



NEWSLINE

A Publication of the Fulton Montgomery Regional Chamber of Commerce

The Fulton Montgomery Regional Chamber of Commerce supports our members and our region as a partner for business, workforce, and tourism development.

CHAMBER ANNOUNCES NEW PARTNERSHIP WITH CANAJOHARIE SCHOOL DISTRICT



The Chamber is thrilled to announce a new partnership with the [Canajoharie Central School District's](#) Educator Residency Program. This program is a unique, innovative, and transformative professional learning opportunity in which educators are placed on special assignment for the school year to be immersed in professional learning.

Starting this fall, accepted teachers will engage in internships with local businesses to gain a better understanding of the workplace and implement their experiences back in their classrooms and with their students. Read more about this exciting program and how you can get involved on page 9.

RIBBON-CUTTING EVENT AT LORENZO'S SOUTHSIDE



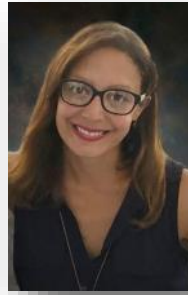
The Chamber helped celebrate [Lorenzo Southside's](#) new outdoor bar and seating with a ribbon-cutting event on July 13. Gaetano Lanzi (with scissors) told the group that they decided to build the outside bar to make available more seating and bar space after the inside bar at the restaurant became so popular. William Coffey Woodworking & Studio of Northville designed, created, and installed the bar, with a hydraulic lift. An identical hydraulic system is already in place at the Channel Bar at Lakeside. Lorenzo's originally opened on April 1, 2020 right at the heart of the pandemic. Gaetano said that Amsterdam and the Fulton and Montgomery Counties communities have been so supportive of Lorenzo's since they opened at the heart of the pandemic in April of 2020. He thanked the communities in Fulton and Montgomery Counties for their continued support!



CHAMBER ON THE MOVE!

Each month, the Chamber will be "residing" at a Chamber-member business in Montgomery County to be closer to our members and prospective members there! Schedule a meeting or drop by to discuss how the Chamber can assist your business – we are ready to talk about anything related to your business and the Chamber including Membership, Workforce Development, Business and Education Partnerships, Advocacy, Marketing, Events, and more!

In August and September, you will find us at [The Arkell Museum](#), 2 Erie Boulevard in Canajoharie, every Tuesday from 10am-2pm. Watch our weekly email newsletter, and our Facebook page for updates and additional dates and locations and make sure to come see us in Montgomery County! To schedule an appointment, or if you're a Montgomery County business that wants to host our staff, please contact the Chamber at (518) 725-0641 or email info@fultonmontgomeryny.org or just drop by and say hello! In addition, we are always open to visit you at your business, no matter where you're located – contact us and we will be happy to come see you!



Message from the Executive Director

Dear Members,

For those of you who don't know me, my name is Anne Boles, and I am proud to introduce myself as the newest Executive Director of the Fulton Montgomery Regional Chamber of Commerce. I am honored to take this position, with the goals of revitalizing the Chamber's mission and building upon the successes my many talented predecessors have achieved in our region for more than 100 years.

Seventeen years ago, at the start of my career, it was programs offered by the Chamber, such as the Leadership Academy and other skill-building seminars, where I was taught and mentored by our own regional business representatives. They showed me how to become a next-generation leader, and how to make the best of my career at my then-employer, Community Health Center based in Johnstown.

CHC's membership in the Chamber and interest in serving the broader community led me to induction into the Amsterdam Rotary Club, where I served as President.

I believe that I will offer new energy and enthusiasm for the work of the Chamber, because being in this community, with my family and colleagues, is what I love most. I am humbled and grateful to the Chamber Board of Directors for their willingness to support me in the vision I have for this organization and our shared communities.

I'd like to take this opportunity to express my gratitude for YOUR membership in the Fulton Montgomery Regional Chamber of Commerce. Because of your commitment and dedication to your businesses and organizations, we have so much potential for ways to collaborate with you, celebrate your achievements and support the work you do each day. You are the driving force of the economy in our area, and we are here to assist in making that force strong and vibrant.

Despite my own journey in the business world, I am still excited to learn from you, and share ideas. Together, we can boost the positive energy we already have in the region, and the Chamber is here to help your business or organization expand its networks, benefit from strong advocacy on your behalf, and also grow to meet your highest potential. Our main goal is to continually build the value of your membership in the Chamber of Commerce.

Please know that we are committed to providing resources, awareness, advocacy, and creativity, all to assist you.

Through my tenure as the Director of Tourism Development here at the Chamber, I was honored to meet with and cultivate relationships and partnerships with the range of small solo-owner businesses all the way up to large companies and county- and state-level government agencies. I believe these partnerships will continue to grow, and by utilizing these connections, we can gain more
(continued on page 12)

2023 BOARD OF DIRECTORS

Chair—Rosalie Faber, *Flooring Authority*
First Vice Chair—Geoff Peck, *Nathan Littauer Hospital & Nursing Home*
Secretary—Elizabeth Bridge, *Liberty ARC*
Treasurer—David Jankowski, *Joley Re Holding Corp.*

Ken Adamczyk, *Fulton County Center for Regional Growth*
Dan Fogarty, *Fulton-Montgomery Community College*
Ryan Heck, *Alpin Haus*
Colleen Ioele-Decristofaro, *Howard Hanna Real Estate*
Lillian Johnson, *HTCP, Healing Touch Practitioner*
Gaetano Lanzi, *Lanzi Restaurants*
Carl Marucci, *Community Bank*
Mike Schaus, *THNK Tank Media/WENT Radio*
Janet Stanley, *Lee Shops at Wagner Square*
David Ziskin, *HFM BOCES*

CHAMBER STAFF

Anne Boles, *Executive Director*
Nicole Walrath, *Executive Vice President | Workforce Development*

Mark Bolebruch, *Finance*
Janet Davis, *Director of Membership & Member Services*
Natalie May, *Business & Education Partnership Coordinator*
Nicole Tennant, *Executive Assistant*

THE FULTON MONTGOMERY CHAMBER IS A MEMBER OF

- ◆ Business Council of New York State
- ◆ Center For Economic Growth—Capital Region
- ◆ 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

The Fulton Montgomery Chamber has always aligned itself with the [Business Council of New York State](#) as we continue to advocate for our businesses...and this year is no exception. The Business Council is New York's leading business organization, representing nearly 3,000 private sector employers and business organizations across the state, and in all major sectors of the New York economy.

