

## Report to the Membership, June 1, 2019 to May 31, 2020



It has been quite the honor to have served as Chairman of our Chamber of Commerce. In fact, I am quite happy I was hornswoggled into a second consecutive term. I tried my best to take advantage of the rare opportunity; building momentum from the first day to the last. We certainly kept busy whether we were dissecting our budget or carving up the lanes in our new speed bowling event. Whatever the endeavor our mission remained the same: to put ourselves in position to help Rome area businesses survive and thrive.

I'd like to thank the Chamber staff. They are absolutely wonderful and helped guide me along the way. Bill, Sue, and Alexa play a critical role in keeping all of the Chamber's many parts and events moving in harmony. Thanks, team!

The Chamber is in great hands. Adam, John, and Greg are all wonderful leaders and will take the Chamber to new heights. Good luck, gentlemen!

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Wesley Cupp

Rome Chamber Board Chairman, 2019 & 2020 and current Chairman of the Sports Networking Committee—*President, Rome Country Club*

## Ribbon Cutting & Grand Opening Ceremonies took place during the year, along with Business After Hours receptions and other committee-related events

Adam Hovak, Operations Manager at **Assured Information Security Inc.**, cut the ribbon during the grand opening ceremony at the firm's newly expanded office at 160 Brooks Rd, located across the street from AIS headquarters at 153 Brooks Rd. The new office is home to more than 50 employees. Congratulations to Charles Green, CEO, and everyone



at AIS for surpassing the 300-employee mark and providing government and commercial entities with industry-leading capabilities in support of complex and ever-changing cyber security threats.



Danny Frieden, Co-owner of **Copper City Brewing Company**, cut the ribbon to commemorate construction completion of the 52' x 24' addition to their building and expansion of their business, located at 1111 Oneida St. The locally owned firm is now able to double its micro brew beer production. Michele Salisbury of NYSTEC presented the Certificate of Congratulations.



**One Realty Partners, LLC** opened a branch location at 209 N. Washington St. Founder and Broker David Paciello, shown cutting the ribbon with Managing Broker John McCann, attributes the firm's success to a great group of dedicated, and hardworking professionals he considers family, along with a great company culture. The First Dollar of Profit Award was presented by Sue Pardi, Chamber Business Manager.



**Abraham House**, where care has been provided at its 2-bed Utica home for 21 years, opened its 6-bed Rome home at 417 N Washington St., as Gina Ciaccia, Executive Director, cut the ribbon. Chamber Membership Committee Chair, Sue McLoughlin of Berkshire Bank, presented the Certificate of Congratulations.

Logan Smith and Artie Mendoza, owners of **Sugarbeets Kitchen & Bar**, cut the ribbon at their 417 W Dominick St location, serving great food, wine, cocktails and craft beer. Chamber member Phil Felice of Felice Moving & Storage presented the First Dollar of Profit Award.





Darren and Valerie Pollack, owners of **The Eclectic Mercantile**, cut the ribbon at their Delta Plaza business, 8585 Turin Rd, offering eclectic, rustic, antiques and more. New and exciting items are pouring in daily! Chamber member Maria Ringlund of The Photo Shoppe-Fusion Art & Gift Gallery presented the First Dollar of Profit Award. The Eclectic Mercantile is a brother store to The Eclectic Chic, Oneida.



**NYSTEC** President Mike Walsh cut the ribbon at the new 32,110 sq ft headquarters building at Griffiss Business Park that includes space to be



leased to Booz Allen Hamilton. NYSTEC employs more than 185 data scientists, network engineers, cybersecurity experts, business transformation consultants, and internal service specialists across NY, and regularly supplements its core employees with diverse and small-business suppliers, working with nearly 70 technology companies. Wes presented the Certificate of Congratulations to Mike while touring the new building.



**Engelbert's Jewelers**, established in 1907, was the host of the first Business After Hours reception when the Rome Chamber started the networking program here in the Mohawk Valley in 1984. To commemorate the 35th anniversary, Sarah Engelbert Rushton, fourth generation owner, hosted a reception at her 265 W Dominick St store.



**The Griffiss Institute and Mohawk Valley EDGE** hosted their annual Business After Hours reception. Wes presented certificates of appreciation to Bill Wolf and Steve DiMeo as Eliza Peters, Steve's granddaughter, enjoyed her first Business After Hours and ably assisted her grandfather in accepting the certificate!



## Copper City Community Connection

offers a variety of things for young and active seniors to do at their 305 E Locust St facility, including monthly speakers on health and wellness, Lunch and Learn programs, several breakfasts throughout the month, after hours activities and so much more. At their Business After Hours reception, Executive Director Susan Streeter and staff accepted the Chamber's congratulatory certificate from Wes.



When Alex and Carol Zaleski retired, Wes and Membership Committee Chair Sue McLoughlin visited them at **Darkroom Unlimited** and presented a Certificate of Congratulations for their support of the Chamber since moving to Rome in 1999. Sue is holding the Chamber's First Dollar of Profit Award that Alex and Carol still had on display at their business. It was originally presented 20 years ago by Wes' father, Ted, when he was Chamber Board Chairman!



The 20th Anniversary Community Celebration & Business After Hours reception of the **Rome Community Foundation** was held at the Capitol Theater. Foundation President David Grow is shown with board members accepting a Certificate of Congratulations from Wes. Since its inception in 1999, the Foundation has awarded more than \$4 million to Rome area nonprofits and students. Through its General Endowment Fund, Stevens-Kingsley Fund and the Dyett Fund, the Foun-

foundation continues to help meet the capital needs of Rome organizations and boost the educational funds for area students. The Foundation has nearly \$6 million under professional management and the interest from these investments funds our efforts. The Foundation has in excess of \$6 million under professional management and the interest from those investments is used to issue grants on a quarterly basis to nonprofit organizations in Rome.



