

NOTEABLE QUOTABLE

"I think the expo was a huge success, and believe our business will benefit greatly from participating. It was a positive experience and I will definitely participate again. The Chamber staff was extremely helpful,"
 Jacquelyn DiScenza,
 Hair Studio 3000, an expo exhibitor

Montgomery County Chamber of Commerce

Your Partner In Business!

Board Member Spotlight

Peter J. Rose, Licensed Funeral Director

Betz, Rossi, Bellinger & Stewart Family Funeral Homes

Mr. Rose is a lifelong resident of Montgomery County and was raised in the Town of Florida. He is a 1997 graduate of St. Mary's Institute, 2001 graduate of Amsterdam High School, and 2004 graduate of the State University of New York College of Technology at Canton with an Associates Degree in Applied Science major in Mortuary Science.



Mr. Rose received his Funeral Directors License from New York State in 2005. He is a Parishioner of Our Lady of Hope Roman Catholic Church in Fort Plain and St. Mary's Roman Catholic Church in Amsterdam. Mr. Rose is a member of The Chamber's Young Professional Committee, TILT, the Mass Fatalities Taskforce of Montgomery County, the National Funeral Directors Association and the Adirondack Funeral Directors Association. He is an advocate for the March of Dimes and Premature Children; and an active Blood Donor for the American Red Cross. Mr. Rose is a member of the New York State Funeral Directors Association, Acting Committee Member of the Budget & Finance Committee, and the Ad Hoc Special Tasks Committee for the 2009-2010 Term.

He enjoys spending time with his family, skiing, golfing, running, working out at the Fulton County YMCA, being outdoors, and is an avid fan of the NY Mets and New England Patriots. Mr. Rose resides in Canajoharie with his wife, Mary Shea (Briggs) Rose, their two children, Taryn and Jack, and their dog, Sophie.

The Chamber Newsletter

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

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Become Informed, Vote on Election Day

Election Day is around the corner and is a critical time for the business community to get engaged in the voting process.



There are several tools and resources available to help voters become informed and learn more about the candidates before casting their vote on November 2.

The Business Council has posted their "Voters' Guide 2010" on their website which ranks voting records of current state legislators on bills that impact jobs. The Council's guide is a tool for voters to use when considering which candidates to support on Election Day. It shows how our legislators voted on bills that the Business Council identified as key issues that impact New York State's job climate, then gives each legislator a Pro-jobs ranking. The guide is easy to use and also gives a quick glance at top Pro-Jobs legislators in both legislative houses as well as bottom Pro-Jobs legislators.

Some of the issues that the Council reviewed and tallied the outcome on include: Health Spending, Economy -Wide Greenhouse Gas Limits, Telecom Merger, "Energize NY", Prior Approval of Health Insurance Rates, Autism Spectrum Coverage, Abusive Workplace, and

continued on pg 7

Do You Know A Business or Individual That Deserves Recognition?

The Chamber is now accepting applications for our annual Business Awards including the Thomas B. Constantino Entrepreneurial Award, Herbert T. Singer Community Service Award, Edward L. Wilkinson Industry of the Year Award, Agricultural Award, and Young Professional Award. This year we will also be incorporating the Barbara V. Spraker Tourism Award.

Numerous businesses and individuals throughout Montgomery County continuously work toward the success of their business and growth of our county. Several exemplary business and community leaders have been recognized by the Chamber for their efforts through these prestigious awards. Take a minute and nominate deserving businesses and individuals that you know. Recognition is an opportunity to demonstrate our thanks and bring positive attention to that person or business. Now more than ever the business community needs our thanks and recognition.

cont. on pg 6

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Newsletter

Editor Deborah Auspelmyer
Printed by Quality Express Printing
Underwritten by  Bouche & Clarke Benefits, Inc.

MEMBER News & Events



Community Health Center's RN, Amy Ward, of Johnstown has been selected to represent CHC and the region as one of "The Faces of Home Care" in a 2011 calendar to be distributed statewide by the Home Care Association of New York State. The calendar will also be sent to elected officials and their staff to highlight the impact home health care can make in the lives of individuals, and to reinforce the message that home health care is less expensive than institutional care. Ward's photo will appear in the month of April. Congratulations!

Fulton-Montgomery Community College was recently awarded a National Science Foundation (NSF) award totaling \$626,140 for their "Technological Education Pathways Partnership (TEPP)" project with HFM Boces. The TEPP will prepare students for the area's emerging jobs by establishing a technician career pathway program at the 11th and 12th grade levels and vertically aligning that program with two years of community college coursework for students intending to become technicians in the electronic industry. The grant request was a joint effort by a consortium that included FM and HFM BOCES.


