

# NEWSLINE

## Gloversville Library Prepares for Vital New Phase in 138-Year History

By Jessica Ford  
 Newsline Editor

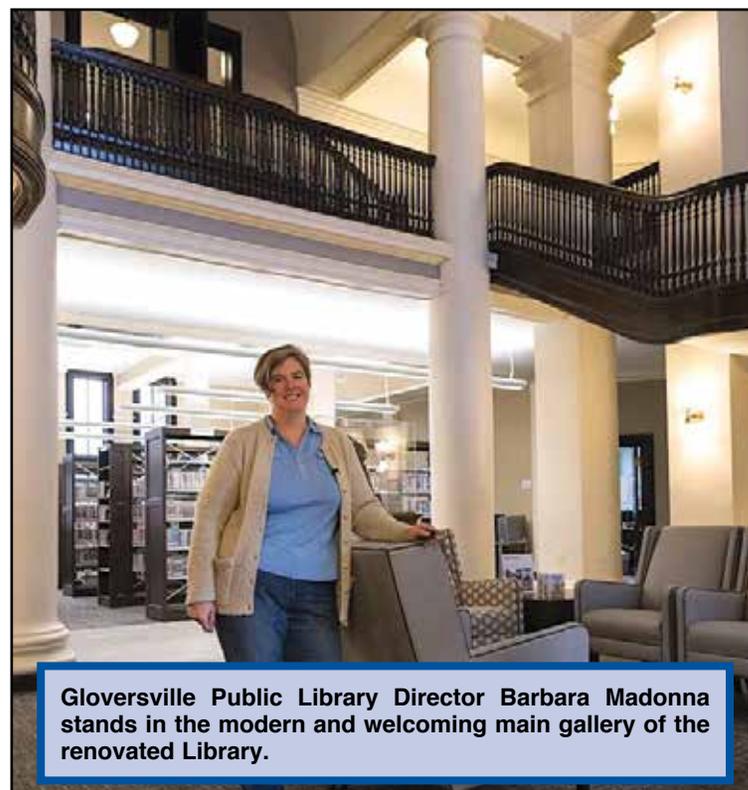
As the Gloversville Public Library closes a 10-year stretch of renovation and fundraising, leaders are planning for the re-emergence of the 138 year old facility as a central community resource for socialization, information, education and business solutions.

A dedication ceremony in November marked the re-opening of the historic Carnegie library after a successful capital campaign garnered support from more than 900 donors and raised approximately \$9M. Contributors included local residents, state and regional grant-making organizations, foundations and even Pulitzer Prize-winning author Richard Russo, who hails from the city and served as honorary chairman of the campaign.

Now that much of the campaign and re-opening fanfare is over, Library Director Barbara Madonna said the organization is poised to elevate its role in the region, while continuing to be in the “information business” — the work that has always been at the core of the Library’s mission. Currently, there are on average about 100 people who visit the Library each day.

The facility will also serve as a “community center,” in the sense that it is a place for social connections with others. “All the technology we have today is making the world smaller, but people are feeling isolated because of it,” she said. The Library is a haven for many, including the older generation, whose social circle tends to shrink as they age. Offerings

See Library, on page 14



Gloversville Public Library Director Barbara Madonna stands in the modern and welcoming main gallery of the renovated Library.

## Governmental Affairs Committee Hosts Dialogue With New Assemblyman

By Jessica Ford  
 Newsline Editor

Legislative goals that help, not harm, businesses in Fulton and Montgomery counties were on the agenda for the Governmental Affairs Committee of the Fulton Montgomery Regional Chamber of Commerce in December.

The Committee hosted newly-elected Assemblyman Robert J. Smullen at the Chamber, to express their priorities for state government for the coming year, and learn more about Smullen’s goals for his first term in the 118th Assembly District. Smullen takes office on January 8, 2019 after a swearing-in ceremony

in Albany. His District is comprised of Fulton, Hamilton and parts of Herkimer, Oneida and St. Lawrence Counties.

The session was held to complement a Legislative

Breakfast conducted by the Chamber in November, that featured legislators Sen. George Amedore, Assemblyman Marc Butler and Sen. James Tedisco.

A vote taken by the Committee approved the items on the agenda, which supports several actions including re-

See Smullen, on page 4



Newly-elected Assemblyman Robert J. Smullen, right, addresses a question raised by Kevin McClary of McClary Media, left. McClary is chairman of the Fulton Montgomery Regional Chamber of Commerce Government Affairs Committee. Other members of the committee, along with Chamber President Mark Kilmer, listen.

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<u>Chair of the Board</u>	<b>Amy Karas, Ruby &amp; Quiri</b>
<u>Chair Elect</u>	<b>Jim Landrio,</b> Holiday Inn Johnstown-Gloversville
<u>Immediate Past Chair</u>	<b>Paul Connelie,</b> Benjamin Moore & Co., Inc.
<u>First Vice Chair</u>	<b>Denis Wilson,</b> Fulmont Community Action Agency
<u>Treasurer</u>	<b>Dr. Irina Gelman, EMVI Chocolate</b>

### Directors 2019

**Joseph Galea** – JAG Manufacturing  
**Juanita Handy**, Crum Creek CSA  
**James Jankowski**, Jankowski Agency  
**Lillian Johnson**, HTCP – Healing Touch Practitioner  
**Laurence Kelly**,  
 Nathan Littauer Hospital & Nursing Home  
**Kevin McClary**, The Recorder  
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**Carl Marucci**, Kinderhook Bank  
**Dr. Patrick Michel**, HFM BOCES  
**Wes Ostrander**, Randall Implements  
**Dr. Dustin Swanger**,  
 Fulton-Montgomery Community College  
**Robin Wentworth**

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**Becky Dutcher**, Financial Administrator/Office Manager  
**Gina DaBiere-Gibbs**, Tourism Director  
**Sarah Hafter**, Business & Education Partnership Coordinator  
**Tara Ryzek**, Tourism Associate  
**Nicole Walrath**, Director of Workforce Development  
**James Hannahs**, Membership Coordinator  
**Nicole Tennant**, Office Assistant

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#### Montgomery County Tourism

[www.visitmontgomerycountyny.com](http://www.visitmontgomerycountyny.com)  
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 Twitter: @MCNYTourism

## Letter from the President

The Fulton Montgomery Regional Chamber of Commerce and its Governmental Affairs Committee kick into high gear during the months of October and November. With the 2019 Legislative session right around the corner, this is the time that we assess our member's needs and business issues so we can put together the Chamber's Legislative Agenda.

The committee's regular routine is to invite our region's elected members of the New York State Assembly and Senate to our annual legislative breakfast to have a dialogue with our members, as well as answer specific questions put forth by the Governmental Affairs Committee. We also ask them to give us their insights into the upcoming session and talk about business issues.

2019 will mark the first time in 10 years that the legislature is under one-party control with both houses under single-party control. Whether this will be good or bad, only time will tell.

Now with that, comes the importance of your Chamber, and more importantly, the importance of our members. For some time now we have all (unfortunately) experienced the fact that New York State has one of the most un-friendly business climates in the United States. High taxes, burdensome regulations, and a highly litigious environment all contribute to both large and small businesses' inability to survive, much less prosper, resulting in all too many closings, or companies exiting the state for "greener pastures."

Your Chamber has a diverse membership with diverse problems and needs, and this is where we rely on our members. Only you know the issues that impact your business the most, and only you can inform us of those issues. Your Chamber is your voice, whether it is a local stage, or state or federal level advocacy. This year, the Chamber's Legislative Agenda includes issues including Scaffold Law Reform, expansion of PTECH funding, ethics reform and the discontinuance of unfunded mandates from Albany to local governments. We are a large Chamber with a strong voice and we are your conduit to elected representatives.

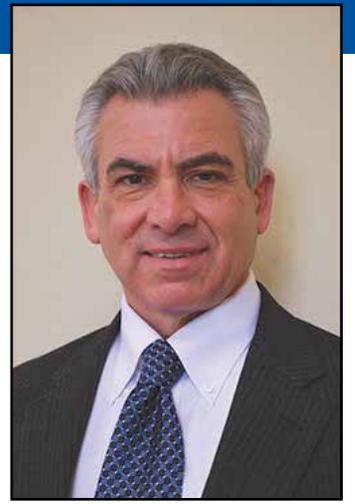
Standing together as one united body we do have an impact, but we need to hear from you, and we always need your voice. During the legislative session, and throughout the year, we will ask for your support in pushing for issues that are important to our businesses.