**Collins Aerospace**, located at Griffiss Business Park, is a leader in technologically advanced and intelligent solutions for the global aerospace and defense industry. Accepting the Certificate of Congratulations during Business After Hours at the Griffiss Institute: Gianfranco Barbato, Director/General Manager-Power Transmission Systems.





Chamber members helped to kick-off the 2019 Red Kettle Fundraising Campaign during Business After Hours at the **Rome Salvation Army** as Board President Roy Higgins accepted the certificate of appreciation from Wes. The Salvation Army has been in Rome for 135 years, and is located at 410 W Dominick St.

During Business After Hours at **NYSTEC**, Nick Alger, NYSTEC Director - Talent, Technology & Facilities and Michele Salisbury, NYSTEC CFO, Director of Finance, Contracts and Community, were presented with a certificate of appreciation for hosting the event at the new NYSTEC corporate offices at Griffiss Business Park.



Melanie McGovern, Communications Director, **Better Business Bureau of Upstate NY** (center), conducted a seminar entitled



**Online Reputation Management.** Among the Chamber members in attendance were Chamber staff reps who helped to organize the session: Sue Pardi, Business Manager and Alexa Drake, Information Manager.



Chamber members toured the **Eastern Air Defense Sector** at Griffiss Business and Technology Park. EADS is part of the North American Aerospace Defense Command (NORAD), responsible for defending the eastern United States. EADS builds a continuous air picture from radars and sensors and monitors it constantly for potential threats. When threats are detected, action is taken – in accordance with established and tested procedures – to counter those threats. EADS participates in Rome community activities and is actively engaged in Chamber workforce and military-related programs.



**MENTOR PROGRAM RECOGNITION** — Among participants in the mentoring program who received state recognition for their efforts with the program, seated from left: Bill Guglielmo, President of the Chamber; Amanda S. Jones, RCSD Director of Counseling Services; Peter C. Blake, RCSD Superintendent; Debbie Grogan, Chair of the Chamber’s Education Committee; Paula Di Berardino, Special Projects Volunteer with the NYS Mentoring Program. Standing, from left: Col. Paul M. Bishop, Commander of the 224th Air Defense Group at the Eastern Air Defense Sector; Timothy A. Anderson, Chief of the Contracting Division at the Air Force Research Laboratory; Tech. Sgt. Matthew A. Grinnell of the 224th Support Squadron at EADS; Chief Master Sgt. Tammy K. Weber, New York Air National Guard at EADS; Frank P. Di Berardino, Advisory Council Member of the NYS Mentoring Program.

## CHAMBER PLAYS VITAL ROLE IN ROME MENTORING PROGRAM

For the fourth consecutive year, the Rome Area Chamber of Commerce successfully recruited mentors for the Rome City School District Mentoring Program, which was established in 2016 to help elementary school children reach their full potential.

With the enthusiastic support of Schools Superintendent Peter C. Blake, the Rome program – in partnership with the Rome Chamber and the New York State Mentoring Program – has operated in all seven elementary schools. Earlier this year, the program served 70 students who participated in weekly mentoring sessions.

Through its public outreach efforts, the Chamber of Commerce has taken the lead role in recruiting approximately 200 volunteer mentors from the community over the past four years. Special thanks are due Chamber President Bill Guglielmo and Education Committee Chair Debbie Grogan for their commitment and dedication in promoting the Rome program.

The mission of the New York State Mentoring Program is to create positive mentor-mentee relationships using a school-based, one-to-one mentoring model, whereby mentors guide children in developing self-esteem and making positive life choices. The state program, which monitors hundreds of mentoring sites across New York, is chaired by founder and former New York First Lady Matilda R. Cuomo.

In view of the impact of COVID on the state’s education system, the Advisory Council of the New York State Mentoring Program and its staff currently are considering various options that will help schools adapt their local mentoring programs as classes re-open in the fall.

Anticipating that schools across the state may be required to observe social-distancing directives as they begin the new school year, the Advisory Council plans to include online as well as on-site mentoring methods in its guidelines that hopefully will encourage schools to continue sponsoring their local mentoring programs safely and effectively.

Earlier this year, Gov. Andrew M. Cuomo commended the Rome Area Chamber of Commerce for its “tireless efforts to cultivate and foster effective mentoring resources” in the community, and for its “extraordinary work in partnership with the New York State Mentoring Program.” Indeed, the Rome Area Chamber of Commerce deserves special recognition for a job well done!

Frank P. Di Berardino, Advisory Council Member  
New York State Mentoring Program



## HELPING STUDENTS THROUGH MENTORING

Staley Elementary School librarian Jill Schaal (standing), one of seven site coordinators for the Rome City School District Mentoring Program, looks on as students and mentors work on a “we are all connected” project during a mentoring session at Staley earlier this year. Since the Rome program was established in 2016, the Rome Area Chamber of Commerce has taken a major role in securing volunteer mentors from the community to help children reach their full potential.



Rome Country Club and Delta Lake Inn were recognized by Oneida County Tourism and the Chamber for significant anniversaries. Wes, president of **Rome Country Club**, accepted the awards given in recognition of the 90th anniversary of the original nine-hole course, known as Rome Country Club since 1976. Michael and Donald Lynskey, co-owners of **Delta Lake Inn**, accepted for the restaurant's 10th anniversary. Kelly Blazosky, president of **Oneida County Tourism**, presented the OCT awards and accepted a 35th anniversary award from the Chamber for OCT's continued efforts to promote tourism and adding to business development and growth in Rome.



Dean Shlotzhauer of Community Bank chairs the Chamber's **Professional Development Committee** and was instrumental in arranging for the committee's first webinar, held during spring. Bill Berthel of Emergent was guest speaker, who shared concepts on how to integrate purpose, safety, and agility into our businesses in times of crisis. How to lead effectively during uncertain times was the principal theme of the presentation. The webinar was offered exclusively to Chamber members.



