

# NEWSLINE

*December 2024* 

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.

## HAPPY HOLIDAYS TO ALL OF OUR MEMBERS FROM THE CHAMBER—WE HOPE THE HOLIDAYS ARE PROSPEROUS FOR YOUR BUSINESS!



Left: <u>Pegasus Digital Media</u> celebrated the opening of his new office space at 64 E. Fulton Street in Suite 104, Gloversville. Greg Hitchcock is a veteran journalist who specializes in helping his clients with photography and videography services. Greg can be met at his office by appointment or he will consult with you at your business. Contact Greg at (406) 630-2102 or by email at greghitch66@gmail.com.



Above: Anne C. Campbell, Nurse Practitioner in Health, PLLC opened her new office at 7 Church Street in Gloversville and welcomed elected officials and Chamber members at a ribbon-cutting event there. Anne's practice looks at the "whole person" in her treatment, rather than looking at one facet of your healthcare. She does health consulting, mental health and weight loss medication management, medical card evaluations, and wellness consultation. She provides complementary services in tandem with your other healthcare providers; she can streamline your therapies for you. She provides these services to patients aged four through adults. Please call for an appointment at (518) 370-6855.



Above: A great time was had by all who attended the ribbon-cutting and grand opening at <u>ADK Hatchet House</u> on November 8. There were many special guests in attendance, including elected officials and the furry guy on the right in the photo! Book your business' holiday party here, have a fun night out with friends, a birthday party, or any occasion at ADK Hatchet House, or just reserve a lane to

try your luck! Snacks and beverages available—and watch their <u>Facebook page</u> for special music nights, and more!



Left: Our partners at <u>SUNY Fulton-Montgomery Community College</u> hosted an HR Consortium, with special guest Cynthia Proctor, Director of Communications and Academic Policy Development, Office of the Provost, SUNY. We listened to the value of microcredentials and how to grow and strengthen your workforce. Thank you to SUNY FM for the presentation and insights!



#### REGIONAL CHAMBER OF COMMERCE

2 N. Main Street, Gloversville, NY 12078 (518) 725-0641 | fultonmontgomeryny.org

#### 2024 BOARD OF DIRECTORS

Chair—Geoff Peck, Nathan Littauer Hospital & Nursing Home

Vice Chair—Elizabeth Bridge, *Liberty ARC*Secretary—Carl Marucci, *Community Bank*Treasurer—David Jankowski, *Joley Re Holding Corp*.
Immediate Past Chair—*Vacant* 

Seth Brown, Brown's Ford
Ashley Capobianco, Townsend Leather Company, Inc.
Ashley Delaney, The Wesson Group
Janine Dykeman, Mental Health Association in Fulton &
Montgomery Counties
Ryan Heck, Alpin Haus
Colleen Ioele-DeCristofaro, Howard Hanna Real Estate
Peter Lawrence, The Family Counseling Center
Jeffrey Methven, St. Mary's Healthcare, Amsterdam
Mike Schaus, THNK Tank Media/WENT Radio
Janet Stanley, Lee Shops at Wagner Square
David Ziskin, HFM BOCES

#### CHAMBER STAFF

Anne Boles, Executive Director

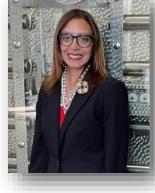
Mark Bolebruch, Finance

Janet Davis, Director of Membership & Member Services Jennifer Hammons, Special Projects Assistant Natalie May, Business & Education Partnership Coordinator

Terry Swierzowski, Newsline Editor/Reporter Nicole Walrath, Director of Workforce Development

#### THE FULTON MONTGOMERY CHAMBER IS A MEMBER:

- ♦ Business Council of New York State
- ♦ <u>Center For Economic Growth—Capital</u> <u>Region</u>
- ♦ 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



# Message from the Executive Director

Dear Chamber Members,

As we approach the close of another year, I want to take a moment to express my deepest gratitude to all of you. It has been a year of growth, resilience, and community spirit, and none of this would have been possible without your continued support and engagement. Whether you have been with us for many years or have recently joined our Chamber, your commitment plays a vital role in shaping the success of our local businesses and community.

Throughout 2024, we have faced both challenges and opportunities, but together, we have demonstrated the strength of our business community. From successful networking events, new programming, continued collaboration and partnership, and advocating for the interests of our members, each of you has contributed to the vibrancy and prosperity of our Chamber. Please see page 9 of this issue for a snapshot of some of the successes of the Chamber in 2024.

As we celebrate the holiday season, it is a time to reflect on the value of unity. The relationships we build within this Chamber go beyond business transactions—they foster a sense of connection and shared purpose that make our community truly special. We are grateful for your participation in this journey, and we look forward to the many opportunities that the new year will bring.

In the spirit of the season, I wish you and your loved

ones a joyous holiday filled with peace, happiness, and fulfillment. May 2025 bring continued success, new opportunities, and lasting connections that will help us all thrive.

Thank you once again for being such an integral part of our Chamber community. We look forward to seeing you in the new year!



#### Welcome New Members

November 2024



#### PERRONE LEATHER. LLC

182A Riverside Drive, Fultonville
(518) 853-4300 | perroneco.com
Perrone performance leathers and textiles lead the transportation industry in research and development, continuously developing and investing in processes, materials and technology.

#### **GALLAGHER**

30 Century Hill Drive, Latham (518) 795-5784 | http://www.ajg.com
Gallagher is a global insurance brokerage, risk
management and consulting firm. At Gallagher, we
believe that providing insurance, risk management
and business consulting services means being there
to see you through decisions about how to add value and position your organization for success, how
to invest in your people and the wellbeing of your
organization, and how to secure what matters in a
fast-changing world. For over 90 years, we are
trusted business partners to our clients, helping
them grow and evolve in an ever-changing world.

#### IDEAL PEST MANAGEMENT

53 W. Main Street, St. Johnsville (518) 774-8817 | http://www.idealpests.com
Residential and commercial pest management. We offer comprehensive residential pest management at a five-star level. We can handle everything from ants and spiders to rodents and bedbugs. We use safe and effective methods to keep your home pest free, and offer ongoing maintenance plans. Our commercial pest management is tailored to your specific industry and needs. Our team of experts can handle any pest problem, from restaurants to warehouses.



### MEMBERSHIP MESSAGE

Janet Davis, Director of Membership & Member Services



#### CHAMBER AMBASSADOR COMMITTEE

What is the role of an Ambassador? They are Chamber members who help us with our ribbon cuttings, events, hospitality, and retention/engagement. They represent the Chamber in the business community, and at Chamber events.