In 2023, as the state continues its long economic recovery from the pandemic and national recession, The Business Council's focus is on key initiatives that they believe will promote continued private sector investment, employment, and job growth in New York State. The Chamber uses these initiatives as a framework for its own advocacy work for our members.

Each month we will talk about these initiatives and give you an update on what is being done on the federal, state and local levels:

WORKFORCE DEVELOPMENT

The Business Council supports [Empire State Development's](#) Strategic Workforce Development initiative and a renewed focus on meeting employer's immediate workforce needs, as well as the promotion of other "up skilling" programs such as microcredential programs. The Business Council also supports the efforts and legislation to diversify the workforce and create a high school-college-career pipeline (with which your Chamber is already strongly involved—PTECH, CTE, FM, etc.) Increasing opportunities for second chance hiring also remains on the Business Council's agenda.

Microcredentials

In early 2022, Gov. Kathy Hochul announced the expansion of fast and flexible learning options with more than 400 microcredentials across 31 SUNY campuses to help everyone from current students to working professionals gain skills, knowledge and experience that employers are looking for. Microcredentials are designed to be completed in a shorter timeframe than a college degree, taking one or two semesters, rather than years, to complete, and providing immediate evidence of skills mastered via a college transcript or digital badge.

SUNY's microcredentials are in high-demand fields including healthcare, business, education, clean energy, information technology, criminal justice, and advanced manufacturing. Every microcredential provides immediate, workforce-ready skills, and most (64%) offer academic credits toward another microcredential, certificate, or an initial or advanced degree. SUNY campuses can customize microcredentials to help meet the workforce needs of businesses, school districts, or community organizations.

[Fulton-Montgomery Community College](#) offers microcredentials that can strengthen a student's (or employee's) skill set, teach a new skill set, and keep people

current and competitive in the workforce. At FM, microcredentials are made up of a series of between two and four credit-bearing courses. After successfully completing these courses, students will earn a "badge" in any number of areas including Accounting and Finance, Computer Science, Medical Coding, Medical Office Representative, Chemical Abuse Counseling, Multiculturalism and Diversity, Homeland Security, Law Enforcement, Psychology of Criminal Behavior, among many others. Badges are visual endorsements of mastery and verify the achievement of particular proficiencies.

To find out more about microcredentials available at FM, please contact the college's Admissions Office at (518) 736-3622 ext. 8301.

Second Chance Hiring

On its website, The U.S. Chamber of Commerce explains that, "Second chance hiring is the practice of hiring individuals with a criminal record. Second chance hiring is not only altruistic, but it also taps into a massive source of talent that many businesses can benefit from. There are an estimated 70 million Americans with arrest or conviction records that create significant barriers to reintegration into society." <https://www.uschamber.com/co/run/human-resources/second-chance-hiring>

Large businesses and brands have updated hiring practices to include second chance hiring. For small businesses, second chance hiring could be valuable as you look for employees in the current, highly competitive job market. The Second Chance Business Coalition is a cross-sector coalition of large private-sector firms committed to expanding second chance hiring and advancement practices within their companies. Find out more about this group and their work here: <https://secondchancebusinesscoalition.org/why-it-matters>

About second chance hiring, The Business Council states, "Inclusive hiring of individuals with a criminal record is a powerful way to break the cycles of poverty and incarceration that are all too familiar in many American communities. By offering second chance opportunities, individuals and families can strengthen their financial health and contribute to community stabilization. Stronger communities create stronger local economies, enhancing the business climate for all companies." The Business Council has a Second Chance Hiring Fact Sheet which can be accessed [here](#). More information about The Business Council's Second Chance Initiatives can be found on their website: <https://www.bcnys.org/second-chance-initiatives>

The Chamber's Governmental Affairs Committee is chaired by David Jankowski of Joley Re Holding Corp. and meets quarterly. If you're interested in getting involved with this important committee, please consider joining them at their meetings at the Chamber office in Gloversville. For more information contact the Chamber at anneb@fultonmontgomeryny.org or call (518)725-0641.



MEMBER ANNIVERSARIES

June and July 2023

Thank you for your continued support!



6-10 Years

- A to Z Indoor Comfort
- Accu-Contracting, Inc.
- Beacon Insurance Agency Group, Inc.
- Capstone Center for Rehabilitation and Nursing
- Community Bank - Amsterdam
- Countryside Agency, Inc.
- Falcon Roofing and Contracting
- First National Bank of Scotia
- Flooring Authority, Inc.
- Glover Insurance Agency
- Gloversville Senior Center
- Hales Mills Country Club
- Hometown Health Centers
- Insight Payroll Solutions, Inc.
- Joanna Olson of Howard Hanna Real Estate Services
- Johnstown Historical Society
- KCS Land Research
- Lakeside Tavern & Marina
- Lenny Weiss Construction
- Lott Holdings
- Miller's Ready Mix Concrete and Block
- Mohawk Valley Collective, Inc.
- Mohawk Valley Economic Development District
- NBT Bank - Canajoharie
- NBT Bank - Fonda
- New Process Cleaners
- OB 1 Insurance Agency Inc.
- Outdoor Motor Sports & Trailer Sales
- Runnings
- State Farm Insurance, Jenny Rulison-Fisch
- Taco Bell, Johnstown
- The Stockyard Public House
- The Wesson Group, LLC
- VanNostrand & Co. CPAs
- Versatile Wood Fabrication

11-15 Years

- AAA Northway Travel Center
- Adirondack Express Lube
- Adirondack Septic Tank, Inc.
- Affordable Sheet Metal
- Allwater Guide Service
- Amsterdam Mohawks
- Amsterdam Printing
- Amsterdam Rotary District 7190
- Antonucci's Auto Repair, Inc.
- Arkell Museum and Canajoharie Library
- Bethany Schumann-McGhee, Attorney at Law
- Bowman's Market
- C. Gerard Marketing
- Cioffi, Slezak, Wildgrube P.C.
- Country Valley Veterinary Clinic
- Cranesville Properties, L.L.C.
- Curtin-Hebert Machines
- Cushing Stone Co., Inc.
- DeMi's Wines and Liquors
- Distinct Home Designs, Inc.
- Donald R. Williams
- Dunkin' Donuts
- Easterly Woodwork & Design
- Elaine Pickard
- Elizabeth Cady Stanton Hometown Association, Inc.
- Elizabeth Cady Stanton Women's Consortium
- Empire Automotive Solutions, LLC
- Employment Resources
- FAGE USA Dairy Industry, Inc.
- Frank's Gun Shop, Inc.
- Friends of Sanford Stud Farm
- Fulton County Farm Bureau
- Fulton County Historical Society & Museum
- Fulton County Office for the Aging/Youth
- Gehring Tricot Corp. ; DBA Belmont Mills
- GIANT Solutions, L.L.C.
- Heritage Meadows Farm Bed & Breakfast
- Hill & Markes, Inc.
- Hotel Broadalbin
- Jim's Odd Jobs and Jim's Bait Shop