Wes was on hand to congratulate Sue McLoughlin of Berkshire Bank, Alysia Colangelo of Staffworks, and Russ Hayes of First Source Federal Credit Union for their support in bringing in more than a dozen new members during the **Chamber's annual membership drive**. Membership is an essential component to any organization. The Rome Chamber is fortunate to have strong membership support and dynamic volunteer participation, as in Sue, Alysia, and Russ.



The Chamber's Government Affairs Committee, chaired by Tom Rahn, organized the annual **Meeting with our Congressman** at Delta Lake Inn. Considering the major investments at Griffiss by the federal government and the importance of the cyber research conducted at Rome Lab, the mission of EADS to counter all air threats, and the finance and accounting services provided for the military by DFAS, the Chamber believes it is very important that our congressional representative provide updates on the status of these vital military missions as well as other business-related topics of concern. Also in attendance were more than 30 high school students who were sponsored by Chamber members and had an opportunity to meet Rep Anthony Brindisi and participate in the program.



## Candidate Forums

Although the Chamber does not endorse candidates for public office, it does offer informational programs for its members so they can make their own informed decisions. The Government Affairs Committee works with the Professional & Business Women of Rome to schedule annual **Candidate Forums during National Business Women's Week in October**. In 2019, it was the race for Oneida County Executive. Previous forums have been held since 2003 for the offices of Rome Mayor and Member of Congress.

The 2nd annual **Bowling Bonanza** was held at King Pin Lanes with more than 120 members participating. Kris-Tech Wire was the presenting sponsor of the tournament – the members of their teams are shown following the hour-long speed-bowling competition. Additional sponsors were Express Employment Professionals, Rome Teachers Assn, Birch Wealth Management, and the Daily Sentinel. The Rome Country Club Front 9 team came in first place and the Back 9 team was second, having the high game score. IWG Owl Wire, was third place finisher, and Team Macior members were the best dressed participants and won the coveted last place prize!



The Chamber was represented at the **Rotary Club of Rome's 100 anniversary celebration** at which time Nancy Neiley, Rotary President, accepted a Certificate of Congratulations. During the course of the year, Business After Hours receptions were also hosted by **Rome Memorial Hospital** and **The Grand Rehabilitation and Nursing Home**. Additional Ribbon Cuttings and First Dollar of Profit award presentations took place at Copper City CBD Company, Vine & Fig Wine Bistro, Cece Nails, Cayo Industrial Horror Realm, Rail & Canal, Rome Fit Body Boot Camp, and Cell Phones for Less.



**ROME**  
MEMORIAL HOSPITAL  
An Affiliate of St. Joseph's Health

THE  
**GRAND**  
REHABILITATION AND NURSING  
ROME



## Health Insurance Benefits for You and Your Employees

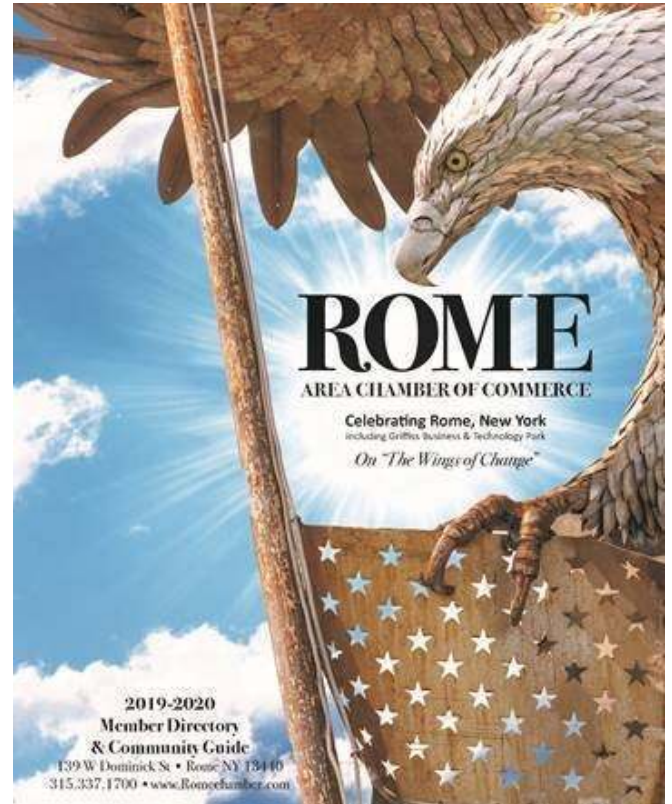
Since 1985, the Chamber has been offering health insurance plans to its members. Although changes in health insurance availability have made this an important topic for the business community, the Chamber is still in a position to offer policy alternatives and affordable choices to small groups and individuals. **Sue Pardi, Chamber Business Manager, has been with us since 1998. She is a licensed broker and is listed on the exchange in the online Health Insurance Marketplace.** Call Sue directly at 315-337-1700 and let her help you find answers, determine eligibility for different programs, and find the best coverage -- all at very competitive rates.



9 - 22



Dr. Mitchell Wilbert, holding a copy of the Rome Sentinel while in Pisa, was a member of the delegation that participated in the tour of **Tuscany** organized by the Chamber and held in cooperation with Aventura World, a corporate sponsor of the Association of Chamber of Commerce Executives that since 1972 has partnered with various groups and chambers in developing world tours for their memberships. The Chamber considers opportunities like this to be ideal for members who are interested in participating.



The annual 48-page, full-color **Member Directory & Community Guide** published by the Chamber is an effective way to promote products and services of Chamber members while promoting Rome as an ideal - *the best* - place to live, work, and raise a family.



**The Center for Family Life and Recovery**, an addiction services clinic, held a ribbon cutting to celebrate the opening of its new 510 Erie Blvd W location. CEO Cassandra Sheets accepted the Certificate of Congratulation from Wes. The Center supports individuals struggling with addiction, mental health and behavioral issues by inspiring hope, providing help, promoting wellness and transforming lives.





