



NEWSLINE

February 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.

CHAMBER HOSTS ELECTED OFFICIALS TO SPEAK TO OUR REGION'S BUSINESSES AT JANUARY 19 ADVOCACY BREAKFAST AT [THE BRIDGE WALK](#)



The Chamber is grateful to our region's elected officials who took part in the panel that addressed our members, as well as to the local officials who joined us at the breakfast. Pictured at top are the panelists with Chamber Executive Director Anne Boles, from left Michael Schenk, Chief of Staff to Senator Mark Walczyk; Assemblyman Robert Smullen; Senator Neil Breslin; and Assemblywoman Mary Beth Walsh. Reed Chronis from Rep. Elise Stefanik's office also addressed the attendees.



Pictured above, from left: Breakfast Moderator Mike Schaus, THINK Tank Media/WENT Radio; Chamber's Governmental Affairs Committee Chair David Jankowski; and Chamber Board member Carl Marucci



Pictured at right, from left: The Arc Lexington's Wally Hart; FC Board of Supervisors Chairman John Blackmon and Robert Smullen. At bottom right, from left: MC Executive Matt Ossenfert; John Blackmon, Vinnie Nicosia, MCBDC; Reed Chronis from Elise Stefanik's office; Anne Boles, and Ken Adamchick, FC Center for Regional Growth





Message from the Executive Director

2024 BOARD OF DIRECTORS

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Gaetano Lanzi, *Lanzi Restaurants*

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 Tennant, *Executive Assistant*

Nicole Walrath, *Director of Workforce Development*

THE FULTON MONTGOMERY CHAMBER IS A MEMBER:

- ◆ [Business Council of New York State](#)
- ◆ [Center For Economic Growth—Capital Region](#)
- ◆ [Chamber Alliance of New York State](#)
- ◆ [Fulton County Center for Regional Growth](#)
- ◆ [Fulton County Farm Bureau](#)
- ◆ [Montgomery County Farm Bureau](#)
- ◆ [New York State Farm Bureau](#)

Dear Chamber Members,

“What is a Chamber of Commerce?” Is it just a business organization? The Chamber of Commerce is SO much more than that, and the Chamber tries to get the information out there, but let's face it, there is so much information shared with us from everywhere!

I have been given the opportunity to tell you exactly what the Fulton Montgomery Regional Chamber of Commerce does for our community, and I am hoping you will find it interesting enough to take the time, reach out and join us! We are bringing back time-honored events and traditions with new twists, starting with the Business Expo and Annual Awards, coming up on March 21. We are also refreshing our Ambassador program, which helps the Chamber and its members in many ways.

We at the Chamber will do whatever it takes to make the organization and its members thrive and for us to be proud of the region in which we live, work, and play.

I encourage every business owner, professional and community member to join the Chamber of Commerce, and take advantage of the many benefits the Chamber can provide. To that end, please [CLICK HERE](#) for a short survey for Chamber members. We would appreciate it if you would take the time to fill it out and provide important feedback which will help us going forward this year with events, programs and more.

If you would like to get involved or have any questions, please don't hesitate to email me at anneb@fultonmontgomeryny.org or call me at (518) 725-0641.

SPREAD LOVE AND KINDNESS THIS MONTH! Buy locally from your fellow Chamber members! With Valentine's Day around the corner, you can find great meals, treats, spa packages, flowers, and much more right in your neighborhood! Please check our online Chamber member directory for all your V-Day needs—<https://business.fultonmontgomeryny.org/list>

Please enjoy this edition of *Newsline*! It contains great information from your fellow Chamber members!

Welcome New Members

January 2024

DUNN & DUNN, PLLC

(518) 673-3300
35 Cliff Street, Canajoharie
Local law firm that provides civil services such as Estate Planning, Real Estate, Business Law, Landlord/Tenant Litigation, Vehicle/Traffic Litigation and more.

IDEAL K9 TRAINING LLC

(518) 774-7774 | <http://www.idealtrainingllc.com>
1779 Kennedy Road, St. Johnsville
IDEAL K9 is highly educated and BBB-accredited business. We teach come, sit, down, heel, place, break and off. Our trainers are behaviorists and work on all underlying behavioral challenges. Programs include Basic Obedience, Aggression, Fear Reactivity, Boarding with training and Day Training. Positive love, affection, praise, leash tension, hand signals, e-collar communication and verbal communication are coupled together to achieve 100% satisfaction. We are family-owned and family-operated LLC.

TO LIFE!

(518) 439-5975 | <http://tolife.org>
1700 Riverfront Center, Amsterdam
Nonprofit that provides products, education, and services to breast cancer survivors and their families.

NTI LOGISTICS

(609) 594-5315 | <https://ntilogistics.com/>
37 Prospect Street, Amsterdam
Domestic & international freight, Local vehicle service, Warehousing

MEMBERSHIP MESSAGE

Janet Davis, Director of Membership & Member Services



Destination One

Members-Only Advertising Opportunity

The Chamber offers a great opportunity for your business to get exposure it needs to succeed! We have a unique advertising space called Destination One that is located on the outside of the Fulton County Visitor's Center in Vails Mills. These spaces are an important detail of this destination that sees over 10,000 visitors annually. With two display cases offering large, full-color ad spaces as well as specifically designated spots for your rack cards or brochures, this is a prime location for any business in our region looking to attract visitors and residents alike. This also serves as an informational stop for guests in our region. The visitor's center also serves as a park and ride for those looking to carpool. By advertising with Destination One, you are given a unique opportunity to be one of the few businesses whose information can be seen 24 hours a day, 7 days a week, 365 days a year. These are great spots for local attractions, dining options, shopping, events and any other service or product that appeals to the traveler. Ads remain in the showcase for a full year. If you wish you can of course change your signage periodically, taking into account the season and audience. This is a chance to make a wise investment in your business, and with a great location and reasonable rates. For more information please contact me at (518) 725-0641 or at membership@fultonmontgomeryny.org.

Please read about our new Ambassador Committee initiatives on page 11.

MONTGOMERY COUNTY OUTREACH FUNDING AVAILABLE

The Montgomery County Youth Bureau is pleased to announce a limited availability of Outreach Program funds to be administered during 2024. The primary purpose is to assist youth-serving programs within Montgomery County who are currently not receiving, or are ineligible to receive, New York State Office of Children and Family Services funding. The funds will be allocated as mini grants and on a reimbursement basis.

A completed application package must be submitted to the Youth Bureau before 4:00PM, Friday, February 16, 2024. Applications will be reviewed by the Montgomery County Youth Advisory Board, and applicants will be notified of the Youth Board's determination by mail. Applications may be obtained by emailing Youth Bureau Director, Brenda Rava, at brava@co.montgomery.ny.us or calling the Montgomery County Youth Bureau at (518) 853-4355,



MEMBER ANNIVERSARIES

January 2024

Thank you for your continued support!



41-50 YEARS

NBT Bank—50

31-40 YEARS

J. Paul Kolodziej, Attorney & Counselor—39
HFM Prevention Council—38
Beech-Nut Nutrition Corporation—31
Cranesville Block Company—31

21-30 YEARS

Mental Health Association in Fulton & Montgomery Counties—28
Oppenheim-Ephratah-St. Johnsville Central School District—27
Chris Rizzo Trucking Inc.—25
Brott Law Office, PC—22
Northville Central School—22

11-20 YEARS

Twin Cities Sports Promotion—20
Advantage Builders—19
Rose & Kiernan, Inc.—19
Universal Warehousing, Inc.—19
Deborah R. Hermance, DDS—17
Friends of Sanford Stud Farm—17
Rockwood Environmental Solutions—17
DeMi's Wine & Liquors—16
Elizabeth Cady Stanton Women's Consortium—16
Empire Automotive Solutions, LLC—14
Lamar Outdoor Advertising—13

1-10 YEARS

VanNostrand & Co., CPAs—10
KCS Land Research—9
Milligan and Higgins—8
St. Johnsville Rehabilitation and Nursing Home—8
State Farm Insurance - Jenny Rulison-Fisch—8
Town of Caroga—8
Mud Road Sugar House—7
George Landis Arboretum—2
Adirondack Therapeutic Touch—2
Fulton County Regional SPCA—2
Reets Boatworks—2
Mickey's Racing—1
Mohawk CoWorks—1
VICE Bar & Grill—1

**ATTENTION BUSINESSES
IN THE CITY OF
GLOVERSVILLE**

The [Gloversville Economic Development Corporation](#) 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

RIVER RIDGE LIVING CENTER
Rehabilitation & Long Term Care

100 Sandy Drive, Amsterdam, NY 12010
518.843.3503 • RiverRidgeLC.com

MAKING A DIFFERENCE IN PEOPLE'S LIVES
At River Ridge Living Center
We offer a comprehensive array of clinical Services

Our Therapeutic Recreation Program provides a variety of stimulating activities to fully engage our residents - fostering new friendships and enhancing well-being and happiness.