**Ambassador Mission Statement** 

Ambassadors promote goodwill and communicate the mission of the Chamber to new and existing members: encourage all members to get involved with the Chamber: and support Chamber membership and staff.

Meetings: The Ambassador Committee meets quarterly from 8AM-9AM. The meetings consist of networking with fellow Ambassadors, updates on Chamber benefits, programs and events; and any new member updates. As a Chamber Ambassador, attendance and participation in quarterly meetings are required.

**Ambassador Committee Expectations** 

- 1. Attend quarterly Ambassador meetings
- 2. Attend FMRCC events on a regular basis
- 3. Mentor new Chamber members.
- 4. Assist the Chamber with retention visits and calls
- 5. Promote FMRCC and its programs and services to members and nonmembers in the business community.
- 6. Stay current on FMRCC information by visiting www.fultonmontgomeryny.org, reading Chamber Newsline and sharing posts.
- 7. You/Your employer must be a Chamber member in good standing to serve on this committee.
- 8. Recommend you to our workforce development team to connect you with our local HRM boces programs (HFM PTECH, CTE and pathways) to become partners and mentors.

THANK YOU to the members of our Ambassador Committee:

**Tiffany Bermudez** - Sidney Federal Credit Union **Jen Donovan** - Fulton County Center for Regional Growth

Krissy Gilmore - Ricmar Printing & Design

Deb Hall - NBT Bank, NA

**Colleen Ioele-DeCristofaro** - Howard Hanna Real Estate

Peter Lawrence - Family Counseling Center

Carl Marucci - Community Bank

**Megan Ryder**- Anthony's Deli & Market | Megabites Catering

Sherry Suits - NBT Bank, NA

If you are interested in joining this great group, please email me at membership@fultonmontgomeryny.org or give us a call at (518)725-0641.



# MEMBER ANNIVERSARIES November 2024

#### Thank you for your continued support!



#### 41-50+ YEARS

McDonalds-Johnstown—52 Letter Memorial—50 Livingston's Furniture & Mattress, Inc.—50 Peck's Lake Enterprises, Inc.—50 Fulmont Mutual Insurance Company—46

#### 31 - 40 YEARS

Lutz, Selig & Zeronda—33 American Legion Post 701—31

#### 21 - 30 YEARS

Town of Northampton—30 Proforma Shrader & Shrader—27 Alpin Haus—27 Glove Cities Veterinary Hospital, P.C.—24 Neznek Farm—22

#### 11 - 20 YEARS

Evergreen Construction—20
Peaceful Valley Maple Farms—17
Holy Trinity Parish—17
McDonalds-Gloversville—16
Donald R. Williams—16
Miller Printing & Litho, Inc.—15
Cushing Stone Co., Inc.—14
L.G. Boucher—13
Schine Memorial Hall, LLC—13
C. Gerard Marketing—11

#### 1 - 10 YEARS

Black Bear Wine and Spirits—9
Mary S. Brown Law Office—9
CDL Associates Insurance Agency, LLC—9
M&J's Lawn Care & Landscaping—7
Saint Kateri National Shrine and Historic
Site—7
Hillcrest Spring Residential Adult Care—7
Adirondack Generators—6
Howard Hanna Real Estate Services—6
Joley Re Holding Corp.—4

United Ag & Turf NE-4 Great Sacandaga Brewing Co., Inc. -3 CCM Transmission—2 Ann Donnelly Fractional COO-2 Upstate Ice Plex, Inc.—2 Popeye's Louisiana Chicken, Amsterdam—1 Argersinger Office Complex—1 Living Independently Is for Everyone at RCIL, Inc. (LIFE at RCIL) - 1 Just Because Boutique—1 KTM Consulting Group, LLC-1 High Rollers—1 Marquis Certified Home Care-1 Montgomery County SPCA-1 Let's Twist Again, LLC-1 The 44 Lakes Customized Gifts and Décor-1





## CONGRATULATIONS TO THESE CHAMBER MEMBERS WHO RECEIVED READER'S CHOICE AWARDS FROM THE DAILY GAZETTE

Businesses are listed by category, and then by place (Winner  $-1^{st}$  place, Second Place, Runner  $Up-3^{rd}$  place)

ART GALLERY

Saratoga Arts-Runner Up

**ATTORNEY** 

Cioffi, Slezak & Wildgrube, P.C.—Second Place

APARTMENT/RETIREMENT COMMUNITY

The Sentinel of Amsterdam, Second Place

ATV/OFF ROAD DEALER

Outdoor Motorsports & Trailer Sales—Runner Up

**AUTOBODY REPAIR** 

Frank & Sons Body Works, Inc.- Winner

**BANQUET FACILITY** 

Lanzi's on the Lake Restaurant & Marina—Runner Up

**BAR** 

Great Sacandaga Brewing Co.—Second Place

BEHAVIORAL HEALTH & WELLNESS

The Family Counseling Center—Runner Up

**BOAT DEALER** 

Alpin Haus-Second Place

**BREWERY/BREW PUB** 

Great Sacandaga Brewing Co.—Runner Up

CONVENIENCE STORE

Stewarts Shops-Winner

**COSMETIC DENTIST** 

Dr. Tamara L. Dunlap, DDS-Runner Up

**CREDIT UNION** 

Sunmark Bank-Runner Up

**FUNERAL HOME** 

Rose & Hughes Funeral Home—Runner Up

**GIFT STORE** 

44 Lakes Customized Gifts and Décor-Winner

**GOLF COURSE** 

Amsterdam Municipal Golf Course-Second Place

**GUN STORE** 

Frank's Gun Shop-Runner Up

HARD CIDER

Roger's Cideryard-Second Place

HEALTH INSURANCE

CDPHP-Winner

MVP Health Care-Second Place

HEARING AID CENTER

Miracle-Ear, Second Place

**HOSPITAL** 

St. Peter's Health Partners—Winner

**ICE CREAM** 

Stewart's Shops—Winner

**INDEPENDENT LIVING** 

Sarah J. Sanford Home for Women-Second Place

INSURANCE AGENCY

State Farm-Second Place

**LAWN SERVICES** 

M&J Lawn Care, Amsterdam-Runner Up

LOCAL COLLEGE

SUNY Fulton-Montgomery Community College—Runner

Up

LOCAL CRAFT BEER

Great Sacandaga Brewing Co.-Runner Up

**LOCAL DISTILLERY** 

Higher Ground Distilling Company—Runner Up

LOCAL FURNITURE STORE

Old Brick—Winner

MARINA

Pluchino's Marina-Winner

MEDICAL SUPPLIES

Palmer's Pharmacy-Second Place

**MORTGAGE LENDER** 

Sunmark Credit Union

**MOTORCYCLE DEALER** 

Outdoor Motor Sports & Trailer Sales-Runner Up

NEWSPAPER

Daily Gazette—Winner

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#### MERRY AT THE MUSEUM PROGRAM-MING RETURNS TO FULTON COUNTY HISTORICAL SOCIETY THIS MONTH

