all COBRA subscribers of this 'Open Enrollment' period.

## Congratulations to Alpin Haus on the opening of the Priority RV Parts Store!



Alpin Haus has opened the Northeast's largest RV parts and accessories store at their Route 5s location in Amsterdam (1863 Route 5s). Purchases can be made at the store or by using the Priority RV online catalog at [www.alpinhaus.com/RVs/PriorityRVPartsStore.aspx](http://www.alpinhaus.com/RVs/PriorityRVPartsStore.aspx). The Priority RV Parts store is open Mon.-Fri. 9-6, Sat. 9-5, and Sun. 11-4. For more information call 842-5900.

## CHAMBER MEMBER SPOTLITE



### United Healthcare

UnitedHealthcare Medicare & Retirement, an operating unit of UnitedHealth Group (NYSE: UNH), is dedicated to providing innovative health and well-being solutions that help Medicare beneficiaries live healthier and more secure lives.

Serving nearly 9 million – or one-in-five – Medicare beneficiaries nationwide, UnitedHealthcare Medicare & Retirement is the largest business dedicated to the health and well-being needs of seniors and other Medicare beneficiaries. UnitedHealthcare Medicare & Retirement manages a full array of products and services such as Medicare Advantage plans, Medicare supplement plans, Part D prescription drug plans, employer retiree health services, chronic disease management and care coordination programs. Many of our products carry the AARP name.

Our products, services and programs are designed to meet the individual needs of our customers, their families, physicians and communities. The portfolio of UnitedHealthcare Medicare & Retirement products includes:

**Medicare Advantage Plans** – UnitedHealthcare Medicare & Retirement is a leading provider of quality health care plans serving more than 2 million Medicare beneficiaries through a variety of Medicare Advantage plans and other value-added services.

**Medicare Part D Plans** – UnitedHealthcare Medicare & Retirement is the nation's largest provider of Medicare prescription drug benefits (Part D) on a stand-alone basis, serving 4.5 million beneficiaries throughout the United States and its territories. Our Part D plans cover thousands of brand-name and generic prescription drugs that are most commonly used by people on Medicare, delivering savings, stability and peace of mind to our customers.

**Medicare Supplement** – UnitedHealthcare Medicare & Retirement operates the nation's largest Medicare supplement business, serving 2.7 million members. Medicare supplement insurance plans are sold by private insurance companies to fill gaps in Medicare Parts A and B coverage. Benefits for Medicare supplement insurance plans can vary widely, depending on the policy selected.

**Retiree Services** – UnitedHealthcare Medicare & Retirement provides employers with high-quality, affordable health care solutions for 600,000 retirees. UnitedHealthcare Retiree Services leverages cost-effective health care delivery systems and superior networks to provide optimal health outcomes and cost savings for employers and their retirees. Group plans include Medicare Advantage, Medicare supplement and Medicare Part D. We also offer a Connector Model solution for employers looking to transition their retirees from traditional group-sponsored plans to individual retiree products.

	Amsterdam, 106 Hannaford Plaza*, 842-2121
	Catskillville, 24 Church Street*, 673-3243
	Fonda, 34 West Main Street*, 853-4621
	Fort Plain, 41 Canal Street*, 933-2393
	Pakane Bridge, 44 Dutchtown Plaza, 873-3201
	St. Johnsville, 16 West Main Street, 568-7612
* ATM Location	<a href="http://www.nbtbank.com">www.nbtbank.com</a>
	Member FDIC

## 2011 Membership Campaign Wrap Up Party



Chamber members celebrate the success of the campaign and congratulate and welcome new members!



Sherry O'Brien of Vern's Auto and new member Beth Ann Smith of Beth Ann Smith photography.



Al Turo of St. Mary's Hospital and Dan LaBate of Engines of Creation Webdesign (far right), congratulate co-chairs of the campaign, Andy Heck of Alpin Haus and Brennen Parker of Rose and Kiernan (center).



Judy Austin of Austin Fincaill with new member Kim Post of Steet Toyota and Mayor James Post of Palatine Bridge.



New members Kristie Simonds of Imagiation Garden and Frank Pullen of Common Goods.

