

NEWSLINE

Connecting Employees with Businesses is Focus of Innovative Partnership Between Chamber, Lexington, Liberty ARC



Matthew Smith of Century Linen says a few words at Lexington's Night Out gala. Century Linen was recognized this year by The ARC New York as one of the top four employers of people the ARC supports in the state. Century Linen employs 12 people that Lexington supports.

An innovative collaboration between Lexington, Liberty ARC and the Fulton Montgomery County Chamber of Commerce will connect potential employees to local businesses and jobs.

October is National Disabilities Awareness Month, proclaimed annually to recognize the talented workers and the community businesses that provide employment to them. Liberty ARC and Lexington assist very capable men and women, who happen to have disabilities, in their employment journey.

The chamber will help facilitate and promote the job seekers and the job opportunities through a collaboration, including a job fair, a business breakfast, job postings and direct connections to the employment teams at Liberty ARC and Lexington.

While both Liberty ARC and Lexington support several hundred individuals who work in Montgomery and Fulton Counties, both organizations, along with the Chamber, realize

there are many more opportunities for both employers and employees.

The Chamber will lead a new program that focuses on promoting employment for every person that wants to work and is ready to work.

Organizers stated, "Employing people with disabilities is good for your business and good for people." #GOOD4BUSINESSGOOD4PEOPLE #G4BG4P will be the theme of the efforts that will connect business with employment opportunities with the men and women supported by Liberty ARC and Lexington who are looking for employment and careers.

Lexington representatives explained "Every day, men and women with disabilities are preparing for employment, honing skills, learning about new opportunities and preparing to be good employees. Liberty ARC and Lexington both have programs with professional staff who provide coaching and assis-

See Partnership, on page 2

New Pharmacist Service Helps Women Feel 'Whole Again' After Mastectomy

Helping a woman feel "whole again" is just one small reward that Palmer Pharmacy pharmacists Becky Bryant and Danielle Schroeder receive when they utilize their skills as certified mastectomy fitters. The service is now offered, free of charge, at Palmer Pharmacy, 2 E. Main St., Johnstown.

Bryant and Schroeder have undergone specialized training to measure and properly fit women with external breast prostheses, attractive

bras, clothing, swimwear and related supplies. Simple, reinforced pockets in specialized clothing can allow a women who has undergone mastectomy surgery, to regain their natural shape.

Schroeder said there are times when they are working with a woman who is post-mastectomy, and she has not yet been able to look in the mirror at her changed body. The fitting, along with their emotional support, is often just what the patient needs to take that

step to look in the mirror. "It's so rewarding for us. We've seen women tear up when they see that they look great in their own favorite shirt, or look wonderful in a new one — that they are whole again."

The two work as a team when they have a patient appointment, as it is easier to bounce ideas off of each other, and it makes for a more comfortable encounter for the breast cancer survivor.

See Palmer, on page 4

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Fulton Montgomery Regional Chamber of Commerce

2 N. Main Street, Gloversville, NY 12078
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Letter from the President

Dear Member,

This month I will deliver a short, but important, message and request to our members. Please consider submitting articles, releases and any information pertinent to your business for our *Newsline*. It isn't that we don't have enough copy to fill this wonderful publication, it's that I don't believe there are enough of our member businesses (particularly small businesses) taking advantage of this valuable member benefit.

All members are welcome and encouraged to write an article, press release, etc., and submit it for publication (newsline@fultoncomtgomeryny.org). An article of interest could come in the form of a new piece of equipment that will enhance your production or services, a new product or service, staffing changes or promotions, fundraiser or event, or a historical note regarding your business (i.e. you had an anniversary, won an award, changed ownership, had an expansion, merger, etc.). The point is that *Newsline* is for you to use to get the word out and at the best cost, FREE.

I know this may take some time and effort on your part, but trust me, it is time well spent. *Newsline* is very popular among our members. So, give it some thought and take advantage of this member-only benefit. Remember space is limited so get your article in early. If you have any questions regarding this opportunity or any other advertising requests, including deadlines, feel free to reach out to us at newsline@fultonmontgomeryny.org.

I will enjoy reading your article next month.



Mark Kilmer
President/CEO

Partnership, continued from page 1

tance, skills training of both hard and soft skills, and are prepared to support the men and women in their successful employment journey."

Each agency has over 100 individuals currently employed with businesses in our communities. Agency staff meet with both the employer and employee to ensure success for all.

Organizers of the program said, "However, there is more to do. Many more individuals supported by both organizations are seeking meaningful employment and we know that employers in the region are seeking committed, loyal employees."

If you represent a business seeking quali-

fied, dedicated and capable employees, members of the partnership can help. More information about the Good for Business – Good for People – Employment project will appear in future *Newslines*.

To learn more contact one of the partner agencies: Fulton Montgomery Chamber of Commerce at (518) 725-0641; Erin Abele, Director of Employment Services at Liberty ARC's Career and Employment Network (518) 654-3126 or email: erina@LibertyArc.org; or Esther Carpenter, Director of Employment Services for Lexington's Employment Resources, (518) 773-4720, email: CarpenE@thearclexington.org.



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Beech-Nut Nutrition Company Joins No Kid Hungry to Help End Childhood Hunger in the United States

Beech-Nut® Nutrition Company of Amsterdam and No Kid Hungry are working together to help end food insecurity in America among families with young children under the age of five.

Through this first joint campaign, Beech-Nut will help No Kid Hungry expand its efforts to help all families with children combat food insecurity.

"At Beech-Nut, we strive to bring the goodness of nature to all babies through real food, so we've been supporting programs that address food insecurity in our communities for years," said Andy Dahlen, Vice President of Marketing at Beech-Nut. "We're thrilled to expand those initiatives as a supporter of No Kid Hungry to bring more awareness to the issue of childhood hunger and help more families in need."