During session, we will engage our elected officials on their turf in Albany during special advocacy days, as well as with trips on our own. We hope you will join us in Albany on these occasions.

But today, please let us know about important issues that you face, that are affecting your business. We can work to help with onerous laws, stifling regulations, and anything else — not just now, but any time.

The Chamber's door is always open. Remember, our mission is: "We are the leading voice of business in the region, providing advocacy, resources and solutions for our members."

Let us work for you. Always feel free to contact me personally at the Chamber, (518) 725-0641, or via email: [president@fultonmontgomeryny.org](mailto:president@fultonmontgomeryny.org).



**Mark Kilmer**  
President/CEO



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Fulton County Center for Regional Growth

Fulton County Farm Bureau

Montgomery County Farm Bureau

New York State Farm Bureau

# Chamber Annual Event To Honor Local Businesses, Organizations and Individuals

The Fulton Montgomery Regional Chamber of Commerce will honor 8 businesses, individuals and organizations during its annual event “Cheers to Business! – A Celebration of Business, Collaboration and Progress,” set for Friday, January 18.

The event will be held at the Holiday Inn, 308 N. Comrie Ave., Johnstown, from 5:30 to 9 p.m. All members of the community and Chamber are invited, and proceeds will support the Chamber’s mission of improving the region’s business climate, economy and quality of life. Tickets are \$75.

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

Early sponsors include Gold Sponsor St. Mary’s Healthcare; Silver Sponsor Sticker Mule; Bronze Sponsors Nathan Littauer Hospital & Nursing Home and Frasier Enterprises; Dessert Sponsor National Grid; Music Sponsor Benjamin Moore & Co.; Media Sponsors *The Leader-Herald* and *The Recorder*; Cuisine Sponsors Jankowski Insurance Agency, Inc., Steet Toyota and CG Roxane LLC.; and Supporting Sponsor Devil Dave’s Bloody Mary Sticks, LLC.

Businesses who are interested in sponsoring the celebration are welcome. A list of sponsor benefits is available from the Chamber.

Awardees were nominated by Chamber members, and chosen by committee. They include:

**Small Business Award – Gloversville Sewing Center, Gloversville & Saratoga Springs**

Gloversville Sewing Center has been Fulton County’s one-stop shopping destination for all things sewing since the business was begun by Diana & John Marshall in 1981. With hard work, commitment and a can-do spirit, they have grown to have 14 employees, and the largest inventory of sewing machines, fabrics, books, and patterns in the area. Gloversville Sewing Center was recently named 2017 Bernina Presidential

Award Winner.

**Centennial Business Award – Willing Helpers Home For Women, Johnstown**

Willing Helpers’ Home For Women was opened in 1908, and is a not-for-profit organization providing “comfortable, private rooms and board in a well managed, spacious living environment with all the amenities of home.” The home offers 24-hour supervised care for 20 residents, and offerings have expanded recently with a new respite program. A nomination for the award said, “The staff at Willing Helpers’ Home has made it their commitment to present a compassionate and cordial environment that advocates security, independence, and comfort. Together, the quality of life and services make the home a distinguished facility for first-class living. It is an invaluable gem in our community serving those we love.”

**Barbara V. Spraker Tourism Partner Award – Caroga Arts Collective, Caroga Lake**

The goal of the Caroga Arts Collective is to “strengthen the Caroga Lake experience through collective expression of the arts; re-energize the spirit of the southern Adirondacks through music, various artists and gatherings; and generate commerce and tourism in the area by hosting popular events.” Kyle Barrett Price is Executive & Artistic Director; Hinano Ishii is Assistant Executive Director; Deborah Barrett Price is Assistant Artistic Director; and Stephanie Price-Wong is Artistic Administrator.

Now in its seventh year, the Caroga Lake Music Festival brought 80 world class artists from across the country to reside in Caroga Lake for up to five weeks. Resident Artists came from 22 states and 7 countries. A total of 40 performances were presented, with 6,500 people attending.

In addition to the Festival, the group continues to expand offerings and create unique partnerships. In 2018, they offered 3 educational mu-

sic camps for local music students; hosted the National Summer Cello Institute & Feldenkrais Workshop, which moved its location from Madison, WI; sponsored its inaugural MyHil Film Series; and brought artists together for the second annual InterArts Symposium.

See Cheers, on page 8



Fulton Montgomery Regional Chamber of Commerce  
Annual Celebration ★ January 18, 2019

Fulton  Montgomery  
REGIONAL CHAMBER OF COMMERCE

## Official Meeting Notice

Annual Meeting of the Fulton Montgomery Regional Chamber of Commerce

Friday, January 18, 2019, 6:30 pm

Holiday Inn, 308 N. Comrie Ave, Johnstown, NY

*If you are unable to attend the meeting, please vote and return this ballot to the Chamber by close of business on Wednesday, January 16, 2019. THANK YOU!*

### Officers Nominated for 2019

Chair	James Landrio	Holiday Inn Johnstown-Gloversville
Chair-Elect	Denis Wilson	Fulmont Community Action Agency
Immediate Past Chair	Amy Karas	Ruby & Quiri, Inc.
First Vice Chair	Dustin Swanger, Ed.D.	Fulton-Montgomery Community College
Secretary	Carl Marucci	Kinderhook Bank
Treasurer	Laurence Kelly	Nathan Littauer Hospital & Nursing Home

### Existing Directors

		Term Expires
Juanita Handy	Crum Creek CSA	January 2022
Amy McCray	C.G. Roxane	January 2020
Sara Quist	Liberty ARC	January 2020
Joe Galea	JAG Manufacturing	January 2021
James Jankowski	Jankowski Insurance Agency	January 2021
Lillian Johnson, HTCP	Healing Touch Practitioner	January 2021
Wes Ostrander	Randall Implements	January 2021
Robin Wentworth	Wells Nursing Home	January 2021

### New Directors

		Term Expires
Marty Callahan	Helmont Mills-Gehring Industries	January 2022
Trevor Evan	Leader Herald	January 2022
Lorraine Hohenforest	HFM Boces	January 2022
Rosalie Faber	Flooring Authority	January 2022
William Keller	Keymark Corp.	January 2022

Write-In Candidates: \_\_\_\_\_

\_\_\_\_\_ Yes, I accept the slate of officers and board nominations as presented.

\_\_\_\_\_ No, I do not accept the slate of officers and board nominations as presented.

Signature: \_\_\_\_\_ Company: \_\_\_\_\_

Print Name: \_\_\_\_\_ Date: \_\_\_\_\_

***If you are unable to attend the meeting, you may submit your proxy by signing and returning this form by January 16, 2019.***

*One vote per Chamber member in good standing. Absence of response will be considered an approval. Email to info@fultonmontgomeryny.org; fax to (518) 725-0643 or mail to 2 N. Main St., Gloversville, NY 12078*

## Smullen, continued from page 1

form or repeal of New York's Labor Law 240/241 "The Scaffold Law"; continuation or expansion of PTECH funding; ethics reform; and the discontinuation of unfunded mandates passed from Albany to local municipalities.

The Committee pledged to follow several issues closely, including workers compensation reform; state budget discipline; small business tax reform and infrastructure investment.

A list of legislative items the Committee opposes include predictive scheduling regulations, and elimination of the tip credit and payroll tax.

During the conversation, Smullen expressed appreciation for the opportunity to hear from the Committee. He said he is very excited to join the Assembly, and has requested to be on several committees, including Environmental, Banking, Energy, Agriculture, Aging and Veterans. He said he wants to get involved in the committees that can have the most positive impact on this region. But, "I'm here to listen," he's said, and promised that on

all issues he will "listen, think it through, and act clearly." He said he doesn't yet know which committees he will be on, but promised to vote based on what's actually in each bill. His philosophy on evaluating each decision is to be "always optimistic, never naive."