- John H. Blackmon
- Kimberly P. Travis, CPA
- Kwiat Eye and Laser Surgery
- L & M TV & Appliances, L.L.C.
- L.G. Boucher
- Lamar Advertising
- Lamont Engineers
- Life Christian Center Church
- Maurice M. Farhart SFO
- McDonald's of Amsterdam
- McDonald's of Fultonville
- McDonald's of Palatine Bridge
- McDonald's of Gloversville
- McMurray's
- Miller Printing & Litho, Inc.
- Mohawk Valley Group at Morgan Stanley
- New York Oncology Hematology, P.C.
- North Country Ecological Services, Inc.
- Northville Rotary Club
- Pickett Memorial Co.
- Puro Construction Company
- R & A Waite, Inc.
- R. H. Crown Co., Inc.
- Recovery Sports Grill
- River Ridge Living Center, L.L.C.
- Route 30 Wine & Liquor Depot
- Sacandaga Outdoor Center
- Sacandaga Protection Committee
- Sam's Seafood Steakhouse
- Schine Memorial Hall, L.L.C.
- Sikorski's Service Station
- South Shore Marine
- Stephen Miller General Contractors, Inc.
- SW The Spa
- T & T Storage, Inc.
- Tamara L. Dunlap, D.D.S.
- The Hearing Doctor
- Tim Derwin Builders
- Top Quality Home Care Agency, L.L.C.
- Village of Fort Johnson
- Vintage Café
- William R. Dorn Construction, Inc.
- Zanella's Market Hill Service & Auto Sales, Inc.

Welcome New Members

June-July 2023

OLD BRICK FURNITURE & MATTRESS CO.

107 Towne Square, Amsterdam, NY 12010

oldbrickfurniture.com | (518) 438-9600

Furniture, Mattress, Accessories and More. Old Brick is a locally owned and operated retailer of home goods known for the best styles at prices 10-30% less, everyday.

TERRY SWIERZOWSKI

Community Member | Johnstown, NY 12095

FULTON COUNTY YMCA

213 Harrison Street, Johnstown, NY 12095

(518) 848-3447 | fultoncountyyymca.org

A community service organization dedicated to promoting fun and wellness for the entire family. Gym, pool and several activities for the whole family.

ON THE MARK ACCOUNTING, INC.

5010 State Highway 30, Suite 101, Amsterdam, NY 12010

(518) 705-9179 | onthemarkaccounting.com

We provide bookkeeping and payroll services along with personal and business income tax return preparation, as well as planning.

T-MOBILE

213 N. Comrie Avenue, Johnstown, NY 12095

(315) 765-4985 | www.t-mobile.com

Telecommunications company and retailer

ZENBUSINESS

5511 Parkcrest Drive, Austin, TX 78731

(512) 765-4985 | zenbusiness.com

We make it easy to start, run and grow your business. we are a small business that is excited about helping other entrepreneurs realize their dreams of creating & growing a successful business.

INTERACTIVE CYBER CONTROL

115 Memory Lane, Amsterdam, NY 12010

(518) 866-6985 | interactivecybercontrol.com

Information technology solutions provider.

FOOTHILLS ARTS COUNCIL, INC.

27 Evelyn Ave., Amsterdam, NY 12010

(518) 496-2707 | facebook.com/FoothillsArts/

Dedicated to providing community arts programming of all types for Fulton, Montgomery and Schenectady Counties.

LESLIE FARRELL, TRAVEL AGENT

587 County Highway 122, Gloversville, NY 12078

1-800-805-8735 | facebook.com/lesliestravelpage

All your travel plans done by me, for FREE.

MEMBERSHIP MESSAGE

**Janet Davis, Director of
Membership &
Member Services**



Looking for unique advertising space? We have it! Besides advertising in this new *Newsline* and in our weekly e-mail blasts, we are offering advertising on **Destination One**, located outside of the Fulton County Visitor's Center in Vails Mills which is an important detail of this destination that sees over 10,000 people annually. This advertising space has two display cases offering full-color ad spaces as well as specifically designated spots for your rack cards and brochures. This is a prime location for any business in our region looking to attract visitors and residents alike!

More and more people are staying in the area or NYS and looking for places to vacation, shop or just go on day trips. Do not forget people are always looking for a great place to eat or just get an ice cream. This is the perfect place to advertise. Not only is the location great but you can see the travel center from the highway. We have employees from the Chamber there to help with questions visitors may have.

These ads are displayed for a full year. We have two different sizes available 6" wide by 8.25" for \$295.00 yearly and 11" by 8.25" for \$495.00 yearly. Please email me or give me a call if interested. Phone-(518) 725-0641 or membership@fultonmontgomeryny.org.



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ST. MARY'S HEALTHCARE ANNOUNCES STAFF APPOINTMENTS & GALA



Kristin Mosher has been named director of marketing and communications at [St. Mary's Healthcare](#), responsible for internal and external communications. Most recently, she was director of marketing and communications at Saratoga Hospital, where she oversaw a significant expansion of digital marketing efforts.

Mosher also has strong ties to the community. She and her husband grew up in the Fulton-Montgomery region and still have family here. She has a bachelor's degree from Bryant University in Rhode Island and certifications in digital, mobile, online, content and inbound marketing.



Ron Bentley of Gloversville has been named director of compensation and human resources information systems at St. Mary's Healthcare. Most recently, he was manager of HR information systems and compensation at Saratoga Hospital. Bentley has a bachelor's degree in business management and economics, with a concentration in human resource management, from SUNY Empire State College. He also has an associate degree in business administration from Schenectady County Community College.

St. Mary's **47th Annual Gala**, "A Night in all White," is scheduled for Aug. 17 at the historic Sanford Stud Farm. Proceeds will help St. Mary's meet the needs of patients who have limited resources and provides enhancements to emergency and cancer care services.

The event includes a raffle, wine pull, and silent auction. In keeping with this year's "A Night in All White" theme, white dressy casual attire is requested. Guests are encouraged to wear flat, comfortable dancing shoes to thoroughly enjoy the music of Grand Central Station.