# 107th Anniversary Business Meeting of the Rome Area Chamber of Commerce

Friday, June 14, 2019, The Beeches



## Guest Speaker

Colonel Timothy J. Lawrence  
Director, Information  
Directorate and Commander  
Detachment 4,  
Air Force Research  
Laboratory



## Honored Guest

Mr. Dennis P. Surace  
Mohawk Valley Regional  
Executive, NBT Bank  
*Dennis retired at the end of  
the year, having been a  
member of the banking  
community since 1965*

*The following were honored for specific achievements  
during the 2018-19 fiscal year*



ROME, NEW YORK

**The Chamber Gratefully Appreciates The Support From Our Sponsors:**



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ROME COLLEGE FOUNDATION

The Rome College Foundation is a not-for-profit organization, founded in 1966 to increase higher educational opportunities in Rome. It is located at the Chamber and is managed by a Board of Trustees representing local businesses, industries, professions, academic institutions and the general public. The Foundation contracts with the Chamber for administrative services. In 2019, the Foundation presented scholarships totaling more than \$22,000 to Rome students and students at our region's local colleges. As funds grow through grants, donations and bequests, the Foundation continues to expand its scholarship programs. Among the awards presented at the January Annual Meeting by Foundation President Sue Carvelli were the Professional & Business Women of Rome and Charles T. Beeching/Revere Copper Products scholarships.





The **Chamber Alliance of the Mohawk Valley**, of which the Rome Chamber is a member, hosted Ken Pokal- **11 - 22** sky, vice president of the Albany-based Business Council of NYS, who provided information and insight on work-force, taxation, healthcare, and budget issues pending before the state legislature. The Rome Chamber continues to work with the Alliance by being in the forefront of these and other issues that impact our livelihoods and the cost of doing business locally and in the region. The Alliance is an association of 12 independent chambers of commerce and 11 organizations that meets monthly for information sharing, mutual support, advocacy, education, and joint planning. Established in 1997, its purpose is to represent and promote the collective interest of the geographic area which includes Oneida, Herkimer, Madison, Otsego, Fulton and Montgomery Counties.



## MEMBERS OF THE CHAMBER ALLIANCE OF THE MOHAWK VALLEY

### Chamber Members

Boonville Area Chamber of Commerce  
Camden Area Chamber of Commerce  
Clinton Chamber of Commerce  
Fulton Montgomery Regional Chamber of Commerce  
Herkimer County Chamber of Commerce  
Kuyahora Valley Chamber of Commerce  
Marcy Chamber of Commerce

New Hartford Chamber of Commerce  
Greater Oneida Chamber of Commerce  
Otsego County Chamber of Commerce  
Rome Area Chamber of Commerce  
Trenton Chamber of Commerce

### Affiliate Partners

Center for Leadership Excellence  
Destination Marketing Corp. for Otsego County

The Genesis Group  
Hamilton Business Alliance  
Mohawk Valley Association of REALTORS  
Mohawk Valley Business Women's Network  
Mohawk Valley EDGE  
Mohawk Valley SBDC  
Oneida County Tourism  
Waterville Economic Development Corporation  
Workforce Development Board

Following the 2019 **Chamber Golf Tournament**, Wes was joined by Debbie Grogan (First Source Federal Credit Union–Presenting Sponsor & Hospitality Tent Sponsor); Michele Salisbury (NYSTEC–Sponsor of the Major Prizes); and Carol Manuele (M&T Bank–Beverage Cart Sponsor). Additional sponsors of the Tournament: Golf Ball Sponsor: BME; \$500 Closest to the Pin Sponsor: OneGroup; 3rd Hole Refreshments Sponsor: D'Arcangelo & Co. and 14th Hole Refreshment Stand Sponsor: Revere Copper Products



Revere Copper Products Revere Copper Products (pictured are Jim Walas, Tim Rosbrook, Sue Rabe, and Mike Choquette representing the Revere team). Award presentations: Men's Division First Place: D'Arcangelo & Co. – Second Place: AmeriCU Credit Union; Women's/Co-Ed Division First Place: BME – Second Place: Rome Country Club; Longest Drive-Ladies, Dana Jones, Rome Country Club; Longest Drive-Men, Tony Smith, Henry P. Smith Post American Legion; Closest to the Pin, Robert Taylor, Rome Country Club.



# The Major Sponsors of 2019 Honor America Days

## Patriot



## Liberty



## Freedom



## Eagle



The Christopher P. Destito Fund of The Community Foundation of Herkimer & Oneida Counties, Inc.



Representing the Chamber in the Parade were Carol Topi, in the driver's seat, along with Jim & Denai Ray, Michele Salisbury, Carol Manuele, and Lauren Cupp shown with Leslie and holding Teddy. The City of Rome's "Merry Christmas" float was a huge hit!



Fireworks sizzle in the evening sky over Fort Stanwix National Monument, bringing a dazzling and colorful conclusion to the Symphoria Symphony Orchestra Honor America Days Concert. (Daily Sentinel photo)





It's always an eye opening experience when the Chamber, the City, and community partners welcome more than 700 bicycle riders who spend the night at Fort Stanwix on their 8-day journey from Buffalo to Albany along the historic route of the Erie Canal. Chamber volunteers who staffed the **Bike Tour Welcome Tent** in 2019 are shown with Ride Director Al Hastings (yellow cap) as they made available information about places to shop, dine, visit, and relax while sampling our community's hospitality—Dave Winberg, Jim & Denai Ray, Mike & Carol Manuele, Nancy Roberts, and Juan Sepulveda eagerly greeted the visitors.

### Reasons to *Shop Rome First* during the holidays and year-round!



As an advocate in support of the Rome business community, the Chamber reminds shoppers that they can find ALL the businesses that are Rome Chamber members in the directory at [www.romechamber.com/list/](http://www.romechamber.com/list/). When you **Shop Rome, FIRST**, you are helping to save existing jobs and create new jobs for services, suppliers, and stores.

