Century Linen Shows Off Advanced Johnstown Facility

By Jessica Ford
Newsline Editor

Century Linen & Uniform, a legacy company headquartered in Fulton County since 1915, welcomed well-wishers, legislators, community leaders and Chamber members to a ribbon-cutting, grand opening and tour at its technologically advanced healthcare laundry facility site, on Balzano Drive in the Crossroads Industrial Park, in Johnstown.

CEO Richard Smith stood with the employees of the facility to cut the ribbon for the site, which was the culmination of almost 6 years of work searching for and building out the right location to accommodate the needs of the state-of-the-art equipment housed there.

Century provides healthcare linens and garments to acute healthcare facilities, surgery centers, nursing homes, assisted living centers, doctors offices and other businesses throughout New York State and western Massachusetts, 7 days per week, 365 days per year. Current capacity in the new site is 500,000 pounds of laundry weekly, and that is expected to double to a million pounds per week in the future. Among hundreds of customers are the Capital District’s St. Peter’s Hospital – St. Peter’s Health Partners; Ellis Medicine / Bellevue Women’s Center; along with St. Mary’s Healthcare in Amsterdam; and Nathan Littauer Hospital in Gloversville. Most facilities do not utilize their own linens, but rent from Century. This streamlines the system, and makes it operate more like a factory, Smith said, noting this is a change from 30 years ago, when Robison & Smith would have dealt exclusively with “customer-owned goods.”

Local economic development officials, who helped the company find tax breaks for the purchase of equipment, and grants to be used whenever possible, said the investment by Century Linen was substantial, and remarked that it was a key goal to help Century stay in Fulton County, if at all possible. This goal was not easily achieved, and Smith said the search for the right location was difficult. But, he said he was “thrilled” to be able to stay in Fulton.

Attention to Trends, Response to Demand Pays Off for Mangino Chevrolet

By Jessica Ford
Newsline Editor

A forward-thinking business decision to build a new structure and hire additional employees is paying off for Mangino Chevrolet in Amsterdam.

The dealership, owned for 15 years by the Mangino family, completed the construction of a 13,500 square foot addition last year at its 4447 State Highway 30 location. The project created a massive 20-vehicle shop to handle the demand for service, and also includes a smaller section that helps to better showcase the sales department.

Husband and wife team Tina Mangino-Coffey and Mike Coffey, who have been in the automobile business for 41, and 25 years, respectively, said the decision to add on was based both on the anticipation of industry trends, as well as in response to pent-up demand in the local market.

When asked about the keys to succeeding in business in the Fulton and Montgomery counties area, she said, “We are fair and honest, transparent and friendly.”

Coffey added, “It’s the way we do business, we are #1 in customer satisfaction be – See Century, on page 4

See Mangino, on page 6
The Recorder
Chamber of Commerce in partnership with McClary Media/Newsline is published by the Fulton Montgomery Regional Chamber of Commerce in partnership with McClary Media/Newsline.

Officers 2019

Chair of the Board
James Lambrino, Holiday Inn Johnstown-Gloversville

Chair Elected
Denis Wilson, Fulton Montgomery Community College

Immediate Past Chair
Amy Karas, Ruby & Qui, Inc.

First Vice Chair
Dustin Swanger, Ed.D., Fulton-Montgomery Community College

Secretary
Carl Marucci, Community Bank, N.A.

Treasurer
Laurence Kelly, Nathan Littauer Hospital & Nursing Home

Directors 2019

Juanita Handy, Crum Creek CSA
Amy McCray, CG Roxane, LLC
Joe Gala, JAG Manufacturing
James Jankowski, Jankowski Insurance Agency
Lillian Johnson, HTCP, Healing Touch Practitioner
Wes Ostrender, Randall Implements
Robin Wentworth, Wells Nursing Home
Marty Callahan, Helmont Mills-Gehring Industries
Trevor Evans, The Leader-Herald
Lorraine Hohenforst, HFM Boces
Rosalie Faber, HFM Boces
William Keller, Keymark Corp.

Staff

Mark Kilmer, President/CEO

Becky Dutcher, Financial Administrator/Office Manager
Anne M. Boles, Director of Tourism Development
Tara Ryezek, Tourism Associate
Nicole Walrath, Director of Workforce Development
Jenna Patterson, Business and Education Partnership Coordinator
James Hannabs, Membership Director
Nicolette Tennant, Executive Assistant

Fulton Montgomery Regional Chamber of Commerce
2 N. Main Street, Gloversville, NY 12078
1166 Riverfront Center, Amsterdam, NY 12010
(518) 725-0641 | (518) 725-0643 (fax)
www.fultonmontgomeryny.org
Facebook: FMChamberNY | Instagram

Fulton County Tourism
www.44lakes.com | Facebook: Visit Fulton County, NY
Twitter: @SeeFultonCounty

Montgomery County Tourism
www.visitmontgomerycountyny.com
Facebook: Visit Montgomery County NY
Twitter: @MCNYTourism

President/CEO
Mark Kilmer

Bob Timm, Chief Operating Officer

Membership Director
Nicole Tennant

The Recorder
Chamber of Commerce in partnership with McClary Media/Newsline is published by the Fulton Montgomery Regional Chamber of Commerce in partnership with McClary Media/Newsline.

Officers 2019

Chair of the Board
James Lambrino, Holiday Inn Johnstown-Gloversville

Chair Elected
Denis Wilson, Fulton Montgomery Community College

Immediate Past Chair
Amy Karas, Ruby & Qui, Inc.

First Vice Chair
Dustin Swanger, Ed.D., Fulton-Montgomery Community College

Secretary
Carl Marucci, Community Bank, N.A.

Treasurer
Laurence Kelly, Nathan Littauer Hospital & Nursing Home

Directors 2019

Juanita Handy, Crum Creek CSA
Amy McCray, CG Roxane, LLC
Joe Gala, JAG Manufacturing
James Jankowski, Jankowski Insurance Agency
Lillian Johnson, HTCP, Healing Touch Practitioner
Wes Ostrender, Randall Implements
Robin Wentworth, Wells Nursing Home
Marty Callahan, Helmont Mills-Gehring Industries
Trevor Evans, The Leader-Herald
Lorraine Hohenforst, HFM Boces
Rosalie Faber, HFM Boces
William Keller, Keymark Corp.

Staff

Mark Kilmer, President/CEO

Becky Dutcher, Financial Administrator/Office Manager
Anne M. Boles, Director of Tourism Development
Tara Ryezek, Tourism Associate
Nicole Walrath, Director of Workforce Development
Jenna Patterson, Business and Education Partnership Coordinator
James Hannabs, Membership Director
Nicolette Tennant, Executive Assistant

Fulton Montgomery Regional Chamber of Commerce
2 N. Main Street, Gloversville, NY 12078
1166 Riverfront Center, Amsterdam, NY 12010
(518) 725-0641 | (518) 725-0643 (fax)
www.fultonmontgomeryny.org
Facebook: FMChamberNY | Instagram

Fulton County Tourism
www.44lakes.com | Facebook: Visit Fulton County, NY
Twitter: @SeeFultonCounty

Montgomery County Tourism
www.visitmontgomerycountyny.com
Facebook: Visit Montgomery County NY
Twitter: @MCNYTourism

President/CEO
Mark Kilmer

Bob Timm, Chief Operating Officer

Membership Director
Nicole Tennant

Letter from the President

The Fulton Montgomery Regional Chamber of Commerce has always recognized the importance and value of small business, not only to our state’s economy, but more importantly, to our regional economy, as well.

Small businesses are the backbone of our economy, employing over half of New York State’s private-sector workers. This directly parallels the Chamber’s make-up, with the bulk of our membership being small, locally owned businesses, many of which are retailers and service businesses.

Every year at this time, the Chamber reminds everyone of the benefits of shopping locally, and keeping those dollars in our communities. With Black Friday just passed, all retailers look toward the holiday season to define their year as a success or not. When you shop locally, you not only make it more convenient for yourself by not having to spend time and gas to go and fight the crowds at a large shopping mall, but you also help to ensure the success of our local shop owners, who employ local people, who in turn provide you with the best of customer service. Also remember, our local businesses pay property taxes, and collect local sales tax, which helps to keep the tax base stable, which in turn helps everyone who lives in our region.

The Chamber has initiatives that promote and encourage the shop-local concept. Our most well known and continually successful, is our Chamber Check program. For many years the Chamber has promoted this outstanding program, which has resulted in over a million dollars in Chamber Checks being disbursed to businesses throughout the Fulton Montgomery region. Last year alone over $110,000 worth of Chamber Checks were purchased and redeemed at participating member businesses all over the region.

Chamber Checks are easy. They can be purchased at either Chamber office (2 N. Main Street, Gloversville, or 1166 Riverfront Center, Amsterdam), or at any Community Bank location (Amsterdam, Johnstown, Canajoharie) or at Ruby & Qui on Route 30A in Johnstown. They can be ordered in any number or denomination.