The Gala runs from 6 to 10 p.m. Tickets cost \$100 each and may be purchased [online](#) or by calling 518-841-7478.

LIBERTY ENTERPRISES HOSTS OPEN HOUSE

[Liberty Enterprises](#) offers a diverse manufacturing facility, a dedicated workforce, and unique expertise. A program of [Liberty ARC](#), Liberty Enterprises nurtures individuals with developmental disabilities by providing a work environment that fosters opportunities and excellence for the people they support and the customers they serve.

Their products run the gamut from floor cleaners, soaps, disinfectants and hand sanitizers to hand dryers, cleaning tools, rakes, shovels and oil absorbent materials.

Liberty Enterprises brings a range of high-quality products to nearly all commercial industries.

Liberty products have a long-standing history of performance while adhering to a rigorous set of traditional and environmentally friendly standards. All products can be found for purchase at [NYSID.org](#)

Join **Liberty Enterprises Open House** at 43 Liberty Street, Amsterdam on **Thursday, August 10th** to learn how they can be your

partner to help your business grow to the next level. The event is free to attend and is open to the public:

9:30 – 10:00am	Welcome
10:00 – 11:00am	Facility Tour
11:00 – 11:30am	Question and Answer Session

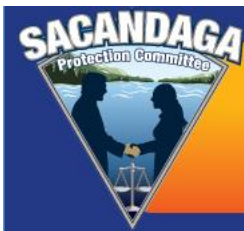
RSVP [here](#) or for more information contact Kristeen Jaracz at (518) 954-3215.



TICKETS AVAILABLE FOR SACANDAGA PROTECTION COMMITTEE'S \$10K RAFFLE

Tickets are available for the SPC's annual **\$10K "Bet on the Lake" Raffle**. Only 400 tickets will be sold at \$100 each. Get yours at [Fuel-N-Food](#), [Brownell Lumber & Hardware](#) or at the Chamber office at 2 N. Main Street, Gloversville. First prize is \$10K, Second Prize is \$2500, Third Prize \$1K, Fourth Prize is

\$500 and there will be an additional ten \$100 winners. Drawing will be held on September 1 at [Sport Island Pub](#). Visit the [SPC Facebook page](#) for additional details and information.



FIRST FRIDAY EVENT AT FULTON COUNTY MUSEUM

The [Fulton County Historical Society's First Friday](#) event for August is World War One themed! Scheduled for Friday, August 4th from 4-7pm, attendees can view displays and witness demonstrations by historical reenactors representing the American and German armies during the Great War. The reenactors will also be on hand to talk about various angles of the war. Explore the museum's military exhibits and other displays. This is a free event; donations appreciated.

The Fulton County Historical Society is located at 237 Kingsboro Ave., Gloversville. Free street parking is available on Kingsboro Ave. and Academy Place.

MIRACLE-EAR, FRASIER FAMILY CELEBRATE 15TH ANNIVERSARY GOLF TOURNAMENT IN AUGUST

Rick and Mary Frasier, the largest [Miracle-Ear](#) franchise owners, are celebrating the **15th year of their signature golf tournament** which raises money for the [Miracle-Ear Foundation](#). The Foundation donates hearing aids to children and adults across the U.S. who have limited income and no other resources for hearing aids. To date, the tournament has raised over \$750,000, with \$120,000 raised last year alone. They hope to break through to the \$1M mark at this year's event.



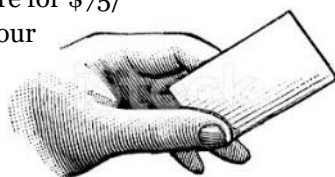
For 2023, the tournament is scheduled for Friday, August 18 through Sunday, August 20 at [Hales Mills Country Club](#). Festivities begin with a practice round at Hales Mills followed by a special dinner hosted by Rick and Mary at their home. There is a live auction that takes place at the dinner, and all tips provided to servers and bartenders also are donated to the Miracle Ear Foundation. On Saturday, the golfers start early, playing 27 holes of competitive golf on day one of the tournament, followed by a sit down dinner. This dinner also features a live auction and special basket raffle that includes not only loaded gift baskets, but also golf clubs and bags, and this year two Adirondack chairs and a fire pit donated by [Ruby & Quiri](#). Golf continues on Sunday where the golfers play 18 holes and then there is a playoff/shoot out to determine the winners.

Of the 144 golfers who play each year, 75% are local while the remaining golfers are Miracle-Ear franchisees from all over the country. If you want to golf in the tournament, you're out of luck this year—the field is full and there are about 15-20 people on a waiting list. It is truly the premier golf tournament in our region. If you'd like to support the Miracle-Ear Foundation as a sponsor for the tournament, or to make a donation, contact Mary Fox-Frasier at (518)848-7236.



Promote YOUR business here for \$75/month WITH free links to your online platforms!

Contact
newsline@fultonmontgomeryny.org



CONGRATULATIONS TO THESE CHAMBER MEMBERS WHO HAVE BEEN NAMED TO TOP WORKPLACES AND THE BESTIES LISTS

The Albany Times Union has recognized 63 companies and organizations in the Capital District as Top Workplaces for 2023 and our Chamber member businesses are among them!



This award celebrates Capital Region companies that make the world a better place to work together by prioritizing a people-centered culture and giving employees a voice. The Top Workplaces award is based entirely on feedback from an employee engagement survey completed by the employees of participating workplaces.

Congratulations to these Chamber members for winning a Top Workplaces Award for 2023!

- [Catholic Charities of the Diocese of Albany](#) – 300+ employees (#7)
- [Stewart's Shops Corp.](#) – 300+ employees (#8)
- [New York Oncology/Hematology](#) – 300+ employees (#10)
- [AAA Northway, Inc.](#) – 100-299 employees (#11)
- [Townsend Leather](#) – 100-299 employees (#12)
- [Sunmark Credit Union](#) – 100-299 employees (#16)

Capital Region Living

Magazine has also presented its annual Besties Awards for businesses in the Capital District.

There were three winners in each category

and here are the FM Chamber members who were named "Besties" for 2023 – congratulations to all!

- Credit Union – [Sunmark Credit Union](#)
- Health Care – [MVP Healthcare](#)
- Marina – [Lakeside Tavern & Channel Bar](#)
- Pet Store – [Benson's Pet Center](#)
- Travel Agency – [AAA Northway, Inc.](#)
- Dog-Friendly Spot – [Higher Ground Distilling](#)



This business card-sized ad can promote YOUR business for only \$75/month!