To kick off this new relationship, Beech-Nut and No Kid Hungry have created a video to shed light on food insecurity among children under the age of five. More than 13 million children in the United States live in "food insecure" households, which translates to roughly 1 in 6 children who are living with hunger.

Beech-Nut will donate



Help Us End Child Hunger



\$75,000 to No Kid Hungry during the campaign. Additionally, for every video view, Beech-Nut will donate \$1 to No Kid Hungry, up to \$10,000. The video will officially launch on September 12, 2018 and will be featured on the Beech-Nut and No

Kid Hungry YouTube and Facebook pages.

No child should go hungry in America. But 1 in 6 kids will face hunger this year. No Kid Hungry is ending childhood hunger through effective programs that provide kids with the food they

need. This is a problem we know how to solve. No Kid Hungry is a campaign of Share Our Strength, an organization working to end hunger and poverty.

"The video gives a glimpse into the lives of real families with young children who are experiencing food insecurity," said Jill Davis, Senior Vice President of Corporate Partnerships at Share Our Strength, the non-profit organization behind the No Kid Hungry campaign. "We are grateful for Beech-Nut's partnership; when we all work together we can make no kid hungry a reality in America."

For nearly 30 years, Beech-Nut has supported hunger-related non-profit organizations and food banks around the country. To date, Beech-Nut has provided nearly \$30 million worth of

product to families in need.

Beech-Nut Nutrition is dedicated to conserving the goodness of nature and is one of America's leading companies providing safe, nutritious food for babies. It sells a wide variety of products that are natural, organic, and GMO-free. Beech-Nut baby food has been producing baby food since 1931 and was recently awarded 2015 Product of the Year in the baby food category by the Consumer Survey of Product Innovation USA. Beech-Nut Nutrition is owned by the Hero Group, a private consumer goods conglomerate based in Lenzburg, Switzerland.

For more information on Beech-Nut and No Kid Hungry partnership to end childhood hunger, please visit www.beechnut.com/our-story.

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Palmer, continued from page 1

The process begins with a few minutes in conversation, where the pharmacists can get a history of when the patient's surgery was, and what her needs are. With a prescription from a doctor, insurance may be billed for the products, and if the patient doesn't have a prescription, they can reach out to the physician for one.

Next is often a fitting for a breast form and/or beautiful mastectomy bra, which allows the woman to regain the natural shape of their breast or compensate for any missing breast tissue. The fitters take measurements of the patient's ribcage, and if relevant, her remaining breast, to use as a "template" for the form.

Palmer's carries the Amoena brand of pocketed bras, camisole tops, breast forms and everything a woman might want after the fitting. The pockets in the clothing are specifically designed to easily and securely hold breast forms (prosthesis) in place. The forms come in many different weights, and there are specialized versions for use in pools for example, or for exercise, or that feature a weight

that is especially light.

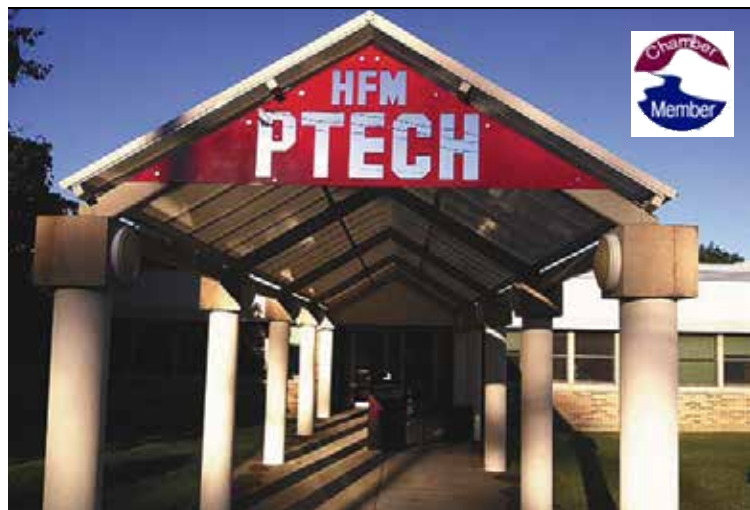
Clients are encouraged to bring one or two of their favorite tops to the appointment, to help her decide if she is happy with her shape when the prosthesis is in place.

Other items including swimwear, loungewear and other specialized supplies can be ordered. Bras can range from \$20 and up if they are not covered by insurance. Swimsuits are not covered, but start at around \$30 for bikinis, tankinis and one-pieces. Bryant and Schroeder enjoy the process of looking through the catalog of items with their patients. Because the pair are friendly and easily build a rapport with each patient, any discomfort the patient might feel in having such a personal discussion and measurements, melts away. "That's when the giggling starts, and it gets more comfortable," Bryant said.

Women who would like to consult with Bryant and Schroeder for a fitting or clothing, may contact Palmer Pharmacy, 2 E. Main St., Johnstown, phone (518) 762-8319.



(L-R) Danielle Schroeder and Becky Bryant, pharmacists at Palmer Pharmacy and certified mastectomy fitters, show a patient different options for post-mastectomy bras, breast forms and other clothing, during a consultation at the pharmacy in Johnstown.



Are you interested in working with students who will embrace the essential business skills and who will be trained educated employees for the future?

Well, PTECH is the new future! PTECH is a technologically based early college high school that allows students to gain real-world, project based experiences through partnering businesses in your community.

We are currently looking for mentors who will be willing to communicate online with students weekly. Interested in becoming a partnering business?

Contact Nicole Walrath at

(518) 725-0641 or nicolew@fultonmontgomeryny.org for more information.



Chamber Check Program Is Great Marketing Tool

An inexpensive marketing program that "keeps shopping dollars local," is available to businesses that become part of the Chamber Checks program. The program is open to Chamber members, and to in order to be ready for the busy holiday season, participants can join now through October 26.

Chamber Checks are valid at any of more than 100 participating member retailers and restaurants. Each Chamber Check distributed is presented with a brochure that lists each participating member business, so that the recipient can read the list and choose where to utilize their Chamber Check.