### Scaffold law: Reform or Repeal

An editorial piece in the Albany Times Union published in February of this year described the issues surrounding the Scaffold Law, saying, "Unique in the country, New York's Scaffold Law puts 100 percent liability on employers for worker falls on construction sites if there is any employer negligence at all. That gives workers a huge advantage in civil lawsuits for damages over and above their health coverage and workers compensation. Construction, real estate and insurance interests have been fighting this 'absolute liability' law for years, arguing that, as with other such suits, a worker's own negligence should be considered. Groups like

Habitat for Humanity, the state School Board Association and Conference of Mayors agree, arguing the law inflates insurance rates on public works and housing. Opponents of the law estimate it costs taxpayers \$785 million a year."

At the Chamber forum, Scott Horton, owner of Correll Contracting Corp. of Gloversville, said the scaffold law is also called the "gravity law," and said the worker is rarely held accountable, even if their actions play a part in an accident. He gave an example, that out of \$3M in projects per year, a business owner could pay \$60,000 in insurance to protect themselves from the scaffold law, but also have to pay \$90,000 in workers' compensation insurance. To add insult to injury, he said he has found only one insurance company that will cover scaffold law claims, so they can set their premiums at whatever level they want. This law, he said, is responsible for increasing the New York State contracting customer's bill by at least 20 percent.

Although it was not on the Chamber committee's formal agenda, Horton also told Smullen that repealing the state's prevailing wage laws would also be a positive for upstate contractors. Business owners in rural areas like Fulton and Montgomery counties may lose out to what is deemed an unfair advantage for big city and out-of-state contractors, especially when prevailing wage mandates a wage far above a community's market value. Prevailing wage rules could allow larger, non-local shops the advantage because it makes more sense for them to bid and work on projects when wage rates are inflated to their levels. Also, smaller businesses may be discouraged from tackling the prevailing-wage paperwork, so they are in effect deterred from bidding on projects.

Mark Kilmer, Chamber President, noted that repeal or reform of the scaffold law has been a priority of "not just our Chamber, but most chambers, trade associations, the insurance industry and business groups across New York State." He said the law is antiquated and unnecessary, and costs taxpayers \$800 million annually, and private indus-

try \$1.5 billion annually. He said it is estimated that the law added \$200 million to the cost of the Mario Cuomo (former Tappan Zee) bridge; and adds an average \$10,000 per home on new residential construction across New York.

### PTECH Funding: Continue or Expand

Governmental Affairs Committee Chairman Kevin McClary requested support from Smullen and his colleagues for the expansion of PTECH, the model for secondary education that trades classrooms for 'innovation spaces' and lectures for group collaboration and hands-on learning. Students choose pathways to their careers and take college-level, credit-bearing courses from their first year.

The Fulton Montgomery Regional Chamber of Commerce and HFM BOCES (Hamilton-Fulton-Montgomery Board of Cooperative Educational Services) collaborated to form a Business Education Partnership (BEP). The BEP connects HFM BOCES school districts and programs with regional businesses to help support a well-prepared, capable and adaptable workforce. In turn, these partnerships can help improve student achievement and educational competitiveness.

Information posted on the HFM BOCES website states, "In 2013, New York State launched the Pathways in Technology Early College High School, or PTECH, program, awarding 16 grants to help fund programs in different areas of the state, including the HFM PTECH in Johnstown. In subsequent years, the state awarded additional PTECH grants including one for the HFM Agricultural PTECH in St. Johnsville and another for the recently announced Foothills PTECH, which opened September 2018 in Gloversville and Johnstown. Today, there are more than 30 PTECHs receiving state grants, and additional programs are set to open next year."

McClary thanked Diana Marshall, owner of the Gloversville Sewing Center, for her work with the Chamber in helping to create the Business Education Partnership. He added, "We want to be assured that we push this forward." Marshall described PTECH

as a "concept that's time has come," and described a great feeling of satisfaction she gains when she meets with students and sees the "light in their eyes," created by this unique learning environment.

Northville Central School District Superintendent Dr. Leslie Ford, who is also a board member for the Fulton County Center For Regional Growth, spoke on behalf of the Committee regarding PTECH and its impact in our area.

She said the movement in our region to embrace and utilize PTECH has been a result of a "sense of using resources, as well as breaking boundaries," that has resulted in this merger of economic and educational resources. In addition to the two existing PTECHs and the new Foothills PTECH, HFM BOCES is also working with other school districts in the area, including Amsterdam and Oppenheim-Ephratah-St. Johnsville, to offer college degree and career pathway opportunities for their students next year using the PTECH model.

Ford expressed her dismay that smaller districts like Northville are being left out of this progressive and successful movement. Aside from the poverty often associated with a rural district and issues of declining enrollment, her district and others in the area have not benefitted from any of the state grants that are available to others, because she said Northville and others are "more trouble than they are worth." She asked Smullen, "How can we survive if we cannot work together on these things? People are really ready to grow here and they are trying — going for grants and working on other options, but there are some pieces missing."

Smullen assured the group that he is very interested in learning more about the successes, and is also concerned about the challenges. He expressed interest in touring the PTECH schools in the region, saying, "the small school district paradigm is very important to me."

Ford noted that the state has encouraged regionalization of schools, and she said, "we're trying to do that, but it doesn't make geograph-

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ic sense or economic sense.” Given the realities created by the rural nature of our region, she said that broadband access for students is a key barrier that needs to be addressed, as students in the most rural areas may be left behind. “Kids can’t work in a Google environment when they don’t have internet or broadband access,” she said.

### Unfunded Mandates: Discontinue or Provide Relief to Local Municipalities

McClary asked Smullen to do “anything that can be done” about unfunded mandates. These mandates are defined as “a statute or regulation that requires a state or local government to perform certain actions, with no money provided for fulfilling the requirements.” In recent years, more than 80 percent of the county budgets in both Fulton and Montgomery counties has been classified as unfunded mandates, with the cost of Medicaid as the largest share.

New York shifts more of its Medicaid costs to local government than any other state, and the areas that are poorest pay more. According to a July 2018 article by Bill Hammond posted on the website [www.empire-center.org](http://www.empire-center.org), “The distribution of Medicaid costs among local governments is generally regressive, in that counties with proportionally higher Medicaid payments also tend to have higher poverty rates and lower median incomes.”

This statistic holds true in this region, as in 2017, Montgomery and Fulton counties were ranked fifth and seventh highest in the state by the Medicaid Institute, in the percentage of population enrolled in Medicaid. For this classification, Montgomery County was listed at 39.5 percent, and Fulton County was 36.9 percent.

Other items on the Governmental Affairs Committee Agenda included

### Ethics Reform: Support

Political corruption is a term being used once again in state government, and the Committee said it would like to see Smullen and his colleagues support proposals to stop the “pay to play” loopholes and opportunities that some take advantage of. In 2018, Joseph Percoco, a former top aide to Gov. Andrew

Cuomo, was convicted of bribery and fraud. Former Assembly Speaker Sheldon Silver was convicted of corruption.

In September, the New York State Senate approved two new bills, introduced by western New York Senator Michael H. Ranzenhofer – that he termed “the most sweeping package of good government reforms proposed in years.”

The bills are expected to move forward in the 2019-2020 Legislative Session. Ranzenhofer wrote, “two bills that I sponsor in the State Senate will stop questionable practices from continuing in our state government.”

The Committee is also expected to follow several topics closely, including workers compensation reform; the maintenance of budget discipline; small business tax reform and infrastructure investment. The group will watch for changes, and possibly get involved in the issues as appropriate.

### Predictive Scheduling Regulations: Oppose

The Committee is opposed to three specific pieces of legislation, including the NYS Department of Labor’s “Predictive Scheduling” regulation, also known as “call-in” or “on call” scheduling. This rule would force businesses to set employee work schedules two weeks in advance and allows fines to be imposed when shifts are changed with less notice. Those companies affected would include those in the retail, financial services, healthcare and construction industries. The only employers not covered by these proposed regulations are hospitality employers, non-profitmaking institutions, employers in the building service industry and employers of farm workers.

Businesses are pushing back, saying the rules would cause negative consequences for companies unable to predict staffing needs in advance – especially weather-related businesses like car washes and landscapers.