In our Rehabilitation Department our goal is to help you regain your strength to get you back home as soon as possible.

*"We are dedicated to enhancing the life of our residents."
If you are a team player, compassionate and reliable,
a career at River Ridge Living Center is for you!*

OUR ELECTED OFFICIALS ANSWER QUESTIONS POSED BY OUR MEMBERS AT JANUARY 19 LEGISLATIVE BREAKFAST

The Chamber's Government Affairs Committee listened to our membership to address concerns and these questions are based on a survey that was conducted. They covered topics such as workforce, education, healthcare, tourism, and other issues that are pertinent to the region. Speakers on the panel were as follows:

Senator Neil Breslin: NYS Senate Vice President Pro Tempore, 46th Senate District (Montgomery County, parts of Albany County, parts of Schenectady County)

Assemblywoman Mary Beth Walsh: Assembly Minority Leader Pro Tempore; 112th Assembly District including parts of Saratoga, Schenectady and Fulton Counties)

Assemblyman Robert Smullen: Assembly District 118 which includes all of Hamilton County, as well as parts of Herkimer, Fulton, Montgomery, and Oneida Counties.

Michael Schenk – Chief of Staff for Sen. Mark Walczyk who is currently deployed. 49th Senate District which includes Fulton, Hamilton, Jefferson, Lewis, parts of Herkimer, Oswego and St. Lawrence Counties.

Detailed contact information for these and all our legislators can be found on the Chamber website [HERE](#):

What are some initiatives on the state level that align with our regional education goals, for entry into a NYS college or university, and then retaining that student to apply for a position, locally in New York State?

Sen. Neil Breslin: Met with community college presidents yesterday and found that young people are bypassing community colleges and the group talked about how that can be remedied. Community colleges are critically important to our region, not only for traditional and non-traditional students but also with companies needing them for workforce development and looking at what these educational institutions can provide when considering relocating to our area. They want businesses to call them and help them facilitate their business needs. Businesses want to know that community colleges can provide them well-trained that will stay in the region.

Asm. Robert Smullen: Community colleges are especially important to the rural regions of the Adirondacks and Mohawk Valley. He recently attended a meeting with regional school superintendents who emphasized that we need programs for each individual student, and he feels we can do that. There should be programming for those who want to go into trades as well as those who are looking for a four-year college education. He also feels that inter-regional enrollment is important and to look at breaking down bar-

riers of the central school district model.

Asm. Mary Beth Walsh: She is a product of the Perth-Broadalbin School District and has served eight years on the Assembly Education Committee. She also has six children between the ages of 31 and 17 and knows of what she speaks. She is deeply invested in education as a parent and an elected official. She added that we need to provide diverse, alternate pathways for kids – one size does not fit all. When speaking with BOCES superintendents, she noted that there should be an elimination of hold-harmless and these changes would impact the ability to hire well-trained teachers and staff. She has invested in ideas that would provide alternate pathways, including the important pathways to the trades. She reminded the audience that NY has led an outmigration of people from the state for the last three years. We have to educate and retain students.

Schenk/Walczyk: Reported that the Senator is very supportive of community colleges and the move to keep people and students educated and working in our state. The Senator is in favor of loan forgiveness programs and believes that there should be a set degree commitment to those who stay in the state. The "Leaving for Work" Act should be a new diploma at the high school level that would help to draw students into trades. We also need to strengthen and support our BOCES programming in NY.

What are your strategies to address obtaining affordable healthcare for our small businesses, increasing reimbursement rates (especially Medicaid) for our healthcare facilities, and help with the workforce shortage?

Asm. Smullen – One out of every three New Yorkers is on Medicaid which has private insurance taking a hit. He feels that health insurance should work through employers to address the healthcare crisis, although realizing that small businesses are already being squeezed.

Asm. Walsh – The healthcare workforce shortage is so critical because these people are doing work with the most vulnerable New Yorkers. Nursing homes don't have staff to open beds and reimbursement rates have not been updated; Medicaid has not kept pace. We need to take a serious look at breakages like these and fix them. We need to pay living wages to keep open hospitals and nursing homes. There is no easy answer.

STORY CONTINUED [HERE](#)

Business Resources You Can Use:

NYS DEPARTMENT OF LABOR'S SHARED WORK PROGRAM



The Shared Work program is the NYS Department of Labor's definitive solution for businesses experiencing a slowdown. The

Shared Work Program gives employers an alternative to laying off workers during business downturns by allowing them to work a reduced work schedule and collect partial Unemployment Insurance benefits. Instead of cutting staff, employers can reduce the number of hours of all employees or just a select work group. Shared Work keeps trained, productive employees on the job during temporary business downturns – which means employers can gear up quickly when business conditions improve. They save the expense of recruiting, hiring and training new employees, while employees are spared the hardships of full unemployment. The program allows businesses to save money and retain knowledgeable, productive staff. All employers, including governmental and non-profit, can have a Shared Work plan.

The program isn't just for salaried employees. Full-time, part-time, and seasonal employees are eligible. Since everything is done online, applying for, and managing plans is fast and easy. Shared Work plans are approved within 48 hours, can be adjusted weekly, and take just minutes to certify. The flexibility of the program, which has been a trusted resource for decades, allows businesses to ramp up quickly when conditions improve.

Every participating business gets a dedicated representative to answer questions and guide you through the process – they're always just a phone call away.

An employer's Shared Work Plan must:

- Apply to employees who normally work no more than 40 hours per week
- Reduce work hours and corresponding wages between 20% and 60%
- Replace the layoff of an equal percentage of your workforce
- Not reduce or eliminate fringe benefits, unless they are reduced or eliminated for the entire workforce
- Not extend beyond 53 weeks
- Cover all employees in an affected unit and reduce their hours by the same percentage. You

may reduce different units by different percentages

- You cannot hire additional employees for the work group covered by the plan while the plan is in effect.
- If there is a collective bargaining agreement in effect, the collective bargaining unit must agree to take part in the Shared Work Program.

Employees may participate in Shared Work if they are eligible to receive regular Unemployment Insurance benefits in New York State. The Shared Work weekly amount is the person's weekly benefit rate multiplied by the percentage their hours and wages are reduced under the Shared Work Plan. Workers participating in Shared Work:

- May receive a maximum of 26 times their weekly benefit rate during a benefit year.
- May not receive more in a benefit year from Shared Work benefits combined with regular Unemployment Insurance benefits than they would receive under the regular Unemployment Insurance program alone (26 times the regular benefit rate)
- Must be fully available to work for the Shared Work employer, but are not required to look for other work
- Are not eligible for Shared Work benefits in any week in which they receive Supplemental Unemployment Compensation benefits (SUB pay)
- Will have their Shared Work benefits reduced if they work for a different employer or work at self-employment

HOW DO EMPLOYERS APPLY?

You must employ at least two full-time employees working in New York State, and for four consecutive calendar quarters, you or your predecessor must have:

- Paid Unemployment Insurance contributions
- In lieu of contributions, elected to reimburse benefits paid to your former employees

To file an application, visit the Department of Labor's UI online services page: on.ny.gov/UIservices. Sign in with your NY.Gov ID, or follow the directions to create a NY.Gov ID. After signing in, select "View My UI Information" on the "Perform Work for my Company" page. Click on the "Shared Work" button on the bottom left.

For more information visit <https://dol.ny.gov/shared-work-program-0>
YouTube webinar on Shared Work: <https://youtu.be/gj1CONic-oE?si=7ozt6pCFuJjBszH>

FULTONMONTGOMERYCHAMBER



BUSINESS EXPO

AND ANNUAL AWARD PRESENTATIONS

Thursday, March 21st, 2024 4:00-6:30p

HFM BOCES Conference Center 2755 State Highway 67, Johnstown, NY (East Entrance)

Business Expo

- Network with other Chamber members
• Explore other local businesses
• Learn about the Chamber!

Annual Awards

Enjoy light refreshments while we celebrate the winners of the following categories:

- Tourism
• Small Business
• Family
• Entrepreneurial
• Centennial
• Agricultural
• Young Professional
• Industry of the Year

Build Your Business - RESERVE YOUR BOOTH/SPONSOR THIS EVENT TODAY! Registration/Sponsorship form HERE

Vendor Table Fee: only \$50!