Chamber Checks are issued by the Chamber in the form of a check. Anyone can purchase them in any denomination at the Chamber in both the Gloversville and Amsterdam offices; Ruby and Quiri in Johnstown; and Kinderhook Banks in Amsterdam, Canajoharie and Johnstown. When a Chamber Check is pre-

sented to a participating business, the business honors it as cash, and deposits it in their business account.

Chamber Checks and participating businesses are promoted in the Chamber's newsletter, and in local media outlets through publicity and advertising of the program.

With a Chamber Check, a recipient can choose where and what they would like for a gift—from auto repairs to clothing, travel plans to groceries, and much more. Chamber organizers said, "No gift is more flexible; but most importantly, it keeps shopping dollars in our local economy."

The program is available only to Chamber member businesses, and there is a \$25 fee to participate.

For more information or to join the Chamber Check program, contact the Chamber, 2 N. Main Street, Gloversville, NY 12078, phone (518) 725-0641 or email: membership@fultonmontgomeryny.org.

Superstar Networking Tips For Business People



One of the best investments you can make as a solopreneur or business person is in your personal development. As a business owner you can only grow as far as your skills and knowledge can take you.

That's why attending seminars, conferences and workshops is such a valuable experience.

I recently attended the WOW (Woman of Worth) Conference in Vernon BC and it was a fantastic experience. The founder, Christine Awram, has been holding these conferences for several years. Each event promises excellent motivational and inspirational speakers plus great opportunities to meet and mingle with like-minded women.

This year was exceptionally great due to one of our clients, Dana Smithers, being invited to be one of the keynote speakers.

She talked about the Law of Attraction and started a chain reaction of events that lead me to being up on stage taking a bow to a standing ovation! (The exercise was to put my intention out to the world that I am open to receiving speaking opportunities so hey, if you know of any....)

In addition to gaining next-level strategies, events like these offer an incredible opportunity to meet prospects, JV partners, and vendors.

So how can you make the most of your next event? Here's some pro tips to network like a superstar.

1) Rock Your Appearance.

Let your outfit be a conversation starter. Wear something that makes you feel like a mil-

lion bucks and helps you radiate confidence. Bring a killer accessory like a unique pin, scarf, or pair of shoes that gets you noticed. Make a great first impression that makes people think "I have to meet that person."

2) Prepare Yourself Mentally.

Know your purpose for being there. Be passionate about what you do and let it shine. What do you want to learn? Look at the list of speakers and make a point to say hello to them. Ask yourself what 3 types of people you'd like to meet. Get specific. Visualize these people in the morning before the workshop or conference begins. This will help you attract exactly the right type of connections you will benefit most from.

3) Show Up Early. Arrive with extra time so you can grab a coffee, visit the vendor tables, and get to know a few people before everything starts to get busy. Be on the lookout for people with whom you feel you can connect with and strike up a conversation with them. Attending early also gives you an opportunity to get a seat close enough to better see and hear the on-stage happenings.

4) Be a Giver. Have you ever met someone whom you feel wants to get something from you? It gives off a bad negative energy, doesn't it? Avoid this from happening to you by shifting your energy to one of abundance and ask yourself how you can best serve others. When you meet someone be curious. Get to know them. Ask questions. Find out how you can help this person. There is always

a resource, compliment, connection, book, tip, or tool that you can offer to help someone. Can you interview them on your podcast? Can you review their book on your blog? Can you co-host a webinar with them? While I was at the WOW event, I recorded 3 video eTips and did a couple of Facebook LIVE videos. How can you capitalize on your time in a similar manner?

5) Ask for Their Business Card. It is always better to ask for the other person's card. Asking for their card feels better than shoving yours in their hand. Plus that leaves you in control so that you can send a follow-up when you return from the event. Write a note about what you learned or spoke about with them on the card so you can reference it when you write them afterwards.

6) Share the Event Socially. Social Media is a great tool for building and maintaining relationships. Take plenty of pics at the event to share on social media. Do Facebook LIVE on location. Your followers want to see where you are. Take pictures with the speakers and other people you meet. Plus you can send these pictures to the friends you meet in your follow up. Try tagging them on social media and give them a shout out saying how nice it was to meet them. You can attach a picture with them in a follow-up email. This is a heartfelt way to share warmth with a new connection.

7) Switch it Up. Try sitting with different people at lunch. Join groups for after workshop dinner and conversation. Sometimes the chit-

chat that occurs before and after the event can lead to the best connections.

8) Step Up to the Mike. If there is a Q&A opportunity, step up to the microphone and let your question be heard. You'll get a chance to introduce yourself to the whole room and get expert answers to your question. Often times people will come up to you afterwards and say how they related to what you shared.

9) Give a Testimonial. If you loved the event, be vocal about it. Tell the event coordinator and offer a testimonial. You can also record a Facebook video testimonial and tag the event coordinator on social media. Email a written testimonial to the event host. They may post it on their website and give you massive exposure.

10) Love 'em Up. There is a Chinese proverb that says "A bit of fragrance clings to the hand that gives flowers." When you get back home after the event, the most important part is following up with and nurturing relationships you made. Here it's a strategy of quality, not quantity. Sort through the cards you received.

Narrow them down to the few people you had a real connection with and send a warm, genuine email. Is there any further suggestion or resource you can send them as a follow-up to your conversation? You want them to experience their life is better now having met you. And don't forget to post to your social media accounts and send an email to your list about your experience too!

Attending industry conferences or seminars keep you up-to-date with the latest changes that are occurring within the industry. But equally valuable is the chance to meet other like-minded individuals and build connections that can last a lifetime.

Author: Susan Friesen is the founder of eVision Media, a boutique web development and Digital Marketing firm of over 15 years that specializes in designing, building and marketing professional, unique websites for entrepreneurs, businesses and organizations. Article Source: www.articlebiz.com/article/1051639606-1-10-superstar-networking-tips-to-grow-your-business/.