Celebrate the season at the Fulton County Historical Society with Merry at the Museum! On Saturday, December 14th at 10:30am, Santa and Mrs. Claus are making a special stop to share some of their favorite stories while you enjoy sweet treats and hot cocoa.

Then on Sunday, December 15th at 1:00pm, Cosby and Tom bring their World Holiday Songs concert, a family-friendly celebration of holiday songs from around the world! Hear music from Kwanzaa, Hanukkah, Las Posadas, Winter Solstice, Christmas, and more. Hear and learn about a variety of instruments and join in for a sing-along. Both programs are free!

These programs are made possible by the Fulton County Board of Supervisors Office and the Fulton County Historian.

The Fulton County Museum is located at 237 Kingsboro Ave. Gloversville. Free street parking is available on Kingsboro Ave. and Academy Pl.



### ATTENTION BUSINESSES IN THE CITY OF GLOVERSVILLE

The Gloversville Economic

<u>Development Corporation</u> has loans available for businesses located in the City at comfortable and competitive rates for a variety of needs and purposes! Interested businesses should call the Chamber or email anneb@fultonmontgomeryny.org





# LAPLAND LAKE ADIRONDACK XC SKI & VACATION CENTER PLACES IN USA TODAY'S TOP 10

Lapland Lake was named one of USA Today's Top 10 Readers' Choice 2024Best Cross Country Ski Areas in America in 10th place. For this poll, the publication first asked a panel of ski experts to nominate their favorite cross-country resorts. Then readers voted for their top picks. Find the article <a href="here">here</a>. CONGRATULATIONS to Lapland Lake on this well-deserved recognition! See current trail conditions <a href="https://www.laplandlake.com/trails-and-conditions/">https://www.laplandlake.com/trails-and-conditions/</a>. You can make reservations at this four-season resort on their <a href="website">website</a> or visit the resort on December 7 & 8 for their annual Open House Sale where equipment, clothing, ski bags and more at discounted prices!



### ALPIN HAUS CELEBRATES ITS 60TH YEAR IN BUSINESS IN 2024

Alpin Haus had humble beginnings when in 1964 the then small business opened its doors with one full-time employee and a handful of helpers and founders. Bud Heck and John Daly were the original owners then. Today, the Heck family continues on the tradition, but now Alpin Haus is one of the leading outdoor recreational retailers in the northeast. The company employs over 200 people at seven locations in the Capital Region, downstate New York, and northern New Jersey. Specifically, there are two locations in Amsterdam (Route 5S features their RVs, and a newly expanded Ski, Pool and Boat shop are at the Route 30 location), an RV shop in Saratoga, a ski shop in Clifton Park, RV locations in Middletown, NY and Oak Ridge, NJ, and ski shop in Latham.

Jamie Georgelos, Director of Alpin Haus' ski and pool division, sat down with us to talk about the business, where he has been employed for 27 years. He tells us that the Heck family has been at the heart of the business since it started. Fast forward from 1964 to 1994 (30 vears after it was founded) when Greg and Andy Heck purchased John Daly's share of the company and it became solely owned by the Heck family. Andy's and Greg's sister, Katie Osborn, soon joined the family in the business. All three are very involved with the business, as it continues to grow and prosper. This multi-generational influence on the company is important as the industries with which it is involved continue to evolve and change. In addition, the long-tenured, seasoned staff mixes so well with the influx of a younger generation as they all comprise the Alpin Haus team.

The multi-generational workforce is just one of the reasons that Alpin Haus is a great place to work, but it is also great because Alpin Haus is really in the business of selling fun. The business sells RVs, pools, ski equipment, boats, snowmobiles, and parts and service for all of these divisions. Once you're in the business, there is a lot of opportunity to work in a division in which you are especially interested. There is also room for growth within each division. Jamie noted that the excellent customer service and how the team treats customers is evidence of the happiness of the team. "We really all help each other out when needed, and that keeps the entire team strong."

Alpin Haus also enjoys, and fosters, its familyoriented atmosphere. The team gets together on golf outings, ski outings, days at the Saratoga Race Track, and much more. They have really fostered a great team atmosphere. In addition, they are constantly developing people with senior management providing many opportunities to learn—with classes, coaching and mentoring,

Colleen Ioele-DeCristofaro
Real Estate Salesperson
Cell: 518-281-4467
ColleenOpensDoors@gmail.com

Colleen Opens Doors



and more. They also started an Alpin Haus University where up and coming managers are trained, and that has also been a great retention tool and so beneficial for the employees.

The history of the company is so interesting and the



The team at the Ski, Pool & Boat shop help the Chamber promote Small Business Saturday.

growth of the company can be seen during its entire 60-year history. There is a timeline, with photos, of Alpin Haus, in the expanded (late 2023) pool and patio section, housed in the former fitness center. In the back near the restrooms there is a hallway in which you

can view the timeline of the business.

2025 will bring a renovated boat showroom to the Route 30 location. Both the patio/pool expansion and the boat showroom used local contractors and other companies to get the projects done. In addition, you can see Alpin Haus' name on many events as a sponsor, including Amsterdam's ice rink and splash pad, as they continue to reinvest not only in the business, but also in the community.

All during the expansion of the business, Alpin Haus has strived to do business locally whenever and wherever they can. Jamie Georgelos says about shopping small and local, "In an era where you can buy anything online, having small businesses thrive is a credit to our region. Small businesses employ so many of those who live in our region, and offer the products and services that you need."

Alpin Haus is an important part of our region—yesterday, today, and hopefully for many more years to come. Congratulations on 60 great years in business!

From the company timeline: At left, from left: Andy, Bud and Greg Heck the year the brothers purchased John Daly's share of the company.