And, if you’re an employer looking for a holiday gift for your employees, clients, or vendors, Chamber Checks can be provided to you in any quantity or denomination, and delivered to your place of business if needed. With over 100 participating merchants offering a wide spectrum of products or services, one Chamber Check can eliminate the struggle of “what to get,” for that special someone on your gift list.

Chamber Checks can be redeemed for everything from shoes to wine, flowers to groceries, hardware to paint, tax preparation services, computer and auto repair, and so much more. Just check out the list on our website (www.fultonmontgomeryny.org/pages/ChamberChecks). If you’re a business wishing to order a larger quantity we ask that you call ahead at (518) 725-0641 so we can prepare your order.

Member of
American Chamber of Commerce Executives Association
Business Council of New York State
Center For Economic Growth
Chamber Alliance of New York State
Fulton County Center for Regional Growth
Fulton County Farm Bureau
Montgomery County Farm Bureau
New York State Farm Bureau
Anne Boles Named Chamber’s Fulton Montgomery Tourism Director

By Jessica Ford

Newline Editor
Positives, negatives, challenges and successes were discussed by legislators and their lead staff members during the third annual Legislative Breakfast, hosted by the Fulton Montgomery Chamber’s Governmental Affairs Committee in November.

Five fixed questions, taken from the general membership, as well as the Governmental Affairs Committee discussion, were presented by moderator Tom Roehl, News Director for local radio station AM-1340 WENT. The event was held at Hales Mills Country Club in Johnstown.

Fulton Montgomery Regional Chamber President Mark Kilmer thanked the panelists and audience for their participation in the event. He noted that the Chamber is active throughout the year in advocacy on behalf of its members. “We are active, and we do listen, he said. “If there is an issue that affects our members, we do pay attention and we will fight. It works especially well when we are strong with one voice.”

NYS Assemblyman Robert Smullen, whose district includes Fulton, Hamilton and parts of Herkimer, Oneida and St. Lawrence counties, attended, along with staff members Jonathan Pirro, Director of Policy for NYS Senator Jim Tedisco; and Doug Breakell, Chief of Staff for NYS Senator George A. Amedore. Tedisco’s district includes parts of Saratoga, Schenectady and Herkimer counties and all of Fulton and Hamilton counties. Amedore’s district includes all of Montgomery and Greene counties and portions of Schenectady, Albany and Ulster counties.

All state officials who represent the two counties were invited. Those not able to attend due to other commitments, sent their staff members to participate.

A total of five questions were asked, and each had about five minutes to respond.

QUESTION: Single-Party Control of Legislature and Executive

Due to the elections of 2018, 2019 saw both the Assembly and the Senate controlled by a single party for the first time in over a decade. At last year’s event, we asked the question, “How do you think the upcoming session and year will go? Virtually all remarks were pessimistic. So, tell us, how did the year go?”

Despite the panelists’ opinions that living through 1-party rule has been difficult, even a “disaster,” as Breakell described it, the consensus is that each will continue both to fight laws that they see as detrimental to the region, but also to work within the system whenever possible to effect positive change.

Breakell said within the current climate in Albany, a progressive agenda is being pushed, but he said he believes that checks and balances are required. He encouraged everyone to “get engaged,” and noted that it is imperative for members of the community to continue to contact legislators and “be educating these legislators on the impacts of how Upstate will be affected by some of these policies.”

Smullen who has been in office for 10 months, noted that using the state processes that are in place already to the best advantage of his district is how he tackles the barriers created by this issue. As part of several

See Breakfast, on page 8

SAVE THE DATE For the Chamber’s Annual Celebration in January


The event will be held at the Paul Nigra Center for Creative Arts, 2736 State Route 30, Gloversville, from 5:30 to 9 p.m. All members of the community are invited, and proceeds will support the Chamber’s mission of improving the region’s business climate, economy and quality of life. Tickets are $75.

Guests at the event will enjoy cocktails, entertainment, hors d’oeuvres, cuisine stations, dessert, and fundraising raffles.

Mark Kilmer, Chamber President, said, “This special annual event is a wonderful opportunity for business people, not-for-profit community members, and individuals to get together, celebrate our region, and honor impressive awardees. It’s a night not to be missed!”

The Chamber represents a large group of members in the region, at close to 1,000 strong. The organization’s website states, “The Fulton Montgomery Chamber is the leading voice of businesses in the region, providing advocacy, resources and solutions for members.”

For more information, or to sponsor or attend the Chamber’s annual celebration, contact the Chamber by phone, (518) 725-0641; via email: info@fultonmontgomeryny.org; or visit www.fultonmontgomeryny.org.
County, as all of the company’s success has been realized here. He said best practices for Century’s success in this region have been “hard work, consistency with our business philosophy, focusing on our core values and having a properly trained and educated workforce.”

The company has three production facilities in Gloversville and Johnstown, with an additional location in Syracuse. A brochure created by Century states, “Century is proud to boast that this facility has pushed us over 400 total team members, ultimately contributing over an estimated $25 million to our local communities.”

Century Linen & Uniform was founded in Gloversville as Robison & Smith, and the name was changed in 2015 to mark a new era for the “next 100 years” of the company.

While welcoming guests to the celebration and tour, Smith thanked his family and corporate team, along with some organizations who were instrumental in making the expansion happen, including WEST & Co., CPAs, PC; local and state legislators and economic development officials; grant writer Nick Zabowski; and local companies Fulton County Electric, L&M Masonry and Adirondack Mechanical, that did most of the infrastructure work inside the facility.

NYS Senator James Tedisco congratulated Smith and his crew on the expansion, saying, “I can say one word about this whole thing. Wow! This is the Taj Mahal of linen cleaning. With 100 jobs created, I want to say thank you for investing in our community.”

He joked, “I thought that it was going to take a century but we got it done. YOU got it done. Smith quipped, “You and me both!”

New York Assemblyman Robert Smullen also shared his appreciation, saying the facility is a “great example of Fulton County Positive.”

During the tour of the location, Smith explained that the investment in expansion has paid off in several ways. The highly-automated nature of the process has reduced labor costs and the number of workers. However, the system has allowed the company to take on more customers, which has resulted in the need to hire more people. “It’s a constant balance,” he said.

The building includes 5,000 square feet of offices and meeting rooms, a team-member cafeteria, upper observation and training room, and server rooms. There are currently two shifts, six days per week. In keeping with a commitment to green technology, there is LED lighting throughout, and energy efficient boiler and air compressor.

All of the sorting, washing, drying and finishing equipment in the facility is from Europe and is considered the best in the world. There is a separate soiled item sorting area, supported by four loading docks, which begins with an ergonomic cart dumper to prevent stress and fatigue while increasing throughput. Goods are sorted by item to huge blue slings holding about 180 pounds each, that are suspended from the tracks on the ceiling. Carts are run through a technologically advanced cart washer to ensure hygienic cleanliness before they leave the soil room.

Plastic bags from the outside that contained soiled linens are sent through a Plastivac Vacuum System to a baler. The bales are picked up by an out-of-state vendor for recycling, which adds to the facility’s status as a Green Sustainable operation.

The large bags containing sorted soiled linen are stored in the overhead rail system, then automatically sent to the Continuous Batch Washer for the wash process. The wash cycle is 28 minutes long and the water is recycled to save millions of gallons of water.
per year.

Fresh water is used for rinsing. The CBW tunnel weighs 40,000 pounds, and produces 5,500 pounds per hour of hygienically clean linens and garments. Wash chemicals are dispensed through the entire cycle and fine-tuned to each of 13 separate washers by product type, to enhance cleanliness and use cycles. A hydraulic power press weighing 64,000 pounds completes the cycle to remove residual water, which is then reused for washing.

Once the press removes excess water, the items are automatically distributed to the dryer line, containing eight gas-fired, extremely energy efficient dryers utilizing infrared technology to determine load dryness.

Once the automatic dryer discharges the clean linens, they are automatically sorted and stored on the overhead rail system to be distributed to finishing equipment, which includes two flatwork irons discharging to smart conveyors; one high-speed blanket folder discharging to smart conveyors; and eight small-piece folders discharging to conveyors. The ceiling track system utilizes gravity and momentum to feed through the plant, in another effort to conserve resources.

Visitors will notice that floor carts are used only minimally in the facility, which enhances safety and efficiency. There is also a hand fold area, and wrapping and tying machines.

Once the process is complete, clean laundry is shipped out via four designated loading docks.

Mark Kilmer, president of the Fulton Montgomery Regional Chamber of Commerce, commended Smith and his leadership team for their commitment to business in the region, saying the facility is “impressive, efficient, and a source of pride for members of the community, legislators, leaders, and employees of Century Linen & Uniform.”

Degree in communications from Keene State College in Keene, NH, and an Associate’s Degree in marketing/public relations from Hudson Valley Community College in Troy, NY.

The Chamber named Boles “Young Professional of the Year” at its annual event in 2016; and she was awarded the “Sok Nam Ko Rotarian of the Year,” award, as well as the prestigious “Paul Harris Fellow Award” in 2017, by the Amsterdam Rotary Club. She has served the community as a Rotarian since 2009.