Keep jobs here, and you will be helping to grow our community's property tax base!

Businesses generously support local organizations and fund raising campaigns for good causes. When shopping, the Chamber reminds you to support our local businesses because they support you. They invest in Rome's future.

When you Shop Rome First, you help to keep property taxes manageable. Local sales tax dollars help the City and County pay what they need to pay without raising taxes. The purchases you make help to keep our City and County a safe place to live, work, and raise a family.

So shop in Rome and keep sales taxes working where they belong – for you, in your community.

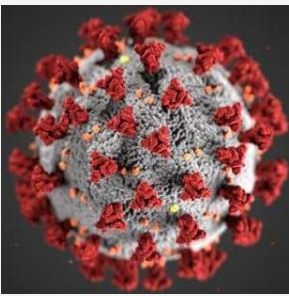
Following the mandatory business closings due to the coronavirus pandemic, the Chamber encouraged the public to support local restaurants and places to shop for food, beverages, and other necessities. Our Facebook group, **Rome, NY Take Out & Delivery Options**, was created in March and currently has 1,800+ members supporting our local restaurants by utilizing their delivery/carry-out/drive-thru services. And, the restaurants are posting their daily specials, hours, and services. Other social media platforms, plus print and broadcast, continue to be instrumental in promoting the importance of shopping local.

**ROME**  
AREA CHAMBER  
OF COMMERCE

*Got Take-Out?*

**Rome, New York**  
**Take Out & Delivery Options**  
**EAT, DRINK & SUPPORT LOCAL BUSINESS**





After the national emergency was declared in March and business closures were put in place in New York State, Chamber Board Chairman Wes Cupp urged vigilance and continued support of local businesses

*We need to be alert, to make informed decisions, and to support one another. It is essential, as a precautionary measure, that members be vigilant, that they consider the impact of the dangers of the coronavirus, and remain mindful of people's concerns. Our members will determine, based upon reputable information that they receive from qualified sources, when the time is right to return to their normal routines.*

*Chamber members know the importance of having a strong, healthy workforce and what it means to the economic viability of our community. And so does the general public. When we shop local we are helping to save existing jobs and create new jobs for services, suppliers, and stores. And, we are helping to maintain and grow our community's property tax base. When we shop local, we are playing an important role in helping to keep property taxes manageable. Local sales tax dollars help the City and County pay what they need to pay without raising property taxes. The purchases we make help to keep our City and County a safe place to live, work, and raise a family. Businesses generously support local organizations and fund raising campaigns for good causes. The small business sector, including retail, dining, and recreation are important pieces of the local economy that rely on our community's patronage. All of us need to support our local businesses because they support us.*

Business promotion activities that the Chamber had to either postpone or cancel due to the pandemic:

*Many local business owners and hourly/tipped employees do not have the option of telecommuting and depend solely on locally spent dollars to make ends meet. As a community, all of us have a stake in Rome's future, and it is essential that we all do our part to support one another.*

#### The 108th Annual Meeting

**ROME**  
AREA CHAMBER  
OF COMMERCE

An opportunity to re-cap the previous year, to look ahead, and to recognize significant achievements by members of the Chamber.



**GREECE:  
LAND OF GODS  
AND HEROS**

## The Rome Marketplace

#WHATSNEW  
#LIFESTYLE #LEISURE  
#HOWTO #FOOD  
#FAMILYFUN

Welcome to Rome!

PARKS & TRAILS NEW YORK

**CYCLE THE ERIE CANAL**

20 ANNUAL BIKE TOUR 20

**WELCOME CYCLISTS**

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**ROME**  
AREA CHAMBER  
OF COMMERCE  
OUR BUSINESS IS HELPING YOUR BUSINESS

3rd ANNUAL  
ROME CITY SCHOOL DISTRICT  
CAREER & JOB FAIR

**networking**

**BUSINESS AFTER HOURS**

**HONOR America Days**

SINCE 1984

"ROME: 150 YEARS AND GROWING"

**ROME** the copper city

**ROME** AREA CHAMBER OF COMMERCE

ROME, NEW YORK



The Rome Area Chamber of Commerce, established in 1912, is a voluntary organization of the business community that unites the efforts of businesses, professionals, organizations, and individuals to improve the economic well-being of the community and enable business people to accomplish collectively what no one person or organization can do individually.

It is funded by people who recognize the importance of having a business advocacy and community promotion group in place to encourage economic growth in Rome.

The Chamber is not a part of government. Its board of directors, committees, and many members volunteer their time, talent, and resources for the betterment of our community. It is located at 139 West Dominick Street and is open 9am to 5pm Monday thru Friday. Contact info: 315.337.1700, [info@RomeChamber.com](mailto:info@RomeChamber.com), and [www.RomeChamber.com](http://www.RomeChamber.com).

## FOR MORE THAN A CENTURY



### The Organization of the Organization

Chamber members are better informed, have a stronger voice, and take effective action to improve the economic viability of Rome. They are the driving force behind the organization.