At right: On Alpin Haus' 50th anniversary, the Heck Family posed for a photo, from left: Bud, Kay, Greg, Katie and Andy

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

Contact
membership
@fultonmontgomeryny.org



# OUTDOOR MOTOR SPORTS HAS ADDED LOCAL FOODS SECTION TO ITS SHOWROOM

A local farm store has opened up at Outdoor Motor Sports and they offer a number of amazing foodstuffs for purchase. At their location at 3953 State Highway 30 in Amsterdam, you can now find dairy products from Dygert Farms Creamery, beef from Oak Ridge Farms (locally raised, grass-fed, corn finished beef with no antibiotics used) with some of the best ground beef that customers are raving about (\$5/lb.), pork and chicken from Dreamroad Farms, farm fresh eggs, spices and sauces, and more. They will be fully-stocked with meat the week before Christmas. This new section is the brain-child of Outdoor Motor Sports' Frank Stefic, who is pictured here at left with owner Frank Fernandez, Jr. Now not only can you get great parts, service, trailers, and more, you can use Outdoor Motor Sports gift certificates to buy premium meats, dairy products, and more. Stop by to see all they have to offer!

#### 518RENOVATIONS PROVIDES GENERAL CONTRACTING SERVICES FOR YOUR HOME OR OFFICE

518Renovations, located at 117 Van Road, Gloversville, offers home renovation and remodeling services including kitchen and bath renovations, decks, flooring, additions, basement renovations, sunrooms, painting, siding, garage builds and more. They also do commercial office remodeling and repairs. They recently repaired the Chamber office where we had some water damage to our lobby. They have remodeled over 30 homes in Gloversville and beyond.

One of the things that sets 518 Renovations apart is the opportunity for their clients to access online information about their projects. Barry Chapin, II, a manager at 518 Renovations said that this online initiative was originally set up because many of their customers were seasonal and this gives these out of area customers 24/7 access to see what's going on with their projects. Their employees keep a daily log of progress on the project, with photos and the information is uploaded the next morning. Not only can customers access an update, but they can

Right: Barry Chapin, II, in front of one of the business' trailers, and below the 518Renovations sign.

518RENOVATIONS.COM



also comment here, initiate change orders, and get updates on the project budget.

The business is also looking to purchase homes to remodel/renovate for rentals, and

they also offer residential property management as another service.

518Renovations is currently remodeling their show-room, office space, and storage space at their Van Road address. They have been working for 8 months on it and are more than halfway done with this project. They expect to finish in spring of 2025. In the showroom, they will feature local products they like using, as well as highlighting other local businesses with whom they work. Barry added that "we try to use local products and services as much as we can. We appreciate every business who we work with locally."

518Renovations currently has 10 employees that they appreciate. Barry said, "We get to know our team members, they aren't just a number to us. We ask our employees to do some really labor-intensive work, and we appreciate all they do. We not only get to know them well, but we also get to know their family so we can also appreciate and thank them."

The company started in 2018 with three employees, flipping houses locally. During this time, they realized the need for good reliable general contractors, and they set out to fulfill that need. Even during COVID, they kept everyone employed, sending out one person for every job to keep the employees and customers safe.

The business' culture is also very important to them and employees who are a good fit for this culture is also important. Since 518Renovations started an emphasis on and cultivating their corporate culture, not one employee has left. In fact, Barry offered his three measures of success, the first being return customers and customer referrals, secondly is the success of his team, and third, seeing company profit.

For 2025, 518Renovations will start offering new house building. They have the talent, and want to put their talented employees to their best use for customers.

To contact 518Renovations for your home or office project, contact them by phone at (518) 348-9000 or via their website at 518renovations.com. Madonna, the office manager, will be glad to speak with you!

#### EMPOWHERING DESIGNS CAN MAKE YOUR GIFT GIVING DREAMS COME TRUE

EmpowHERing Designs, located at 37 W. Main Street in



Karen Curry (left) and Brandie Loucks

Johnstown, is a business "where creativity has no bounds." Coowners Brandie Loucks and Karen Curry have been best friends for over 30 vears and business partners for years. thus the emphasis on HER in the business' name. Empow-HERing Designs has been in business for a year now – they were

ly do business out of their new storefront, but they also do a good deal of business on their website, www.empowheringdesigns.com. The business personalizes anything you can think of – from clothing (shirts, sweatshirts/hoodies, tee shirts, socks and more), to custom bags (crossbody, totes of all sizes and designs, drawstring bags, bingo bags, make-up bags, etc.) to custom sports balls (baseballs, soccer, basketball, etc.), custom jewelry (dog tags, earrings, bracelets, necklaces, memorial jewelry, etc.) to tumblers, photos/art on canvas, blankets,

previously located in downtown Gloversville. They not on-

puzzles, coasters, badge holders, license plates, mouse pads, flags....the list is really endless. For businesses, they offer all of these things, plus employee recognition products, awards, team building merchandise and more. They have worked with many local businesses, clubs, teams, groups and more to create custom goods. They even do

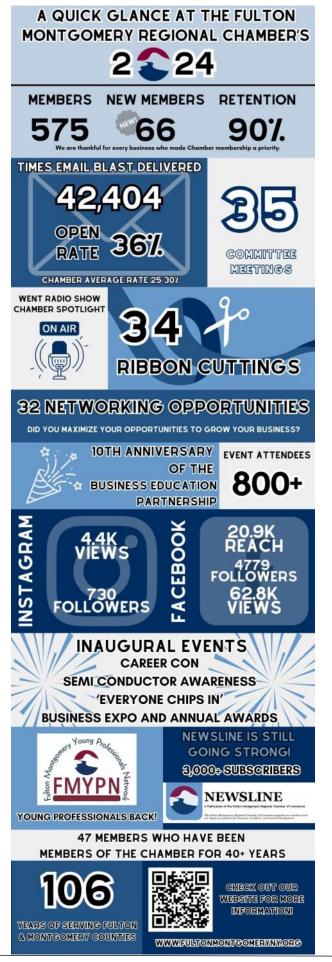
everything you could think of for weddings – from invitations to personalized

flags, table decorations, etc. They created "stuffed balloons" which are large balloons that contain stuffed animals, gifts, and anything



you can think of. They encourage customers to come to the shop so they can get to know you as well as brainstorm around your needs. They never say no to requests – nothing you want to personalize is impossible. They work with many other local vendors to make your dreams come true when it comes to personalized products.