(includes: tables, chairs, & Lite Fare)

Chamber Members and Guests FREE to attend!

For details, sponsorship opportunities, and to register for a table please call the Chamber at (518) 725-0641 or email fultonmontgomeryny@gmail.com for an application.



ST. MARY'S HEALTHCARE NAMES DIRECTOR OF REHABILITATION SERVICES

Jason Lambert has been named director of rehabilitation services at [St. Mary's Healthcare](#). He oversees the hospital's comprehensive rehabilitation services, including physical, occupational and speech therapy as well as cardiac rehabilitation.



Lambert has more than two decades of experience as a physical therapist and director of rehabilitation programs. He comes to St. Mary's from Saratoga Hospital, where he was a clinical rehabilitation specialist and clinic manager. Previously Lambert served as director of rehabilitation at Country Hills Healthcare Center in El Cajon, California, and at Golden Hill Subacute and Rehabilitation Center in San Diego.

"Like communities nationwide, our region is seeing increased demand for rehabilitation services," St. Mary's President and CEO Jeff Methven said. "Jason has the interpersonal skills and the clinical and administrative expertise to help St. Mary's continue to grow our rehabilitation program to improve local access to this essential care."

Lambert has doctoral and master's degrees in physical therapy, both from Stony Brook University, the State University of New York.

St. Mary's offers inpatient and outpatient rehabilitation services. Acute inpatient rehabilitation is provided at the Memorial Health Center, and cardiac rehabilitation is available on the hospital's Guy Park Avenue campus. Physical, occupational and speech therapy, along with other outpatient rehabilitation services, are offered at Mohawk Valley Medical Arts. For an appointment, call (518) 841-3406.

[CLICK HERE](#) to read a letter to the community from Jeffrey Methven, CEO of St. Mary's Healthcare on the one-year anniversary of his tenure.

MOHAWK VALLEY AWARDED NYS PREVENTION GRANT FOR "HOMESTEADING" WORKSHOPS

[The Mohawk Valley Economic Development District](#), Inc. (MVEDD), in partnership with a local seamstress, Lori Smith, the Kirkland Town Library and Grow Amsterdam NY, has been awarded grant monies from the New York State Pollution Prevention Institute (NYSP2I) to host a series of educational community "Homesteader Workshops". Through funding provided by the Environmental Protection Fund as administered by the New York State Department of Environmental Conservation (DEC), NYSP2I has selected [12 projects](#) across NYS focusing on community based pollution prevention strategies.

MVEDD's mission is to promote economic growth and community resiliency within the Mohawk Valley. MVEDD will continue supporting local businesses through sustainable development that emphasizes job growth, enhances quality of life, and increases regional viability.

The term homesteading is defined as a lifestyle of self-

sufficiency, including subsistence agriculture, home preservation of food, and small craft-like trades such as textile working and making common household items within the home. The epitome of homesteading is sustainability and reducing waste as a way of life. There are many homesteader practices that used to be the norm, and have in recent decades fallen out of practice. These include simple repair of clothing, saving seeds and growing food at home, composting food waste materials, and using common, simple ingredients to make household cleaning products. These skills are integral to sustainability and pollution prevention at home. Teaching residents these skills can help to foster more sustainable communities by empowering a network of people in those communities to "do it themselves" - together.

MVEDD will be coordinating three different Homesteading Workshops in 2024:

"In the House" - This workshop will take place in early Spring 2024 (date is TBD). This workshop will take place in Mohawk, NY. There will be a sewing demonstration to teach simple repair techniques (sewing on buttons, mending rips) to reduce textile waste. There will also be a demonstration on making homemade household cleaners without toxins found in many commercial brands. A short presentation will be provided to educate attendees on energy conservation and efficiency programs in NYS that can lower utility bills and reduce energy wastage.

"Around the House" - This workshop will take place in late spring/early summer 2024 (date is TBD). This workshop will take place in Amsterdam, NY and will be hosted by Grow Amsterdam NY. This workshop will cover composting techniques (with an option for renters/people with limited yard space!) and greener landscaping practices.

"Feed the House" - This workshop will take place in late summer 2024 (date is TBD). This workshop will take place at the Kirkland Town Library and will focus on proper food storage to extend the shelf life of foods and reduce waste, seed saving, basic tips and strategies for starting a backyard garden, and how to grow microgreens in your home.

"With modern technology, a lot of generational skills like sewing, backyard gardening, seed saving and sustainable landscape practices have been lost to fast commercial and industrial fixes that often have significant environmental consequences," says Samantha Francisco, Clean Energy Specialist for MVEDD. "These workshops will be designed to make people more sustainable at home, and we hope that the skills learned will cause a chain reaction in our communities to promote independence and resiliency in a rapidly changing world," she continued.

Reducing pollution at home can be achieved with a few simple behavioral changes, and often, more sustainable practices end up saving both money and energy at once. Heather Devitt, Deputy Director of MVEDD said of the project, "We hope that these workshops shine a light on what our communities are already doing to be more resilient, and inspire grassroots change in our neighborhoods and beyond to be less wasteful. We hope to see you at one of our workshops!" she continued.

MVEDD will be announcing workshop dates in the first quarter of 2024. Please check our website at [mvedd.org](#) for announcements and registration links (when available) regarding these events.

**DRINK LOCAL—SUPPORT LOCAL
HIGHER GROUND DISTILLING TO
HOST ICE BAR EVENT FEBRUARY 9 &
10—ONLY ICE BAR ON THE GSL!**

Friday, February 9 and Saturday, February 10 are the dates for [Higher Ground Distilling's](#) second Ice Bar Event at their bar/distillery located at 2513 State Highway 30 in



Mayfield. Back and even better than before, Higher Ground is pulling out all the stops for this year's event. The Ice Man from Syracuse who creates ice bars in Lake George and all over the state, will create the Ice Bar for

Higher Ground. Kicking off on Friday, from 6-10pm there will be a dance party featuring DJ MixitupNY, heard on On Deck Party Hours on FLY92. Saturday's event will feature DJ Rocco from 3-5pm and then David Ahi and his wife from Skeeter Creek will perform 7-10pm. To keep you warm and comfortable, there will be fire pits and heaters, picnic tables and more. Special event cocktails, local beer, seltzers and more will be offered from their cash bar, and food from The Mayfield Grill. Snowmobiles and 4-wheelers are welcome! Your host, Dave Webber, President/Master Distiller at Higher Ground is looking for businesses to partner with him to make this event even bigger for our communities. He is looking for others to help sponsor safe rides, and more! "Why should Lake George have all the fun with their ice bar events?" Please stop by and help OUR region host one of the best events of the winter season at Higher Ground Distilling on February 9 & 10! Contact Dave for more information at (518) 527-5490 or via email at highergrounddistilling@yahoo.com. Outside of this weekend, their warm and friendly tasting room is available for bottle sales and private events—bachelor/bachelorette parties and more. Stop by and visit their unique "Flavor Your Shine" station with handcrafted spirits and decadent spirits, smooth bourbon, whiskey, moonshine and more!

**FULTON COUNTY CENTER FOR
REGIONAL GROWTH AND 44LAKES
CUSTOMIZED GIFTS & DÉCOR HOST**



**"GLOVERSVILLE
BUSINESS BREAK"**

On Wednesday, February 7 from 8am to 9am, [44Lakes Customized Gifts and Décor](#), 15 N. Main Street in downtown Gloversville and the [Fulton County Center for Regional Growth](#) are hosting a

"Gloversville Business Break." This free event features coffee and refreshments and networking with businesses and organizations. Although the focus is on downtown Gloversville businesses, all businesses and organizations are welcome to attend and network. RSVP to jennd@fccrg.org or call (518) 725-7700, ext 4.

**HARVEY'S PET AND HOME HEATING
HEADQUARTERS LOOKING FOR NEW
SPACE**

[Harvey's Pet](#) and [Home Heating Headquarters](#) is "on a quest to find the perfect new home for their business, keeping affordability and accessibility in mind." They are selling their current home at 250 N. Comrie Avenue in Johnstown to look for new space for both businesses, keeping in mind that they would like to be close to their current location. If you know of any space, please contact Mark or Christina Van Valkenburgh at (518) 762-9681 or (518) 762-7613. They are grateful for the loyalty and support of their customers and in this transition, will ensure that they continue to meet their customers' needs while knowing that their new location will be able to enhance their offerings, keeping intact their commitment to quality and value.