**AMSTERDAM OVERHEAD DOOR CO. INC.**  
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 Route 50  
 Glenville  
 399-2027

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 -Wash & Fold  
 -Alterations & Repairs

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 Amsterdam  
 627-4055  
 Hannaford Plaza  
 Altamont Avenue  
 Rotterdam  
 355-3250

## Chamber Promotes Members through Ribbon Cuttings!



Center: Proprietors, Kimm Shick along with her husband Ken (L), cut the ribbon for the season opening of their winery, Hummingbird Hills along with Chamber members. R to L: Nancy Rogers, First Niagara Bank; Mark Wendt, NBT Bank; Deborah Auspelmyer, Chamber President; Beth Smith, Beth Ann Smith Photography; and Dan LaBate, Engines of Creation.



Proprietor, Antonella Cassella, cuts the ribbon to celebrate the grand opening of Vino, the new wine bar located in Nicolino's Restaurant. L to r: Connie Henry; Shelby Ross; Alyssa Abeling; Joseph Cassella; Linda Partyka; Jeffrey Gralitzer; Justin Ratynski; daughter, Cassandra Cassella; proprietor, Antonella Cassella; daughter, Giovanna Cassella and Evan Gralitzer.



The Wojdyla's celebrate 30th Anniversary! L to r: Chuck Schwartz, Board Chairman & Schwartz Law Firm; Judy Austin, Board Member; Randy Wojdyla, Proprietor Sievert's Sports; Tom DiMezza, MC Supervisor; Liz Tesiero; Mike Decker, Board Member; Carol Constantino, Board Member; Kevin McClary, Board Member.

**Diabetes?**  
Find balance with our  
accredited diabetes team.

 **NATHAN  
LITTAUER**

   [www.nlh.org](http://www.nlh.org)



## Welcome New Members

Please see insert for New Member information on the tremendous number of members that joined during our campaign!

### Member Anniversaries

The following businesses realize the value of their Chamber investment and have renewed their membership. Please note these members and the year they joined.

*Thanks to all of our renewing members!*

#### Less Than 5 years

Community Link	2008
Iroquois Lanes	2007
Mang Insurance Agency LLC	2009
McDonald's Corporation	2007
R&A Waite Inc.	2008
River Ridge Living Center LLC	2007
Sacandaga Advertising LLC	2008
Barbara Spraker	2009
Suburban Propane Amsterdam	2009
Richard Weinheimer Attorney at Law	2008

#### 5 to 9 Years

Alzheimer's Association of Northeastern NY	2005
Braasch Farm	2006
Coldwell Banker Arlene M. Sitterly Inc.	2006
Gesler's	2003
Millennium Medical Imaging PC	2003
Rolling Hills Country Club	2005
ZONTA of Montgomery & Fulton Counties	2003

#### 10 to 20 Years

The Chatterbox Boutique	2000
N.A.M.I. of Montgomery, Fulton, & Hamilton Counties	2001
Nicolino's Restaurant	2000
Quality Express Printing	1997
Time Warner Cable	1999

#### Over 20 Years

First Niagara Bank	1986
Fulton Montgomery Community College	1970
Lou's Electric of Amsterdam	1966

*Congratulations!*

### Our Members have Longevity!

Investing in The Chamber is investing in Montgomery County!  
We invite you to get involved!! Ask us how!!

**"Ron The Boat Man"**  
Let me show you how to Discover Boating

Representing  
RINKER SYLVAN VECTRA PALM BEACH  
KnapiksMarine.com Call Me  
**KNAPIK'S MARINE** 842-8140

### Campaign Continued...

The Chamber had a dynamic group of volunteers that were eager to share the benefits of being a member with their business neighbors. This commitment made this the most successful campaign in history and brought the number of members to the highest it has been in anyone's recollection. "In this membership campaign we had an opportunity to build and reinforce business relationships," states Chairman of the Chamber's Board of Directors, Charles Schwartz of the Schwartz Law Firm. "The results we have achieved show that nothing is impossible with effort and teamwork."