Shop EmpowHERing Designs for your gift needs for family, friends, employees and co-workers this holiday season! Visit the store Tuesday through Friday 9am-2pm, Saturday 10am - 2pm. They are closed on Sunday and Monday. They accept cash, credit cards, Venmo and Cash App for payment. Watch their Facebook page for specials and discounts, and twice a month they offer Facebook Live where they play games for prizes, show products, offer specials and more. Watch in the near future for a TikTok account for the business. You can also contact them by phone at (518) 705-4053 or by email at empowheringdesigns@gmail.com



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#### **NOTARY**

Sunmark Credit Union—Runner Up

#### NURSING HOME

Edward R. Wilkinson Residential Health Care/St. Mary's Healthcare—Second Place

#### **ONCOLOGIST**

NYOH-Winner

#### PET SUPPLIES

Benson's Pet Center-Winner

#### PLACE TO HAVE A BABY

St. Peter's Health Partners—Second Place

#### PLACE TO WORK

Stewart's Shops—Second Place Sunmark Credit Union—Runner Up

#### **POWER SPORTS**

Alpin Haus Boats and Motorsports—Second Place

#### PRE-OWNED CAR DEALER

Mangino Chevrolet, Inc.—Runner Up

#### RESIDENTIAL REAL ESTATE

Chad Majewski Real Estate—Second Place

#### **RV DEALER**

Alpin Haus-Winner

#### SKI AND SNOWBOARD STORE

Alpin Haus-Second Place

#### **SPORTS BAR**

Partner's Pub-Runner Up

#### SWIMMING POOL/SPA DEALER

Alpin Haus—Second Place

#### <u>TEACHER</u>

Ryan Crane, Greater Amsterdam School District—Runner Up

#### TRACTOR DEALER

United Ag & Turf-Runner Up





# SHARE VOLUNTEER OPPORTUNITIES AVAILABLE AT YOUR BUSINESS/FOR YOUR ORGANIZATION

As part of our ongoing efforts to foster a spirit of community and engagement, the Fulton Montgomery Regional Chamber of Commerce is looking to connect our members with local volunteer opportunities. Volunteering not only supports the growth of our community but also helps build stronger relationships among our businesses and individuals.

If your organization has any upcoming volunteer opportunities or projects that could benefit from the involvement of fellow Chamber members, we would love to hear about them. Whether it's for a special event, a charity initiative, or ongoing volunteer needs, please share the details with us, and we will help spread the word.

To submit your volunteer opportunities or to learn more about how we can support you, simply reach out to fultonmontgomeryny@gmail.com.

We look forward to hearing from you and helping create meaningful connections.

#### NOMINEES FOR CHAMBER AWARDS FOR 2025

PLEASE take the time to nominate yourself or a fellow Chamber member for this year's Chamber Business Awards! The nomination form can be found here and we will take nominations through January 17, 2025. Help us celebrate and honor the best of Chamber member businesses in our amazing business community! Awards will be presented in April at the Chamber's Business Expo. Find the nomination form <a href="https://example.com/here">here</a>:

#### Awards and descriptions:

TOURISM PARTNER AWARD: The Barbara V. Spraker Tourism Partner Award is presented to a Chamber member who has excelled in the past year at bringing visitors to our region while promoting the positive aspects of our community. The award honors Barbara V. Spraker for her innumerable efforts in support of area tourism, including spearheading initiatives such as the Canajoharie Information Booth, the bicycle path, and having served as commissioner for the Mohawk Valley Heritage Corridor Commission.

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#### IMPORTANT HEALTH INSURANCE INFORMATION

#### **Chamber of Commerce Billing Changes Effective January 1st, 2025**

OneDigital is the Chamber's partner in health insurance and offers plans for sole proprietors or businesses with one or more employees. As we transition from 2024 to 2025, we want to prepare you for changes to the health insurance billing process if you have insurance through OneDigital. OneDigital will no longer issue centralized billing nor administer central banking. Instead, the insurance carriers for which you have active enrollment will bill you directly. Bills are generated between the 4<sup>th</sup> and the 12<sup>th</sup> of each month for the subsequent month. OneDigital will continue their central billing services only through the balance of the calendar year, with direct billing taking effect for the January invoices.

- Below we have included a list of the OneDigital services that will continue with our Chamber and a description of the billing service transition from centralized billing to direct billing. REMINDER: OneDigital will still be offering plans, but the billing will be different, which is explained in the new guide—access here:
- Eligibility maintenance.
- Eligibility upload to carrier portals.
- System of record (Employee Navigator) OneDigital keeps a record of all enrollments in employee navigator. We encourage groups to utilize system-based enrollment, which we sponsor and pay for, as an additional service.
- Centralized billing <u>- This is the service we will</u> <u>discontinue effective January 1, 2025</u>. OneDigital downloads and combines all Chamber member groups bills from various carriers, then issues a consolidated / centralized bill to each member group.
- New hire support OneDigital provides employee support for new hires, through communications and Q&A.
- Ongoing day to day services member groups and employees of reach out to OneDigital for concierge services related to provider billing errors, denied claims, inquiries about the plan, description of explanation of benefits, provider location services and more.
- Open enrollment support OneDigital will manage and convey updates regarding renewal cost changes, plan modifications, recommendations, carrier synchronization, as well as new carrier relationships and opportunities. OneDigital prepares communications for members and open enrollment packets, then assists with open enrollment through educational meetings conducted in person, by phone, or via Zoom, along with providing one-on-one time with members.
- As active members of the Chamber, you are familiar with receiving plans and rate grids via physical mail. This year, all benefits will be available in your **online Benefit Guide which can be viewed here:** <a href="https://view.onedigital.com/fultonmontgomerychamberofcom">https://view.onedigital.com/fultonmontgomerychamberofcom</a>
- There will be no physical form to mail back to OneDigital, please email all questions, paperwork, and plan changes back to: Dylan Mather Richardson, dmatherrich-

#### ardson@onedigital.com

518 - 960 - 6220 ext. 26220

• Open enrollment eligibility management - OneDigital gathers enrollment change information directly for each member group. For this year's Open Enrollment, it is strongly recommended that enrollment changes be delivered to OneDigital by **December 6**<sup>th</sup>, **2025.** This will allow for the most accurate January invoices.