### Elimination of Tip Credit: Oppose

The current regulation called the “Tip Credit” is defined as a regulation that “allows you to pay tipped employees less than the minimum wage as long as tips bring their earnings

up to that minimum amount.”

According to [newfood-economy.org](http://newfood-economy.org), “Some worker groups want to preserve the tip credit, arguing that without it, restaurant costs will rise and workers will ultimately get cut. Other workers take that same stance, fearing that the tip credit will reduce their take-home pay. But a third cadre of workers see the tip credit as a mechanism through which diners can more easily exert abuse or harassment.”

### Payroll Tax: Oppose

The Committee is opposed to an optional payroll tax proposed by Gov. Andrew Cuomo that the Albany Business Review described “as part of the state’s efforts to dodge the negative effects of the federal tax reform.”

Other high-tax states have considered it, but New York in April became the first state to actually revamp its tax code to mitigate the new \$10,000 federal cap on deducting state and local taxes (SALT). As part of the new state budget, the Legislature enacted the Governor’s plan for a new voluntary 5% payroll tax New York employers can opt into. It would exempt their employees from paying state income tax, and thereby help keep them below the federal cap.

The new payroll tax has many detractors, including the New York Business Council, which called many of its provisions unworkable, and the New York chapter of the National Federation of Independent Business, which said its members feared it sets the stage for a tax hike on small businesses.

After Smullen heard the formal agenda topics from the Committee, members had the chance to ask him questions about various topics.

Kilmer asked if Smullen supported the legislative initiative that may result in single-payer healthcare for New York State. According to the Campaign for New York Health, the New York Health Act will provide comprehensive, universal health coverage for every New Yorker. Healthcare providers will work to keep residents healthy and New York Health pays the bill. The campaign’s website states, “We have never been so close to winning universal, guaranteed healthcare! The bill passed the NYS Assembly four years in a row, and now there is a majority in the State

Senate that is on record in support of the legislation.”

Kilmer said business advocates believe that the passage of this bill could have disastrous economic impact on New York State, with almost 150,000 jobs being lost from the insurance community alone, and the cost projection to taxpayers being equal to or more than the entire current state budget.

Smullen said, “That’s a stand up and fight issue for me. It needs to be very clearly documented what’s passed into law. The numbers don’t add up, as it’s been put into the press at this point.”

He said, “I’m in favor of all people having insurance,” but noted that only 5 percent in the state do not have insurance at this point. “It’s important how we get there,” he said. “There’s no free lunch.”

Now that this year’s election consolidated one party control over the State Legislature, Kilmer asked Smullen how he plans to deal with the climate in Albany.

Smullen said he hopes to be the kind of legislator that can work with people no matter what their party affiliation is. He said he wants to be able

to “talk through issues, have a dialogue, see what’s possible and not possible. That’s the kind of leader I want to be.”

He said that he learned a lot that he will utilize in his role as Assemblyman, through his career in the Marine Corps. Smullen retired from the Marine Corps in 2015 at the rank of Colonel, with 24 years of service and three combat tours to Afghanistan. He has also served at the Pentagon as a military strategist, and numerous command and staff positions around the world. Before the election he was the Executive Director of the Hudson River-Black River Regulating District. He is a lifelong resident of the area, and currently lives in Mecoo, town of Johnstown.

On the heels of the Government Affairs Committee agenda for 2019, Kilmer and other Chamber representatives will continue to engage local, state and Federal legislators and agencies on issues deemed of importance by the Committee; advocate for members on issues when presented to the committee; and collaborate with other organizations that have shared interests that may relate to the mission or Legislative Agenda.



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## Health Insurance News

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### Highlights

— The deadline for furnishing individual statements under Sections 6055 and 6056 for 2018 has been extended for 32 days.

— Good-faith transition relief from penalties has also been extended for 2018 reporting.

— The due date for filing returns with the IRS for 2018 is not affected.

On Nov. 29, 2018, the Internal Revenue Service (IRS) issued Notice 2018-94 to: Extend the due date for furnishing forms under Sections 6055 and 6056 for 2018 from Jan. 31, 2019, to March 4, 2019; and extend good-faith transition relief from penalties related to 2018 information reporting under Sections 6055

## Furnishing Deadline Delayed for 2018 ACA Reporting

and 6056.

Notice 2018-94 does not extend the due date for filing forms with the IRS for 2018. The due date for filing with the IRS under Sections 6055 and 6056 remains Feb. 28, 2019 (April 1, 2019, if filing electronically, since March 31, 2019, is a Sunday).

### Action Steps

The IRS is encouraging reporting entities to furnish statements as soon as they are able. No request or other documentation is required to take advantage of the extended deadline.

### Important Dates

— March 4, 2019 — Deadline for furnishing 2018 Forms 1095-B and 1095-C to individuals

— February 28, 2019 — Deadline for 2018 filing with the IRS in paper form

— April 1, 2019 — Deadline for 2018 filing with the IRS electronically

### Section 6055 and 6056 Reporting

Sections 6055 and 6056

were added to the Internal Revenue Code (Code) by the Affordable Care Act (ACA).

Section 6055 applies to providers of minimum essential coverage (MEC), such as health insurance issuers and employers with self-insured health plans. These entities will generally use Forms 1094-B and 1095-B to report information about the coverage they provided during the previous year.

Section 6056 applies to applicable large employers (ALEs)—generally, those employers with 50 or more full-time employees, including full-time equivalents, in the previous year. ALEs will use Forms 1094-C and 1095-C to report information relating to the health coverage that they offer (or do not offer) to their full-time employees.

### Extended Furnishing Deadline

The IRS has again determined that some employers, insurers and other providers of MEC need additional time

to gather and analyze the information, and prepare 2018 Forms 1095-B and 1095-C to be furnished to individuals.

Notice 2018-94 provides an additional 32 days for furnishing the 2018 Form 1095-B and Form 1095-C, extending the due date from Jan. 31, 2019, to March 4, 2019. The extended deadline is March 4, rather than March 2 as in prior years, because March 2, 2019, is a Saturday.

Despite the delay, employers and other coverage providers are encouraged to furnish 2018 statements to individuals as soon as they are able.

Filers are not required to submit a request or other documentation to the IRS to take advantage of the extended furnishing due date provided by Notice 2018-94.

Filers are not required to submit any request or other documentation to the IRS to take advantage of the extended furnishing due date provided by Notice 2018-94. Because this extended furnishing dead-

line applies automatically to all reporting entities, the IRS will not grant additional extensions of time of up to 30 days to furnish Forms 1095-B and 1095-C. As a result, the IRS will not formally respond to any requests that have already been submitted for 30-day extensions of time to furnish statements for 2018.

### Impact on Filing Deadline

The IRS has determined that there is no need for additional time for employers, insurers and other providers of MEC to file 2018 forms with the IRS. Therefore, Notice 2018-94 does not extend the due date for filing Forms 1094-B, 1095-B, 1094-C or 1095-C with the IRS for 2018. This due date remains: Feb. 28, 2019, if filing on paper; or April 1, 2019, if filing electronically (since March 31, 2019, is a Sunday).

Because the due dates are unchanged, potential automatic extensions of time for filing information returns are still available under the normal rules by submitting a Form 8809. The notice also does not affect the rules regarding additional extensions of time to file under certain hardship conditions.

Employers or other coverage providers that do not meet the due dates for filing and furnishing (as extended under the rules described above) under Sections 6055 and 6056 are subject to penalties under Section 6722 or Section 6721 for failure to furnish and file on time. However, employers and other coverage providers that do not meet the relevant due dates should still furnish and file. The IRS will take this into consideration when determining whether to abate penalties for reasonable cause.

### Impact on Individuals

Because of the extended furnishing deadline, some individual taxpayers may not receive a Form 1095-B or Form 1095-C by the time they are ready to file their 2018 tax returns. Taxpayers may rely on other information received from their employer or other

See Health,  
on page 7



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Health, continued  
from page 6

coverage provider for purposes of filing their returns, including determining eligibility for an Exchange subsidy and confirming that they had MEC for purposes of the individual mandate.