Several area businesses partnered with the Chamber to offer special 'Why Join Now' incentives during the campaign. The Chamber thanks Lite 104.7 FM WVTL, The Recorder, WCSS 1490 AM, Quality Express Printing, Joe D. Outdoor Advertising Services, e-NABLE Business Solutions, Engines of Creation Web Design, and The Leader Herald. The Chamber also thanks the following business for their prize donations: Charlies, Dolci, PetZone, Fariello's, Natural Bridge Farms, Vino at Nicolino's, West End Wine & Liquor, Sportsman Shop, Vern's Auto Body, Raindancer, Pakena's Cleaners, Pleasant Cleaners, Sikorski's Service Station, Amsterdam Mohawks, Hummingbird Hills Winery, SPAC, Coffee Beanery, Sherry Wieszcowski, LE, AAA Northway, Rolling Hills Country Club, Alpin Haus, Rose and Kiernan, Schwartz Law Firm, America's Best Value Inn, and Say it With Signs; and St. Mary's Healthcare for sponsoring the campaign Wrap-up Party.

The Chamber congratulates the team of "The Hey Jude's" who brought in the most members, 29. Team captains were board members Judy Austin of Austin Financial and Judy Phetteplace of Judith Ann Realty. Teammates included: Alvin Austin, Austin Financial; Bonnie Cook; Donn Diefenbacher, Mountain Valley Hospice; Beth Luck, NBT; Scott MacLauchlin, Shults Agency; Walter Porath, Raindancer; Mayor James Post; Cindy Roberts, MCT Federal Credit Union; Attorney Del Salmon; Charles Sammons, Helmont Mills; Attorney Deb Slezak; Cyndi Truax, Mountain Valley Hospice and Sherry Wieszcowski, LE. Judy Phetteplace also deserves extra kudos for bringing in the most members, 11.

Top performers, bringing in 5 or more members, included: Brennen Parker, Rose and Kiernan; Dan LaBate, Engines of Creation; Alex Kuchis, Teal, Becker & Chiaramonte; Sherry O'Brien, Vern's Auto; Judy Austin; Judy Phetteplace; and Attorney Charles Schwartz.

See the enclosed insert for a complete list of new members.

We sincerely appreciate everyone's efforts and welcome all of the new members to the Chamber. We are proud of what we accomplished and of the synergy occurring within the business community. We also want to recognize our current members, many of which have been members for over 25 years, and encourage everyone to get to know all of these businesses and utilize their products and services.

This campaign is critical to assisting us in continuing our mission of supporting you, and our business members, as well as the community through promotion, the scholarship program, micro-loan program, and a variety of other products and services we offer.

## Celebration Cruise: 12 Chambers. 1 River.



Come aboard as we gather a dozen area chambers of commerce for "Celebration Cruise: 1 River. 12 Chambers" on the Captain JP II on Thursday, July 14. Here's a rare opportunity to connect with business professionals from all 12 chambers in the greater Tech Valley region, making this a "must-attend" event. The Celebration Cruise will include non-stop networking, live entertainment, valuable door prizes, hot hors d'oeuvres, drink specials, and so much more, all in a fun and relaxed setting. Boarding is from 5:30 to 6 p.m., with the cruise following from 6 to 8 p.m.

Tickets are only \$36 per person. Please remember: a reservation paid is a reservation made.

Register with the Rensselaer Regional Chamber of Commerce online at [www.renscochamber.com](http://www.renscochamber.com) or contact Kate Ollier, programs & communications manager, at 518.274.7474 or [kollier@renscochamber.com](mailto:kollier@renscochamber.com).

*Thank you Note....*

*Dear Ms. Auspelmyer,*

*Thank you for taking part in our recent 2011 Chamber Day meeting with representatives of the upstate business community. I enjoyed our conversation, and I look forward to working with you to promote job creation and economic growth in our state.*

*Please feel free to contact me if my office can be of service. Best wishes.*

*Sincerely,  
Thomas P. DiNapoli  
State Comptroller*

*Editor's Note: Austin Financial was incorrectly addressed as Austin Financial Services in May's newsletter article, Chamber's WOW Committee Meets. Under the photo of Judy Austin from Austin Financial the caption should have stated that Judy discussed the importance of protecting one's nest egg during her presentation.*



## Great Escape Tickets on Sale Now at the Chamber!

The Chamber is offering discounted tickets to The Great Escape & Splashwater Kingdom for only \$30.00. Tickets are good for any day during the 2011 season and can be purchased at the Chamber office located at 1166 Riverfront Center in Amsterdam. Cash, Check, Mastercard or Visa accepted. No refunds, no exceptions.