How to take care of your bills, by carrier... billing changes, effective January 1st, 2025

#### **CDPHP:**

#### **Mailing Payments:**

CDPHP, PO BOX 5525, Binghamton, NY 13902-5525 Or payment can be made online through the Employer Portal: Pay My Bill - CDPHP

#### MVP:

#### **Mailing Payments:**

MVP Health Care, GPO BOX 22863, New York, NY 10087-2863 Be sure to include your group ID & subgroup ID, if applicable. **You can pay online**: Go to MVPHealthCare.com, select Employers, then Employer Sign In. Enter your username and password and navigate to the Payment Center. Make payments here or set up auto pay.

You can pay by phone: Call 1-888-822-5260, then select option 1 to make your payment.

#### **Highmark**:

You can pay online: Go to Log In (highmark.com), log into employer portal to pay. Credit cards cannot be used, employers can set up recurring payments with bank information.

#### AVAILABLE PLANS AND PRICING FOR 2025 THROUGH ONEDIGITAL ARE NOW AVAILABLE

**HERE**: <a href="https://view.onedigital.com/fultonmontgomerychamberofcom">https://view.onedigital.com/fultonmontgomerychamberofcom</a>

For questions about plans through OneDigital, please contact Dylan Mather-Richardson, our OneDigital representative: (518) 960-6220 ext. 26220 | Troy, NY

In addition to OneDigital, we have Chamber members who offer health insurance for businesses and their employees:

- Beacon Insurance Group, Amsterdam: (518) 842-7000 | beaconagencygroup.com
- CDL Associates, Northville, Johnstown, Gloversville: (518) 752-5061 | cdlassociates.org
- CDPHP—Capital District: (518) 641-3000 | cdphp.com
- MVP—Capital District: <u>mvphealthcare.com</u> | 1-888-687-6277
- NFP (Rose & Kiernan), Albany: (518) 244-4344 |
- OB1 Insurance Agency, Mayfield: (518) 661-6300 | <u>obtinsurance.com</u>

(518) 725-0641 | fultonmontgomeryny.org

# TOURS NEWS & UPDATES

#### **FULTON COUNTY TOURISM NEWS**

### Christmas comes to Animal Land this season!

Christmas is coming to Animal Land. One of Fulton County's most visited venues has now evolved into one of the most highly anticipated holiday event experiences. Es-



tablished in 1993, Dave and Patricia together with their children, created Animal Land, offering an exclusive adventure with animals including giraffe and bear - in the southern Adirondacks. But the story continues...

The Eglin family has been diligently working to create a holiday experience like no other. Definitely a labor of love, they have attended shows and conferences to further their vision. Acquiring all new lighted displays, hand-wiring them and setting up on the established safari route - transforming it into a winter wonderland.

What makes Christmas at Animal Land a bit more extraordinary is they also have their live animals to enhance the experience. Visitors can expect to see sheep, donkeys, camels and even Santa's reindeer. The experience is two-fold, you can drive through the lighted Christmas path adorned by thousands of lights in holiday displays. Then you can walk through the Christmas footpath to experience upclose the holiday grandeur, complete with photoopts and a visit with Santa.

There will interactive displays, glass blown ornaments made before your eyes, a blacksmith and of course an opportunity to meet Santa. Freshly made doughnuts, cocoa and light fare will be available in the snack shop. The gift shop will be open with hundreds of unique, one-of-a-kind gifts that cannot be found in box stores.

Christmas at Animal Land is a family-run business with a focus on creating an exciting, holiday experience to be enjoyed by young and old alike. This is a cash only venue, no credit cards, debit cards or personal checks, but ATM machines are available on site. Tickets are available at the door, admission is \$15 adults, \$10 kids 2-12, kids under 2 are free.

The experience begins Friday, Nov. 29 at 5 p.m. and will be open Thursdays, Fridays & Saturdays, from 5 to 9 p.m. from Nov. 29 through Dec. 21. Christmas at Animal Land is located at 3554 State Highway 30 in Broadalbin, GPS route will claim Gloversville. Follow Christmas at Animal Land on Facebook, or go to <a href="https://">https://</a>

<u>adirondackanimalland.com/special-events</u> for more information.

#### **WALLEYE CHALLENGE UPDATES**

The 16th Walleye Challenge will be held on February 15, 2025 on the Great Sacandaga Lake. Forms have been mailed out and are also available additionally at Fuel-N-Food, 3006 State Highway 30, Gloversville. Tickets are \$60 each and include fishing and entry for a chance to win a door prize (there will be 64) and one side-by-side and two four-wheelers. **Only 1500 tickets will be sold!** For information on how to sponsor the event, contact Anne Boles, anneb@fultonmontgomeryny.org

#### THANK YOU TO THE FOLLOWING SPONSORS OF THE 2025 WALLEYE CHALLENGE:









#### Nicole Walrath VanAlstyne, Director of Workforce Development nicolew@ fultonmontgomeryny.org







Natalie May,
Business & Education
Partnership Coord.
nataliem@
fultonmontgomeryny.org



Wed., January 15, 2025 • 9:30-11:00am

HFM Career and Technical Center 2755 State Highway 67, Johnstown (East Entrance)

In our efforts to support regional economic growth and workforce development, HFM Career & Technical Education and the Chamber have placed a priority on providing meaningful and robust career exploration opportunities to the students of the HFM BOCES region.

To that end, we are pleased to bring you HEALTHCARE CONVERSATIONS, an opportunity for our industry partners to speak with students who have expressed a sincere interest in entering the healthcare or medical profession, furthering student interest and creating connections between regional employers and our future workforce. This event will include a panel discussion and personalized conversations held in a roundtable forum. Attendees will include select students from HFM component schools and currently enrolled in the CTE New Visions Health and Medical Assisting.

We are looking for industry partners to participate in the panel discussion and in personalized, small group conversations with students looking to enter healthcare and medical professions.

To RSVP please use this <u>link</u>. Questions? Please contact Nicole at nwalrath@hfmboces.org.

#### LOOKING FOR LOCAL CRAFTERS AND BUSINESSES, AS WELL AS SHOPPERS, TO PARTICIPATE IN HFM PTECH'S "MERRY MARKET"



Please consider participating, or shopping at this firstever Merry Market on December 11! If you have questions or need additional information please reach out to Natalie May at (518) 725-0641 or nataliem@fultonmontgomeryny.org



#### **CHAMBER CHECKS PROGRAM LIST FOR 2024-2025**

# Thank you for supporting the Chamber and Our Region! Shop Small, Shop Local this Holiday Season!!

Purchase Chamber Checks: Chamber office 2 N. Main Street, Gloversville or at Ruby & Quiri, 307 N. Comrie Ave., Johnstown. Bulk orders for gifts for employees? We can prepare your order and deliver. Call us!