#### Chamber Officers

The Board of Directors elects the Chamber Officers:

Adam Hovak, Chairman of the Board, *Assured Information Security*  
 John Calabrese, First Vice Chairman, *Express Employment Professionals*  
 Greg Mattacola, Second Vice Chairman, *Strategic Financial Services*  
 Debbie Grogan, Treasurer & Education Committee Chair, *First Source Federal Credit Union*

#### Board of Directors

The Board of Directors consists of individuals elected by the members who, along with the Officers, meet the third Thursday of every month to set policy, allocate the resources, and direct the overall program for the organization. Committee chairs are noted:

Franca Armstrong, <i>MVCC</i>	Ryan O'Shaughnessy, <i>Revere Copper Products, Inc.</i>
Yvonne Buehler, <i>Berkshire Bank</i>	Michele Salisbury, <i>NYSTEC</i>
Wendy Calabrese, <i>Kris-Tech Wire</i>	Charles Sexton, <i>Edible Arrangements</i>
Wes Cupp, Sports Cmte Chairman, <i>Rome Country Club</i>	Rob Shauger, <i>Confidata</i>
Lori Frieden, <i>Coldwell Banker Faith Properties</i>	Dean Shlotzhauer, PDC Chairman, <i>Community Bank</i>
Rena Hughes, <i>Rome Memorial Hospital</i>	Jeff Ticconi, <i>IWG Owl Wire</i>
Carol Manuele, <i>M&amp;T Bank</i>	Brad Waters, <i>Rome Sentinel Company</i>
Mike Manuele, <i>AmeriCU Credit Union</i>	David Winberg, <i>Sovena USA, Inc.</i>
Bob Ritz, <i>D'Arcangelo &amp; Co., LLP</i>	Jeffrey Witherwax, <i>NBT Bank</i>

#### Ex-Officio Board Members

Jennifer Beach Brillante, *Silent Auction Committee Chair*  
 Peter Blake, *Rome City School District Superintendent*  
 Sue Carvelli, *Rome College Foundation President*  
 Elliott Friedman, *Rome Marketplace Committee Chairman*  
 William Gray, *Chamber Alliance of the MV Liaison*  
 Tim Jones, *Eastern Air Defense Sector*  
 Thomas Rahn, *Government Affairs Committee Chairman*  
 Jim Ray, *Air Force Research Lab Information Directorate/Rome Research Site*  
 Jennifer Waters, *Mohawk Valley EDGE*





What a strange start to 2020! All the weirdness we've experienced, and I am just beginning my tenure as Chairman!

In all seriousness, I'm excited that after three years on the board that I'm able to serve as Chairman. This year started off like no other we've seen, and I'm sure it will bring many challenges in the coming months, but Rome is strong, and Rome will endure. Businesses are opening back up, people are starting to leave their homes and our chamber is eager to continue working with our regional partners to encourage more promotions that benefit the business community. We'll make it through and I pledge to do my best to continue growing our community.

I know from AIS' perspective, we're proud to be headquartered right in the middle of Griffiss Business and Technology Park in Rome, New York, and even though I sit on the park, I frequent much of Rome to grab lunch at a local joint, enjoy a beverage at our own brewery or go shopping. I continue to see growth in every corner, and from where I'm sitting I see our community and businesses growing at a tremendous pace, and I'm excited to be part of the chamber to help facilitate the progress.

The Rome Chamber has been a rewarding experience and granted me with the friendship of some great local leaders. The dedication on this board is like none I've seen, and I urge local leaders to give back and support their community and the Rome Area Chamber.

--

Adam Hovak

Rome Chamber Board Chairman, June 1, 2020-May 31, 2021

*Operations Manager*

*Assured Information Security, Inc.*



Being a part of the Rome Area Chamber of Commerce as a Board Member is a sincere privilege. Having the opportunity to work with great people that are dedicated to our community and local businesses is extremely rewarding. The Chamber is deeply committed to local businesses and is part of the fabric of our community.

Over the last few months, the Rome Chamber has been a trusted source for its members and the community at large for all forms of critical and useful information related to Covid-19 updates, business resources, re-opening information and important guidelines for businesses to follow. The Chamber highlighted its value, its importance, and its commitment to Rome and our region during this time.

I can't say enough about the Rome Area Chamber of Commerce and the positive impact that it has on the Rome community. It's WHAT they do...and HOW they do it...that makes the Chamber so special.

--

John Calabrese

Rome Chamber Board First Vice Chairman

*Owner, Express Employment Professionals*





I choose to serve the Rome Area Chamber of Commerce because it is necessary and needed. In an era where our country is as divided and fragmented as ever before, both politically and socially, it is essential that there is a voice for our local business community and that this voice is heard often. As an attorney and financial advisor, I have spent a career of serving my clients so they may achieve their goals. The Chamber does the same for our Rome business community and it is an essential organization designed to help our area meet its' economic goals. It is a pleasure and an honor to serve.

Gregory A. Mattacola, Esq.

Rome Chamber Board Chairman, 2008, and current Second Vice Chairman  
*Financial Advisor, Strategic Financial Services*



I have been blessed and honored to serve on the Rome Chamber board in different capacities over the years with a great mentor, Bill Guglielmo. It continues to be a rewarding experience having the opportunity to work with an amazing group of committed and dedicated individuals who all have the same mindset: to continue to play a major role in helping our community grow, succeed, and develop.

The Rome Chamber has done and continues to do a great job in educating and informing our members on relevant issues in not only our local community, but also at all levels of government. I have said many times and continue to believe that I am very fortunate to have been educated, raised a family, and to be working in a city that is full of Pride, Patriotism and Heritage.

The Chamber maintains great relationships and continues to collaborate with many organizations. One organization that is close to my heart is the Rome City School District. Having graduated from Rome Free Academy and having two children who have also graduated from RFA, it is amazing to see all of the opportunities our high school as to offer to the citizens of Rome.

I have enjoyed serving as the chair of the Rome Chamber Education Committee. It consists of a great group of volunteers who are committed and dedicated to helping the students in the District reach their potential. The Committee, in partnership with the District, hosts an annual Career/Job Fair that provides high school students with opportunities to discuss local career and job opportunities. Along with this partnership we continue to maintain the Mentoring Program in the elementary schools, thanks in large part to Frank DiBerardino who is a member of the New York State Mentoring Advisory Council.

The Rome Chamber continues to live up to our motto: "Our Business is helping your Business," and I am looking forward to another great year of being able to volunteer for an organization that continues to make a positive impact and a difference in the Rome community.