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Summer Camp Uses Erie Canal to Teach Students About Science Careers

Fifteen middle school students from the Liberty Partnerships Program at Fulton-Montgomery Community College recently learned about Science, Technology, Engineering, and Math (STEM) by taking part in activities centered around the Erie Canal.

Located in Amsterdam's Riverlink Park on the Mohawk River and the Erie Canal, a free camp, hosted by the New York Power Authority (NYPA) and the New York Canal Corporation on Aug. 14 and 15, celebrated the rich history of the state's canal system while giving students exposure to STEM careers.

Students had the opportunity to do a wide variety of water-based STEM activities, such as taking and testing water samples and examining aquatic organisms. In another exercise, the students engaged in a "Clean up the Canal" workshop in which campers used household items (e.g., coffee grinds) to represent contaminants and then attempted to clean up the water using materials such as spoons and sponges. They also got to ride on a Canal tug boat and were privy to a demonstration of how the canal system works and a presentation about its important history. All activities focused on the importance of keeping local water bodies clean and regulated.

One of the camp highlights was a mock press conference during which "kid reporters" interviewed STEM professionals from NYPA and the Canal Corporation about their careers, the challenges they faced, and lessons learned. Speakers included New York Canal Corporation Director Brian Stratton and NYPA Senior Vice President of Public & Regulatory Affairs Kimberly Harriman, among others. At the end of the camp, students participated in a graduation ceremony and received a certificate and a NYPA backpack.

The program partners with the Liberty Partnerships Program at Fulton-Montgomery Community College, the Amsterdam School District and FMS Workforce Development.



Middle school students participating in the STEM to Stern program hosted by the New York Power Authority got to experience a ride on a tugboat on the Erie Canal this summer.



Camp students pose in their red lifejackets while cruising on the Canal.



Campers and counselors check out an Erie Canal Buoy Boat.

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Medicare Secondary Payer: The Working Aged

The Medicare Secondary Payer (MSP) rules are designed to shift costs from the Medicare program by making Medicare the secondary payer to other payment sources, such as employer-sponsored group health plans, in certain situations. The payment rules vary based on a number of factors, including the source of the other health coverage and why an individual is entitled to Medicare (for example, age, disability or end-stage renal disease). This article addresses the MSP provisions for individuals who are eligible for Medicare based on age and who have group health coverage due to current employment status.

Under the MSP rules, when a current employee (or a current employee's spouse) is entitled to Medicare due to age, a group health plan must comply with certain coverage requirements. For example, an employer cannot offer financial or other incentives for an individual entitled to Medicare to not enroll (or to terminate enrollment) under a group health plan that

would pay primary.

A violation of the prohibition on offering incentives can trigger financial penalties of up to \$8,908 per violation (as adjusted for inflation).

Covered Employers

The MSP rules apply to employers in the private and public sector, including nonprofit organizations.

Employers with fewer than 20 employees are not subject to the MSP rules for employees (or covered spouses) who are eligible for Medicare due to age (referred to as the "working aged").

MSP Rules

Group health plans that are primary to Medicare:

Must provide Medicare-entitled employees with the same benefits as individuals under age 65;

Cannot take into account an individual's Medicare entitlement; and

Cannot offer incentives to encourage Medicare-entitled individuals to opt out of group health plan coverage.

Links and Resources

The Centers for Medicare & Medicaid Services (CMS) is the federal agency that is responsible for overseeing the MSP rules. More information on the MSP rules is available on CMS's MSP Web page, including the Medicare Secondary Payer Manual.

This Compliance Overview is not intended to be exhaustive nor should any discussion or opinions be construed as legal advice. Readers should contact legal counsel for legal advice.

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Chamber Member News

Advanced Cleaning & Restoration Expands Services, Adds Staff

Advanced Cleaning & Restoration Services has expanded its offering of services, as well as added new staff members in recent months.

Home-cleaning services are now offered in addition to the company's collection of offerings including floor, upholstery and duct-cleaning. Gerri Bornt of Advanced Cleaning said, "We are now offering anything from a couple of rooms to a whole house, basement or attic. We welcome one-time, weekly, monthly, quarterly, annually or anything in-between customers. We gladly accommodate Move-outs and Move-ins. We work with realtors, buyers, sellers, renters and property managers to keep their properties looking and smelling amazing."

The company welcomed Lori Kucel as Creative Director this spring. She heads up the marketing division and a new professional referral program.

In addition to new services and staff, the firm will open a second location in Johnstown at 363 N. Perry Street in the coming months. Bornt said customers can

"look for our grand opening signs."

Bornt also noted that members of the Advanced Cleaning team have attended Pro Appreciation Day at Lowes in Amsterdam. She said, "We were very happy to meet some new people and see some familiar faces. We will be attending more of their Pro Appreciation Days next spring as well as attending other events at some of their other locations later this fall."

Advanced Cleaning & Restoration Services is a full-service cleaning facility, specializing in all floor types, as well as leather upholstery and all other fabrics. They offer pet decontamination, allergy treatments, duct cleaning and whole-home cleaning. Several special offerings are available monthly, and may include free bonus services, free products and discounts. Customers may access services 24/7 in cases of water damage, and the firm is a local NYS licensed mold remediation company.

To contact Advanced Cleaning and Restoration call (518) 773-2435.