#### 4X HEAVEN & KROWN RUST PREVENTION

511 N. Perry St., Johnstown

www.4xheavenny.com (518) 725-1203

#### ADIRONDACK COUNTRY STORE

252 N. Main Street, Northville www.adirondackcountrystore.com

#### ADIRONDACK EXPRESS LUBE

997 State Highway 29A, Gloversville (518) 725-8885 4648 State Highway 30, Amsterdam

(518) 842-8377 www.adkexpresslube.com

#### ADVANCED CLEANING & RESTORATION SERVICES

363 N. Perry St., Gloversville

www.advancedcrs.com (518) 773-2435

#### ALPIN HAUS

4850 State Highway 30N, Amsterdam; 1863 State Highway 5S West, Amsterdam | www.alpinhaus.com (518) 842-5900

#### BLACK BEAR WINE AND SPIRITS

4867 State Highway 30, Amsterdam www.blackbearwine.com (518) 842-2242

#### **BOWMAN'S MARKET**

50 East Pine Street, Gloversville | (518) 725-7517

#### **BROWN'S FORD**

121 North Comrie Avenue, Johnstown (518) 762-4609 4419 State Highway 30, Amsterdam (518) 843-4600 www.brownsford.com

#### **CASTIGLIONE GEM JEWELERS**

25 North Main Street, Gloversville www.gemjewelers.com (518) 725-1113

#### **DEMI'S WINES AND LIQUORS**

52 East Main Street, Johnstown | (518) 762-7572

#### GARY DISANTO-ROSE, D.M.D.

32 South Market Street, Johnstown

www.disantorosedental.com (518) 762-7033

#### THE FLOWER BARN & GIFT SHOP

132 Division St., Northville | (518) 863-4374

#### FUEL-N-FOOD, INC.

3006 State Highway 30, Gloversville www.fuelnfood.com (518) 661-6917

#### GLOVE CITIES VETERINARY HOSPITAL, P.C.

35 Harrison St., Gloversville (518) 725-8117 www.glovecitiesveterinaryhospital.com

#### THE GLOVE THEATRE

42 North Main Street, Gloversville www.glovetheatre.org (518) 773-8255

#### GLOVERSVILLE SEWING CENTER, INC.

385 South Main Street, Gloversville

(518) 725-4919 www.gloversvillesewingcenter.com

#### HAROLD'S RESTAURANT AND LOUNGE

176 West Fulton Street, Gloversville | (518) 725-9018

#### **HOLIDAY INN JOHNSTOWN - GLOVERSVILLE**

308 North Comrie Avenue, Johnstown www.ihg.com (518) 762-4686

#### HOLLAND MEADOWS GOLF COURSE

1503 State Highway 29, Gloversville

hollandmeadowsgolfcourse.com (518) 883-3318

#### italyMONDO!, LLC

37 Prospect St., Suite 210, Amsterdam www.italymondo.com (866) 992-1116

#### HOUSE OF PIZZA

219 Fifth Avenue Extension, Gloversville | (518) 725-9400

#### KINGSBORO LUMBER CO., INC.

22 Gregory Street, Gloversville

www.kingsborolumber.com (518) 773-7939

#### LAKESIDE TAVERN & MARINA

306 Woods Hollow Road, Gloversville

www.lanzislakesidetavern.com (518) 883-5253

#### LORENZO'S SOUTHSIDE

1 Port Jackson Square, Amsterdam

www.lorenzossouthside.com (518) 212-2256

#### LAPLAND LAKE NORDIC VACATION CENTER

139 Lapland Lake Road, Northville www.laplandlake.com (518) 863-4974

#### LEE'S SHOPS AT WAGNER SQUARE

24 Church Street, Canajoharie

www.leesshopsatwagnersquare.com (518) 673-0292

#### LIVINGSTON'S FURNITURE & MATTRESS, INC.

355 South Main Street, Gloversville

www.livingstonsfurn.com (518) 725-8317

#### **M&J LAWN CARE**

1484 County Highway 107, Amsterdam

www.letmikemowit.com (518) 842-8913 or (518) 332-2557

#### MAIN MOTORCAR CHRYSLER DODGE JEEP RAM

224 West Main Street, Johnstown

www.mainmotorcar.com (518) 762-3183

#### MCDONALD'S

Fifth Avenue Extension, Gloversville (518) 725-6949 200 North

Comrie Avenue, Johnstown (518) 762-4961 |

www.mcdonalds.com/usa

#### MOHAWK HARVEST COOPERATIVE MARKET

30 North Main Street, Gloversville

www.mohawkharvest.org (518) 725-9387

#### MYSTERIES ON MAIN STREET

144 West Main Street, Johnstown

bookshop.org/shop/Mysteriesonmainstreet | (518) 736-2665

#### NAC'S MEAT MARKET

2513 State Hwy 30, Mayfield | (518) 613-4280

#### **NEW PROCESS CLEANERS**

115 North Market Street, Johnstown

www.newprocesscleaners.com (518) 762-7217

(continued on next page)