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Deborah A. Grogan

Rome Chamber Board Chair, 2011 & 2012, current Treasurer and Education Committee Chair

*Rome Branch Manager*

*First Source Federal Credit Union*





I am honored to have been elected the Board of Directors of the Rome Area Chamber of Commerce. I have lived in Rome for the last 28 years and have worked in Rome for the last 5 with Berkshire Bank. I feel this will be a great opportunity for me to get to know and welcome new and existing businesses to our community. The goals of the Chamber are to support the businesses in our area, increase membership and expand awareness. Being a new Board Member will help me get to know the existing business community and provide opportunities to network with the people who run them and help build new partnerships. I look forward to the next 3 years as a Board member.

--  
Yvonne Buehler  
*Assistant Branch Manager*  
*Berkshire Bank*



I'm excited to serve as a board member of the Rome Chamber of Commerce and to work with the current board to serve the Rome business community. I have been involved with the Chamber through attendance at the Business After Hours, as a member of the Golf and Speed Bowling Committees, and other events hosted by the Chamber. As a board member, I look forward to helping the Rome Chamber continue to make the Rome Community a desirable place to live and work.

I would like to take this opportunity to thank Bill Guglielmo and Carol Manuele for offering me the opportunity to join the Board of Directors of the Rome Chamber. I will do my best to achieve the goals of the Chamber and support all of the businesses and services of the Rome community that the Chamber provides.

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Robert R. Ritz, CPA, CVA, CEPA | *Managing Partner*  
*D'Arcangelo & Co., LLP*



There are so many facets to the Rome Chamber and its impact on the City of Rome. I am especially proud of the work done by the Education Committee to align the Rome City School District with business's needs. Even with the current economic situation, conversations continue to make sure that students in the district are able to access knowledge and advice from the surrounding business community in new and exciting ways. What strikes me most is the ability of everyone involved to pivot programming while still keeping the end goal in sight. Another initiative undertaken by the Chamber to support local small businesses was the inaugural "Oneida County Shop Small Business Week." There was a great show of support by our partners and members to shop small and share on social media to bring awareness to our reopened businesses, which are a critical piece in the resurgence of our local economy. This unwavering commitment to the betterment of all aspects of the community, makes me proud to be involved with the Rome Chamber.

--  
Jennifer Waters  
*Vice President-Business Development & Communications*  
*Mohawk Valley EDGE*





I agreed to serve on the board for a number of reasons. First, I have a genuine concern for the business atmosphere in our area. I feel that we need open minded individuals to join in the Chambers efforts to attract new businesses to Rome, as well as finding positive ways to support our existing businesses. I find it personally gratifying to be part of an organization that continues to grow through community engagement. Our Board members are a positive group of individuals that continually step up when needed. That is the kind of organization that I have been proud to serve with for the past 17 years.

The Chamber maintains vital relationships with government and elected officials, economic development professionals, educators and business leaders. We represent business - so our continued challenge to the business community is to join the Rome Area Chamber of Commerce and use it as one of your key business tools to success.

We experienced change on a global scale this year. With the threat of Covid-19 at every turn, our focus turned to how we could better assist our business members using virtual channels. As challenges presented themselves, the board and staff were determined to find ways to overcome them... and we continue to do that successfully. While these challenges will continue, rest assured that so will our determination to find solutions and opportunities for our members.

The only thing that will never change is that change will continue to happen. It's all in how we handle change and what we do with the opportunities that present themselves that make the difference. Our business, political, cultural and civic climate will continue to change and the Rome Chamber will always be there advocating for our members every step of the way.

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Michael J. Manuele  
Rome Chamber Board Chairman, 2013 & 2014  
*Assistant Vice President, Financial Center Services*  
*AmeriCU*



Although it has been an honor to serve on the Rome Area Chamber of Commerce Board of Directors, as Chairman of the Board and as a member of several committees over the past 18 years, I have never been prouder than I am today of the type of organization the Rome Chamber is. COVID 19 has been a new and challenging time for everyone but the Chamber has continued to advocate, promote local business, and keep everyone informed as we navigate through doing business in a new "normal" environment.

The Chamber continues to work diligently to provide Rome residents and businesses with a better quality of life and a better environment to conduct business. The Chamber is constantly exploring opportunities to add value to membership. The reason I joined and continue to stay involved with the Chamber is their focus on supporting local businesses. The Chamber maintains an ongoing dialogue with government at all levels and takes positions on legislative issues that affect our businesses and community.

It has been my pleasure working side by side with so many fine dedicated people that make up the Board and Committees, along with the outstanding staff, Bill, Sue and Alexa. Even though life is far from normal right now, there are so many exciting things going on with new businesses and growth in our community. I encourage Chamber members to get involved. If you're not a member of the Chamber yet, I encourage you to contact the office and see how the Chamber advocates for your business!

--  
Carol Manuele  
Rome Chamber Board Chair, 2015  
*Vice President, M&T Bank*





It continues to be an honor to serve on the Rome Chamber Board of Directors and to chair the Professional Development Committee. The Chamber plays a vital role in supporting and advancing the business community through all of its endeavors. It has certainly been an unprecedented year for all consumers, small businesses, and the community, and the Chamber continues to provide support and help businesses adapt to the changing environment. I am proud to work with a wonderful group of people who are dedicated to creating the best community in which to live, work and do business.

The Chamber's Professional Development Committee continues to aid Chamber members and businesses in bringing programs and seminars to the area that enhances workforce development, management, and productivity. We are receptive to suggestions and feedback for future training initiatives and seminars that will provide businesses with valuable information.

The Rome Chamber continues to be a rewarding experience and I look forward to another positive year working with our individuals and businesses dedicated to promoting a thriving community.

--  
Dean Shlotzhauer  
Rome Chamber Professional Development Committee Chairman  
*Assistant Vice President—Commercial Banking Officer*  
*Community Bank N.A.*



The Rome Chamber is a key component to ensuring a connected, well-informed and growing business community in the city of Rome.

The Chamber has always operated as a conduit between government and businesses offering opportunities for government officials to hear from members, pass along information and get a pulse of the community. This role has never been as important as it is today.