The Montgomery County SPCA will again sponsor it's popular Holiday Pet Photos, Sunday, December 5, 11am - 3pm at the Riverfront Center, Amsterdam. Have a holiday photo taken of your pet or your whole family, with Santa, and help the homeless animals of the MCSPCA. Donation is \$10 per photo. All pets must be leashed or in secure carriers while in the Riverfront Center. The MCSPCA Holiday Shop will be open and a microchip clinic will be available.

Nathan Littauer Hospital announced a new program called "Healthy Eating on the Run". With the help of Dietitian, Sandra Baldwin MS, RD, Littauer will launch a series of videos about how to make healthy choices even on the go. The four part series will be launched on YouTube. The videos show nutritional options one can consider while at Stewart's Shops. The hospital worked closely with Stewart's Shops to produce the series. To see the series, log onto www.nlh.org and press on the YouTube icon or subscribe to Nathan Littauer's Channel on YouTube. It is also on their Facebook page site.

Old Fort Johnson, located at the corners of Rt 5 & Rt 67, Fort Johnson, will be hosting Holidays at Old Fort Johnson, Saturday & Sunday, December 4 & 5, 11am - 3pm. See selected rooms in the Old Fort decorated according to a different holiday song. The Wassail Song, Deck the Hall, Oh Christmas Tree, the Holly and the Ivy are just a few of the carols that could be represented. Each room will have a different theme and will be decorated by local decorators.

St. Mary's Hospital offers the full time service of an Enrollment Specialist who can assist families with eligibility requirements and the enrollment process for Family Health Plus, Child Health Plus, and Medicaid. These services are free of charge and you do not have to be a patient of St. Mary's to get information or to be enrolled. St. Mary's has partnered with Nathan Littauer and Fidelis Care through an enrollment coalition in an effort to help spread information about the availability of state-sponsored health insurance in Montgomery and Fulton counties. To learn more about the eligibility requirements and enrollment, please contact Enrollment Specialist, Gayle Grajewski at 841-3895.



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Knee Replacement Surgery
Hip Fracture Repair**



TOURISM CORNER

by Gina DaBiere-Gibbs, Tourism Director

November can be chaotic if you are planning for Thanksgiving and starting to prepare for the December holiday season. The Chamber has many free resources that can assist you with your planning needs.

If you have company coming or need to entertain your children while on school breaks, the Tourism website, www.visitmontgomerycountyny.com, can provide many ideas. An up-to-date event calendar and information on attractions, shopping, dining, and lodging locations are highlights of the site. While several attractions are closed for their regular season many offer special programming in the off-season, which can be found on the tourism website.

Arkell Museum is open year round and offers several programming opportunities. Their "Take a Second Look" film series continues on November 12 with The Crying Game. This film series features films with deceptive appearances, competing perspectives and arresting realities and complements the "Look with Your Own Eyes" exhibition which opened in October. Jason Radalin, theater arts professor, will be introducing the film.

Also at the Arkell Museum is the Canajoharie Concert Series continuing on November 13. Tom Akstens and Neil Rossi have played together since 1963. Their style is described as, "American roots music with an Adirondack flavor."

The Garden Bug is hosting a variety of events in November. The Christmas Open House is November 5-7, shop for Christmas and the holiday season, enjoy refreshments, and door prizes. If you still have that need to shop for more primitive, country items or you are ready for your fresh wreathes, kissing balls, and snowmen then mark November 26 on your calendar. Yes, that is right, it is Black Friday and the Garden Bug is having special sales! They are opening at 8am and shoppers between 8 and 10am will receive a special gift! Don't leave the kids out of the fun... on November 28 from 1 to 3pm Santa will be visiting! Enjoy milk and cookies, and of course more shopping.

Other November calendar highlights are the Christmas in November Holiday Home Tours, the Kristy Pollack Memorial Light Display opens, and the Festival of Trees: Winter Escapades kicks-off.

Don't forget to email me at tourism@montgomerycountyny.com to be added to my weekly tourism e-blast, Experience Montgomery County. Fan us on Facebook by searching Visit Montgomery County, and call me for your FREE copy of the event calendar at 842-8200 x12.

CHAMBER MEMBER SPOTLITE



Advantage Builders

ADVANTAGE BUILDERS

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Joe Spagnola and Mark Alteri, owners of Advantage Builders, are local, well known and reputable general contractors that have made an impressive mark on the local landscape during their 22 years in business. Their custom built homes are located throughout the region and are occupied by many happy homeowners.