**Contact the Chamber to reserve—
newsline@fultonmontgomeryny.org**

GODERIE TREE FARM HOSTS SUMMER CHRISTMAS TREE FARM CONFERENCE

[Goderie's Tree Farm](#) hosted the summer meeting of the Christmas Tree Farmers Association of New York State from July 21 through 23. The organization was also celebrating its 70th anniversary at the events. The Chamber was happy to help welcome over 60 NYS Christmas Tree Farmers to our region for the conference. There are a total of 250 tree farm members of the association, and 800 total Christmas tree farmers in New York State!

The conference began on Friday, when attendees toured three other tree farms in the region. Saturday and Sunday featured breakout sessions on growing, the business of tree farming, and wreath and holiday decorating. There was also a dinner on Saturday capped off by an equipment auction and raising money for scholarships. There were also supply and equipment vendors on hand throughout the conference.

Saturday's session was kicked off by Mike and Pete Goderie, brothers who are the fourth generation of Goderie farmers. In 2020, Goderie's Tree Farm celebrated fifty years in business, but the family's history goes back to Pete and Mike's great grandfather, who purchased the land for their current location in 1939 after their Northampton farm was flooded to create the Great Sacandaga Lake. At the time, the land served as a small family farm with a sawmill and farm animals. In 1970 C. Peter Goderie, Mike and Pete's father, turned the land into a Christmas tree farm to help put his sons through college.

Peter and Mike have been managing the tree farm since 1983 when they took it over from their parents. Today, they continue the family tradition while adding some modern innovations. The 250-acre farm and nursery produce trees for the holiday season as well as evergreens, hardwoods and flowering trees for landscaping. The farm's two nurseries supply local restaurants with fresh produce, a hop yard has supplied local breweries and cideries, they offer blueberries to pick, and they have



From left, Carla Kolbe, Fulton County Tourism Coordinator, Pete Goderie, and Chamber Executive Director Anne Boles.



Above and below are supply and equipment vendors at the conference.



Above and right: Mike Goderie and Anne Boles speak at the conference.



invested in solar modules that power all of the farm buildings. Their award-winning wreaths have graced the doors of the Executive Mansion and governor's offices in Albany and NYC and their trees have been at Times Square holiday events.

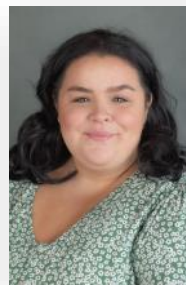
The Goderie Family is proud to also be able to pass on their time-honored tradition to Pete's son, Jared, now 5th generation Goderie to continue this important business in our community!



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Access rate cards by clicking [HERE](#)

Nicole Walrath,
Director of Work-
force Development
nicolew@
fultonmontgom-
eryny.org



Natalie May,
Business & Education
Partnership Coord.
nataliem@
fultonmontgom-
eryny.org

(cont. from cover story) Canajoharie Superintendent Nick Fitzgerald says of the partnership, "The partnership between the Chamber and the Canajoharie Central School District is positive, thriving, proactive and the catalyst needed to ensure the Teacher Residency program and eventually the High School Academies, becomes a reality for our district and in turn our students."

"The evolution of the workplace has progressed so rapidly over the past decade and will progress even faster in the coming years. The Canajoharie CSD wants to ensure that we are transitioning our instructional methods to fit that progression so our students have the best opportunity to be successful after high school. We have to think of what the world will look like for our Kindergarten class, the class of 2036, and instruct in a manner that fits the workplace in the future. That is a tall task because 85% of the jobs in 2036 do not exist today and the technology has not been developed yet. So the district has decided to put teachers in the workplace to see what competencies and skills our students will need now and in the future."

"The teacher residents will perform a number of internships this school year, report back to administration, faculty and staff on what they observed, mirror students in the classroom, and help share ideas that will shift instruction to the next generation. We will then develop relationships with those companies so we can start our high school academies in 2024-25 where students will choose a pathway when they enter 9th grade and then shadow in their junior year and perform an internship their senior year in the pathway area they choose. This will help give our students real-world experience, ownership in their education, and possibly set them up for jobs and careers in the future."

Workforce Development Director Nicole Walrath said of the partnership, "We are looking to bridge the gap to ensure we are meeting the needs of the workforce with the academies and programming offered within the district. Our partnership with Canajoharie CSD is vital to the success of our region and this groundbreaking initiative will allow teachers to forge relationships within the community."

The Chamber is currently looking for four internship sites for Canajoharie's **Educator Residency Program**. Each teacher will be at two different sites, twice a week. We are looking for businesses to host teachers in the following four sectors: business, digital communications, food services/hospitality and medical/health science. During their time in the workplace, teachers will gain a better understanding of the real-world opportunity's internships have to including gaining exposure, developing professional skills, networking, etc. Teachers will take the professional skills learned back to the classroom where it will become the norm and culture of the school. Professional skills or employability skills needed in the current workforce include time management, attendance, confidence,

motivation, empathy, accountability, etc. To get involved, contact Nicole or Natalie at the Chamber.

Your Chamber's Business Education Partnership is looking for businesses to get involved with programs such as HFM PTECH (Pathways in Technology Early College High School), Career and Technical Education (at HFM BOCES), and Pathway Programs (specific school district freshmen through HFM BOCES). Find out more about these programs at www.fultonmontgomeryny.org/business-education-partnership/

As a business owner/representative, here is how you can participate/get involved with our Business Education Partnership program:

MENTORSHIPS

Sophomore year at PTECH is all about teaching students professional skills needed to be successful in the workforce. Mentoring occurs monthly during the school year to expose students to a variety of seminars including professional presence and dress, succeeding at an internship and many more.

GUEST SPEAKERS

Guest speakers can be asked to attend "Pathway Panel Discussions" at all PTECH programs to highlight each degree pathway available. Guest speakers are also encouraged to participate during project based learning to serve as an expert related to the project.

GUEST JUDGES

Guests are asked to serve as guest judges for final presentations to add a level authenticity to projects.

ADVISORY COUNCILS

Participate by serving on a Pathway Advisory Council by coming together with school administrators, teachers, school counselors and students to help formulate curriculum for specific pathways that will provide the best opportunities for career exploration while helping to shape the region's workforce of tomorrow.

JOB SHADOWING

Single- or multi-day work experiences where Juniors learn about a job/career by walking through the work day as a shadow to a staff member at your business.