Boles has served as a member of the St. Mary’s Healthcare Foundation Board of Directors, as well as the Board of Directors for Catholic Charities in Fulton and Montgomery counties. She has volunteered as a business mentor for students in the HFMC BOCES PTech program, and was organizer of the Community Health Center Alzheimer’s Walk team from 2006-2016.

In her role, Boles will serve as project director for the administration of I Love NY Tourism Matching Funds, which provides a yearly award to New York State Tourism Promotion Agencies for the planning and execution of marketing programs for both Fulton and Montgomery counties. Additional funding for tourism promotion in the two counties comes from each of the county budgets, as well as the Chamber. The common goal for all the involved entities is to stimulate and increase the economic impact of tourism.

By using the most effective and efficient marketing program and media mix to stimulate visitor spending in the local and regional economy, traveler spending is shown to create a significant return on investment. Over the past 5 years, traveler dollars spent in Fulton and Montgomery counties has increased consistently, to reach a 2018 impact of more than $107 Million on the local economy, according to the most recently released statistics by Tourism Economics, an Oxford Economics company – one of the world’s leading providers of economic analysis, forecasts and consulting advice.
Mangino, continued from page 1

cause we do what we say, and say what we do. Each custom-
er is very important, and all are equal in our eyes.”

Mangino-Coffey and Coffey are part of the quartet
that owns both the Amsterdam Chevrolet store, as well as
Mangino Buick GMC in Ballston Spa. While they
concentrate their efforts in Amsterdam, the Ballston Spa
location is run by their other co-owners Patti Mangino and
Ralph Mangino, Jr.

Coffey said the business has definitely changed in
the 15 years since the store’s opening. Today the company
focuses on new and used sales; service; parts and leasing. In
the beginning, they were selling on average 30 new cars per
month, and about 25 used per month. Fifteen years later, the
average is around 75 new per month, and 45 used. During
that time, the company’s service business has doubled.

The new addition and line of business in service for me -
which is still being utilized, but
with a little more breathing
room. The new shop is one of
the few in the area to be outfit-
ted with air conditioning, and
specialized equipment. It’s
a welcome change from the
original 6,000 square foot shop,
which is still being utilized, but
with a little more breathing
room. The new shop is one of
the few in the area to be outfitted
with air conditioning, and
the expansion also included a
new parts window, conference
room, additional offices and an
employee break room.

This investment has al-
lowed Mangino to add 10 new
employees to their ranks, bring-
ing the total to 53 full-time em-
ployees and several part-time
and seasonal staff members.

Watching trends and re-
sponding to changing custom-
er needs is a constant focus
of the vehicle sales industry,
and the Mangino owners work
tirelessly to ensure they are on
top of the latest developments.

For example, Google sta-
tistics show 95% of vehicle
buyers use digital as a source
of information; and two times
as many automotive consumers
start their research online ver-
sus at a dealer. A summary said,
“Today’s automotive consumers
are informed and knowl-
edgeable since they self-ed-
ucate online before they ever
make contact with a dealer.”

Coffey echoed this statis-
tic, saying that the internet has
been a game changer. He said,
“The average customer goes to 1.2 dealerships when pur-
chasing a vehicle, but when
they arrive, they already know
what they want.”

Mangino said that al-
though having more savvy
customers who search for
pricing online might be a det-
riment to some dealers, they
have always prided themselves
in transparency in pricing.

These philosophies are
working well. Despite the ru-
ral location of the Amsterdam
dealership, Mangino is the
third largest Chevy dealer in
the Albany market. Fifteen
years ago when they purchased
the Amsterdam site, it ranked
7th. In addition, the Ballston
Spa Buick GMC site is ranked
2nd in the Albany market.

For the couple, treating em-
Vida-Blend Breaks Ground On Production Facility in Montgomery County

Vida-Blend, a manufacturer of pre-mixed vitamin blends, formally broke ground in a special ceremony to begin construction of a new, state-of-the-art production facility in Montgomery County. The new $1.4 million, 14,000 square foot new facility is a major step forward for the company. Vida-Blend is the third company to locate at the Florida Business Park Extension, joining the newly completed Dollar General Distribution Center and Hill & Markes.

Vida-Blend will build its new manufacturing facility after purchasing the property and negotiating a PILOT through the Business Development Center before embarking on their broader careers. “We’re family-oriented,” Mangino-Coffey said. “If someone’s child is in the school ed,” Mangino-Coffey said. “If someone’s child is in the school, we really do,” she said.

Vida-Blend’s development and expansion is an exciting example of the good that comes from community support for a local entrepreneur who is willing to make investments in our area. Helping businesses construct state-of-the-art facilities that meet the needs of their employees and customers encourages them to stay and grow in Montgomery County. Freddy and the team at Vida-Blend have come a long way and we are proud to play a part in helping them realize even greater potential,” said Montgomery County Business Development Center CEO Ken Rose.

Founded by Freddy Luna in 2013, following a successful career in the vitamin fortification industry, Vida-Blend has a long-standing working relationship with the Business Development Center. The company received the globally-recognized “Food Safety System Certification 22000,” in 2016. The safety designation helped Vida-Blend reach new customers requiring a larger production facility.

Luna worked closely with the BDC for find a suitable new site. “We’re staying here and we’re growing here because Montgomery County has always been willing to help us on our road to success,” he said.
Breakfast continued from page 3

legislative committees, he has the ability to work on a variety of topics through the committee system, and said he sees that as one place where the minority party can make a difference.

He said the three activities he is able to do consistently within the 1-party system, are voting, serving on committees, and constituent-affairs work. He said, “If the process squeezes out the voices of large parts of the population, it leads to overall dissatisfaction,” and that creates a cause for concern for him, when one group of people control the process.

Smullen noted he works to make the case for getting things done, and to air any grievances he hears from constituents. “I am representing all of you to make sure your voice in Albany is heard loud and clear,” he said.

He explained that when a law impacts only a few communities, or even only one, exceptions may be made to relieve the unfair burden.

Pirro thanked the audience for being invited, noting that Sen. Tedisco’s district includes Wells and other areas that suffered from a huge storm after Halloween, and was meeting with officials to continue the rebuilding work that needed to be done.

Regarding the question at hand, he said, “The whole purpose of government is to give you a voice. Everybody wants a voice when something important to them, is happening. With one-party control, it’s very, very difficult to have any policy put in place that represents the way we do things. We see this proven, because 189,000 people showed up what they think, last year, by leaving.” He cited USA Today, which listed New York State as #1 in out-migration at the beginning of 2018.

He noted that keeping a vigilant watch on every piece of pending legislation is an imperative duty for all the representatives’ offices.

Another way to continue to be effective in this particular political climate, is to take action like Sen. Tedisco did regarding the proposed license plate fees by Gov. Cuomo. He said the way it was rolled out was “egregious” and not fully developed to show the need for the fee, and he said there was misleading information sent out about it. Tedisco held press conferences to raise “heck” about it, and it was effective, as Cuomo rolled it back. It may be proposed again in the future, but “our vocalism, our presence—they heard us,” he said.

**QUESTION: Prevailing Wage Expansion**

Last year, largely pushed by unions, there was an effort to expand the prevailing-wage regulations to private industry. Studies had shown this would drastically increase the cost of many projects, both public and private, with the consequences being higher taxes and decreased opportunities. The Chamber strongly opposed this effort. Fortunately, it failed to pass, but all indications are that it will be back in the next session. Please give us your thoughts:

— Jonathan Pirro, Director of Policy for NYS Senator Jim Tedisco

Smullen said “It’s an economic competitiveness issue.” He explained that one consideration was to include prevailing wage rules in legislation that would kick into play when Industrial Development Agencies that facilitate public-private partnerships in business were utilized.

Breakell said the prevailing wage laws create problems when brought into the private sector, because it can be “devastating.” He said, “Sen. Amedore, being a home-builder privately, understands this issue well and we’ve talked to many businesses about what impacts this would have on people and economic development upstate in general.”

“Do how do push back? IDA’s are extremely important for private investments to come in, and there’s not really monies being given to those projects. There might be a deferment of taxes or sales tax from the state on some of the materials. So what we need to do, is define what ‘public work’ is. If there is a certain investment from the state into a project, maybe there has to be prevailing wage has to be applied to certain parts. As far as school districts go, it’s a huge problem. It’s very, very expensive, and the ultimate impact comes down on the residents of that community. So we are trying to fight back.”

Pirro said laws such as this “just add to the anti-business climate” in the state. “We’re ‘open for business,’ right? Wages are important, of course, we want to make sure everybody is treated fairly. Just like we always talk about the social justice agenda, social justice is important, to somebody that’s represented by government. That’s why it’s...”

**QUESTION: Prevailing Wage Expansion**

Last year, largely pushed by unions, there was an effort to expand the prevailing-wage regulations to private industry. Studies had shown this would drastically increase the cost of many projects, both public and private, with the consequences being higher taxes and decreased opportunities.