They have built nearly 75 homes ranging from modest 1,000 square foot homes to spectacular 10,000 square foot luxury homes. Three quarters of these homes are located in the Fulton- Montgomery County area.

Advantage Builders offers a full line of services in addition to homebuilding including additions, renovations, kitchens, baths, roofing and siding.

They also added a new addition to their business, selling custom modular homes, through Northern Country Modular Homes located at 4223 St. Hwy. 30, just past Northgate homes. The reason for this addition is the modular home market has seen a substantial increase over the years. They have a much faster turnaround time to completion and lower cost than a standard custom framed stick built home. Office hours are Sat. and Sun. 10 am-2pm, or call to set up an appointment, 842-4511.

Amsterdam, 106 Hannaford Plaza*, 842-2123
Canajoharie, 24 Church Street*, 673-3243
Fonda, 34 West Main Street*, 853-4621
Fort Plain, 41 Canal Street*, 993-2393
Palatine Bridge, 44 Dutchtown Plaza, 673-3201
St. Johnsville, 16 West Main Street, 568-7612

* ATM Location

www.nbtbank.com

Member FDIC

Business Expo Offers Opportunity

The Chamber recently held our annual Business Expo, "Showcase Montgomery County" at the Riverfront Center in Amsterdam. Over 50 exhibitors participated and had the opportunity to connect with attendees from a variety of businesses and the general public.

"I think the expo was a huge success, and believe our business will benefit greatly from participating. It was a positive experience and I will definitely participate again. The Chamber staff was extremely helpful," stated Jacquelyn DiScenza of Hair Studio 3000.

"Very classy tables! Nice atmosphere!" added Diane Yost of BeechNut.

Thanks to our major sponsor NBT Bank and to Beech-Nut, The Leader Herald, Liberty Enterprises, Miller Printing, National Grid, New York Oncology Hematology, Quality Express Printing, The Recorder, Sacandaga Advertising, and the Schwartz Law Firm for sponsoring this event!

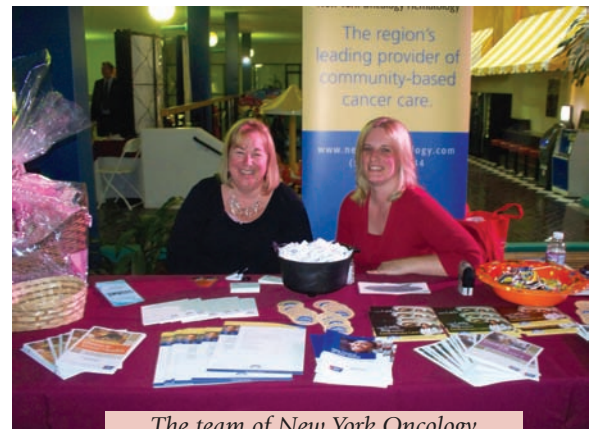
THANK YOU also to team Alpin Haus for their assistance with table set-up and tear-down for this event!!



NBT Bank was the major sponsor of the event. Shown here are John Lesniewski of the Amsterdam Branch, and Patti Laux of the Fonda branch.



Amsterdam Mayor Ann Thane visits with Bettina Dill, President of Mohawk Sign Systems, a local manufacturer.



The team of New York Oncology Hematology, one of the Expo sponsors!



Rotary Hears Tourism Update

Tourism Director, Gina DaBiere-Gibbs recently presented an update on tourism to the Amsterdam Rotary Club. Topics included the economic impact of tourism, an overview of the tourism program and interactive slides of attractions throughout Montgomery County!

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for Businesses to Connect



Thanks to sponsor Beech-Nut who demonstrated some of their wonderful baby products!



Brown Coach showcased their new bus that can be utilized for corporate outings!



The Liberty Team stops for a quick photo. Thanks to Liberty for being a sponsor of this event!



Licensed Esthetician Sherry Wiezschowski gives a demonstration of her new make-up line.



Phyllis Kluska of the Perthshire.



Tom Foster of Spinner Productions provided musical entertainment for the evening!

Thomas Persse Insurance Agency Moves to New Location

Thomas Persse, lifelong resident of Montgomery County, recently relocated his office to 48 W Main St. Fonda. His office had been located at 40 W Main Street in Fonda since 1997. Thomas started in insurance in 1979 working with his father Robert Persse, a State Farm agent. Tom worked locally in insurance until becoming self employed in 1997 as an independent agent. The agency offers the following companies, Farmers, Finger Lakes Fire and Casualty Co., Foremost Insurance Co., Fulmont Mutual Ins. Co., Mercury Casualty Co., Travelers and is able to write, Auto, Home, Boat, Cycle, Farm, Livestock, Business, Recreational Vehicles, and Small Contractors insurances.