The Chamber also provides information to businesses to help assist with their continued success, such as the opportunity to stay current on new laws affecting business in order to better understand their impact on both small and large businesses. This is critical to business success and continued growth in our city.

As CFO of NYSTEC, a Rome-based technology consulting company, I firmly believe the Chamber provides many opportunities, not only for me, but also for NYSTEC employees to get involved and support our community. Whether serving on a Chamber committee, volunteering for a specific event, or simply attending Board-sponsored events, the outcome is the same -- a stronger, more engaged community resulting in sustainment and growth of current businesses and recruitment of new Rome businesses.

The Rome Chamber's initiatives are meant to promote businesses and community pride, two components essential for a strong and vibrant community. NYSTEC is proud to support the Rome Chamber and appreciates all that it does for our local businesses and our community.

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Michele Salisbury  
Rome Chamber Board Chair, 2017  
*CFO, Director of Finance, Contracts and Diversity, NYSTEC*





As a board member of the Chamber since 2014, I have never seen a time where the Chamber's service has been more vital to our community. This has been a year of challenges for us all, both on a personal level for each resident of Rome as well as on a broad scale across our business community. Now more than ever, the Chamber's mission of advocacy, promotion, and encouraging growth stands out as a beacon guiding us from uncertainty to a new place of stability where we can grow and thrive. Even though it has not been possible to be together physically recently, the Chamber has been there every step of the way, providing assistance with critical information and updates, networking and connection to resources, reopening guidance, promotion and continued advocacy, and so much more. As each day brings its new complexities, the Chamber will continue to bring us together as one community, vibrant and resilient despite any challenges that we face.

As a community, we are strong, and we have an incredible historical legacy of strength and ingenuity to stand upon as we move forward. We are a creative community; a hard-working community; a community that takes pride in our families, our businesses, our rich culture and our natural resources. There is a spirit here that faces each challenge without flinching, and turns those challenges into new opportunities to grow and thrive. I am excited to be a member of the Rome Chamber as we navigate these unprecedented times, and I look forward to working together in our efforts to build a future of promise for our community.

--

Franca Armstrong

Rome Chamber Board Chair, 2018

*Associate Vice President of Workforce Development and*

*Dean of the Rome Campus, Mohawk Valley Community College*



Immediately after moving back to Rome 8 years ago, I knew I wanted to dive in and become involved in my community in some capacity, whether on a volunteer level or from an investment standpoint. The Rome Chamber of Commerce has always been a Board on which I have wanted to serve, simply due to its reach within the community, with both businesses & events.

Having now been involved with Positively Rome since 2014, an organization I helped create, the Rome Historical Society, Rome Industrial Development Corporation, Rome Dollars for Scholars, Rome Clean & Green & the Rome Art & Community Center, as well as working as a Realtor in the community since 2014 and being involved with the creation & development of Copper City Brewing Company since 2016, I feel I am now able to add value to The Rome Chamber of Commerce.

I would be remiss if I did not say that I am disappointed to have my first year on the Rome Chamber Board coincide with Covid-19 restrictions on events, however, I am anxious to expand my community involvement with the Chamber in any capacity that is currently possible and I look forward to the future, when our community events can resume.

My hope for this year is simple. That we as a community continue to work toward a better, brighter future for Rome. The Rome Chamber of Commerce has always been an ambassador that has fostered positive relationships among local businesses and the community at large, as well as helping Rome put its best foot forward in the public eye; two goals which are in perfect alignment with my personal mission & values. I believe this is the start of a beautiful relationship.

--

Lori Colasanti Frieden

*Sales Representative*

*Coldwell Banker Faith Properties*





I joined the Chamber back in 2003 to become more involved in Community activities and have a say in the issues that affect our local businesses, City, County and State government. I haven't been disappointed. Every year has brought new challenges and opportunities to try to improve our quality of life in Rome and across the region.

The Rome Area Chamber of Commerce has been the voice of the business community for over 100 years and we continue to strive to do our best to make sure that your needs and concerns are represented at every level of government. Now more than ever it's important that our leadership understand and recognize the issues that are facing our small businesses that are struggling to stay afloat during this time of economic crisis brought on by the COVID-19 pandemic.

As always, the Rome Chamber along with the others and members of the Chamber Alliance are here for you. If you are not a member, now is a great time to join. If you are, thank you for your continuing support. Together we can make a difference.

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Thomas A. Rahn

Rome Chamber Board Chairman, 2005 and current Government Affairs Committee Chairman



I am proud to live, raise a family and work in Rome. A necessary ingredient in a vibrant community like ours is a strong business environment.

This year Covid-19 has brought unprecedented challenges to businesses, however, I still believe new and exciting opportunities exist, which the Rome Chamber will surely help lead and foster. Using our tradition of continual improvement and innovation will be the key to our success.

The function of a chamber of commerce is to provide a network of local businesses that promote business growth, economic development and provide programs to meet the evolving needs of the community. The Rome business community and its Chamber have a long history of working together to help our community thrive.

I am also proud of the history that both the Chamber and Revere have partnered in for over the past 100 years, and consider myself to be very fortunate to have the opportunity to advocate on behalf of Rome in cooperation with the dedicated volunteers who serve on the Chamber board of directors.

--

Ryan O'Shaughnessy

Rome Chamber Board Chair, 2016

*VP Finance & CFO, Revere Copper Products*

The Staff consists of the chief paid executive (president), hired by the Board and responsible for the day-to-day management of the Chamber, and the employment and management of additional staff members. They encourage you to call 315.337.1700 for further information about Chamber programs and initiatives, as well as community demographics. Together, they have 85 years combined experience working for the Rome Chamber and are eager to hear from you.



**Bill Guglielmo, President** ~ **Sue Pardi, Business Manager/Licensed Insurance Broker** ~ **Alexa Drake, Information Manager**