The Chamber strongly opposed this effort. Fortunately, it failed to pass, but all indications are that it will be back in the next session. Please give us your thoughts:

— Jonathan Pirro, Director of Policy for NYS Senator Jim Tedisco

Smullen said “It’s an economic competitiveness issue.” He explained that one consideration was to include prevailing wage rules in legislation that would kick into play when Industrial Development Agencies that facilitate public-private partnerships in business were utilized.

Breakell said the prevailing wage laws create problems when brought into the private sector, because it can be “devastating.” He said, “Sen. Amedore, being a home-builder privately, understands this issue well and we’ve talked to many businesses about what impacts this would have on people and economic development upstate in general.”

“I am representing all of you to make sure your voice in Albany is heard loud and clear.”

— Assemblyman Robert Smullen

“Do how do push back? IDA’s are extremely important for private investments to come in, and there’s not really monies being given to those projects. There might be a deferment of taxes or sales tax from the state on some of the materials. So what we need to do, is define what ‘public work’ is. If there is a certain investment from the state into a project, maybe there has to be prevailing wage has to be applied to certain parts. As far as school districts go, it’s a huge problem. It’s very, very expensive, and the ultimate impact comes down on the residents of that community. So we are trying to fight back.”

Pirro said laws such as this “just add to the anti-business climate” in the state. “We’re ‘open for business,’ right? Wages are important, of course, we want to make sure everybody is treated fairly. Just like we always talk about the social justice agenda, social justice is important, to somebody that’s represented by government. That’s why it’s worthy of a discussion. But when we talk about prevailing wage, they haven’t got all these pieces figured out yet before they’re going to mandate it.”

**QUESTION: The Ever-Growing Tick Problem**

Through the years the problem with ticks in terms of affected individuals has increased at dramatic levels. There seems to be very little that the state has done to curb this very serious health issue, Fulton and Montgomery counties are rural communities that have a great dependence on outdoor activities to accommodate our tourism industry with many activities focused in areas where ticks are prevalent. What does the future hold, and will the state put a higher priority on this problem?

Breakell said, “Absolutely almost everybody in this room knows someone who has been affected by tick-borne disease. It is devastating, and is not just rural anymore. Sen. Amedore sat on the task force for Lyme disease, and the stories are all the same. It is devastating to families, and debilitating to those affected.”

He said during the Senate Republican Conference, when Republicans were in the majority, Lyme disease studies were funded, but last year’s budget did away with it.

“Do that talks about one-party rule again, they did not understand the impact of that system.” He said in addition, the Federal Centers for Disease Control is not recognizing Lyme disease as a crisis right now.

Smullen said it’s a very serious issue. He was bitten by a tick during Marine Corps training at Quantico in 1991. He made sure when he left the Corps he was checked to see if the disease was there and dormant in his system. He said he was lucky that it was not, and he called for “smart, effective measures.”

“It’s important that at state policy level that we look at it,” he said. “We did do three bills in the past year, they all passed without any hesitation.” For the Office of Parks, Recreation and Historic Preservation, the bill was for the assessment of state parks, including the Adirondack Park; for the Dept. of Financial Services, for ensuring the adequacy of insurance coverage for the treatment of Lyme disease; and with the Commissioner of Ag & Markets, to develop best practice recommendations for the treatment and prevention of tick-borne illness in livestock and farm property.

Pirro said Sen. Tedisco’s office worked closely with Sen. Amedore’s office on the issue beginning in 2017. He said there is so much still misunderstood about the illnesses. “It’s not a waste of time or resources. We need to truly understand the problem,” he said.

**QUESTION: Continuing the Push to Legalize Marijuana**

Last year we asked your opinion of the efforts to legalize marijuana. Most See Questions, on page 9
businesses are opposed to legalization as was the unan-
imous opinion of this panel. It seems to have the strong
backing of Governor Cuomo and it will most likely be
brought back during the 2020 session. Where do you
believe it will go?

Pirro said he expects this legis-
lation to be on the agenda
again this session. He said
legalization of recreation-
al marijuana is a sample of
“low-hanging fruit” that may
easy to pass, but he cau-
tioned because he believes
the policy that was passed
last year was not well-thought
out. He said for example, that
the police departments do not
want the substance legalized
because the policies are not
well thought-out and there is
no way to test for it when
you pull someone over, for
example. “To legalize this on
a grand scale, recreationally,
would be a big problem.”

He said, “Senator has been
out in the district saying, ‘What
is your form of recreation?’
... His is bowling, watching
movies. Of course, you know,
he played basketball. That’s
recreation. So they put this la-
bout in the district saying, ‘What
smoking (tobacco) is bad for
marijuana, let alone it being a
way up, so there is evidence
that kids don’t learn as well
prohibitions.

He said, “We’ve done years of
work on the heroin epidemic
that is devastating every com-

He mentioned the vaping issue, and also noted that
Colorado voted to legalize
marijuana and they had an
increase of about 15% in
Driving Under the Influence
incidents. “It’s going to be a
problem, that’s how we view
it,” he said. “The state has
spent billions of dollars trying
to eradicate smoking. What
are we doing to do, we are go-
ing to legalize marijuana, and
then all of a sudden it’s going
to cost us billions to try to
stop people from doing that?”

He added that Sen.
Amedore does fully support
the medical use of marijuana,
because he said it’s been stud-
ied, and proven to be effective
in relieving suffering from
certain diseases and chronic
pain. He also said Amedore
supports the hemp industry.

QUESTIONS: Rent
Control Regulations

New regulations were put
forth this year through-
out New York that are sim-
ilar to those in place in
New York City. These make
it more difficult and costly
for Upstate landlords to collect
past-due rents, remove
unruly tenants, collect for
damages, etc. The process has be-
come so difficult and costly
that we are hearing of cases
where landlords are calling
it quits and selling proper-
ties and/or not investing in
new projects. What impacts
are you hearing about this
and give your thoughts:

Smullen said rent control
was an emergency measure
passed after WWII that be-
came institutionalized in
New York, and has distorted
the market there.

He said, “If municipalities
adopt this, you are going to
create a housing crisis upstate.
For what? It’s like lunacy.”
He noted, “One other
thing about tenant rights, is
that housing authorities exist
for a reason, and complaints
can be filed. So we talk about
those bad actors, but they’re
making everyone a bad actor,
and it’s just not fair. That’s
what this policy did, and now
it is giving more rights to ten-
ants, which I agree with, but
there needs to be an approach
to tenants where landlords and
tenants come together to work
those out. So I think this is go-
ing to be a failed policy.”

Pirro said this issue affects
all of our communities. “We do
want to protect people from bad
actors, you know but I think to
echo what they said, we want
to make sure we’re providing
an environment for landlords
where they can continue to of-
er apartments,” he said.

“If we make it impossible,
or very very difficult for them
evict people that aren’t pay-
ning rent, then that becomes a
major issue. We are very, very
concerned.”

He said Sen. Tedisco rep-
resents Schenectady. He said
in Schenectady there is a group
of landlords that has organized
that has been in regular contact.
“One thing I can tell you is that
although it is signed into law,
groups are organizing, with
other groups. They are starting
to mobilize and form a state-
wide advocacy group against
the current regulations. That is
supported by Sen. Tedisco.

He noted, “We are very,
very careful though,” because
at a recent meeting, there were
tenants who also expressed their
concerns. He said they made
sure the tenants understood
that they are interested in making
sure there are apartments avail-
able to them, and he said they
were receptive to this message.

Sponsors of the event in-
cluded: Bouchey and Clarke
Benefits, Inc.; Benjamin Moore
Paints; Keymark Corporation;
Universal Warehousing, Inc.
/ SLA Transport, Inc.; McClary
Media Inc.; and Townsend
Leather.

“...and it will most likely be
brought back during the
2020 session. Where do you
believe it will go?”

He said, “What I don’t
want to see is it to come in
the budget, where you have
to vote it up or vote it down,
in a massive package. There
are many other ways to write
more effective legislation, to
let people do what they want
to do in the sanctity of their
private property and their
homes. In my mind it’s not to
go ahead and commercialize
marijuana so you can tax it.”

Breakekell, “Whether or
not we are going to do legal-
ization of marijuana this year
is going to depend on how that
budget gap is, as this will not
pass as a standalone bill, even
under one party rule.”

He noted, “Senator has been
out in the district saying, ‘What
is your form of recreation?’
... His is bowling, watching
movies. Of course, you know,
he played basketball. That’s
recreation. So they put this la-
bout in the district saying, ‘What
smoking (tobacco) is bad for
marijuana, let alone it being a
way up, so there is evidence
that kids don’t learn as well

He said, “If municipalities
adopt this, you are going to
create a housing crisis upstate.
For what? It’s like lunacy.”

He noted, “One other
thing about tenant rights, is
that housing authorities exist
for a reason, and complaints
can be filed. So we talk about
those bad actors, but they’re
making everyone a bad actor,
and it’s just not fair. That’s
what this policy did, and now
it is giving more rights to ten-
ants, which I agree with, but
there needs to be an approach
to tenants where landlords and
tenants come together to work
those out. So I think this is go-
ing to be a failed policy.”