INTERNSHIPS

Real-world experiences geared for seniors and upperclassmen to gain authentic experiences in their related career pathway. Internships can be paid or unpaid and can range for a week to several months.

WORKPLACE TOURS

Provide a tour of your place of business to students, teachers, school counselors, etc.

WORKPLACE CHALLENGES

Workplace Challenges provide students the opportunity to work on real world challenges from local businesses in a collaborative, team-based environment, applying instructional content to technical workplace problems.

Contact us to get involved!

TOURISM NEWS & UPDATES

TOWN OF CAROGA'S WHEELERVILLE TRAILS HOST EVENTS IN AUGUST

Carla Kolbe, Fulton County Tourism Coordinator

[Wheelerville Trails](#), mountain biking and hiking trails located in the Town of Caroga, is hosting the second annual Wheelerville Trails Mountain Bike Festival on August 12 and 13. It is billed as a wild weekend of two-wheeled fun in the southern Adirondacks.



Last year's event was beyond all expectations. This year will feature a return of the Live Free and Fly

Downhill Race, Jump Jam, wheelie competition, guided rides, skills clinics, great food, music and outdoor gear raffle. The group will be introducing new trails, a new skills area for kids and bigger and better jumps. The group is looking for vendors or volunteers for parking assistance, ride guides, and help with pre/post festival site prep. Visit the website for registration and volunteer details.

FONDA FAIR HEADLINES MONTGOMERY COUNTY TOURISM IN AUGUST

Morgan McClary, Montgomery County Director of Communications/Tourism

The [Fonda Fair](#), one of the highlights of the summer, is soon upon us—August 30 through September are the dates for this year's Fair at the Fonda Fairgrounds. The Fair is open daily 8am-11pm, with Midway opening on Wednesday and Thursday at 2pm, and Friday through Monday at noon. General admission is \$12, children 6-11 \$2 and under 6 are free. Senior Citizens Days are Wednesday and Friday with admission at \$5 for seniors. Features of the Fair include the Miss Fonda Fair Pageant, 4-H displays and competitions, tractor pull, agricultural competitions (fruits, vegetables, flowers), a Baby Contest, 4-wheel drive gas truck pull, garden club flower demonstration, demolition derby and so much more. Visit the website for updates as we get closer to the Fair!



TOURISM AND THE CHAMBER

Even though the Chamber is not currently the designated promotion agency for Fulton or Montgomery Counties, we are still very much in the business of promoting our counties' tourism assets and resources and partner constantly with the tourism departments of both counties!

We continue to maintain and update the tourism website for Fulton County: 44lakes.com. As well, we also continue to staff the Vail Mills Visitors Center with Fulton County ambassadors.

Please be reminded that if your business is scheduling any tourism-related events, that you should be

entering them into the calendars on these websites: 44lakes.com/submit-an-event and visitmontgomerycountyny.com/submit-an-event

You can also enter ANY of your business' events (don't have to be tourism related) for promotion on the Chamber website. Not sure if your event is right for these calendars or need help submitting them? Please don't hesitate to contact us – info@fultonmontgomeryny.org or call (518)725-0641.

Business Resources You Can Use:

CONNECT WITH A BUSINESS MENTOR TO START OR GROW YOUR BUSINESS

As a member of the Chamber, you know how much mentors impact the lives of students in our PTECH and CTE programs, and how important these connections are for both these students and for those businesses and businesspeople involved with the program. You can make important business connections with mentors, or become a business mentor yourself, through two valuable, FREE programs: Business Mentor NY, powered by MicroMentor and SCORE of Northeast NY.

Business mentoring is a process in which experienced entrepreneurs and business professionals provide council, advice and support to emerging entrepreneurs in a structured relationship. This can take a variety of forms, ranging from helping to organize ideas and providing encouragement to resolving specific technical issues. MicroMentor, an online business mentoring program, on its website reports, “Mentored entrepreneurs are more likely to report improvements in their entrepreneurial skills, access to resources, and ability to create and retain jobs.” Research shows that through business mentorship, entrepreneurs can find success. We have listed here some helpful information about Business Mentor NY and SCORE to get you started:

Business Mentor NY, a program of Empire State Development, is a free, easy-to-use social network that allows entrepreneurs and volunteer business mentors to connect so they can solve problems and build businesses together. Small businesses (under 100 employees) are invited to join this growing online community that has already enabled thousands of mentor-mentee matches and continues to make an impact through the power of mentoring to help small businesses thrive. Business Mentor NY is powered by MicroMentor, the world’s largest community of entrepreneurs and volunteer business mentors.

In addition to finding business mentors for you and your business, you can sign up on the Business Mentor NY website to become a business mentor yourself. For either service, the process is simple:

Visit bmny.micromentor.org/ and create a profile that will include information about you and your business, in order to show mentors involved with the program what you need help with.

Explore profiles of mentors who have the experience, background, and knowledge that you are looking for.

Connect with potential mentors by messaging them. Start a conversation to see if they are the right mentor for you.

Once you find the right fit for a mentor, you can ask them questions, share information and more.

The MicroMentor program website

(www.micromentor.org) also includes information about best practices for using the program, qualities of good mentoring relationships, and more.

SCORE of Northeast NY is a group of experienced business professionals who provide guidance to those desiring to start a new small business or to assist existing small businesses in improving their profitability. SCORE provides the following services that can be accessed via their website – score.org

Free, confidential business mentoring in person, via email, or by video

Free business tools, templates and tips online on their website

Inexpensive or free business workshops (locally) and webinars (online 24/7)

Signup is similar to that of Business Mentor NY – go to score.org, enter zip code so that the organization can hone in on your location (Northeast NY), fill out a business profile so that SCORE can see what your wants and needs are for your business, request a mentor and find someone who fits your profile, and then schedule your first session. You can even see profiles of mentors in the Northeast NY area and what their specialties are (new business help, retail, online, etc.).

SCORE has numerous helpful free and low-cost live and recorded workshops. Some of the examples of a recent workshop schedule included: How to Start a Food Truck Business; How to Effectively Use Artificial Intelligence in Your Business; Tips for Running a Successful Business for Creative Types, Idea People, and Anybody with Passion; and Brand Clarity: Make Your Marketing Easy & Effective. They have helpful online tools and templates including a Financial Projections Template, Business Planning & Financial Statements Templates, and a SCORE Startup Roadmap for starting a business.

Grow your business, as well as yourself, by taking advantage of the valuable Business Mentor NY program and/or SCORE programs at the websites listed above. Please contact the Chamber if you have any questions or need assistance with either of these programs: info@fultonmontgomeryny.org or call (518) 725-0641.