**JOHNSTOWN MOOSE LODGE #1185
HOSTING VALENTINE'S DAY SHOW ON
FEBRUARY 17**

Join the [Johnstown Moose](#) on Saturday, February 17 from 6 to 9pm for a Valentine's dinner and show! Tickets are \$25 for singles and \$40 for couples. Show features Nathan Pittorf in a tribute performance of Buddy Holly, Elvis and more. Purchase tickets at the Johnstown Moose bar or by calling (518) 762-4224. There will be a cash bar and dinner buffet with dinner from 6-7pm and show from 7-9pm. For questions or to reserve your space at the event, call (518) 762-4224.

**AMSTERDAM ROTARY PRESENTS
PRINCESS & HEROES PANCAKE
FUNDRAISER**

The Horace J. Inman Center, 53 Guy Park Ave in Amsterdam will play host to the [Amsterdam Rotary's](#) Princess & Heroes Pancake Fundraiser on Saturday, Feb. 10 from 9am to 11:30am. Featuring Belle, Superman, Batman, Rapunzel, Elsa & Anna, Captain America, Sleeping Beauty, Mrs. Incredible, Snow White...and more!



Proceeds to benefit Amsterdam, Ft. Hunter and Frothingham Free Library Summer Reading Programs. Tickets are \$12 each with children under five free and are available at each Library, the Montgomery County Office for Aging, the Inman Center or from any Amsterdam Rotarian.

FORT PLAIN MUSEUM & HISTORICAL PARK PLANS FOR 2024...AND BEYOND!



The Fort Plain Museum & Historical Park is busy planning a number of events for 2024, and looking forward to the site's future as it embarks on improvements, restorations and more.

Some of the featured events taking place this year include The Revolutionary War Conference 250 in the Mohawk Valley taking place the weekend of June 14–16, 2024 (a change of date for the conference). Some of the speakers already lined up include “Fireside Chat” with James Kirby Martin with guest host Mark Edward ; Nancy Bradeen Spannaus; Gary Echberger; Shirley L. Green; Shawn David McGhee; James Kirby Martin; Kristofer ; Matthew E. Reardon; John L. Smith; Bruce M. Venter; Mohawk Valley Resident Historian Chris Leonard.

The conference location is at Fulton-Montgomery Community College’s Theater, 2805 State Highway 67, Johnstown. The conference already has lined up a number of sponsors, including Brown’s Coach, the Holiday Inn Johnstown-Gloversville, Fulton-Montgomery Community College, the Montgomery County Tourism program, Alpin Haus, among local businesses, and many history-related businesses are taking part. Conference schedule and registration form will be available this month at <https://fortplainmuseum.org/viewevent.aspx?ID=1062>

Museum Board of Directors member and Author Norm Bollen will be at the Chamber’s Business Expo on 3/21 to talk about the site’s plans and vision for the future. They are putting together plans for a Capital Campaign to help this vision come to life; watch for details later in 2024 on this exciting campaign. For the first time, the Museum and Park are open for the Winter Season. Visit them on Saturdays from 10am to 4pm or make an appointment for other days at info@fortplainmuseum.org.

DIRECT SUPPORT PROFESSIONALS FROM THE ARC LEXINGTON RECEIVE NATIONAL CERTIFICATION THROUGH FMCC’S NEW DSP MICROCREDENTIAL PROGRAM

A group of Direct Support Professionals from [The Arc Lexington](#) received their national certification in the field Thursday after completing the first cohort of the new DSP Microcredential Program being offered at SUNY’s [Fulton-Montgomery Community College](#) (FMCC) in partnership with the Office for People with Developmental Disabilities (OPWDD). The program provides advanced training and continuing education to help DSPs provide daily services and supports for people with disabilities.

During a special recognition ceremony held Thursday, January 11, The Arc Lexington was joined by OPWDD, FMCC, state officials, and members of the com-

munity to provide certificates to each of the graduating DSPs, along with a \$750 stipend. They include Kendra Barra, Calli Logan, Thomas O’Brien, Annie Stock, Gwennolyn Thompson, Uriah Williams.

DSPs from The Arc Lexington made up the entire first cohort of the FMCC program, representing different areas throughout the agency. Calli Logan is one DSP who currently serves as a peer mentor at Transitions, a post-secondary program designed to provide comprehensive support and guidance to young adults with autism and other neurodivergent conditions as they navigate through college, careers, and independent living.



The DSP Microcredential Program launched last fall through a partnership between SUNY and OPWDD at a dozen college campuses, including FMCC, to support the academic and career success of DSPs across the state. Successful completion of the program leads to SUNY microcredentials and college credentials, one or more national certifications, and college credit toward a certificate, associate or bachelor’s degree. Due to grant funding, the program covers the cost of tuition, fees and books

While the DSP Microcredential Program focuses on DSPs, it also provides educational opportunities for everyone. At The Arc Lexington, all employees are encouraged to enroll in the program, as the college credits they earn can be used for a different degree. For example, if an employee is studying nursing, the credits they would receive for the psychology course could count toward their necessary nursing credits. This can also prove incredibly helpful for younger employees such as recent high school graduates or Human Service interns who are just starting out in the field, but want to gain college credits for another degree they want to pursue in the future. To find out more about the Direct Support Professional Microcredential Program at FMCC, visit the [State University of New York website](#) or contact FMCC’s Christie Davis at (518) 736-FMCC.

Pictured above are five of the six The Arc Lexington graduates of the DSP Microcredentialing Program, from left Uriah Williams, Gwennolyn Thompson, Kendra Barra, Calli Logan and Annie Stock. Missing is Thomas O’Brien. They are joined by FM officials Julie Lindh, Assoc. Professor of Human Services; James McManus, Instructor Disabilities Studies; and Christie Davis, Director of External Partnerships and Applied Learning.

WE NEED YOU!

to [CLICK HERE](#) for a short survey for Chamber members. We would appreciate it if you would take the time to fill it out and provide important feedback which will help us going forward this year with events, programs and more.

WE ARE LOOKING FOR A FEW GOOD CHAMBER MEMBERS... To Help Us Re-Start the Chamber's Ambassador Committee

Are you a business professional who wants to grow their business while helping fellow businesses at the same time? Our Ambassadors promote Chamber member benefits and enhance goodwill to help us enhance and grow our communities. This is done by assisting in the recruitment of new members through personal contacts, encouraging involvement, spreading awareness, and assisting with the retention of existing members. Our Ambassadors are members like you, who volunteer their time to show support to their fellow members.

Successful Ambassadors are enthusiastic about the Chamber and want to tell everyone about it while at the same time promoting their own businesses! Our Ambassadors possess good organizational skills and are dependable individuals who believe in and support the efforts of the Chamber. Chamber Ambassadors can balance the necessary time commitment of being on the team with the demands of their jobs. These individuals enjoy meeting new people and providing positive support and encouragement to colleagues. They are social, strong contributors to any group, and enjoy spending time with other professionals. Chamber Ambassadors come from a wide variety of industries and businesses, and will reflect a good cross-section of Chamber membership.

Interested in being part of this great group? Here is some information to help you decide...

Ambassador Mission Statement

Ambassadors promote goodwill and communicate the mission of the Fulton Montgomery Regional Chamber of Commerce to new and existing members; encourage all members to get involved with the Chamber; and support Chamber vision, values, initiatives, and goals.

Ambassador Goals and Objectives

- Promote and attend ribbon cuttings.
- Welcome new businesses with phone calls/email, and send Chamber information as needed.
- Contact new members, and answer any questions they may have.
- Greet first time attendees at Chamber events and introduce them to other members.
- Advocate for current members, and answer questions they might have.

Meetings

The Ambassador Committee will meet quarterly from 8AM-9AM with days/dates to be deter-

mined by the Committee members. The meetings will consist of networking with fellow Ambassadors, updates on Chamber benefits, programs and events; and new member updates. As a Chamber Ambassador, attendance and participation in quarterly meetings are required.

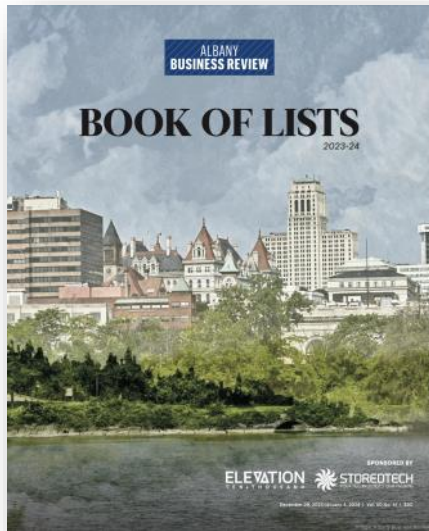
Ambassador Committee Expectations

- Attend quarterly Ambassador Committee meetings.
- Attend FMRCC events on a regular basis.
- Mentor new Chamber members.
- Assist the Chamber in continued success through member retention visits, calls, and other projects.
- Promote the FMRCC and its programs and services to members and non-members in the business community.
- Stay current on FMRCC information by visiting www.fultonmontgomeryny.org, liking the Chamber Facebook page, Instagram, and other social media channels, reading the monthly editions of *Newsline*, sharing our posts, or asking questions of chamber staff.
- You/Your employer must be a Chamber member in good standing to serve on this committee.
- Introduce you to our workforce development team to connect you with our local HFM Business Education Partnership (BEP) programs (HFM PTECH, CTE and pathways) to become partners and mentors.