Taxpayers do not need to wait to receive Forms 1095-B and 1095-C before filing their 2018 returns. In addition, individuals do not need to send the information they relied upon to the IRS when filing their returns, but should keep it with their tax records.

**Extension of Good-faith Transition Relief from Penalties for 2018**

Notice 2018-94 also extends transition relief from penalties for providing incorrect or incomplete information to reporting entities that can show that they have made good-faith efforts to comply with the Sections 6055 and 6056 reporting requirements for 2018 (both for furnishing to individuals and for filing with the IRS).

This relief applies to missing and inaccurate taxpayer identification numbers and dates of birth, as well as other information required on the return or statement. No relief is provided for reporting entities that: Do not make a good-faith effort to comply with the regulations; or

Fail to file an information return or furnish a statement by the due dates (as extended).

In determining good faith, the IRS will take into account whether a reporting entity made reasonable efforts to prepare for reporting the required information to the IRS and furnishing it to individuals (such as gathering and transmitting the necessary data to an agent to prepare the data for submission to the IRS or testing its ability to transmit information to the IRS). The IRS will also take into account the extent to which the reporting entity made reasonable efforts to prepare for this reporting requirement, such as gathering and transmitting the necessary data to an agent to prepare the data for filing or testing its ability to transmit information to the IRS.

# Tesiero Name to Grace St. Mary's Cancer Facility

Family members of Amsterdam resident Mrs. Betty Tesiero and her husband, the late John A. Tesiero Jr., have chosen to honor the couple's many generous contributions to the community by making their donation to the St. Mary's Healthcare Rao Outpatient Pavilion public.

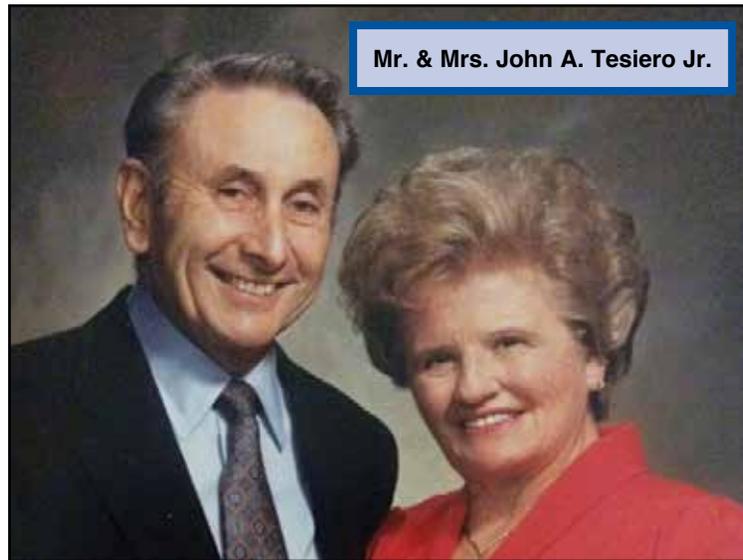
Mr. Tesiero, along with friends Ray Francisco and Dick Furman, was founder of Cranesville Block and Cushing Stone of Amsterdam, one of the largest producers of ready mix concrete in New York State.

The Tesieros supported the Capital Campaign to fund construction of the Rao Outpatient Pavilion on Route 30 in Amsterdam. At that time, they chose to make the donation without recognition. Mr. Tesiero passed away shortly after, in November 2015.

In honor of their legacy in the Mohawk Valley, the lower floor of the St. Mary's Rao Outpatient Pavilion has been named the "Tesiero Cancer Center." A plaque has been installed at the entrance of the center, and a celebration to



Members of the Tesiero Family unveil the plaque in the St. Mary's Rao Outpatient Pavilion in Amsterdam honoring Mrs. Betty Tesiero and her husband, the late John A. Tesiero Jr.



Mr. & Mrs. John A. Tesiero Jr.

rename the area washed with family members and key St. Mary's leaders in attendance.

Victor Giulianelli, President & CEO of St. Mary's Healthcare, said, "St. Mary's and the greater community have been blessed many times, very quietly, by the generosity of the Tesiero family. We are proud to show this outward sign of their generosity, as a legacy that will last for generations."

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## Upcoming Chamber Events

Be sure to check out our website for more details and updates at [www.fultonmontgomeryny.org](http://www.fultonmontgomeryny.org)

**Wednesday January 30, 2019**  
**TEDxFMCC 2019**

“Community Leadership” will be the focus of the upcoming TEDxFMCC 2019, held by Fulton-Montgomery Community College in conjunction with the Fulton Montgomery Young Professionals Network of the Fulton Montgomery Regional Chamber of Commerce. The event, set for Wednesday, January 30, 2019, will take place in the Allen House on the FMCC Campus, 2805 NY Route 67, in Johnstown. Doors will open at 5:30 p.m., with speakers starting promptly at 6 p.m. Light refreshments will be served. Launched in 2009, TEDx is program of locally organized events that bring the community together to share a TED-like experience. Some of the best talks from TEDx events have gone on to be featured on TED.com and garnered millions of views from audiences across the globe. Speakers include Johanna Duncan-Poitier, Senior Vice Chancellor for Community Colleges and the Education Pipeline for the State University of New York (SUNY). Also Gretchel Hathaway, Ph.D., currently serves as the Dean of Diversity & Inclusion / Chief Diversity Officer at Union College, NY. Maureen Sager is Project Director of Upstate Alliance for the Creative Economy (ACE), a not-for-profit organization dedicated to promoting and growing the Creative Industries in the 8-county Capital Region. Dr. Leslie Ford is Superintendent of Northville Central School District. Dr. Ford has served as guidance administrator, vice principal and superintendent for public schools in New York and California. Tickets are \$25 and can be purchased through [www.eventbrite.com](http://www.eventbrite.com). Simply go to that site and search “TEDxFMCC2019.” Only 100 tickets will be sold.

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## Cheers, continued from page 3

**Thomas B. Constantino Entrepreneurial Award – Kelly & Joe Semione, Perfection Cleaning and Meco’s Perfect Scoop, Gloversville**

Joe & Kelly Semione of Gloversville, are husband and wife entrepreneurs who believe in keeping their eyes out for great opportunities, and then offering an excellent product at a fair price. Their current businesses include Perfection Cleaning, which Joe started in 1984, and Meco’s Perfect Scoop ice cream shop, which Kelly opened in 2014. The two also owned and sold Gloversville Bottle & Can, and Perfect Redemption bottle & can redemption center in Meco.

“Living up to their promises, having an owner presence, and not taking shortcuts” are some of the tenets the two follow in their business lives. They are proud to house their locations in the hamlet of Meco, and have made every effort to be a positive presence in the region, by taking pride in the appearance of their shop and offices, and the friendliness of their staff members. Perfection Cleaning currently employs 6 people, and the business has 25 commercial customers. Meco’s Perfect Scoop employs 8-10 people typically.

**Young Professional of the Year Award – Amy McCray of CG Roxane, Johnstown**

Amy McCray is Northeast Regional Human Resources and Safety Manager for Crystal Geyser Roxane LLC, located in Johnstown. She earned her MBA from University of Phoenix, and is SPHR, SHRM-SCP certified. She was Human Resources Manager at DHL Supply Chain from 2014 to 2018.

McCray is a lifelong area resident, and was a recipient of the NYS PTA lifetime achievement award and the Target Best in Community Award. She serves on the board of directors for the Fulton Montgomery Regional Chamber of Commerce and the Fulton, Montgomery and Schoharie Counties Workforce Development Board. In addition, Amy is a community business partner with HFM PTECH and Ag PTECH. She participates in fundraising for various charities, and believes in being involved in her community.

**Agricultural Business of the Year – Ag PTECH, St. Johnsville**

Ag PTECH was born when a consortium of Canajoharie Central School District, HFM BOCES, local businesses and area colleges was one of seven winners of funding from New York State Pathways in Technology Early College High School (PTECH) partnership awards in 2015. The NYS PTECH public-private partnership builds on the nationally recognized success of IBM’s Pathways in Technology Early College High School (PTECH) in New York City. Denise M. Capece is principal of Ag PTECH, which houses ninth and tenth graders in the Oppenheim-Ephratah-St. Johnsville Central School District in St. Johnsville; and eleventh and twelfth graders at HFM BOCES and a participating college. Years 13-14 (if needed) take place at a participating college.