Chamber Member Anniversaries

The following businesses realize the value of their Chamber investment and have renewed their membership in the month of September of this year. Please note these member businesses and the year they joined! Thank you to all our renewing Chamber members:

Less than 5 Years

Nadine A. Bloom, Esq.....	2017
Sandler Training	2017
Capital City Coffee Roasters	2016
Northville 5 & 10.....	2016
Lillian Johnson; HTCP	2015
Louise Sira, Fulton County Judge	2015
Shorty's Southside	2015
Hometown Health Centers	2014
Runnings	2014
518 Grille	2013

5 to 9 Years

Country Valley Veterinary Clinic.....	2012
Top Quality Home Care Agency, L.L.C.....	2012
O'Connors Pub.....	2011
Kimberly P. Travis; CPA	2011
Helmont Mills Inc.	2010
John H. Blackmon.....	2009
Bowman's Market.....	2008
County Waste and Recycling.....	2008
R. H. Crown Co., Inc.	2008

10 to 19 Years

Microtel Inn & Suites	2007
Finch Guest House	2006
Carole Petrelia of Coldwell Banker-Arlene M. Sitterly	2006
Bouchey & Clarke Benefits, Inc.	2005
C.F.I. Construction, Inc.....	2005
Elma's Tax Service, L.L.C.	2005
Frank & Sons Body Works, Inc.....	2005
Edwin, A. Luczynski, Accountant	2005
Ruggiero Realty, L.L.C.....	2005
Whittaker Appraisal Group, Inc.....	2005
Soroptimist International of Fulton & Montgomery Counties.....	2004
The Bridge Walk at Perthshire	2003
Miracle Ear.....	2003
James Chevrolet	2000
Edward Valentine, M.D.	1999
Greater Amsterdam School District.....	1998
Sarah Jane Sanford Adult Home	1998
Walmart-Amsterdam.....	1998

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Chamber Member News

PCM Expands Cloud-Based Phone Offerings

PCM Communications LLC, of Johnstown, announced two expanded telephone system offerings that feature two versions of cloud-based phone systems, ESI Hybrid Cloud Services and ESI Cloud PBX.

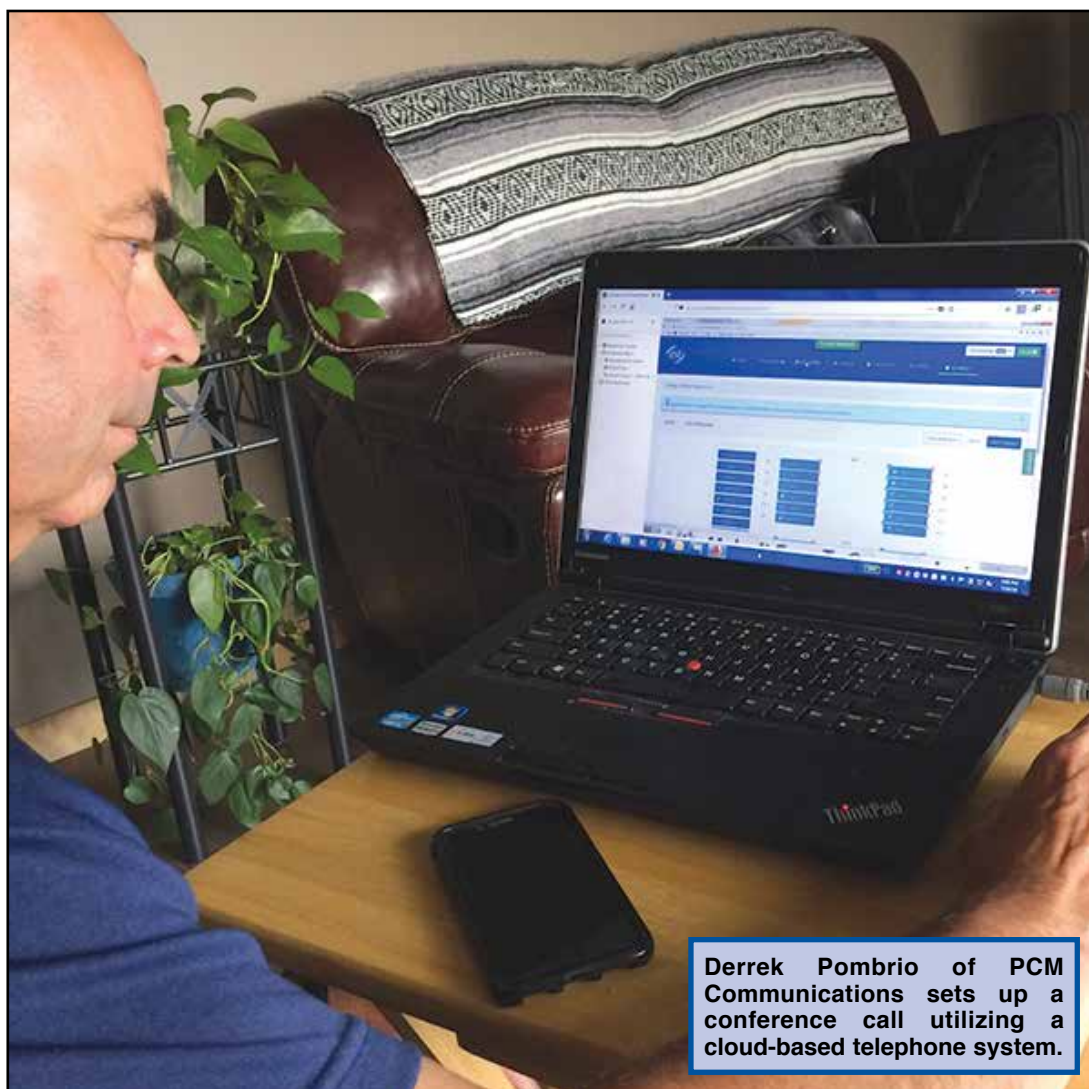
PCM provides key systems, voice and data wiring, and related telephony services in New York's Capital Region.

A PCM release explained, "A hybrid approach to the cloud system allows you to have a reliable business phone solution. Your business will have an on-site IP-based phone system with a local service provider. Thus you'll have the best of both worlds."

An ESI cloud PBX is a blending of a typical desk phone with an ESI Web-based application. Some key features of the system include one-touch call recordings, personalized call routing, multi-device management, visual voice mail and audio conferencing. Additionally, the ESI cloud PBX system offers consumers the ability to work from any location while maintaining an office location appearance, and can also offer increased productivity and flexibility.