For your/your business' commitment to the Chamber as an Ambassador, you will receive:

- Chamber badge to identify you to everyone as a Chamber Ambassador, identifying stickers to add to your business cards;
- Listing/information about you/your business on our website, in this newsletter, on our social media platforms, and more;
- Framed certificate after 6 months of service and more...

Interested? Please call Janet Davis, Director of Membership and Member Services at 518-725-0641 or email membership@fultonmontgomeryny.org and she will send you an Ambassador application!



2024 ALBANY BUSINESS REVIEW PUBLISHES THE 2023 BOOK OF LISTS – AND OUR MEMBER BUSINESSES ARE AT THE TOP OF MANY!

The *Albany Business Review* has published its annual *Book of Lists*, a compendium of some of the largest and most prominent businesses in the Capital District...and many of our members are on these lists! According to the *Business Review*, “The Book of Lists, also affectionately known as the Book of Leaders, is here to help you make the most of the opportunities you encounter. It’s a compilation of a year’s worth of data on the best of the best in the Capital Region.”

Lists include businesses in dozens of categories, including Construction & Design, Education & Workforce, Finance & Insurance, Health Care, Lifestyle & Hospitality, Professional Services, Real Estate, and Technology. Many of the publication’s lists are ranked by revenue or number of employees, and many include both these figures. The best way for your company to be considered for a List (which are published each week in the *Business Review*’s issues, is to reach out directly to the publication by phone or email. They will set you up to receive a survey for the appropriate 2024 lists: Todd Kehoe, tkehoe@bizjournals.com or by phone at (518) 640-6800. You can access each weekly edition’s Book of Lists here: <https://www.bizjournals.com/albany/datacenter>. For information on obtaining reprints, web permissions and commemorative plaques for The Book of Lists call The Albany Business Review or visit bizj.us/uzfth.

This article includes the business name that appears on appropriate lists, the number at which they ranked, business rep (usually the CEO unless otherwise specified) and some of the data that was included for reference. Congratulations to all our members who made these prestigious lists!

HEALTH CARE

HEALTH INSURANCE AGENCIES (ranked by local health insurance premium volume in 2022):

#5 - ONEDIGITAL onedigital.com

Matthew Clarke – (Local health insurance premium volume in 2022 - \$100 million)

HOSPITALS & HOSPITAL SYSTEMS (ranked by patient days in 2022)

#4 - ST. MARY’S HEALTHCARE, AMSTERDAM smha.org

Jeffrey Methven – (Patient days in 2022 25,480; percent change from 2021 12.39%)

#6 - NATHAN LITTAUER HOSPITAL & NURSING HOME nlh.org

Sean Fadale – (Patient days in 2022 9,600; percent change from 2021 21.9%)

NURSING HOMES (ranked by number of certified beds)

#17 - ST. MARY’S HEALTHCARE/WILKINSON RESIDENTIAL HEALTH CARE FACILITY smha.org

Jeffrey Methven – (Certified beds 160)

PHYSICIAN PRACTICE GROUPS (Ranked by local physicians)

#8 - ST. MARY’S HEALTHCARE, AMSTERDAM smha.org

Jeffrey Methven – (Local physicians 52, patient visits in 2022 – 89,551)

#10 - NATHAN LITTAUER PRIMARY/SPECIALITY CARE CENTERS nlh.org

Sean Fadale – (Local physicians 37, patient visits in 2022 – 125,000)




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WWW.ONTHEMARKACCOUNTING.COM

#11 – NEW YORK ONCOLOGY HEMATOLOGY PC
newyorkoncology.com

Todd Doyle, Sabrina Mosseau – (Local physicians 34, patient visits in 2022 – 301,730)

TECHNOLOGY**MANUFACTURERS (Ranked by local revenue)****#18 – ELECTRO-METRICS** electro-metrics.com

Tom Remien, Danny Wheeler – (Local revenue in 2022 \$10million, local employees 55)

CONSTRUCTION & TECHNOLOGY**ARCHITECTURE FIRMS (Ranked by local architecture billings in 2022)****#19 – CT MALE ASSOCIATES ENGINEERING, SURVEYING, ARCHITECTURE, LANDSCAPE ARCHITECTURE & GEOLOGY DPC** – ctmale.com

Dave Roecker – (Total 2022 local architectural billings \$1.71million)

ENGINEERING FIRMS (Ranked by local billings in 2022)**#7 – CT MALE ASSOCIATES** ctmale.com

Dave Roecker – (Total 2022 local billings \$14.78million)

EDUCATION & WORKFORCE**COLLEGES & UNIVERSITIES (Ranked by local enrollment for the Fall 2023 semester)****#11 – FULTON-MONTGOMERY COMMUNITY COLLEGE** fmcc.edu

Dr. Greg Truckenmiller – (Local enrollment for Fall 2022 – 1,812)

WOMEN-OWNED BUSINESSES (Ranked by number of full-time, local employees)**#8 – ACCUSTAFF** Rafferty Enterprises, Inc.)
accustaffny.com

Heather Rafferty – (Full-time local employees 7 – Percent of company owned by women 85%)

FASTEST-GROWING COMPANIES (MEDIUM) (Ranked by three-year revenue growth for companies with revenue between \$25M and \$100M)**#11 – ALPIN HAUS** alpinhaus.com

Andy Heck – (three-year local revenue growth – 29.86%, local revenue in 2022 \$96.94 million – local full-time employees 175)

#15 – SUNMARK CREDIT UNION sunmark.org

Frank DeGraw – (three-year local revenue growth 16.28%, local revenue in 2022 \$62.09 million, local full-time employees 249)

FASTEST GROWING COMPANIES (LARGE) (Ranked by three-year revenue growth for companies with revenue over \$100million)**#8 – CDPHP** cdphp.com

Dr. John Bennett – (three-year local revenue growth between 2018 and 2021 19.77%, local revenue in 2022 \$2.53 billion – last data available from 2021, local full-time employees 1,100)

INTERNSHIPS (Ranked by number of interns taken on in 2023)**#18 – NBT BANK** nbtbank.com

Cal Minnion, HR Contact (Interns taken on in 2023 – 6; Interns hired in 2023 – 2; Expected interns in 2024 – 10)

#21 – CT MALE ASSOCIATES ctmale.com

Claudia Reilly, HR Contact (Interns taken on in 2023 – 5; Interns hired in 2023 – 0; Expected interns in 2024 – 10)

PRIVATE-SECTOR EMPLOYERS (Ranked by total local staffing in Albany)**#5 – STEWART'S SHOPS CORP.** stewartsshops.com

Gary Dake (Total local staffing in 2023 – 3,418 - FT 1808, PT 1610)

#12 – ST. MARY'S HEALTHCARE, AMSTERDAM
smha.org

Jeffrey Methven (Total local staffing in 2023 – 1,634)

#16 – CDPHP cdphp.com

Dr. John Bennett (Total local staffing in 2023 – 1,272)

#20 – MVP HEALTH CARE mvphealthcare.com

Christopher Del Vecchio (Total local staffing in 2023 – 949)

#24 – NATHAN LITTAUER HOSPITAL & NURSING HOME nlh.org

Sean Fadale (Total local staffing in 2023—812)

PRIVATELY-HELD COMPANIES AND NON-PROFITS (Ranked by Capital Region revenue in 2022)**#2 – MVP HEALTHCARE** mvphealthcare.com

Christopher Del Vecchio (Capital Region revenue 2022 \$2.97 billion)

#6 – STEWART'S SHOPS CORP. stewartsshops.com

Gary Dake (Capital Region revenue 2022 \$1.32 billion)

#21 – ST. MARY'S HEALTHCARE AMSTERDAM
smha.org

Jeffrey Methven (Capital Region revenue 2022 \$166.69 million)

#29 – NATHAN LITTAUER HOSPITAL & NURSING HOME nlh.org

Sean Fadale (Capital Region revenue 2022 \$110.93 million)