The Thomas Persse Insurance Agency is open Monday - Friday, 9am-5pm. For more information or to schedule an appointment, call 853-5442.



Thomas Persse, center, cuts the ribbon to his new location along with, l to r: Chamber Ambassador, Alexis Kuchis; Chamber Ambassador, Jeanne So; Chamber President, Deb Auspelmyer; and Chamber Board Member, Carol Constantino, along with customers and friends.

Delivering moments like this.

THE *New* BIRTHING CENTER
at  LITTAUER

Recognition continued

See the enclosed information forms or download them from the Chamber's website at www.montgomerycountyny.com under "forms and applications."

The awards will be presented at The Chamber's Annual Meeting and Awards Dinner in January 2011. The dinner is the major networking event of the year with typically over 300 people in attendance—don't miss it!

Bouchey & Clarke Benefits, Inc.

It's Open Enrollment Time Again!

Each year, your Chamber works with participating health insurance carriers to reevaluate benefit options and premiums with the goal of providing cost effective products for you and your employees.

As a participant of the health insurance program of the Chamber, you have the benefit of a full-time service team negotiating on your behalf to get you the best possible benefit programs to meet your needs and those of your employees.

You and your staff are invited to The Chamber's Benefit's Fair:

Wednesday, November 10th
8:30 am - 1:00 pm
Chamber's office

Please plan on dropping by! Bouchey & Clarke Benefits, Inc. along with representatives from our carriers will be available to answer your questions and help with enrollment, eligibility and benefit issues.

Don't miss your opportunity to learn how the upcoming legislation may impact your business—how your employees can benefit from a High Deductible plan or how an EPO differs from an HMO! Call the Chamber at 842-8200 to RSVP.



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Amsterdam Rotary Club
518-441-5473 / 518-829-7250

BRYS, LLC
518-212-6180

Hair Studio 3000
518-843-4255

Hummingbird Hills Winery
518-875-6919

Kelly's Imperial Bowling Center
518-842-6490

*Call and welcome them to The Chamber!
Buy Local and Use Local Services.*

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

The Rockton House 2009

5 to 9 Years

Advantage Builders 2005
Amsterdam Family Y.M.C.A. 2002
Anthony Filiberto Real Estate 2008
C.H. Burkdorf 2004
Classic Image 2003
Drenzek Design 2002
Engines of Creation 2007
Five Corners Mobil, Inc. 2007
Joan R. Pipito 2005
State Farm - Nancy Persse-Langdon 1992

10 to 20 Years

BBL Construction Services 1999
Blue Moon Motel 1995
Century 21 Purtell Realty 1992
Hudson River Tractor 2000
Milk Train 1997
Orion Management Company 1999
Ship & Copy 1993
Shults Agency 1991

Over 20 Years

Noteworthy Industries 1976

Congratulations!

Our Members have Longevity!

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

Vote continued

Real Property Tax. Go to <http://www.bcny.org/voter-guide> for more information.

An additional resource is the **Five to Survive plan through Enough Already NY**, a project of the **Business Council of NY**. This campaign was designed to unite New Yorkers who want lower taxes, smaller and more efficient government, economic growth, and jobs. Through their Five to Survive plan, the Business Council is spreading the message of no new taxes, no new borrowing, and no more gimmicks. The campaign demonstrates the belief that there are five essential reforms for putting New York back on the path to economic growth and jobs, including:

- 1. Cap property taxes.** Local property taxes in New York are 59 percent above the national average. When property taxes are measured as a percentage of home value, 15 of the 25 highest taxed counties in the US are in New York State. New York must adopt a property tax cap to control and ultimately lower all property taxes. So-called "circuit breakers" are not a solution; a hard cap on all types of property taxes is essential.
- 2. Cap state spending.** Over the last decade Albany has increased spending at more than twice the rate of inflation. Our current state budget would be at least \$18 billion smaller — and there would be no deficit — if the state had just kept spending hikes within the rate of inflation during this period. We need a cap to limit annual increases in state spending.
- 3. Reduce the tax burden.** The burden of the broad array of state and local taxes simply makes New York uncompetitive. In every study that measures tax burdens, New York is the worst place to be. With such high taxes we are losing residents, businesses and jobs to other states.
- 4. Reform public employee pensions.** In 2009, a new pension tier with reduced benefits was created for newly hired public employees — called Tier V. But more must be done to control public employee pension costs. One option could be a shift to defined contribution plans, like a 401Ks, rather than defined benefit plans, for future hires in the public workforce.
- 5. Limit government borrowing.** New York State and local government debt has grown by 32 percent in the past five years. Our state and local debt per-capita is nearly double the national average. Increasingly, state and local officials seek to borrow money in order to pay operating expenses. Government debt should only be issued to finance capital needs. New York should strictly prohibit government borrowing to pay state and local operating expenses.