#### **NEW YORK LUNCH**

21 Bleeker Street, Gloversville | (518) 725-4170

#### NOBLE ACE HARDWARE

130 South Comrie Avenue, Johnstown www.acehardware.com (518) 762-3658

#### **NORTHVILLE 5&10**

122 South Main Street, Northville www.northville5and10.com/ (518) 863-4424

#### ON THE MARK ACCOUNTING

5010 State Highway 30, Suite 101, Amsterdam www.onthemarkaccounting.com (518) 705-9179

#### PARTNER'S PUB

21 South William Street, Johnstown www.partnerspubandgrill.com (518) 762-2337

#### **PATTI'S GREENHOUSES**

3844 State Highway 30, Amsterdam | (518) 883-5311

#### PEACEFUL VALLEY MAPLE FARMS

116 LaGrange Road, Johnstown | Facebook (518) 762-8936

#### PLAZA'S ITALIAN BISTRO

130 North Pine Street, Gloversville www.plazaspizza.com (518) 725-4007

#### POWERHOUSE MOTOR SPORTS

2493 State Highway 30, Mayfield www.powerhousems.com (518) 661-7787

#### RAILSIDE CAFE

454 North Perry Street, Johnstown | Facebook (518) 762-3292

#### ROGERS FAMILY ORCHARD & CIDERYARD, LLC

260 County Hwy 131, Johnstown

Facebook (518) 332-2732 or (518) 762-8736

#### **ROUTE 30 WINE & LIQUOR DEPOT**

430 New York 30, Amsterdam Commons www.route30wine.com (518) 843-7312

#### RUBY & QUIRI, INC.

307 North Comrie Avenue, Johnstown www.randq.com (518) 762-7829

#### **RUNNINGS**

233 Fifth Avenue Extension, Gloversville www.runnings.com (518) 725-3800

#### SAM'S SEAFOOD STEAKHOUSE

281 North Comrie Avenue, Johnstown

Facebook (518) 762-7267

#### SAM'S DISCOUNT WINE & LIQUOR

56 Elmwood Avenue, Gloversville | (518) 921-4088

#### SPIRITS OF THE ADIRONDACKS

107 Townsend Avenue, Johnstown | Facebook (518) 762-7667

#### SPORT ISLAND PUB

108 Riverside Boulevard, Northville

www.sportislandrestaurant.com (518) 863-2003

#### STEET TOYOTA, JOHNSTOWN-GLOVERSVILLE

310 N. Comrie Ave., Johnstown

www.steettoyotajohnstown.com (518) 762-7222

#### **SW THE SPA**

23 Fremont Street, Gloversville

www.sw-dayspa.com (518) 773-3992

#### SWANY AMERICA CORP.

115 Corporate Drive, Johnstown www.swanyamerica.com (518) 725-3333

#### TWIN PINE FAMILY CHIROPRACTIC, LLC

2600 State Highway 30A, Fonda | Facebook (518) 853-1567

#### VINTAGE CAFE

21 West Main St., Johnstown | Facebook (518) 762-0030

#### WALMART

329 S. Kingsboro Ave., Gloversville (518) 725-2403 www.walmart.com

#### WISHES AND DREAMS, PAST AND PRESENT

11 W. Fulton Street, Gloversville

wishesanddreamspastnpresent.com (518) 332-1830

Find this list with any Chamber Check purchased, or on our website at <a href="https://www.fultonmontgomeryny.org/chamber-checks/">https://www.fultonmontgomeryny.org/chamber-checks/</a>PLEASE remember to keep your holiday shopping dollars local and support your fellow businesses and our region! Questions? Please call us at the Chamber at (518) 725-0641.

#### (continued from page 10—Chamber Awards)

SMALL BUSINESS AWARD (10 employees or less): Given to a Chamber member who has shown a dedicated investment in the Chamber and/or community, as wll as extraordinary participation in Chamber programs.

FAMILY AWARD: Given to a family whose members own, operate or are employees of a Chamber member business and have shown extraordinary support and participation in Chamber programs.

ENTREPRENEURIAL AWARD: The Thomas B. Constantino Entrepreneurial Award is given to a Chamber member that embodies the entrepreneurial spirit by organizing, managing and assuming the risks of building a business then persevering to see these efforts come to fruition. In memory of Thomas B. Constantino, founder of The Noteworthy Company in Amsterdam, who exhibited exemplary leadership skills, determination, creativity and vision.

CENTENNIAL AWARD: Given to a Chamber member who is an active participant in Chamber programs and has been in business in our region for 100+ years.

YOUNG PROFESSIONAL AWARD: Given to a young progressional Chamber member under the age of 40 whose commitment, enthusiasm and positive energy have contributed to the betterment of our region.

INDUSTRY OF THE YEAR: The Edward L. Wilkinson Industry of the Year Award is given to a Chamber member business or industry that has made a positive contribution to the economic growth and well-being of our region as well as extraordinary support and/or participation of Chamber programs. In memory of Edward L. Wilkinson, a prominent attorney and economic development leader, who was a strong believer in the potential of our region.

NOMINATION FORM CAN BE FOUND HERE. Questions? Call the Chamber at (518) 725-0641. Nomination deadline: 1/17/25

#### **GET INVOLVED WITH YOUR CHAMBER**

All events offer FREE admission for Chamber members and their employees.

Unless otherwise indicated (highlighted), please RSVP to (518) 725-0641 or

email fultonmontgomeryny@gmail.com.

### HOLIDAY BUSINESS AFTER HOURS AT NBT BANK—CANAJOHARIE

Wednesday, December 4, 5:30pm-7pm 20 Mohawk Street, Canajoharie
Get in the spirit at this Business After Hours at the Canajoharie branch of NBT Bank. Hostess Kim Adamchick, branch manager, will welcome all Chamber members and their employees, as well as local businesses to enjoy holiday refreshments and networking. A FREE event for Chamber members and their employees. Please bring a non-perishable food or toiletry item for the Montgomery County Office for Aging food bank.

#### DON'T STOP BELIEVIN' TOY DRIVE BUSI-NESS AFTER HOURS AT <u>THE CENTURY</u> <u>CLUB</u>'S FESTIVAL OF TREES (sponsored by <u>Chad Majewski Real Estate</u> and Joseph Szyjkowski)

Thursday, December 5 130 Guy Park Ave., Amsterdam

This event is hosted and sponsored by Chad Majewski and Joseph Szyjkowski. Enjoy cocktails, hors d'oeuvres, and live music! Please bring at least one unwrapped toy to support Chad & Joe's Non-for-profit foundation, Don't Stop Believin', which has given thousands of local children joy and hope during the holiday season.

Thank you to Chad and Joe for your collaboration, and thank you for what you do for our community! Also thank you to SWANY Gloves who donated gloves, scarves, hats, and more to Don't Stop Believin'!

#### **SAVE THE DATES!:**

Friday, January 10-7:30am

#### Governmental Affairs Legislative Breakfast

HFM BOCES Conference Center, 2755 State Highway 67, Johnstown. Speakers TBD

Thursday, January 16—5pm to 7pm **Chamber's Holiday Business After Hours at The Eccentric Club**, 109 N. Main Street, Gloversville

Thursday, April 3

## BUSINESS EXPO AND CHAMBER AWARDS PRESENTATION, Location TBD

There are opportunities for sponsorship, for tabling to display/talk about all your business has to offer, and to attend to see the Chamber Award winners and presentation, and to network with dozens of fellow members. Watch your email blasts for information as it becomes available, or email anneb@fultonmontgomeryny.org for sponsorship opportunities, or to sign up to display.