Ag PTECH is a new model for secondary education that trades classrooms for “innovation spaces” and lectures for group collaboration and hands-on learning. Students may focus

on skills in nine career clusters — agricultural business, agricultural science, agricultural engineering technology focused on power machinery, animal industry, biological technology, culinary arts, environmental studies, sustainable crop production, and fisheries and wildlife technologies. The school’s website explains, “Ag PTECH looks and functions more like a hybrid between college and the workplace.”

**Edward L. Wilkinson Industry of the Year – Sticker Mule, Amsterdam**

Sticker Mule, a producer of custom printed products, is one of the fastest growing business in the area. It was founded in a small factory in Amsterdam, and the majority of the Sticker Mule team is based there. Employees work from 16 countries in 4 continents and are “united by a desire to do great work while maintaining a stress-free work environment that’s designed to attract like-minded people who enjoy our culture.”

National Brand Manager Chad Majewski, said, “We offer above market compensation, signing bonuses, flexible hours, and the ability to work from where you want. We continue to put our employees first and make sure that everyone is treated the same regardless of their position in the company.”

Sticker Mule offers free perks like gym memberships, monthly catered meals to all three shifts in two plants, pizza/donuts days, free apparel and local excursions. The company’s growth has made a positive impact on the community and more growth is expected in the next year.

**Chamber Family Award – Brown’s Ford, Johnstown & Amsterdam.**

R. Brown & Sons, Inc. began its mission of assisting customers with their transportation needs in 1956 when Raymond, Richard and Robert Brown opened a Texaco station on Route 30A in Johnstown. In 1963, the Browns acquired the Ford franchise. To date, Brown’s Ford has enjoyed selling and servicing Fords for customers from Fulton, Montgomery, Hamilton and Schoharie Counties, with the motto, “We Make It Easy.” Family members Jeffrey, Derek and Meg Brown are all active in the family businesses, that include Brown’s Ford of Amsterdam; Brown’s Ford of Johnstown, and Brown’s Collision and Coachworks in Amsterdam. The company is a Blue Oval certified dealership. Members of the family are also involved in community-building groups including Rotary, and the companies support a number of local charities and sports teams.

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

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

For more information, or to sponsor or attend the Chamber’s annual celebration, contact the Chamber by phone, (518) 725-0641; via email: [info@fultonmontgomeryny.org](mailto:info@fultonmontgomeryny.org); or visit [www.fultonmontgomeryny.org](http://www.fultonmontgomeryny.org).

Chamber Member News

# 'Angel Tree' Center of Celebration



Wells Nursing Home held its annual Tree Lighting Ceremony in December, with members of the Board of Directors, donors, staff, volunteers, as well as residents and family members. Board members and Administrator Neal VanSlyke spoke during the event, thanking all who made memorial contributions by purchasing "angel lights" in memory or honor of a special loved one. Past board presidents were also

recognized for their years of dedication and work on the board of directors. VanSlyke did the official lighting of the "Angel Tree" in the main lobby and the tree and angel outside the main entrance. Each year Wells Nursing Home Auxiliary sponsors the Tree of Lights fund-raising campaign which has helped to purchase many items to assist in the comfort, care and socialization of Wells Nursing Home residents.



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## Chamber Member News

# Chamber Member Anniversaries

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

### Less than 5 Years

Lee's Shops at Wagner Square .....	2017
Paws Up! Certified Dog Training .....	2016
Twin Pine Family Chiropractic, LLC .....	2016
Nicolino's Restaurant and Wine Bar .....	2015
DHL Supply Chain .....	2015
Cerasia Holdings, Inc. ....	2015
Post Mark Ship & Print, Inc. ....	2015
Brett A. Preston; Attorney and Counselor at Law .....	2015

### 5 to 9 Years

Sharp Shooters Billiards and Sports Pub .....	2012
C. Gerard Marketing .....	2012
TransFirst .....	2011
Northville Rotary Club .....	2011
L.G. Boucher .....	2011
Micropolis Art Gallery .....	2011

### 10 to 19 Years

Recovery Sports Grill .....	2009
Bleecker Snow Rovers, Inc. ....	2009
Miller Printing & Litho, Inc. ....	2009
Empire Chemical Sales, Inc. ....	2009
Maurice M. Farhart .....	2008
Glove City Transportation .....	2008
FAGE USA Dairy Industry, Inc. ....	2008
Fulton County Office for the Aging/Youth .....	2008
Hill & Markes, Inc. ....	2008
North Country Ecological Services, Inc. ....	2007
Vintage Café .....	2007
Benchmark Printing .....	2006
Peaceful Valley Maple Farms .....	2006
italyMONDO!, L.L.C. ....	2006
Sunmark Federal Credit Union .....	2006
Inman Senior Center; Horace J. ....	2006

### 20 to 29 Years

Don's Electric & Plumbing .....	1998
Canajoharie Falls Cemetery Association .....	1998
Amsterdam Volunteer Ambulance Corps., Inc. ....	1998
United Way of Montgomery County .....	1998

### 30 to 39 Years

Proforma Shrader & Shrader .....	1990
Lohse Florist .....	1983
Brown Coach .....	1983

### 40 to 49 Years

Fulmont Mutual Insurance Company .....	1978
Apollo Northeast Sales and Service .....	1975
Cherry Valley Memorials, Inc. ....	1974
Holiday Inn Johnstown-Gloversville .....	1974
Wood, Seward & McGuire, L.L.P. ....	1974



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## Peck's Lake Enterprises Marks 44 Years With Chamber

In December, Chamber member Peck's Lake Enterprises, Inc. marked its 44th year as a member of the Fulton Montgomery Regional Chamber of Commerce.

The lake is well-known for fishing, with cottages, camping, boating and fun for the whole family. The resort has been operated by the Peck Family for more than 100 years.

Tammy Warner, a member of the Peck family, said the family believes, "It's important for every business to be a member of the Chamber." She noted the Chamber has always been supportive during the many years when the organization has held

the Peck's Lake Triathlon, and she said, "whatever I need there – everyone is great."

She said Chamber membership is a great source of advertising, and noted it "really helps keep your business going." Peck's Lake Enterprises often gets leads from visitors to the Chamber website, and Warner said that even when she goes on vacation, she checks out the local Chamber website where she is visiting, to see "what's going on," and if there are special events and activities.

Congratulations, and thank you Peck's Lake Enterprises!



A boat is docked at beautiful Peck's Lake

## Chamber Member News

## 2019: 'Year of the Glove' Announced in Fulton County

The Fulton County Historical Society and the Fulton County Historian have designated 2019 as the "Year of the Glove." The two groups are developing a year-long celebration of the county's heritage as a tanning and glove industry giant. Their efforts are also aimed at bringing attention and giving due to a past that they believe "is being forgotten too quickly."

The celebration kicks off on March 28 with the opening of the "Hand in Glove" art exhibit at the Fulton County Museum. The exhibit, funded by the Perth Incorporation of Glovers, is on loan from the Perth Academy in Perth Scotland where it was previously on display at the Scottish Parliament. As early as the 12th century Perth was known for its glove making. It is believed that European settlers' involvement in tanning in this area had its start when Perth glove makers settled here in the 1700s. A virtual tour of the Fulton Museum's glove making exhibit was also part of the display at the Parliament.

To compliment the Scottish exhibit, which runs through September at the museum, there is a county-wide Hand in Glove Art & Essay Competition for middle and high school students. Students have been asked to draw inspiration for their work from some aspect of our history that touches on either the work of tanning and glove making or the way in which this industry influenced the broader life and culture of Fulton County. Student work will be on display at the Chamber of Commerce rotunda from May 3 through June 7, when there will be an awards ceremony.

A series of lectures, talks, and activities on the history of glove making and those who worked in that industry in Fulton County are scheduled throughout the year. Gerald Zahavi, Professor of History at the University at Albany, has done extensive research on Fulton County and will give two talks: one on the glove



shops and their workers, and another on union activism in the 20th century. Stump City Brewery will host a "history happy hour" in July, which will feature a special brew created for the Year of the Glove. The Schine Gallery spring quilt show will feature a guest artist who works with leather.