Pirro said this issue affects
all of our communities. “We do
want to protect people from bad
actors, you know but I think to
echo what they said, we want
to make sure we’re providing
an environment for landlords
where they can continue to of-
er apartments,” he said.

“If we make it impossible,
or very very difficult for them
evict people that aren’t pay-
ning rent, then that becomes a
major issue. We are very, very
concerned.”

He said Sen. Tedisco rep-
resents Schenectady. He said
in Schenectady there is a group
of landlords that has organized
that has been in regular contact.
“One thing I can tell you is that
although it is signed into law,
groups are organizing, with
other groups. They are starting
to mobilize and form a state-
wide advocacy group against
the current regulations. That is
supported by Sen. Tedisco.

He noted, “We are very,
very careful though,” because
at a recent meeting, there were
tenants who also expressed their
concerns. He said they made
sure the tenants understood
that they are interested in making
sure there are apartments avail-
able to them, and he said they
were receptive to this message.

Sponsors of the event in-
cluded: Bouchey and Clarke
Benefits, Inc.; Benjamin Moore
Paints; Keymark Corporation;
Universal Warehousing, Inc.
/ SLA Transport, Inc.; McClary
Media Inc.; and Townsend
Leather.

“...and it will most likely be
brought back during the
2020 session. Where do you
believe it will go?”

He said, “What I don’t
want to see is it to come in
the budget, where you have
to vote it up or vote it down,
in a massive package. There
are many other ways to write
more effective legislation, to
let people do what they want
to do in the sanctity of their
private property and their
homes. In my mind it’s not to
go ahead and commercialize
marijuana so you can tax it.”

Breakekell, “Whether or
not we are going to do legal-
ization of marijuana this year
is going to depend on how that
budget gap is, as this will not
pass as a standalone bill, even
under one party rule.”

He noted, “Senator has been
out in the district saying, ‘What
is your form of recreation?’
... His is bowling, watching
movies. Of course, you know,
he played basketball. That’s
recreation. So they put this la-
bout in the district saying, ‘What
smoking (tobacco) is bad for
marijuana, let alone it being a
way up, so there is evidence
that kids don’t learn as well

He said, “If municipalities
adopt this, you are going to
create a housing crisis upstate.
For what? It’s like lunacy.”

He noted, “One other
thing about tenant rights, is
that housing authorities exist
for a reason, and complaints
can be filed. So we talk about
those bad actors, but they’re
making everyone a bad actor,
and it’s just not fair. That’s
what this policy did, and now
it is giving more rights to ten-
ants, which I agree with, but
there needs to be an approach
to tenants where landlords and
tenants come together to work
those out. So I think this is go-
ing to be a failed policy.”

Pirro said this issue affects
all of our communities. “We do
want to protect people from bad
actors, you know but I think to
echo what they said, we want
to make sure we’re providing
an environment for landlords
where they can continue to of-
er apartments,” he said.

“If we make it impossible,
or very very difficult for them
evict people that aren’t pay-
ning rent, then that becomes a
major issue. We are very, very
concerned.”

He said Sen. Tedisco rep-
resents Schenectady. He said
in Schenectady there is a group

THE Place to Go for the Area’s Best Selection of Vehicles!

TWO GREAT LOCATIONS

MANGINO CHEVROLET
4477 NEW YORK 30, AMSTERDAM, NY 12010
SALES: (518) 770-1220  SERVICE: (518) 770-1223
WWW.MANGINOCHEVY.COM

MANGINO BUICK GMC
1484 SARATOGA ROAD, BALLSTON SPA, NY 12020
SALES: (518) 490-1275  SERVICE: (518) 490-1273
WWW.MANGINOBUICKGMC.COM
It’s been over one year now since NYS Paid Family Leave Act (NYS PFL) went into effect on January 1, 2018. The NYS PFL provides eligible employees job-protected, paid time off to 1) bond with a newly born, adopted or fostered child, 2) care for a family member with a serious health condition, or 3) assist loved ones when a spouse, domestic partner, child or parent is deployed abroad on active military service.

**Increases for 2020: Benefits**

Starting January 1, 2020, employees will be eligible for the same number of weeks of leave as in 2019 (10 Weeks). However, the amount of the benefit they can receive will increase from 55% of the employee’s Average Weekly Wage to 60% of the employee’s Average Weekly Wage, capped at 60% of the State’s Average Weekly Wage.

In 2021, the number of weeks an employee is eligible to take increases from 10 weeks to 12 weeks and the benefit increases from 60% of the Average Weekly Wage to 67% of the employee’s Average Weekly Wage, capped at 67% of the State’s Average Weekly Wage.

In 2020, the maximum weekly benefit employees can receive will increase to $840.70 from a maximum weekly benefit of $746.41 in 2019.

**Employee Contributions Increasing in 2020**

For 2020, the maximum employee contribution rate for PFL will go from .153% to .270% of the employee’s gross annualized wages capped at the new annualized NYS Average Weekly Wage of $72,860.84 (previously $70,569.72) per year. This increase translates to a maximum annual premium contribution in 2020 of $196.72 per employee vs. $107.97 in 2019, an increase of $88.75 per year.

**NYS PFL Changes**

- Benefit increase to 60% AWW*
- Contribution increase to .270%*
*Subject to wage cap.

**Tax Implications**

Employees should be aware that pursuant to the Department of Tax Notice No. N-17-12, Paid Family Leave benefits are taxable. Taxes will not automatically be withheld from benefits; however, employees can request voluntary tax withholding. Employees should consult with their company’s carrier of NYS PFL regarding taxes and options available.

**First Year Experiences**

Employers who will take time off under NYS PFL in 2020 as the benefit amount will increase by 5% to 60%. In addition, employers may also see an increase in the average number of days that employees will use under NYS PFL for Bonding Leave and Family Care Leave. Employers may want to review their Leave Policies to ensure that they are aligned with NYS PFL requirements.
John Papa, owner of the National Jukebox Exchange in Mayfield, launched a new “Signature Edition” Rock-Ola Bubbler vinyl jukebox at Chicagoland, a staple event for jukebox collectors and exhibitors.

The new jukebox is the result of a collaboration between Rock-Ola – the world’s foremost jukebox manufacturer – and Papa, a renowned industry figure with over 40 years of experience in selling and restoring jukeboxes. During two days in November, Papa and Rock-Ola’s CEO, Alexander Walder-Smith, showcased the Signature Bubbler Jukebox at Chicagoland, sometimes known as “the Coin Op Show.” The show is America’s biggest annual exhibition of jukeboxes, slot machines, and coin-operated machines, alongside a whole host of other antiques and Americana. Now in its 39th year, it attracts exhibitors, collectors and enthusiasts from all over the States and beyond, all flocking to over 300 booths in a single giant 62,000 square foot exhibition hall.

Papa restores jukeboxes, penny arcade games and vintage amusements. A release from the company said, “He and his handpicked team have appeared in museums, TV shows and movies showcasing their expertise, and he has long been an official supplier of Rock-Ola jukeboxes, lending his own prestige to an already globally-acclaimed brand.”

Based on Rock-Ola’s legendary Bubbler design, the revolutionary jukebox blends its iconic 50s styling with over half a century’s worth of advancement in music technology. With up to 200 selections available, its authentic coin mechanism – notable as a high tech complement to its smartphone thanks to its Bluetooth connectivity – as well as a high tech complement to its smartphone thanks to its Bluetooth connectivity – as well as a high tech complement to its smartphone thanks to its Bluetooth connectivity – as well as a high tech complement to its smartphone thanks to its Bluetooth connectivity – as well as a high tech complement to its smartphone thanks to its Bluetooth connectivity – as well as a high tech complement to its smartphone thanks to its Bluetooth connectivity. amplifier, and it can even be controlled from a smartphone thanks to its Bluetooth connectivity – notable as a high tech complement to its authentic coin mechanism.

Walder-Smith said, “John has brought his experience to Rock-Ola and enhanced our standard model, his endorsement of our company is a great privilege and we are very pleased to offer the “Signature Edition” as our premium model.”

The release said, “Their separate reputations for craftsmanship are both embodied by the Signature Edition Bubbler jukebox: each one is handmade in Rock-Ola’s US headquarters, complete with handpicked Californian woods.”

The company is already taking advance orders on John Papa’s Signature Rock-Ola Bubbler vinyl jukebox, now available from the official Rock-Ola website.

Chamber Gallery to Exhibit Works by Artist Tammy McCue

The Fulton Montgomery Regional Chamber of Commerce will host an exhibit by local artist Tammy McCue, titled “Tammy’s Treasures” that will be on display in the Chamber Gallery, 2 N. Main St., Gloversville, throughout the month of December.

The Gallery is open for viewing Monday through Friday from 8 a.m. to 5 p.m. each day. There will be an art show reception on Thursday, December 5 from 5-7 p.m. for the public to meet the artist.