#33 – ALPIN HAUS alpinhaus.com

Andy Heck (Capital region revenue 2022 \$96.94 million)

FINANCE & INSURANCE

BANKS (Ranked by Capital Region market share as of June 30, 2023)

#2 – KEYBANK [key.com](https://www.key.com)

Fran O'Rourke (Capital Region market share 18.2%, Capital Region deposits \$9.13 billion, Capital Region offices 49)

#6 – NBT BANK [nbtbank.com](https://www.nbtbank.com)

Ruth Mahoney (Capital Region market share 4.79%, Capital Region deposits \$2.33 billion, Capital Region offices 27)

#15 – COMMUNITY BANK [cbna.com](https://www.cbna.com)

Jeffrey Levy (Capital Region market share 1.36%, Capital Region deposits \$661.98 million, Capital Region offices 15)

#17 – FIRST NATIONAL BANK OF SCOTIA

[firstscotia.com](https://www.firstscotia.com)

John Burhmaster (Capital Region market share 1.2%, Capital Region deposits \$583.45 million, Capital Region offices 10)

COMMERCIAL MORTGAGE LENDERS (Ranked by Capital Region commercial mortgage loan volume in 2022)

#7 – COMMUNITY BANK [cbna.com](https://www.cbna.com)

Jeffrey Levy (Capital Region commercial loan mortgage loan volume in 2022 \$151.39 million, loans approved in local offices in 2022 112, largest loan granted in 2022 \$70 million)

#8 – NBT BANK [nbtbank.com](https://www.nbtbank.com)

Ruth Mahoney (Capital Region commercial loan mortgage loan volume in 2022 \$151 million, loans approved in local offices in 2022 114, largest loan granted in 2022 \$27 million)

#10 – SUNMARK CREDIT UNION [sunmark.org](https://www.sunmark.org)

Frank DeGraw (Capital Region commercial loan mortgage loan volume in 2022 \$101.69 million, loans approved in local offices in 2022 364, largest loan granted in 2022 \$5.5 million)

#15 – FIRST NATIONAL BANK OF SCOTIA

[firstscotia.com](https://www.firstscotia.com)

John Burhmaster (Capital Region commercial loan mortgage loan volume in 2022 \$48.2 million, loans approved in local offices in 2022 86, largest loan granted in 2022 \$4 million)

CREDIT UNIONS (Ranked by members as of 12/31/22)

#2 – SUNMARK CREDIT UNION [sunmark.org](https://www.sunmark.org)

Frank DeGraw (Members 2022 88,055; Total assets \$1.12 billion; FT employees 272; Branches 18)

#6 – FIRST CHOICE FINANCIAL FEDERAL CREDIT UNION [fcfinancial.org](https://www.fcfinancial.org)

Brenda Coon (Members 2022 13,136; Total assets \$163 million; FT employees 28; Branches 3)

FINANCIAL PLANNING & WEALTH MANAGEMENT FIRMS (Ranked by 2021 year-end assets under local management)

#24 – NBT BANK [nbtbank.com](https://www.nbtbank.com)

Ruth Mahoney (2022 year-end assets under local management \$203.35 million; 2022 year-end assets managed locally for individuals \$19.37 million; Capital Region accounts 168)

PROPERTY & CASUALTY INSURANCE AGENCIES

(Ranked by local P&C insurance volume in 2022)

#10 – NBT INSURANCE AGENCY [nbtinsurance.com](https://www.nbtinsurance.com)

Tucker Lounsbury (Local P&C insurance volume in 2022 \$11.24 million; total local insurance volume in 2022 \$12.78 million; Number of P&C policies sold 2,393)

RESIDENTIAL MORTGAGE LENDERS (Ranked by loan volume in the Capital Region)

#6 – SUNMARK CREDIT UNION [sunmark.org](https://www.sunmark.org)

Frank DeGraw (Residential mortgage loan volume generated locally in 2022 \$136.73 million; residential mortgages approved locally in 2022 591)

#12 – NBT BANK [nbtbank.com](https://www.nbtbank.com)

Ruth Mahoney (Residential mortgage loan volume generated locally in 2022 \$58.48 million; residential mortgages approved locally in 2022 203)

#14 – FIRST NATIONAL BANK OF SCOTIA [firstscotia.com](https://www.firstscotia.com)

John Burhmaster (Residential mortgage loan volume generated locally in 2022 \$33.16 million; residential mortgages approved locally in 2022 174)

SBA LENDERS (Ranked by local SBA (Small Business Administration) loan volume for the fiscal year 2023)

#4 – KEYBANK [key.com](https://www.key.com)

Fran O'Rourke (Local SBA loan volume 2023 \$3.57 million; number of SBA loans approved 37)

#5 – NBT BANK [nbtbank.com](https://www.nbtbank.com)

Ruth Mahoney (Local SBA loan volume 2023 \$1.88 million; number of SBA loans approved 8)

#10 – COMMUNITY BANK [cbna.com](https://www.cbna.com)

Jeffrey Levy (Local SBA loan volume 2023 \$500,000; number of SBA loans approved 1)

PROFESSIONAL SERVICES

CHAMBERS OF COMMERCE (Ranked by total gross revenue in 2022)

#4 – FULTON MONTGOMERY REGIONAL CHAMBER OF COMMERCE [fultonmontgomeryny.org](https://www.fultonmontgomeryny.org)

Anne Boles (Total gross revenue in 2021 \$918,001; current number of member companies 570)

CPA FIRMS (Ranked by number of local CPAs)

#10 – WEST & CO, CPAs, PC westcpapc.com
 Jill Thaisz (local CPAs 13)

LOGISTICS FIRMS (Ranked by full-time local employees)

#3 – SLA TRANSPORT INC./UNIVERSAL WAREHOUSE INC./ACE SERVICE CENTER
slatransport.com

David Groff (Ft local employees 90, square feet of local warehouse space 1,030,000)

RESTAURANT GROUPS (Ranked by number of local locations)

#4 – BBL HOSPITALITY (includes Recovery Sports Grill, Amsterdam) recoveryssportsgrill.com
 Stephen Obermayer (number of local locations 6)

REAL ESTATE

RESIDENTIAL REAL ESTATE FIRMS (Ranked by local sales volume in 2022)

#1 – HOWARD HANNA REAL ESTATE SERVICES
howardhanna.com

Albert Picchi (Local sales volume in 2022 \$1.2 billion; units sold in 2022 4,244.5; average sales price \$283,061; licensed agents 487)

#3 – COLDWELL BANKER PRIME PROPERTIES
coldwellbankerprime.com

R. James Long (Local sales volume in 2022 \$822.02 million; units sold in 2022 2,960.5; average sales price \$277,262; licensed agents 550)

BUSINESS & TECH PARKS (Ranked by square footage of buildings on site)

#5 – FLORIDA BUSINESS PARK (Montgomery County IDA) mcbdc.org

Ken Rose (Square footage of buildings on site 2,417,278; total acreage 633; buildings on site 2; percent occupied 100%)

#6 – JOHNSTOWN INDUSTRIAL PARK (Fulton County IDA) fccrg.org

Ron Peters (Square footage of buildings on site 2,200,000; total acreage 330; buildings on site 15; percent occupied 94%)

#12 – MAYFIELD COMMERCE PARK (Olbrych Realty) universalwarehousing.com

David Groff (Square footage of buildings on site 1,030,000; total acreage 75; buildings on site 2; percent occupied 78%)



2024 NYS CANAL SYSTEM TOURISM INFRASTRUCTURE AND EVENTS GRANT PROGRAM NOW ACCEPTING APPLICATIONS

Attention tourism partners, Canal corridor festival and infrastructure grants are now available to municipalities, businesses and non-profits! The New York State Canal Corporation and the Erie Canalway National Heritage Corridor offer competitive grant funding to support tourism and recreation along the New York State Canal System (Canal waterways and Canalway Trail). Does your region need a bike rack or a kayak launch? Any canal-related events that could use more sponsorship? The Festival grants are up to \$5000 and the Infrastructure grants are up to \$25,000. Applications are open now through 2/23/24.

The program provides funding to support tourism infrastructure and amenity improvements, and events. Grant funding is open to counties, municipalities, units of local government, not-for-profit organizations and federally recognized Native American tribes. Details and application information can be found [here](#).

Eligibility and technical questions will be answered from January 8th, 2024 through February 16, 2024. All questions must be submitted via email to the contacts listed below. The questions and answers will be documented and posted weekly.