Year of the Glove organizers invite the community to add to this list of programming, they request, "Please think about offering an experience that highlights what our county became as a consequence of its relationship to the glove

industry. Those experiences could include presentations or exhibits about the cultural, educational, or social life that flourished here; material highlighting specific businesses or people; or programming that reflects on the impact of the decline in glove making experienced in the later decades of the 20th century. All activities will be featured in our calendar of events and other publicity."

Send your thoughts and possible dates and/or comments and questions to Samantha Hall-Saladino historian@fultoncountyny.gov or (518) 736-5667.



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## Chamber Members Extend Hand to Others

The Johnstown Moose Lodge 1185 donated gloves and scarfs to students in the HFM PTECH region, and also adopted two students for Christmas. This is the second year the Moose has graciously donated to the Student in Need fund at HFM PTECH.

Soroptimist International of Fulton and Montgomery Counties donated five turkey dinners with the fixings to Fulmont Community Action Agency for distribution to families in need at Thanksgiving. The club also donated a variety of toys and gifts to Catholic Charities of Fulton and Montgomery Counties that were distributed to girls and boys of all ages for the holiday season.

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## Library, continued from page 1

for gatherings are part of the Library's monthly schedule, with activities that involve reading (book club); art (Joy of Coloring for adults, crafts), musical performances; writing (Creative Writing Forum) and even "Drop-In Tech Help." Programming schedules for teens and children are also available, and feature many events each month.

The upgrades touched every part of the building, which was previously difficult to access for disabled patrons, and contained several areas upstairs and in the basement that were unable to be used at all. In 2005, a handicapped-accessible entrance was underwritten by donations but the project was merely a stop-gap measure. Today, patrons have access to all floors via elevator and stairs; air conditioning has been added; there are 5 different spaces for meetings; technology is current; and all codes for safety and accessibility are met. The addition of air conditioning will also allow the Library to be an of-



Guests and dignitaries pour into the main gallery of the Gloversville Public Library for the renovated facility's dedication in November.



Main Gallery during the renovation project.

ficial "cooling center" for elderly and other vulnerable residents in severe summer heat.

Madonna has been at the Library since 1998 and became director in 2005. Current work revolves around expanding the library's status as a resource for area businesses, and conducting focus groups with various constituencies to ensure that the Library is meeting the needs and interests of its users. The expansion of youth-centered programming at the Library is a key element, and a teen area was added as part of the renovation. A new Plan of Service document will be created in the next several months, and will include results of targeted focus groups being held around the region, to determine the wants and needs of the Library's users.

Groups who have been involved have included church organizations, social service agencies, department heads and staff in city government, the Business Improvement District board, and the general public through open forums.

A grant through the Mohawk Valley Library System will also encourage the

Library to assist in workforce development and enhance resources for workers, as Madonna said, "employers are looking for qualified individuals, and employers are looking for solid jobs." She sees the Library as having a role in helping both groups access information and education.

Meetings rooms for business or community groups are a new feature that Madonna expects to be popular. There are 5 spaces for meetings, with varying capacities. The smallest holds 4-6 people and is already used by a weekly Bridge game group, literacy and school tutors. One room seats 14 people, and one will seat 25 people. In all the rooms, the furniture and configuration can be varied depending on the needs of the meeting attendees. The largest gathering room is the Carnegie Room. It will seat 60 people, and is fitted with technology to enhance the space, including a projector, screen and speakers; audio-visual jacks; and cables for laptops and DVDs. The room also features an induction loop system for the hearing impaired, that transmits an audio signal directly into a hearing aid via a magnetic field, greatly reducing background noise, competing sounds, reverberation and other acoustic distortions that reduce clarity of sound.

In the past, several businesses have utilized the Library as an auxiliary location. One large retailer used the building for interviews, training and temporary headquarters while they set up their new location in an area plaza. Other business uses have included interviewing space and training sites for a local temp hiring services. Companies interested in using the Library's spaces for corporate trainings or activities may fill out an online room reservation form at the Library's website, [www.gloversvillelibrary.org](http://www.gloversvillelibrary.org), or contact the Library by phone.

Financial considerations are part of her priorities as the Library moves forward, and she says, "smart analysis and careful planning" have always been guiding principals for the facility. The Library's nest egg was established with an

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**See Renovation,  
on page 15**

## Renovation, continued from page 14

endowment of \$25,000 from patron Electra Fay in 1895. Additional donations throughout the years have created a funding stream that helps support the Library's annual operating budget.

Libraries are not traditionally known as profit-making enterprises, so Madonna is always focused on conservative fiscal management. The Library in 2005 became a "School District Public Library," which means it has a service areas that coincides with the school districts in which it is located, and voters within the school district determine the library's tax levy and trustees. School District Public Libraries are totally independent of the school district, however once the proposition to fund a School District Public Library passes, the school district must collect the tax money approved by the voters and pay the funds to the library each year.

The Gloversville Public Library receives about \$423,000 per year from the tax levy, but has about \$619,000 in operating expenses per year. The difference comes from various sources, including interest and dividends from the endowment managed by the Gloversville Library Foundation, Inc.; grants; fundraising events spearheaded by the Friends of the Gloversville

Public Library group; aid from New York State and state politicians; and partner agencies like the Fulton County Youth Bureau. The largest expense for operations is for staffing, including salaries and benefits for 13 employees; followed by materials, including books, DVDs, e-resources, magazines and the like; and finally technology, which includes computers, connection fees and tech support. Events and programming are also included in the budget, and staff members look for economical ways to hold programs, so that they may be offered to patrons for little or no cost.

Madonna said, "out-of-the-box thinking" during the campaign, along with a willingness to reach out to various agencies and experts in the community has strengthened the Library's networks and enhanced the potential for mutually-beneficial partnerships. "One of the reasons the Library has existed 138 years is we have been very smart with our growth – not adverse to trying new things, but careful about risks we are taking," she said. With the successful completion of the organization's largest campaign and renovation project, the Gloversville Public Library is poised to complete its second century as a re-born but still vital part of the region's development.



An adult craft project class is held in one of the impressive public spaces in the upper level of the Library.

### Visit the Chamber online:

Fulton Montgomery Regional Chamber of Commerce  
www.fultonmontgomeryny.org • Facebook: FMChamberNY • Instagram

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

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



**James Hannahs**

Membership Coordinator

Membership@fultonmontgomeryny.org

518-725-0641

As the leading source of business solutions in our area, The Chamber makes sure our members are well-equipped for all facets of commerce. Numerous measures of exposure and marketing opportunities are available. Opportunities include ad space in the Newsline newsletter, exposure on the Chamber website, event sponsorships, community marketing, networking opportunities, free publicity opportunities and Destination One advertising slots at the Fulton County Information Center. Numerous local businesses have also been able to expand in our region thanks to advocacy efforts by the Chamber on their behalf.

Our flagship service is, and always will be, promotion. We work together with our members to build promotional products and services that are second to none, and we are proud of the attention that it brings. The most effective means of promotion happen when they are strategically planned.

When company leaders decide to invest in their business by joining the Chamber, there are some basic tools we use, but out-of-the-box thinking can result in even bigger promotional results. We often plan a ribbon-cutting to kick off the partnership between the new member and the Chamber. The ceremonies are typically attended by chamber staff, business employees, other Chamber members, and sometimes even local officials. We make sure to take pictures to post on social media and invite members of local publications to gather a story.

## Membership News

Photos and a brief story about the ribbon cuttings are always used in Chamber marketing and sent to various media outlets, but we can gather even more attention if there is a bigger event to piggy-back with the ribbon cutting. If there is an open house, an expansion, a new location, or new product to feature, then we are able to build the story into something with even more news value.