Art has been a major part of McCue’s life, and over time she has learned many techniques including stone printing lithography, air brush painting, and working with stained glass. In college she earned a bachelor’s in fine arts, master’s in arts and a teaching certificate in art.

McCue was born with epilepsy, and the past year has been especially hard on her because the disease has worsened. In May and June of 2019, McCue endured two major brain surgeries. As a result of that trauma, her art style has changed, and she began working with antique jewelry, which has been a form of rehabilitation for her.

McCue’s work will be available for purchase at the Chamber during the show. A release said, “With Christmas right around the corner, you can pick up purchased artwork beginning December 16 to have it home for the holidays.”

McCue will donate proceeds from sales of her pieces to the Chamber scholarship program. For more information, or if you would like to inquire about showing your artwork in the Chamber Gallery, please call Nicole Tennant at (518) 725-0641 or e-mail info@fultonmontgomery.org.
Several Chamber Members Offering Small Business Saturday Events Nov. 30

The Northville 5 & 10, located at 122 South Main St, Northville.

Northville 5 & 10: Shopping, Fudge, and Nostalgia

If you’ve ever crossed the bridge from Rt. 30 into Northville, you can’t miss the crown jewel of Downtown: the nation’s oldest operating 5 & 10 store. Situated in a beautifully restored, era-appropriate brick building, the Northville 5 & 10 boasts a rich 112-year history. The store was originally established in its current building in 1907 and was the first of four of its kind to be built in the county. These establishments were known for selling a variety of convenience and novelty items, not limited to toys, apparel, candy, hardware, and more.

Current owners, Brian and Susan Correll, have been operating the store for the better part of a decade. Susan, and her grandfather Nelson Fisher, bought the store in the late 1990’s, and Susan has run it since with her family. Today, the Northville 5 & 10 has kept true to its roots as it still offers those quintessential goods, while spinning in some of their own style and creations.

Above the impressively expansive selection of items, some original architectural snippets peak around the corners. Brian and Susan were able to maintain the building’s integrity with the original tin ceiling, hardwood floors, and antique collections. When scanning the first floor, customers can find anything from hardware and seasonal necessities to gift basket assembly and cooking supplies. Although, there is one product that people will keep customers asking for more: the famous homemade fudge. Not only is it a nod to one of the original offerings of a typical 5 & 10, the homemade fudge is a keepsake for the family. Susan and her granddaughter crank out literally tons of homemade fudge throughout the year while keeping true to the family’s secret recipe. Without a doubt, the fudge is one of the many reasons the 5 & 10 is a destination that brings you back in time.

The second-floor attributes to the time-warp as well. The original two-toned hardwood floors have been impeccably restored to transform the space back to its original condition. The room is accented with original moldings, lighting fixtures, and even doorknobs; a perfect showroom to flaunt their vast apparel selection. The 5 & 10 offers a wide variety of brands including Panama Jack and Lakegirl at an extremely competitive price range so the community can take advantage of cost-savings while shopping locally.

Susan and Brian are looking to continue the tradition of keeping the store within the family. Nicole and Jeremy Sikorski, Susan’s daughter and son-in-law, are joining forces to continue operating the store. The store comes from a family that is well-seasoned in running businesses, as his father’s shop, Sikorski’s Garage in Amsterdam, is nearing its centennial anniversary. As the succession plan evolves, Nicole and Jeremy will operate the store as partners with Brian and Susan, and their children are becoming invested in the future of the business as well. The future of the 5 & 10 looks bright.

The family is adding another business to their portfolio, as they gear up to open the Northville Five and Dine, an upscale dining establishment directly adjacent to the store. They look to maintain a similar business model of respecting the architectural design of the original building during renovations, while adding a modern twist to their offerings. Customers will be able to enjoy upscale dining options in a bistro-like atmosphere complete with a handmade, locally sourced, cherry-wood bar. They look to open the restaurant in January 2020.

During Small Business Saturday, take a moment to reflect on your gift list because there is a great chance you can find almost everything at the Northville 5 & 10. If your list ends up even a little bit short after your shopping experience, you can still walk out with some truly incredible fudge.

NAC’s Meat Market: Neatly Trimmed Customer Service

Most average carnivores would agree that there is a sacred and measured process to buying the ingredients that will become the focal point of any entrée. The remainder of the meal is typically planned around the protein offering and usually consists a fair amount of thought about the perfect meat cut. But when you just can’t decide between a lean sirloin, fresh ground beef, or even switching gears to chicken or pork, it comes down to customer service. NAC’s Meat Market is the perfect example of a local business setting a high standard for a more personalized approach to doing just that.

Co-owners Josh Guntert and Moe Conte pride themselves on providing the best meats and customer service for our entire region. Their business model is built around the mantra of serving the community with a tailored approach, and outreach that keeps customers coming back.

“It’s a level of service you find at a supermarket,” Moe said. “Here at NAC’s, we offer a more personal, intimate setting and experience. Our customers are able to get different varieties of cuts, quantities, and packaging to order.” Moe and Josh are happy to supply orders that wouldn’t typically be available in competing larger markets.

“We’ll be happy to grind beef per order,” Moe continued. “Butchers don’t typically do this in larger retail environments.”

Moe and Josh also work in tandem with other community driven businesses. Sacandaga Flowers, situated in a plaza just north of the market, has partnered with NAC’s just in time for Thanksgiving. Any patron buying a centerpiece at Sacandaga Flowers will be entered into a raffle to win a Thanksgiving turkey provided by NAC’s, and the side dishes from Sacandaga Flowers.

Moe and Josh are both natives of the county, and grew up from Sacandaga Flowers.

Thanksgiving turkey provided by NAC’s, and the side dishes from Sacandaga Flowers.

See NAC’s, on page 15
NAC’s, continued from page 14

as friends in the Oppenheim- Ephratah region. They have been best friends for over a decade, and their dream of owning a business together has come to fruition. The two fathers combined their daughters’ names, Natalie and Claire, to create the NAC’s brand: another example of giving the business a personalized touch.

NAC’s offers great holiday specials on a variety of products, including a rib roast. Small Business Saturday doesn’t have to be just for one day. The more you patronize businesses like NAC’s, the financial and quality of life quotient is enhanced, and the ripple effect throughout the community support will be multiplied because of your purchase.

Lee’s Shops at Wagner Square: Christmas and Much More

Throughout our region, many small businesses have illustrated the idea of giving old space a new life. When independent companies establish themselves in buildings that formerly housed integral parts of a community’s economy, it shows that area’s true versatility and ability for adaptation.

This out-of-the-box thinking can lead to an enhanced sense of community pride. In Canajoharie, there is retail and tourism powerhouse exemplifying that same concept: Lee’s Shops at Wagner Square, located at 24 Hale St.

Janet Lee Stanley, Owner and Operator, opened her doors in 2017. Her father, Fred Lee, established Lee Publications in Palatine decades prior, but always yearned to open a Christmas-themed store.

Dedicated herself to making her father’s dreams a reality, Janet chose the former Central National Bank in Downtown Canajoharie as the perfect space to do so, and then some. Central National Bank was originally established in the location in 1855, before acquiring The First National Bank of Edmeston in 1972, and subsequently merging with NBT Bank in 2001.

The original building combines two neighboring spaces, creating an ideal environment for a charming retail space. Today, four stores operate within Wagner Square: Lee’s Christmas Corner, Freddy’s Bear Den, Crossroads at Wagner Square, and The Clothes Vault and Jewelry Emporium.

Upon entering Wagner Square, shoppers find themselves enveloped in Christmas décor. Ornaments, decorations, and vintage hand-picked Christmas novelties fill each shelf and wall space, allowing the customer to welcome the holiday spirit with ease. Santas, stockings, and snow globes are nestled within wreathes, sprigs, and trees, showcasing Lee’s Christmas Corner’s unique retail concept.

Just beyond the immediate holiday retail floor, The Clothes Vault and Jewelry Emporium sits adjacent to Central National’s original vault. The Emporium offers a spectrum of everyday to business-casual items for all looks, styles, and sizes.

A quick observation through the retail floor prompts an invitation towards Freddy’s Bear Den, a sanctuary for children’s recreation and development. Beyond stuffed animals and toys, Freddy’s also offers clothing items, accessories, and captivating puzzles and games. Janet and her staff pride themselves on their efforts to research and acquire their inventory based on high-quality standards that also balance healthy engagement.

A few steps forward lead into Crossroads at Wagner Square, where Janet has selected items with a rich aesthetic flare. Quality household accessories are placed on tiered shelving that presents both vintage and modern inventory. Display windows allow for easy sight lines into an array of kitchenware that makes for an authentic window-shopping experience for any passerby.

While moving through the shops, consumers can relate to the experience of patronizing individual boutiques and novelty stores, and each tempts the senses. Smells and sounds change when crossing through each of Wagner Square’s thresholds, allowing shoppers to be engaged into separate environments within a singular downtown shop.