Liberty Announces New Chief Executive



Liberty's Board of Directors President, Letah Graff, announced that Michael Decker has been selected as chief executive officer to replace the retiring Frank Capone. Decker has been an administrator at Liberty since 1989, serving as chief operating officer since 2007. He will transition into the C.E.O. position by January 2012, when Capone is set to retire after 38 years as head of the agency.

Graff said the choice was made after an "extensive five-month national search" and interviews with many well-qualified applicants.

Decker's past accomplishments include developing the manufacturing operation at Liberty to the largest, most diverse, state preferred source provider in the New York State Industries for the Disabled (NYSID) system while he was Director of Industrial Operations Graff said. Decker also spearheaded Liberty's out-of-state business development, helping to establish Choices for Community Living in Delaware.

In looking ahead to his new position, Decker said, "I'm very excited and proud to be named as Liberty's next CEO. I'm fortunate to be part of Liberty's rich and successful history and to work with a very committed Board, dedicated coworkers and to have Frank's support and guidance as he prepares for his retirement over the next year."

Decker is a graduate of Union Graduate College, and received a Master's in Business Administration in Healthcare Management, a Bachelor's degree from the State University of New York at Plattsburg in Business Administration and an Associates degree from Fulton-Montgomery Community College.

Capone said, "The Board of Directors made an excellent choice in appointing Mike Decker as my successor. I have every confidence that the individuals in program, their families and staff will find Mike to be a dynamic, committed leader who is dedicated to Liberty's mission and to our community."

Founded in 1957 by local parents and family members of people with disabilities, Liberty is a not-for-profit, member chapter of NYSARC, Inc. a statewide organization serving over 60,000 individuals throughout New York. Liberty is the largest provider of services to people with developmental disabilities in Montgomery County, offering day, residential, vocational, family support, and health-related programs to over 650 individuals with disabilities and other persons with special needs in our community.



Have YOU Voted?!

Go to our website at

www.montgomerycountyny.com today.

The polls change regularly, be sure to add

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Chamber of Commerce*

and

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MONTGOMERY COUNTY CHAMBER OF COMMERCE

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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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UPcoming EVENTS!

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

11/4 ~ **The Chamber's Grape Escape Wine Tasting & Raffle, America's Best Value Inn, 10 Market Street, Amsterdam, 6-9pm.** Don't miss this exciting event being held in the **brand new banquet facility** at the America's Best Value Inn. This is a great opportunity to network while sampling wines and hors d'oeuvres. It will feature the local favorite band, "MedRock". Tickets available at The Chamber's office, 1166 Riverfront Center, Amsterdam. \$15 per person in advance, \$20 per person at the door. Tickets sales will be limited so please purchase in advance. Cash bar also available through Coopers Pub.

11/10 ~ **Bouchey & Clarke, Open Enrollment at The Chamber's Office, 1166 Riverfront Center, Amsterdam, 8:30am-1pm.** Representatives from insurance carriers will be available to answer your questions and help with enrollment, eligibility and benefit issues.

12/1 ~ **The Chamber & NBT Bank Holiday Spectacular, 24 Church Street, Canajoharie, 5-6:30pm.** NBT Bank along with the Canajoharie-Palatine Chamber, and the Montgomery County Chamber, will be hosting their 2010 Holiday Spectacular. Celebrate the coming of the Holidays, while networking with other business professionals and enjoying holiday refreshments.

Be Sure You Get The Buzz!

Did you know the Chamber sends a weekly e-blast, "The Chamber Buzz" giving information on upcoming events, listing new chamber members, and providing pertinent links to the Business Council monthly report, Assembly grant information, the most recent newsletter and much more?

This important e-newsletter is received by chamber members on Wednesday mornings. Be sure you are on the e-blast list! Contact Membership Assistant, Andrea Brooks, at membership@montgomerycountyny.com or 842-8200 ext. 10 if you do not receive the "Chamber Buzz" or have employees that would like to sign up to receive it.

Don't miss out on this membership benefit!



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