PCM said, "Utilizing a cloud-based system allows consumers to grow their phone system when needed. PCM can help businesses achieve this while also offering the latest technological advances and support."

To learn more about either of these services contact Derrek Pombrio at (518) 921-2585 or derrek@pcmtele.com.



Derrek Pombrio of PCM Communications sets up a conference call utilizing a cloud-based telephone system.

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Chamber Member



Fulton Montgomery Young Professionals Network

The Fulton Montgomery Young Professionals Network fosters an environment for young professionals in the Fulton Montgomery Regional Chamber of Commerce to network, conduct community outreach programs and to interact with community leaders. FMYPN meets once a month at various locations in Fulton and Montgomery counties. Anyone is encouraged to attend the meet-ups.

Meet-Up Held at Stump City Brewery

BELOW: Fulton Montgomery Young Professionals Network (FMYPN) hosted their September Meet-Up at Stump City Brewery in Meco, in September. Stump City opened in January 2017 and serves many of their own homemade brews along with homemade ciders from Rogers' Cideryard.



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Upcoming: 'Paint and Snack' Event

FMYPN will partner with Liberty Fresh Market, 4867 Route 30, Amsterdam, on Wednesday, October 17 at 5:30 p.m. for a "Paint and Snack" class. There are only 20 spots available and this event is free. Please RSVP to sarah@fultonmontgomeryny.org by October 15. Don't forget to follow the FMYPN on Facebook at Fulton Montgomery Young Professionals Network.

Chamber Member News

Peck's Flowers Schedules Grand Opening in Northville

On October 6, Peck's Flowers will officially open their newest location in Northville at 132 Division St. The original location, 105 N Main St. in Gloversville, has been open since 1913. "We are ready to expand," said Sally Peck, owner, "and since we own the barn in Northville, we thought it was a great opportunity to share Peck's Flowers and the barn with the community."

The grand opening will feature door prizes and specials to anyone who would like to see the new store. The Fulton-Montgomery Regional Chamber of



Commerce will host a ribbon cutting ceremony on October 11 at 11 a.m. to honor Peck's newest addition. For more information, contact Sally at (518) 863-4374 or the Chamber at (518) 725-0641.

Chamber Member News

Lapland Lake Ribbon Cutting for “The Owl’s Nest”

Lapland Lake in the Adirondacks officially opened their newest resort lodging unit, “The Owl’s Nest,” with a ribbon cutting featuring visitors from the Chamber as well as local dignitaries. The beautifully-renovated studio unit is perfect for a single guest or traveling couple and boasts an excellent view of the pond. Lapland Lake in the Adirondacks has a total of 11 lodging units and remains open all year long. In the spring, summer, and fall, they offer hiking opportunities, kayaking, canoeing, and more on the scenic and serene Woods Lake. During the winter, cross-country skiing and snowshoeing are the main attractions. Ski and boot rentals are available in the lodge as well as food & beverage services, and a fully functional wood-burning sauna for lodging guests. To make reservations, visit Paul and Kathy at Lapland Lake in the Adirondacks at 139 Lapland Lake Rd. Northville, NY 12134, online at www.laplandlake.com/summer-adventures.htm, or call (518) 863-4974.



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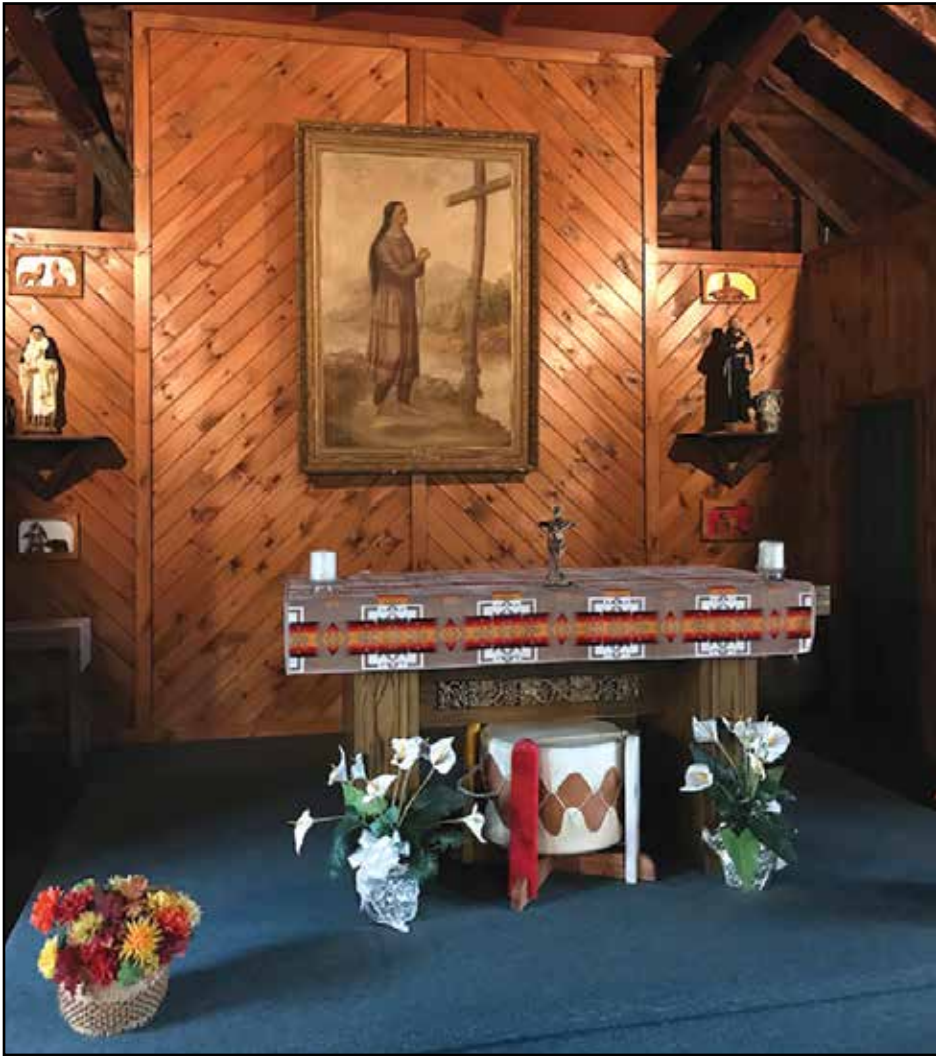
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Chamber Member News

Tuesday Tour at St. Kateri Shrine



Chamber members and staff enjoyed a fascinating Tuesday Tour of the Saint Kateri National Shrine and Historic Site in Fonda.