A look at Wagner Square’s guestbook reveals regional and out-of-state tourists contributing to the area’s commerce, as incoming visitors are welcomed to sign their names and hometowns. The development of downtown Canajoharie is a priority for Janet, but only partly because of her store’s ability to entice travelers to shop, eat and stay in the village. She also serves as the President of the Canajoharie-Palatine Chamber of Commerce. Both roles brought the advent of her newest project: The Canajoharie Street Fair, which debuted in September 2019 and saw major success, drawing thousands of people to downtown with a parade, vendors, and community involvement. Janet, and her husband Matt, plan to annualize the event based on the community’s undeniable appreciation for Canajoharie’s manmade and natural beauties.

When you shop small on November 30th, you allow communities like Canajoharie to reach beyond their brick-and-mortar storefronts. Those transactions give businesses like Lee’s Shops at Wagner Square the ability to engage customers throughout the region and inspire locals to appreciate their existing assets. In doing so, communities can come together with a united sense of pride for a place they call home.

Southside Square and DomAdi’s: Enhancing the Southside Selection

The industrial corridor on Route 5s in Amsterdam has seen impressive expansion over the past decade. Both local and transplant companies, such as Dollar General, Target, Alpin Haus, Hill and See DomAdi’s, on page 16
DomAdi’s, continued from page 15

Markes, Beech Nut, and more have secured their locations in one of the most accessible thoroughfares in our region.

With the location of these companies in this area, Southside residents and industrial workers realized more consumer-based businesses were needed.

Dominick and Adi Wade built a brand-new shopping plaza to meet that increased demand. Southside Square, located at 1451 State Highway 5S in Amsterdam, offers a convenient location, and customers can knock a few items off their weekend errands list in one convenient visit.

The square includes Pleasant Cleaners, a franchised location of a Capital Region company recently purchased by the Wades. In addition, Adi designed and built Southside Beverage, which specializes in beer. Southside Beverage offers over of thousand varieties of craft, domestic, and import beer options with samples available each weekend. The Beverage Center also offers and extensive line of specialty tobacco high-lighted by a 50 cubic foot cigar humidor.

Beyond beer, the Wades also established Bourbon Street Wine and Liquor, which carries an extensive collection of wine and spirits. Bourbon Street is appropriately named because they have the largest inventory of bourbon, scotch, and whiskey in the area. Every Friday, Bourbon Street offers tastings on featured products as well. Other businesses outside of the Wade’s portfolio are AAA Northway Travel Center, the single source for the widest range of travel products and services, and Farmers Insurance Frank Casler Agency, which “ensures what will ruin your day won’t ruin your life” through investments and various insurance products.

Perhaps the most frequented and colorful component of the square, is DomAdi’s Deli. Dominick and Adi are adamant about providing residents and employees with a quality, creatively-styled deli, filling a void within the area. Combining this need with Adi’s passion as a self-proclaimed home-chef, DomAdi’s was born.

Dominick and Adi combined their names to create the deli’s brand, and they have a passion for creating a clean, inviting, family-friendly business. The deli was named winner of the “Hottest Wings” category in the Amsterdam WingFest in 2019! Customers can familiarize themselves with the entire Wade family just by walking into the deli. Upon entering, one can’t miss the massive mural depicting their two daughters walking on a beach. Menu items are also namesakes based on the family’s tastes. For example, “The Dom,” which is the best-seller, stacks his favorites on a panini: Boar’s Head roast beef, Vermont white cheddar, caramelized onions, arugula, and house-made horseradish mayo. “The Adi” combines grilled chicken, baby spinach, peppadew peppers, cucumber, scallion, crumbled feta, and scratch-made honey mustard into a sundried tomato wrap. Even the kids’ names make appearances on the menu, ranging from salads like “The Paetyn” and “The Raegyn,” to “The Number 3,” a nod to the Wade’s third child, Sebastian.

While the names are catchy, the quality of the food is really the focus and what makes customers return. They pride themselves on serving only fresh, hand-prepped, never-frozen ingredients with homemade dressings and original flavor combinations and use only Boar’s Head meats and cheeses in their sandwiches. Everyday, guests can choose between breakfast and lunch specials as well, allowing DomAdi’s to be appealing to any hungry patron, morning or afternoon. Gluten free options, patio dining, online ordering, and delivery are available as well. They do corporate and private catering, and to top everything off, DomAdi’s didn’t stop at just the brick and mortar restaurant. Yes – the DomAdi’s Food Truck exists, and is the perfect addition for any private catered event, whether it’s breakfast, lunch, or dinner.

Southside Square offers enough options to check a few items off that errand list. While the Chamber is strongly encouraging you to patronize small businesses on Small Business Saturday, extend that purchase beyond that weekend. Southside Square offers a level of service, inventory, options, and sandwiches that can’t easily be matched.

Say It With Signs: Connecting Memorable Achievements with Local Commerce

Awards and trophies are a great way to celebrate participation, achievements, and victories for any accomplishment. Throughout our region, companies and sports team utilize these timeless keepsakes to recognize individuals and organizations for their efforts, and to show appreciation for hard work, determination, and initiative.

Say It With Signs is a Nelliston company that creates awards for a wide spectrum of business, schools, and private parties throughout our region.

See Signs, on page 17

Any recognition trophy or collectible you may need is available at “Say It With Signs” in Nelliston.

The team at DomAdi’s is ready to serve you!

ASK US ABOUT OUR FLEET PRICING!

THE ULTIMATE AUTOMOTIVE RUST PROTECTION.

Krown Gloversville
4X Heaven
221 W. Fulton St. Gloversville, NY 12078

Call Today! (518) 725-1203
Say It With Signs owner and operator, Ron Dyerget, has been perfecting his trade for almost 30 years. First established in 1992, Say It With Signs started in the basement of Ron’s home with a pantograph machine, specifically designed for wood and metal engraving. Through many years of attending trade shows and self-education, Ron upgraded from the original pantograph machine to a laser engraver and sublimator, expanding his ability to engrave on wood, glass, leather, coated metals, bricks, and more. The sublimation process also allows him to embed a plethora of color onto multiple types of products including signs, mugs, rubber stamps, plaques, and more.

Ron’s products have touched every corner of our region. He has produced tokens of achievement for the Aurelius Shriners, Shriners Hospitals for Children, and local events. His products have even gone to the moon, serving as presentation plaques for NASA visits.

Ron’s accomplishments and momentous translate to memories that folks hold with them for the rest of their lives.

The next time your company wants to honor an employee-of-the-month, your sports team wins a championship, or your wedding guests deserve a personalized gift, utilize a local company like Say It With Signs.

Small Business Saturday is about patronizing small businesses, and when we can connect personal memories with a hometown business, a new appreciation for our region arises.

**Mysteries on Main Street: A Passion For Timeless Literacy**

Since the turn of the 21st Century, our computers have gotten smaller, our cell phones have gotten smarter, and our cell phones have gotten smarter. For centuries, one medium has stayed consistent—informative, entertaining, and timeless: books.

Various forms of literature have had the most significant influence on mankind’s history, as societies have built their cultures based on instrumental books. While our digital devices continue to evolve, our own obsolescence, books of all ages continue to educate and entertain us. One local business has spent the better part of 30 years promoting that mantra to customers.

**Mysteries on Main Street, originally established in 1991 on Main Street in Gloversville, offers books of all genres, including fiction, non-fiction, travel, scientific, cooking, mystery, local history, and more. Today, they operate in downtown Johnstown and offer separate spaces dedicated to all ages.**

The next time your company wants to honor an employee-of-the-month, your sports team wins a championship, or your wedding guests deserve a personalized gift, utilize a local company like Say It With Signs.
HFM PTECH

AT LEFT: Sophomores at HFM PTECH held their Innovations in Food Expo last month where they presented their research and solutions on issues in the food and agriculture industry. In attendance at this expo were business professionals, guests from the community and freshmen from Agriculture PTECH. They gained knowledge and research for their 2050 project.

HFM PTECH's annual Adaptive Living Expo

AT RIGHT: HFM PTECH freshmen will display their innovative creations designed to help those with physical limitations to live life and participate in activities to the fullest. The public is invited to attend at the Paul Nigra Center, 2736 NY-30, Gloversville, on Wednesday, Dec. 18, 2019 from 9:30 - 11:30 a.m. For more information, check out the HFM PTECH Facebook event.

Agriculture PTECH

Sophomores at Agriculture PTECH held their second Mentor Monday this past month. Students spoke with business professionals about skills pertaining to Professional Dress and Presence. A special thanks to Tom Georgia from NextEra, Gail Breen from FMS Workforce Solutions, Christina Hall from New York Center for Agricultural Medicine and Health, and Matt Sherman from Stump City Brewing.

AT RIGHT: After completing the Via Institute on Character’s survey to determine their own character strengths, students at Foothills PTECH worked in groups to design apps that would increase users’ awareness of particular character strengths and help people further develop those characteristics.
Students exploring computer science and information technology pathways at Canajoharie High School attended their first workplace tour this October. Students toured the UAlbany main campus and the College of Emergency Preparedness, Homeland Security and Cybersecurity (CEHC). Professor Berg and a few of his interns from CEHC brought students into the Drone Lab and Makerspace where they were able to operate and fly the drones and other products that were offered at the school.