MESSAGE FROM THE EXECUTIVE DIRECTOR (cont. from page 2)

forward momentum while working together. I will also call on the resource of knowledge and experience held within the Chamber's Board of Directors and Foundation to infuse a renewed presence and enthusiasm to represent our organization in a visible and progressive way. I am very grateful to them for understanding the importance of the Chamber's mission and look forward to each of their input in helping us move upward and forward.

My new email is anneb@fultonmontgomeryny.org, and the Chamber's phone number is (518) 725-0641. Please email or call anytime. We are excited to announce first, that we plan to bring back a plethora of events and programs. Meanwhile, I encourage you to share your perspective with us. You can help lend important insight into our processes, tell us where you need advocacy, advise on how we can better our operations, and how best to share our mission. I look forward to speaking with you!

Sponsors and players are being recruited for the tournament, which will begin with an 11 a.m. shotgun start. Sponsors will receive various opportunities for publicity and recognition, as well as the chance to support the Chamber Scholarship Program and other business programs that serve the regional community. All sponsors will be recognized in several ways, including in a program given out to each golfer, on the golf course, in local print media, and in the Chamber's social media outlets. Several sponsor levels also include complimentary golfer slots in the event.

Golfers will receive a signature souvenir gift, as well as breakfast treats, a barbecue-style lunch served hot from the grill on the course, beverages on the course, an hors d'oeuvres hour immediately after play, and dinner. Awards will be given for the lowest-scoring foursomes, as well as to contest winners. Individual golfers may join the tournament for \$150.

For a registration form, visit www.fultonmontgomeryny.org/2023-golf-classic/. To sponsor or volunteer at the event, please contact Nicole Tennant at the Chamber at info@fultonmontgomeryny.org or call (518) 725-0641.

THANK YOU to the following sponsors who have already committed to supporting this great event!:

**Join us at our Annual FM Chamber
Golf Classic on September 15**

*There are many ways to participate—
contact us today!*



Presenting Sponsor



Apparel Sponsor



Dinner Sponsor

LUNCH SPONSORS—

[The Wesson Group](#); [Betz, Rossi, Bellinger & Stewart Family Funeral Homes](#); [National Grid](#); [Benjamin Moore](#); [Nathan Littauer Hospital & Nursing Home](#); [First Choice Financial Federal Credit Union](#); [On The Mark Accounting](#)

HOLE-IN-ONE SPONSORS: Brown's Ford; Mangino Chevrolet

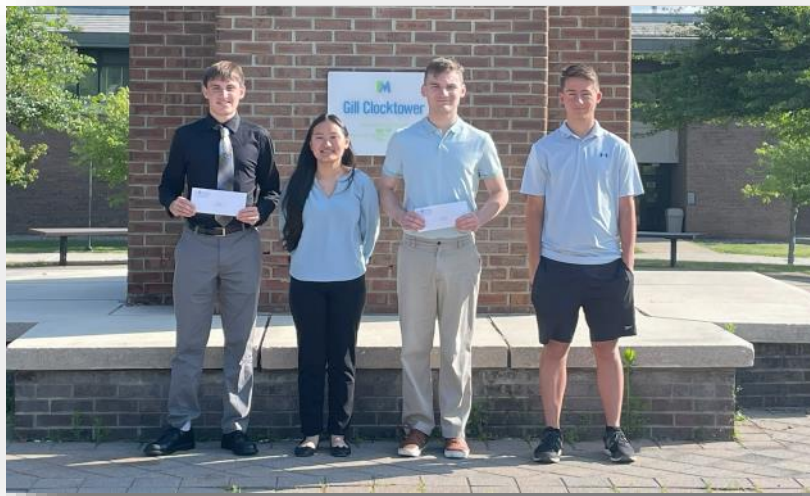
SPECIALTY DRINK HOLE SPONSORS, Jankowski Agency, Howard Hanna, Family Counseling Center

TEE & CONTEST SPONSORS: Jenny Rulison-Fisch, State Farm Insurance; Letter Memorial Inc.; Hill & Markes; OB1 Insurance; ADK Realty; William and Roberta Winsman; 1st National Bank of Scotia; FAGE Dairy Industries; McDonald's of Johnstown, Gloversville

CG Roxane—Water Donation | Runnings—Kayak



A signature gift, 50/50 raffle, plus abundant food on the course and after-play awaits golfers who join the Fulton Montgomery Regional Chamber of Commerce Golf Classic, set for Friday, Sept. 15 at Hales Mills Country Club in Johnstown.



CHAMBER AWARDS \$4K IN SCHOLARSHIPS TO LOCAL STUDENTS

Money raised at Chamber's Golf Classic Continues to Make Scholarship Program Possible

L to R: Tyler Couture, Fonda-Fultonville; Emmalee Carpenter, Amsterdam; Tyler Downing, Johnstown; Ethan Brott, Broadalbin-Perth.

Four worthy seniors from local high schools were awarded \$1,000 each in scholarship money by the Fulton Montgomery Regional Chamber of Commerce.

The Scholarship Program was established in 1986 to provide financial assistance and incentives to students interested in pursuing a course of college study. To be eligible, a student must be a high school senior graduating from a Fulton or Montgomery County high school in June 2023, or applicants who have previously graduated from a Fulton or Montgomery County high school. Applicants must also be attending or entering a 2- or 4-year college or university as of September 2023.

The students were chosen for the awards by the Chamber's Scholarship Committee, based on the applicant's academic achievement, leadership positions, community involvement, economic needs, and essay. Personal interviews were also conducted with finalists as part of the awards process.

The scholarship winners are:

Tyler Couture graduated with a 101 GPA and a Comprehensive Regents Diploma from Fonda-Fultonville High School. He was on the Principal's List, Valedictorian of his class, and scored 1500 on his SATs, placing him in the 95th percentile.

Active in school activities and the community, Tyler participates in the National Honor Society, Key Club, Robotics Club, Skype Club, Creative Connections Clubhouse, NYS Governor's Youth Council, Montgomery County Youth Day, and food drop-off in Amsterdam. He has a passion for music and was involved in the Wind Ensemble, Select Chorus, Fonda-Fultonville Theatrical Company, Marching Band, All County, and Concert Band.

He plans to attend Colgate University in the fall, majoring in political science with future plans to attend law school. He wants to have an honorable legacy as a great leader; his career goal is to be a politician with the ultimate goal to serve as the president of the United States.