Tourism Infrastructure & Amenity Support

Andy Kitzmann
 518-237-7000, ext. 201
Andy_Kitzmann@partner.nps.gov

Event Support

Ashley Quimby-Simoni
 Phone: 518-237-7000, ext. 202
Ashley_Quimby-Simoni@partner.nps.gov

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

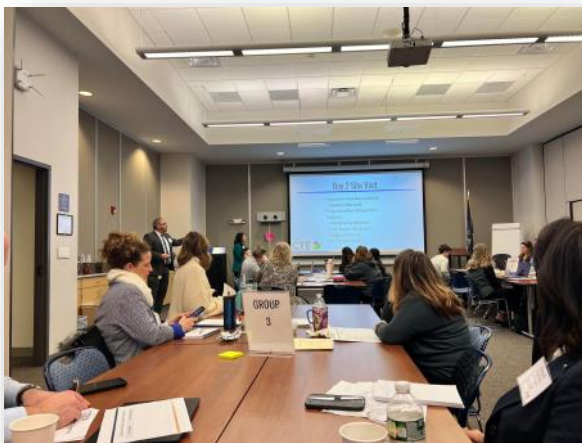


Natalie May,
Business & Education
Partnership Coord.
nataliem@
fultonmontgom-
eryny.org

COMPREHENSIVE LOCAL NEEDS ASSESSMENT (CLNA) AT CAREER & TECHNICAL EDUCATION (CTE)

Every two years, [HFM CTE](#) completes an extensive review of their NYSED-approved CTE programs that meet Perkins requirements. The Perkins grant allows CTE to receive funding to bolster their programs and curriculum. This process is to help identify any areas of needed improvement throughout programming and to be able to utilize their Perkins funding to address these needs.

The Fulton Montgomery Chamber supports HFM CTE in a variety of ways including breaking the stigma of VO-TECH and redirecting the community to know of it as Career and Technical Education. The Chamber also sends out a yearly employability skills survey to make sure the programs are meeting the needs of the business partners. These professional skills or employability skills are then worked into the curriculum maps of each program.



HFM PTECH- APPLY NOW!

The online application process for the 2024-25 PTECH school year is open. Eighth graders are invited to attend a prospective student night on Wednesday, February 15 at 6pm. For further information about application requirements and enrollment timeline please visit <https://www.hfmboces.org/ptech-applynow/>.

Get a jumpstart on your future



Contact Us
HFM PTECH
502 Glebe St.
Johnstown, NY 12095
www.hfmboces.org/ptech

Main office phone:
518-762-3714

Principal
Celeste Keane
ckeane@hfmboces.org

IMPORTANT DATES FOR THE 2024 APPLICATION & ENROLLMENT PERIOD

- ✓ **Prospective Student Night:**
Prospective students and their parents should make every effort to attend this event held on February 15, 2024 at 6 pm at PTECH Glebe.
- ✓ **Application deadline:**
March 29, 2024
Student applications due. All required portions of the online application must be completed by this date.
- ✓ **February-March 2024**
If possible, applicants will visit PTECH Glebe and participate in interviews. These will be set by school counselors in each of the participating school districts.
- ✓ **April 2024**
Application Review Committee meets.
- ✓ **May 2024**
Acceptance and waitlist letters mailed to applicants.

REQUIREMENTS FOR PROSPECTIVE STUDENTS/PARENTS:

- Students must:**
- Currently be enrolled in school and pass the eighth grade.
 - Meet with their school counselor to discuss the program and their application.
 - Attend Prospective Student Night.
 - Complete all the requirements of the online application form no later than March 29, 2024.
- Parents must:**
- Complete the parent statement portion of the online application.
 - Attend Prospective Student Night.



Start your own pathway to success

To learn more about the PTECH program, application process and when to apply, visit www.hfmboces.org/programs-services/ptech or talk with your school counselor.

HOW APPLICATIONS ARE ASSESSED:
All applications are reviewed by the Application Review Committee and scored on a rubric that considers your personal statement, recommendations, interview, academics, discipline history and the student interview.

PARTICIPATE IN 2/29 LEAP OF KINDNESS DAY

The Chamber is inviting everyone in our community to use the extra day we all get this Leap Year on February 29 to do something kind for someone else. The Saratoga Chamber of Commerce began this event in 2016 when 50 Chambers across the US participated. In 2020, it spread to 200+ communities in the US, Canada

& Ireland when people gave of their time, talent and treasure. We are participating in 2024, and here are [some ideas](#) how you can help us to give back on this day. Here is a [website](#) on the event for more information. Watch our weekly email blasts for more information—but mark your calendars and put aside some time to help!

FULTON COUNTY HOSTS THREE OPEN HOUSES SEEKING INPUT TO UPDATE AGRICULTURAL & FARMLAND PROTECTION PLAN

The [Fulton County Planning Department](#) is seeking public input on updating the county's Agriculture and Farmland Protection Plan and will be holding three (3) open house-style events over the next several weeks.

The open houses will be held at the following local volunteer fire departments and times: (1) Saturday, Feb. 10, Mayfield Fire House, 28 North School Street, Mayfield, from 11 am to 12:30 pm; (2) Monday, Feb. 26, Sammonsville Volunteer Fire Department, 1326 Route 67, Johnstown, from 5 to 6:30 pm, (3) Wednesday, March 6, Berkshire Volunteer Fire Department, 320 Steele Ave Ext, Gloversville, from 6 to 7:30 pm. Anyone that is interested in agriculture is encouraged to stop by and provide feedback.

In the summer of 2023, The Fulton County Board of Supervisors hired Community Planning and Environmental Associates of Berne, New York as a consultant to work on the plan. Led by Nan Stolzenburg, FAICP, a former dairy farmer, they have completed several county agricultural plans such as Schoharie and Herkimer Counties as well as working with the Town of Broadalbin on their Comprehensive Plan in 2005.

Over the past several months, surveys have been sent to residents and farmers. This input is sought by the Fulton County Agricultural and Farmland Protection Board and Fulton County Farm Bureau. Subsequently focus groups have been held on a variety of topics such as dairy and livestock, field crops and orchards, tourism, commercial agriculture, solar and the increasing presence of Amish in the southwest corner of the county.

“The current Agricultural and Farmland Protection Plan is over 20 years old and does not take into account the increase of renewable energy on prime agricultural soils, succession planning, HFM BOCES PTECH and invasive species affecting crops,” says Scott Henze, Director of the Fulton County Planning Department and Fulton County Visitors Bureau.

“The county's goal is to help showcase the diverse assortment of agriculture ventures within the county such as the successful Farm2Table event with Fulton and Montgomery County farmers, and the Ag. Loan Program through Fulton County Center for Regional

Growth (FCCRG). This includes local breweries, farmers markets and farm stores, an increase of blueberry farms and maple production, cannabis production, and the presence of commercial ventures like Fage, Westmeadow Creamery, and Pata Negra LLC (Espuna),” Henze continues.

Information on the open houses can be found on the Fulton County homepage at [ful-toncountyny.gov](#), the County's Tourism Page at [44lakes.com](#) or by calling the Fulton County Planning Department at 518-736-5660. For those who are unable to attend the open houses can stop by the Fulton County Planning Department by appointment and offer feedback at 1 East Montgomery Street, Johnstown.

We Want To Hear from YOU!

[CLICK HERE](#) for a short survey for Chamber members. We would appreciate it if you would take the time to fill it out and provide important feedback which will help us going forward this year with events, programs and more.



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LITTAUER**

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nlh.org

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your care needs.**

**THE WOMEN'S
HEALTH TEAM**



TOURISM NEWS & UPDATES

MONTGOMERY COUNTY TOURISM UNVEILS NEW BRANDING, WEBSITE AS PART OF COUNTY'S EXPANDED TOURISM INITIATIVE

Logo, Website, Highlight Assets That Make Montgomery County A Four-Season Destination VisitMontgomeryCountyNY.com Showcases History, Outdoors, Agriculture and More



Since bringing tourism promotion back in house, Montgomery County Tourism has focused on expanding the county's reach and impact, concentrating on local assets like the county's historic sites, recreational opportunities like the Erie Canalway Trail and area parks, and the wealth of agritourism oppor-

tunities that are presented by the county's long history as an agricultural industry leader in New York State.

To help promote the Visit Montgomery County initiative further, Montgomery County Executive Matthew L. Ossenfort unveiled a new tourism website, VisitMontgomeryCountyNY.com, meant to create a more welcoming digital front door for prospective and return visitors, and a new logo that centers on the historic Mohawk River and Erie Canal, which cut across the county from East to West.