Amsterdam College and Careers PTECH and Pathways

AT LEFT: Amsterdam High School freshmen in the College and Career PTECH Pathways program participated in their first pathway panel discussion. Guests included Adam Dean from GreyCastle Security and Marianne Suchocki from the Early Childhood Services department at Fulmont Community Action Agency. Students gained a better understanding of what businesses are looking for in employees including education, training, and employable skills needed to be successful.

Canajoharie High School Pathway

Mayfield High School Pathway

Freshmen enrolled in the Arts in Business pathway at Mayfield High School hosted their first career pathway panel, exploring different careers that are available in their region. Thank you to Russell Gomula, Angel Gracia and Kelly Gracia from Addictive Pain Tattoo, Matt Roth from Roth School of Art and Carrie Benton from Ruby and Quiri for participating in the pathway panel discussion. Additionally, students recently had the opportunity to tour Sticker Mule in Amsterdam. Students were able to learn about the process behind creating stickers, magnets, and other products that are created at the facility.

Career & Technical Education (CTE)

With the help of Gianna DeLilli, a guided meditation teacher, juniors in the Careers in Education program at the HFM Career & Technical Center continued to learn about stress management. DeLilli and the students talked about mindfulness and how meditation can be used to relieve stress. DeLilli offers guided meditation sessions at the 12 Green Petals Yoga Studio in Gloversville. Her visit to Mr. Santelli’s class was part of a unit on stress management – an important skill for future educators to possess and to teach their students.

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.

Visit The Chamber online at: www.fultonmontgomeryny.org
**Chamber Member Events**

**Wednesday, Dec. 4, Saturday, Dec. 7, Sunday, Dec. 15**

The Fulton County Historical Society will hold its First Annual Festival of Trees, with a Members Only Preview Party on Wednesday, December 4 from 6-8pm. Light refreshments will be served.

On Saturday, December 7 at 11am, Sally Fancher from the Gloversville Public Library will host a Make and Take Holiday Craft for Kids at the Museum. Make Victorian-inspired holiday ornaments to decorate your tree or give as a gift. Free (donations appreciated).

Sinterklaas will visit the FCHS on Sunday, December 15 at 1 p.m. for a special story time! Enjoy hot chocolate and a treat while Sinterklaas reads some of his favorite seasonal stories. Free (donations appreciated). Sinterklaas, or Saint Nicholas, is the inspiration for our modern Santa Claus. Dutch families in early New York State celebrated the Feast of St. Nicholas on December 6th.

Open House hours for the Festival of Trees are scheduled for December 5, 6, and 12 from 12-4 p.m.; December 13 from 4-7 p.m.; and December 7, 8, 14, and 15 from 10 a.m. to 4 p.m. Admission is $5 per adult, children under 12 and FCHS Members free.

The Fulton County Historical Society is located at 237 Kingsboro Ave. in Gloversville.

**Saturday / Sunday, Dec. 7-8**

Lapland Lake Nordic Vacation Center in Benson will host its two-day annual Open House Dec. 7 and 8 from 9 a.m. to 4:30 p.m. each day.

During the two-day Open House, all in-stock merchandise: ski equipment, apparel, specialty foods and gifts, is 15 – 50% off. Complimentary cookies, hot chocolate, coffee and tea will be available at the resort’s Kuuma Feeding Station located in the Finnish Line Ski Lodge. Morning and afternoon discussions of new XC ski equipment trends and hourly door prize drawings will be held. Lapland Lake Season Passes will be available at early-season rates. Regular Membership rates will go into effect Monday, December 9.

Open House is free of charge. Facility use fees will be half-price both days for those wishing to ski, snowshoe and tube (conditions permitting). If there is no snow, visitors are welcome to enjoy complimentary hiking on the resort’s 50km trail system.

A complete cross country ski and snowshoe facility celebrating its 41st winter season. Lapland Lake offers fully equipped rental and retail shops and a comfortable two-story warming lodge with food service. The trail system has 50km of trails for all ability levels. 38km are marked, mapped and snowcat groomed with trackset and skiing lanes; 12km are ungroomed, marked, mapped snowshoe trails.

In addition to cross country skiing and snowshoeing, other resort activities include ice-skating and tubing on two junior hills.

Lodging is available in 10 housekeeping cottages, as well as our new studio unit “The Owl’s Nest”. Lodging packages include use of trails each day and evening including days of arrival and departure, use of the Finnish wood burning sauna and discounted ski lessons. Attractive lodging discounts are offered midweek.

Lapland Lake has been presented with numerous awards including: Best Cross Country Ski Resort category (#3) in the USA Today 10 Best Readers’ Choice Travel Award contest; North America’s Top 10 Snowshoe-Friendly Nordic Centers (#4); Snowshoe Magazine: Best XC Ski Resort for Families - Best XC Ski Resort Poll; Top Ten XC Ski Resorts Catering to Families – xcskiresorts.com.

Lapland Lake may be contacted at 518-863-4974, vacation@laplandlake.com and online at www.laplandlake.com.

**Saturday, Dec. 14**

The Paul Nigra Center for Creative Arts, located at 2736 State Highway 30, Gloversville, will host its fifth annual Polar Express Celebration event on Saturday, December 14, 12-2 p.m.

This North Pole-themed event will include crafts, games, raffles and other family fun inspired by the classic tale “The Polar Express.” There will be opportunities for pictures with Santa Claus from 12-1 p.m. Children are encouraged to wear pajamas.

Admission is $5 per child to benefit the Nigra Arts Center or a new, unwrapped toy to benefit Toys for Tots. Children age one and under are admitted free.

For more information, please visit www.pncreativeartscenter.org or call the Paul Nigra Center at (518) 661-9932. The Nigra Arts Center’s gift shop and gallery will also be open during the event and attendees are welcome to view the current exhibit at no additional charge.

**Thursday, Dec. 19**

The Paul Nigra Center for Creative Arts, located at 2736 State Highway 30, Gloversville, will host a concert of holiday classics featuring musicians from the Caroga Lake Music Festival on Thursday, December 19, from 6:30-8:30 p.m. This event is generously sponsored by John and Sunday Blackmon.

The Caroga Lake Music Festival is directed by cellist Kyle Barrett Price. Its musicians are world-renowned instrumentalists who hail from the Juilliard School, the Curtis Institute of Music, the Yale School of Music, the Cleveland Institute of Music, the New England Conservatory, the Eastman School of Music and more. They produce a five-week music festival in the Adirondacks each year, offering free performances and community outreach programs in Upstate New York and beyond. To learn more about the CLMF, please visit carogaarts.org/clmf.

Admission to the December 19 concert is $10. Doors open at 6:30 p.m. and the concert begins at 7 p.m. There will be a cash bar serving beer and wine. Tickets are available on Eventbrite at bit.ly/2Ocefkz or on the Nigra Arts Center website at www.pncreativeartscenter.org/events.

Chamber Member Anniversaries

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

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>James Chevrolet</td>
<td>2000</td>
</tr>
<tr>
<td>A. Johnson’s Plumbing &amp; Heating, Inc.</td>
<td>1999</td>
</tr>
<tr>
<td>Canajoharie Central School</td>
<td>2005</td>
</tr>
<tr>
<td>Village of Hagarman</td>
<td>2000</td>
</tr>
<tr>
<td>Black Bear Wine and Spirits</td>
<td>2015</td>
</tr>
<tr>
<td>Livingston’s Furniture &amp; Mattress, Inc.</td>
<td>1974</td>
</tr>
<tr>
<td>Mysteries on Main Street</td>
<td>2015</td>
</tr>
<tr>
<td>Fulton County Barbershop, Corp.</td>
<td>2013</td>
</tr>
<tr>
<td>Mary S. Brown Law Office</td>
<td>2015</td>
</tr>
<tr>
<td>Raindancer Restaurant</td>
<td>2016</td>
</tr>
</tbody>
</table>

Cushing Stone Co., Inc. ................................ 2010
Maurice M. Farhart ................................. 2008
Craftsman Auto Glass ............................ 2016
Erie Canal House .................................... 2017
Vintage Cafe ......................................... 2007
Bleecker Snow Rovers, Inc. ................. 2009
Howard Hanna Real Estate Services ...... 2018
Eagreven Construction ......................... 2003
Bill’s Beverage Company ....................... 1998
CDL Associates Insurance Agency LLC .......... 2015
L.G. Boucher ......................................... 2011
Holiday Inn Johnstown-Gloversville .... 1974
Twin Pine Family Chiropractic, PLLC ...... 2016
Glove City Transportation .................... 2008
C. Gerard Marketing ............................... 2012
italyMONDO!, L.L.C. ............................. 2006
Tim Derwin, Builders .............................. 2010

**Chamber Checks make great gifts for loved ones, good bonuses for employees, and support small businesses in this region! Purchase these gift checks at either Chamber office, any Community Bank, N.A. branch or Ruby & Quiri in Johnstown.**

Chamber Checks sponsored by: Community Bank N.A.