The Shrine's mission is to provide peace and healing to all while honoring the dedication and historic integrity of St. Kateri Tekakwitha and the Mohawk Nation. Visitors can tour the museum filled with native artifacts, the historic chapel, monuments, and venture through the remains of the only

known Mohawk village in the world.

The Saint Kateri National Shrine and Historic Site will celebrate its 80th Anniversary Gala in honor of The Most Reverend Edward B. Scharfenberger on Wednesday, October 17, 2018, at River Stone Manor.

For more information about tours, event pricing, and sponsorship opportunities, visit www.Katerishrine.com, call (518) 853-3646, or visit 3636 State Highway 5, Fonda.



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Chamber Member News

Chamber Hosts HFM Prevention Council's Art Show



The Fulton Montgomery Regional Chamber of Commerce Rotunda at 2 N. Main St., Gloversville, hosted HFM Prevention Council's Art Show in honor of Substance Abuse Recovery Month. Local artists submitted works produced from various different media outlets such as paintings, drawings, photography, crochet, sculpture, pottery, and more. Observers and artists mixed in great conversation, company, live music, and light refreshments at a reception in September.



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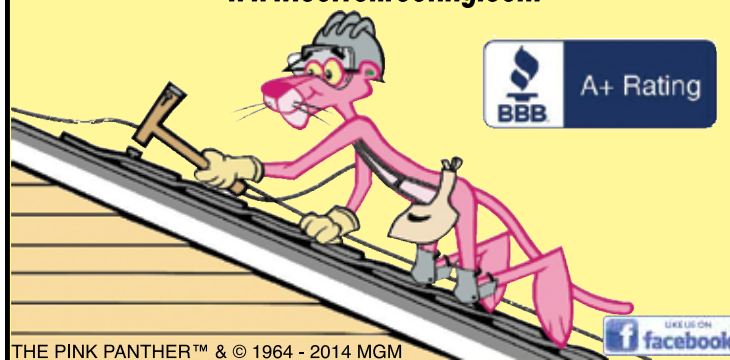
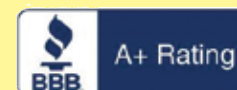
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Tourism News



Gina DaBiene-Gibbs
Director of Tourism
tourism@fultonmontgomeryny.org



Fulton County Visitors Center

Visitors Center sets Fall and Winter Hours

The Fulton County Visitors Center, located at the corner of State Routes 29 and 30 in Vail Mills, will remain open daily through Columbus Day, Oct. 8. For the remainder of October, the center will be open Friday through Monday from 10 a.m. to 4 p.m.

Starting on Saturday, Nov.

3, the center will be staffed for the winter season on Saturday and Sunday from 10 a.m. to 4 p.m. through April 2019.

Our wonderful Visitors Center staff members, Bill VanVoast and Eunie Davis, will continue to be our Fulton County Ambassadors at the site. New or updated brochures are always welcome at to help keep our information

racks full for tourists and residents alike.

Economic Impact Of TOURISM On The Rise

The New York State Division of Tourism has released the statewide economic impact of tourism report for

2017. The report, prepared by Tourism Economics, an Oxford Economics Company, was released to County Tourism Promotion Agencies. Through the report, it was announced that New York State's tourism economy expanded in 2017 with 4.4 percent growth in traveler spending, which reached a new high of \$67.6 billion. This figure is 27 percent higher than

the state's pre-recession peak, reached in 2008.

In the Capital-Saratoga Region, includes Fulton County, tourism impact increased 4.6 percent to \$2.01 billion in traveler spending. Fulton County increased 4.2 percent, to \$58 million in 2017 traveler spending.

In the Central New York Region, which includes Montgomery County, tourism increased 5.7 percent to \$2.4 billion in traveler spending, and Montgomery County specifically increased 3.2 percent to \$40 million in 2017 traveler spending.

Traveler spending for purposes of the report consists of lodging; recreation; food & beverage; retail and service stations; transport; and second homes.

Were it not for tourism-generated state and local taxes, the average household in Fulton County would have to pay an additional \$327 to maintain the same level of government revenue, and the average household in Montgomery County would pay an additional \$252.



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Roth Family Opens Mayfield Conference Center



The Mayfield Conference Center celebrated a ribbon-cutting ceremony complete with live music, and delicious food catered from Lanzi's Lakeside. Owners Andrew and Erin Roth plan to host private and company events at the center, which will hold up to 150 guests. The space is suitable for banquets, expos, conferences, live music, and more. Residents may visit the Mayfield Conference Center at 145 Riceville Road in Mayfield, or on Facebook.

Membership News



James Hannahs

Membership Coordinator

Membership@fultonmontgomeryny.org
518-725-0641

Invest and Reinvest for your Community's Return

Return on investment can be measured through different lenses. It can be quantitatively recognized: increased production from a new piece of equipment, or higher productivity levels from enhanced training, will yield numerical results. It can also be measured qualitatively, in which the results are judged on the quality of the content.

When businesses start or renew Chamber memberships, they invest and reinvest. The marketing campaigns, promotional advertisements, and business development plans that the Chamber execute on their behalf prove their value quantitatively. But the value of businesses partnering to join in the Chamber's mission of giving back to our community, is measured by the impact we leave on the economic health of the community as a whole.