"It's been a number of years since we've updated the website and our branding. The County has redoubled its efforts over the past two years, creating new events that attract visitors, dramatically increasing our social digital presence, and finding unique opportunities to set ourselves apart in the crowded tourism industry. Now we have materials that look and feel current. Having new, fresh branding and a dynamic website will help us build on our success," said Ossenfort.

The new website was created with funding from I LOVE NY, New York State's Division of Tourism, administered by Empire State Development. Along with video assets and suggestions for places to visit, the new website also features information on places to stay, ideas for things to do, and a calendar of events.

Visitors and residents can also subscribe to the tourism email marketing service, which shares monthly emails with ideas for activities, information about upcoming community events and more.

WALLEYE CHALLENGE DEADLINE EXTENDED

Walleye Challenge registration is extended! This ice fishing tournament on the Great Sacandaga Lake, scheduled for Saturday, February 17 is one of largest tourism draws in our region. Pick up your form at [Fuel-n-Food](#) in Mayfield, at the Chamber in Gloversville, or click [HERE](#) for a form. Ice (we hope!) or no ice, your entry includes the chance to win \$17,000 in cash prizes and the big prizes up for grabs: (1) side by side and (2) 4-wheelers! Ice or no ice, cash prize and raffle drawings will take place at [Lanzi's on the Lake](#) in Mayfield. If there is no ice drawings will start at noon on 2/17, if we are ice fishing, after 3pm. The Walleye Challenge organizers would like to thank the sponsors of the event: [Frank's Gun Shop](#), [Saratoga Eagle](#), and [Wiggly Worm Bait Supply](#).

MARK YOUR CALENDARS FOR THESE GREAT EVENTS CELEBRATING THE 100TH ANNIVERSARY OF THE NORTHVILLE PLACID TRAIL!

Fulton County in cooperation with the Village of Northville is planning a [3-day Olympic-style kickoff event](#) to recognize National Trails Day and the NPT 100 Celebration, May 31 through June 2, 2024. Hikers, visitors and trail workers can expect full community support educating the public on the NPT Trail and Northville's iconic, historic role.

The village, merchants, clubs, organizations and Northville Central School will be participating. Northville's Waterfront Park, where the NPT Trail Arch created by artisan woodworker William Coffey, will host vendors, food, entertainment and information. A trolley will bring visitors throughout the village to various participating locations. Artisan William Coffey is creating a centennial plaque to be added to the arch. He is also creating a commemorative walking stick that will be ceremonially handed off to Hamilton County at the weekends closing ceremonies on its trek to Lake Placid. It is our goal to make this end of the NPT trail very special for the volunteers as well.

Northville's celebration will be fun, informative and educational for hikers and visitors alike. We take great pride in being such an integral part of this Adirondack history. We hope our celebration will encourage more hikes on the NPT Trail as well as other trails in our area!

Rule Effective January 1, 2024



Beneficial Ownership Information Reporting

BENEFICIAL OWNERSHIP REPORTING IS HERE

Did you know that a new federal rule starting January 1, 2024 requires more than 32 million businesses to report the personal information of business owners to a new federal database? The rule, issued by the Financial Crimes Enforcement Network (FinCEN) sets forth beneficial ownership information (BOI) reporting requirements mandated by the Corporate Transparency Act (CTA). This rule affects a broad spectrum of small businesses. **Find information about if you qualify, how you file, and more on the Financial Crimes Enforcement Network website here: <https://www.fincen.gov/boi>. You can also access their brochure [here](#).**

Please know that FinCEN has been notified of recent fraudulent attempts to solicit information from individuals and entities who may be subject to reporting requirements under the Corporate Transparency Act. The fraudulent correspondence may be titled "Important Compliance Notice" and asks the recipient to click on a URL or to scan a QR code. Those e-mails or letters are fraudulent. FinCEN does not send unsolicited requests. Please do not respond to these fraudulent messages, or click on any links or scan any QR codes within them.

We Value Your Input!

[CLICK HERE](#) for a short survey for Chamber members. We would appreciate it if you would take the time to fill it out and provide important feedback which will help us going forward this year with events, programs and more.

GET INVOLVED WITH YOUR CHAMBER

BUSINESS EXPO/CHAMBER AWARDS PRESENTATION

Thursday, March 21, 4pm-7pm

HFM BOCES Conference Area

2805 State Highway 67, Johnstown

Promote your business with a booth, come and see the Chamber business awards presentations, enjoy refreshments—FREE event to attend (there is a cost for booth space).

See page 7 for details



Working together to build your business.

- Graphic Design
- Business Printing
- Catalog Creation
- Annual Reports
- Menu Creation
- Direct Mail
- Brochures
- Business Cards
- Letterhead
- Envelopes
- Multiple Part Forms
- Signage
- Promotional Products
- Banners
- Etc....

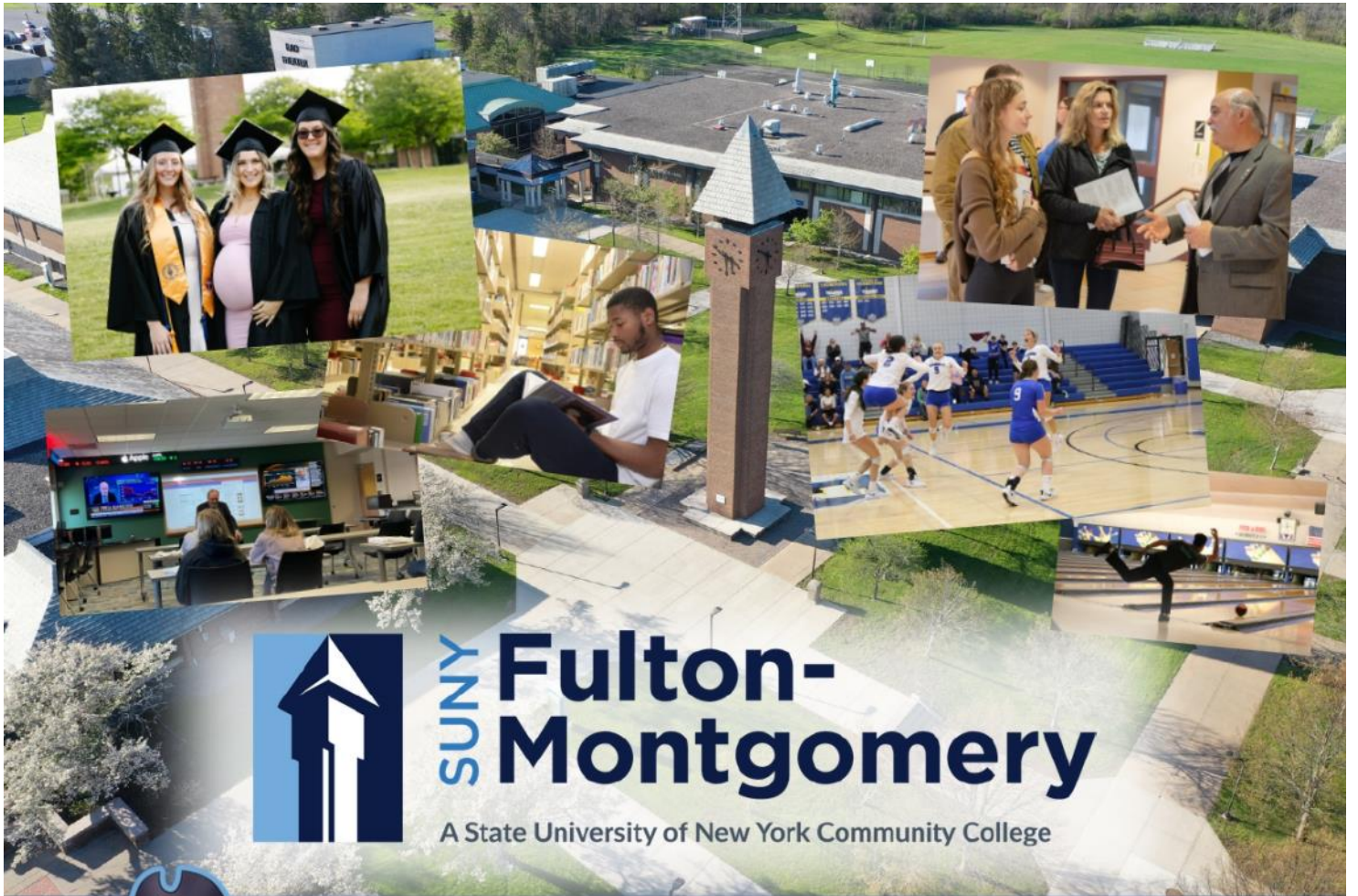
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Spring Open House

April 20, 2024

Register here!