Get a full day of unlimited rides, spectacular shows and incredible attractions. You have the option to purchase a "C'mon Back" pass for only 19.69 + tax, good for any day during the 2011 season or upgrade to a 2011 season pass for only \$39.99 + tax. (These incentives can be purchased the day of your visit at the Great Escape.) Main gate price for 2011 \$46.79 + tax. Save over \$20 per ticket.

## "Proud Member" Logo Sightings!



The following members have been spotted recently using the Chamber's "Proud Member" logo in their advertising and have earned \$25 in credit towards their next year's membership investment!

**Best Choice Magazine  
Hummingbird Hills Winery  
Pleasant Dry Cleaners**

To have the Chamber's "Proud Member" logo emailed to you call Andrea at 842-8200 or email [membership@montgomerycountyny.com](mailto:membership@montgomerycountyny.com).



## Have YOU Voted?!

Go to our website at [www.montgomerycountyny.com](http://www.montgomerycountyny.com) today.

The polls change regularly, be sure to add [www.montgomerycountyny.com](http://www.montgomerycountyny.com) to your favorites.

The Chamber is also now on



We invite you to become fans of  
**Montgomery County  
Chamber of Commerce**



MONTGOMERY COUNTY CHAMBER OF COMMERCE

1166 Riverfront Center  
Amsterdam, New York 12010  
(518) 842-8200 • Fax: (518) 684-0111  
E-mail: chamber@montgomerycountyny.com  
Website: www.montgomerycountyny.com

**Member**

- American Chamber of Commerce Executives Association
- Business Council of New York State
- Center for Economic Growth
- Chamber Alliance of New York State
- Farmer's Direct Marketing Association
- Montgomery County Farm Bureau
- New York Business Development Corporation
- Tech Valley Chamber Coalition
- United States Chamber of Commerce

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**Link to [www.montgomerycountyny.com](http://www.montgomerycountyny.com) today!!!**

**UPcoming EVENTS!**

**✓MARK YOUR CALENDAR FOR THESE "DON'T MISS" EVENTS!! (Tell your staff too!)  
Call The Chamber at 842-8200 to RSVP**

6/16 ~ **Bethany Schumann-McGhee Ribbon Cutting & Open House Celebration**, 2465 Riverfront Center, Amsterdam, 5-6pm. Join the Chamber and attorney Bethany Schumann-McGhee for an open house celebration of her new office location at the Riverfront Center. Hors d'oeuvres and refreshments will be provided.

6/23 ~ **Imagination Garden Ribbon Cutting Celebration**, 1110 Riverfront Center, Amsterdam, 5-6pm. Join the Chamber and proprietor Kristie Simmonds for a ribbon cutting celebration for Imagination Garden, a non profit learning center that was founded to provide positive, fun and creative early learning experiences for young children and their families. Bring your young children and discover a free class that you would enjoy! Hors d'oeuvres and refreshments provided.

6/28 ~ **Montgomery County Chamber of Commerce Vs. Fulton County Chamber of Commerce Softball Game**, Shuttleworth Park, Amsterdam, 5:30pm. Come and cheer the Montgomery County Chamber of Commerce on against Fulton County in an all out softball game. Happy hour from 5:30 - 7pm, \$1 beer and \$1 hot dogs. After the game stick around to watch the Amsterdam Mohawks vs. Newark Pilots. See insert for free tickets!

6/30 ~ **Manny Corners Liquor & Wine LLC Ribbon Cutting Celebration**, 236 State Highway 67, Amsterdam, 5-6pm. Join the Chamber and proprietor Paul Noga in celebration the opening of his new liquor store. Hors d'oeuvres and refreshments provided.



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our website: [chestnuthillapartments.net](http://chestnuthillapartments.net)



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