Over the last month, I have had the privilege to introduce myself to a multitude of different Chamber members. From larger companies with 50 or more employees, to small boutiques with only one worker, I have consulted with each of them to identify their needs and strengths, and hear their voices. In gathering this information, I learned that larger businesses have needs that even "mom-and-pops" can relate to. This speaks volumes to the similarity of our Chamber members, regardless of size. One area where they

do differ, though, is their endowment of leverage or clout, when it comes to advocacy.

Due to their larger footprint in the community's employment pool, companies with higher numbers of FTEs have historically had a louder voice for the community when working alongside the Chamber in advocacy efforts. This sort of opportunity comes with an awesome level of responsibility, and in this scenario, the larger companies are in effect charged with acting as a representative for all businesses in their community.

To offer a unified front in advocacy that will benefit all businesses in our region, a strong foundation of community support from all owners/managers, large and small, is most beneficial. For example, a larger company that has a strong sense of the needs of the downtown or smaller business community, will utilize their ability to speak with the "loudest voice" to accurately represent those that need to be heard. To compliment and support those louder voices

in our region, small businesses can offer their incredible sense of intertwined community pride that spreads from one small business to the next. It has been meaningful to me to see how well they support each other. Of course, there is some competition, but each business has been able to differentiate enough to coexist.

In this perfect balance, there is a harmony of competition and community that can elevate the health of our economy.

The Chamber is here to serve as the liaison, and a hub, for these efforts. We are the avenue of advocacy, the channel of communication and networking for all the sizes of businesses, and that is how we make both our quantitative and qualitative impact. But it's a collective effort and we need all partners to make it work.

Invest in your business and reinvest in your community by joining the Chamber. Email me at membership@fultonmontgomeryny.org or call my office at (518) 725-0641 today.



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Upcoming Chamber Events

Be sure to check out our website for more details and updates at www.fultonmontgomeryny.org

Wednesday, October 10, 2018

"Meet the Artists" Reception for Soroptimist Art Show

Soroptimist International of Fulton and Montgomery Counties and the Chamber will celebrate a "Meet the Artists" reception to honor artists for the organization's Art Show in October entitled "Best for Women." The show will take place in the Fulton Montgomery Regional Chamber of Commerce's Art Gallery, located at the Chamber's office at 2 N. Main St., Gloversville. Event is from 5-7 p.m. Contact the Chamber for more information, (518) 725-0641.

Thursday, October 11, 2018

Ribbon-Cutting at Peck's Flowers Northville

Come help Peck's Flowers kick off their new Northville business with a ribbon-cutting celebration. Local business affiliates, Chamber members and ambassadors are welcome from 11 a.m. to noon at 132 Division St., Northville. Visit Peck's Flowers website at www.PecksFlowersNY.com.

Tuesday, November 6, 2018

Insurance Open Enrollment Sessions Set for Election Day

Bouche & Clarke, the Chamber's partner in health insurance, will hold open enrollment sessions at both the Gloversville & Amsterdam offices, giving members the opportunity to drop by and ask questions regarding the new plan year. Sessions will be held in Gloversville 2 N. Main St., from 9 a.m. to noon; and in Amsterdam, 1166 Riverfront Center, from 1-3 p.m.

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Business Education Partnership News



Back To School

For some schools, September 5, 2018 wasn't just the start of a new academic year; it was the launch of a new program. Foothills Johnstown and Gloversville, Amsterdam and Oppenheim-Ephratah-St. Johnsville (OESJ) launched their Pathways in Technology Early College High Schools, otherwise known as PTECH's. HFM PTECH started their fifth year and Agriculture PTECH started their third year. Within the first week of classes, students have already begun to work on projects and have even met some business partners.



Sophomores at AG PTECH sat down with business professionals for a series called "Mentor Monday." Each Month they discuss a different topic to enhance their professional skills. The students broke up into small groups to discuss resume writing. Thank you to those

who shared their insights with the students: (pictured here) Mitch Rogers of Rogers Family Orchard, Matt Brower of Brower Family Farm, Patrick Clear of Alpacas at Clear View Farm, Shirley Hudyncia of Hu-Hill Farm Store, and Cheryl Fillekes of Mohawk Drumlin Creamery.



At HFM PTECH, Workplace Wednesdays was introduced. Through the program, business partners are invited to attend Professional Skills 101 (formally Third Thursday Professional

Series) to help guide students as they learn skills needed to be a good employee. Students will dress in business casual attire, work on projects and continue to be mentored by business partners.



Oppenheim-Ephratah-St. Johnsville Senior High School (OESJ) has been locally approved, and has started up a PTECH this month with eight students. Students who attend OESJ PTECH will explore pathways in construction and business and be able to choose from five associate de-

grees from FMCC. They include: Construction Technology, Facilities Maintenance & Industrial Technology, Business Accounting, Business Administration and Business Marketing. On Wednesday, September 19, a ribbon cutting was held to highlight the new PTECH program.



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Business Education Partnership News



Jeff Smith of Montgomery County NY Emergency Management kicked off the Zombie project at Amsterdam. The students were tasked with driving question: "How can we help humans

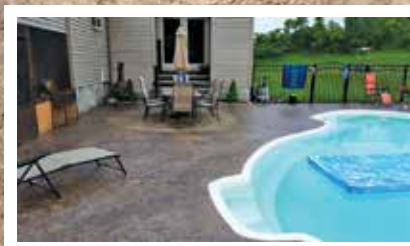
survive the spreading zombie virus and guide the establishment of safe, uninfected, and sustainable new human settlements?" Jeff discussed the importance of citizen disaster preparedness.



Alyssa Craig from Fulton County Public Health was a guest speaker at the Academy of Health and Medical Studies at Foothills PTECH in Gloversville. Alyssa discussed the

many health issues impacting people in Fulton County. The students will work on a year-long community health project to improve the overall health of the school.

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