Emmalee Carpenter was Amsterdam High School's Salutatorian with a 99.8 GPA. During her high school career, she completed multiple courses at FMCC and made the Honor Roll there in 2021 and 2022. Emmalee not only succeeded at FMCC, but at her home school as well, ap-

pearing on the Honor Roll since 2019. She has been the Treasurer for the Amsterdam Marching Rams since 2019 and received the Treasurer Award for her efforts. She has participated in the Mohawk Valley Chamber Ensemble since 2019 and, since 2021, has been the Treasurer of the Tri-M Music Honor Society.

Emmalee plans on attending the Rochester Institute of Technology to work towards both a bachelor and master degrees in computing security through a 5-year program.

Ethan Brott graduated as valedictorian and AP scholar with honors from Broadalbin-Perth High School. He is a participant in the character-building activities in his advisory class, the Math League, and the National Honor Society. He was awarded the National Rural and Small Town Recognition Award by the College Board, the University of Rochester Bausch and Lomb Honorary Science Award, and the St. Michael's College Book Award.

Ethan participated in Concert Band, Jazz Band, Pep Band, Marching band, eSports, Varsity and Junior Varsity Soccer, Club Soccer, Tennis Club, and coaching the Broadalbin Youth Commission Soccer.

Ethan plans to obtain a bachelor's degree in Biochemistry at the University of Rochester, and plans to continue his studies to become a pediatrician.

Tyler Downing graduated from Johnstown High School with an Advanced Regents Diploma and a 94 GPA. In his high school career, he has received the Student of the Quarter for English and The English 9 Award. Tyler has been accepted to the University of Buffalo for the fall semester.

By his teachers, Tyler is referred to as a committed leader and one of the hardest-working students in recent history at Johnstown High. Leading by example, he has spearheaded the school district's backpack program, spending 100 hours, mostly anonymously, providing food to needy families. Tyler participated in the Science Club, Masterminds, and the National Honor Society.

Also active in sports, he participated in track and soccer, and as captain for Nordic ski, XC running, and travel baseball for the Amsterdam Titans. He was the scorekeeper for the elementary, modified, and varsity basketball teams. Tyler received the Nordic Ski Coach Award in 2020 and 2021, XC Running Most Improved in 2020, XC Running Coach's Award in 2021, and Boys Soccer Coach's Award in 2023.

Chamber Member BENEFIT SPOTLIGHT

REDUCE YOUR ENERGY COSTS WITH ENERGYNEXT AND ITS ENERGY ALLIANCE PROGRAM

Your Chamber has had a beneficial partnership with [EnergyNext](#), a fellow Chamber member, for close to 15 years – a partnership that dozens of Chamber members have taken advantage of to save hundreds and even thousands of dollars on their business' gas and electricity bills. EnergyNext, based in Saratoga Springs, brings our member businesses exclusive access to lower energy costs, increased energy efficiency, and innovative energy solutions. Through the combined purchasing power of dozens of New York Chambers of Commerce and thousands of their members, the Fulton Montgomery Regional Chamber of Commerce with the [Energy Alliance](#) program is able to provide lower rates on electricity and gas to its members through aggregation. The savings are realized on a combination of commodity, transportation and sales tax discounts.

Here is how to take advantage of this valuable opportunity:

EnergyNext provides your business a no-obligation, no-cost energy evaluation. Fill out the **form found [here](#)** and provide two gas and/or electricity utility bills. On your behalf, EnergyNext will look at the utility market and suppliers, and when appropriate, will come back to you with a price comparison. That is when you make your energy decisions.

There is no cost to sign up or to participate. EnergyNext will handle the entire process, ensuring that you get the best rate and experience.

You will be able to secure fixed rates for your energy needs from several top-tier suppliers that have been carefully selected by EnergyNext for your business to participate in the program. This research is done for you by EnergyNext at no charge, providing you and your business with options, and the opportunity to manage your energy costs and risks over time.

EnergyNext's expertise identifies energy opportunities including developing peak load reduction (demand-response) programs, identifies and markets alternative energy sources (landfill gas, wind power) and represents businesses before the NYS Public Service Commission, the NYS Energy Research and Development Authority (NYSERDA) as well as local utilities.

We urge you to take advantage of this valuable Chamber-member exclusive benefit. EnergyNext can put the power of market competition and group buying to work for you.

Our partners at EnergyNext are hosting a Chamber event in the next couple of months to explain their member-only services and provide information about this valuable program. Watch this newsletter, our social media, and our weekly e-mail blast for details as they become available.

Contact your Chamber for more information at (518) 725-0641 or via email at info@fultonmontgomeryny.org.

GET INVOLVED WITH YOUR CHAMBER

UPCOMING EVENTS

If you are interested in attending any of the following events, please RSVP to Janet Davis

(membership@fultonmontgomeryny.org)

or call (518)725-0641.

All events are free except for the golf tournament—contact info@fultonmontgomeryny.org for tourney details.

Wednesday, August 2—4pm to 7pm

BUSINESS AFTER HOURS AT RIVER RIDGE LIVING CENTER

River Ridge Living Center, 100 Sandy Drive, Amsterdam
Help us celebrate the new remodeling of this skilled nursing and rehabilitation center.

Thursday, August 3—10am

RIBBON-CUTTING EVENT AT OLD BRICK FURNITURE

Old Brick Furniture, 107 Towne Square, Amsterdam
Ribbon cutting and reception for Old Brick's newest location.

Friday, August 4—8:45am

HFM PTECH BUSINESS PARTNER MEET & GREET

Fulton-Montgomery Community College, 2805 State Highway 67, Johnstown—Student Union
Meet the new PTECH students and other business partners at this great event.

Thursday, August 17—5pm to 8pm

GRAND OPENING, OPEN HOUSE & RIBBON CUTTING

The Bridge Walk/MegaBites Catering, 135 Perthshire Drive, Amsterdam
A great celebration for these two businesses including tours through the newly renovated main building.

Friday, September 15—11am shotgun start

FM CHAMBER GOLF CLASSIC

Hales Mills Country Club, 146 Steele Rd., Johnstown
Looking for sponsors, golfers, volunteers and more! Proceeds benefit the Chamber scholarship program and other Chamber programs. Signature gifts, great golf and contests on the course, abundant food and beverages await our golfers, sponsors will be promoted at the event and in pre- and post-event publicity. Individual golfers can participate for \$150. Visit our [website](#) for more information and a registration form and watch our [Facebook page](#) for updates!