A great example of utilizing all of a business's good news to maximize exposure was created during a ceremony the Chamber helped coordinate last month for Crystal Geysler Roxane LLC in Johnstown. A ribbon-cutting in celebration of our partnership was discussed after they invested in a membership. At first, I teamed with Amy McCray, Northeast Regional Human Resources and Safety Manager to coordinate the ribbon cutting. After a few days, we thought it may be more effective to wait a few weeks and dovetail the ceremony with the completion of

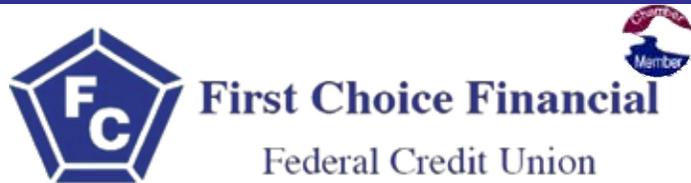
CG Roxane's new onsite warehouse. In doing so, we were able to take the time to develop a story that was more about expansion and job creation, not simply a new partnership. That strategic decision resulted in an event that was attended by New York Senator James Tedisco, a representative from Assemblyman Marc Butler's office, Mayor Vern Jackson of Johnstown, Mayor Francis Avery of Canajoharie, local supervisors, numerous Chamber ambassadors, staff, and members of the media. The ribbon-cutting was the largest attended in 2018, and one of our most successful to date.

Every ounce of promotion the Chamber offers is valuable, and it is our mission to do everything we can to assist our members in their promotional efforts. Big-picture thinking by our member businesses, coupled with continued effort from the Chamber, can help our promotional offerings soar through the roof. Strategy is key, and working together, we can achieve so much.

## Gloversville Economic

## Development Corporation

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## Chamber Member News

# Workshops To Help Job Seekers, Employers 'Find the Right Fit'

As part of an Adult Literacy Career Development grant from the Mohawk Valley Library System, Gloversville Public Library will hold a series of four Career/Employment workshops starting in February.

The workshops will provide job-seeking strategies and encouragement to individuals who are unemployed, underemployed, new to the work world or in a poorly-matched position. The workshops will be facilitated by Marsha Lazarus, a workforce development and employment specialist with more than 30 years of experience.

Lazarus said, "All of us - no matter what our education level, skills or life experience - have strengths and talents and challenges and limitations. These strengths, talents and limitations match certain jobs better than others. The employee and employer both benefit when an employee's strengths and interests match those needed for any particular position."

The four workshops will be held on the third Saturday of each month starting in February. They run from 1 to 2:15 p.m. Sessions are open to the public with no signup required. Following the workshops, from 2:30 - 4:00 p.m., slots for one-on-one career/workplace coaching sessions

and resume evaluations will be available. Pre-registration for the one-on-one sessions is required. Those interested may call the Library at (518) 725-2819 to reserve a slot for the individualized coaching/resume evaluation sessions.

Scheduled Workshops will be held at the Library, 58 E. Fulton St., Gloversville:

**February 16, "Figuring Out the Career Direction That Fits!"**

Explore strategies that uncover career/job opportunities which match your individual interests, talents and goals.

**March 16, "Can't Seem to Get Your Foot in the Door?"**

Explore tips on how to initiate networking conversation with potential "door openers."

**April 20, "Feeling Stuck in your Job?"**

Leave With greater clarity about your goals, ones that make use of your strengths and skills, motivating you to uncover opportunities that match your interests and talents.

**May 18, "Beyond Being Hired!"**

Learn about what you can do to make your on-the-job experience a positive one, ultimately taking it to the next level.

## Welcome New Members!

Thank you for making an investment in your business, and in our region, with Chamber membership.

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## Tourism News



**Gina DaBiere-Gibbs**  
Director of Tourism  
tourism@fultonmontgomeryny.org

## Brochure Updates

The tourism department has finalized an updated version of the Route 29A map and the Hiking Trails map. The two maps have been combined into one comprehensive guide. The majority of Fulton County's hiking trails are located in the Town of Caroga Route 29A region. Combining the two maps allows visitors to not only explore our trails, but also visit our local restaurants, attractions, and lodging facilities.

In 2019, the Great Sacandaga Lake (GSL) map will be updated as well. Businesses located around the GSL are encouraged to contact the tourism department to update their listing to ensure all tourism-related businesses are included in the map.

If you would like copies of the Route 29A Hiking Map guide to distribute in your business please contact the tourism department at tourism@fultonmontgomeryny.org or (518) 725-0641. The guides are also available at the Fulton County Visitor Center at the intersection of State Routes 30 and 29 in Vail Mills. The Visitor Center is open 10 a.m. to 4 p.m. week-ends through April.

## Cooperative Marketing Program

The Fulton County Tourism Department will offer a cooperative marketing program in 2019 to Fulton County

tourism attractions, facilities and organizations holding events and other promotions.

The cooperative marketing program includes the opportunity to run digital, print, or radio ads in media outlets outside of Fulton County. The Fulton County Tourism Department will match partner marketing budgets up to \$10,000 total for the program (a value of \$20,000 in marketing). Following is an example of how the program works:

An attraction has \$1,000 for marketing outside of Fulton County. Investing the \$1,000 in the cooperative marketing program will allow that money to be matched with \$1,000 (creating a \$2,000 marketing

budget total).

The goal is to enhance the current marketing practices of Fulton County tourism properties. Participating in the program offers a further reach to attract visitors from outside of Fulton County, and to increase overnight stays and visitor spending in Fulton County. The tourism department will work with participating organizations on ad placement and recommendations.

Any Fulton County tourism property or organization interested in maximizing their marketing budgets should contact the tourism department for more details at (518) 725-0641 or tourism@fultonmontgomeryny.org.

Visit our tourism event calendars for more information on these and other events happening in Fulton County, [www.44lakes.com/calendar](http://www.44lakes.com/calendar) and Montgomery County, [www.visitmontgomerycountyny.com/events-calendar](http://www.visitmontgomerycountyny.com/events-calendar).



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## Business Education Partnership News



**Nicole Walrath**  
Director of  
Workforce Development  
NicoleW@fultonmontgomeryny.org



**Sarah Hafter**  
Business and Education  
Partnership Coordinator  
Sarah@fultonmontgomeryny.org



### HFM PTECH — Adaptive Sports

Freshmen students at HFM PTECH presented an “Adaptive Sports” project to the staff and students of the Lexington Transitions program at the Paul Nigra Center. The students were tasked with adapting a sport, or piece of recreation equipment, for athletes with a disability or a person who struggles to maintain homeostasis due to a disorder.

### Ag PTECH — Mohawk Harvest Junior Projects

**RIGHT:** Juniors at Ag PTECH were given a project from the Board of Directors of the Mohawk Harvest Cooperative Market. Students were tasked with creating a name for the Co-Op program including a logo that can be used in signage for the store; to create a program with classes on cooking and health education focused on children; and create a simple marketing plan that includes information on how to roll out the program, as well as attract and maintain customers.



Throughout the project, the students had a chance to Skype with Gianna DeLilli, manager of the Co-Op, and at the end of the project the students presented their work to her. BEP organizers thanked her for being so involved.

### Amsterdam College and Career PTECH & Pathways



**LEFT:** Freshmen enrolled in Amsterdam College and Career PTECH & Pathways at the Greater Amsterdam School District had the opportunity to hear from panelists Marianne Suchocki of Fulmont Early Childhood Services, about her work providing Head Start & Universal Pre-Kindergarten programming; as well as Adam Dean of GreyCastle Security. “Pathway Panel Discussions” allow students in PTECH to explore each pathway and gain a better understanding of the jobs available in the region.

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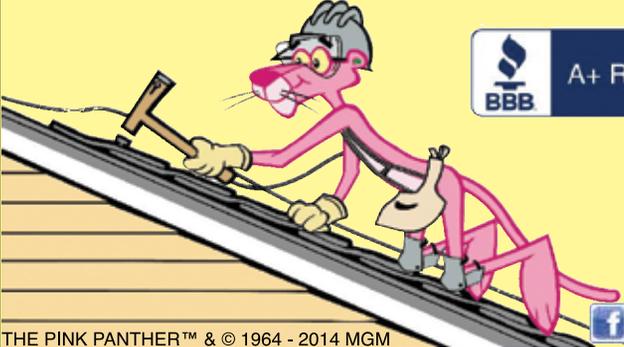
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## Business Education Partnership News

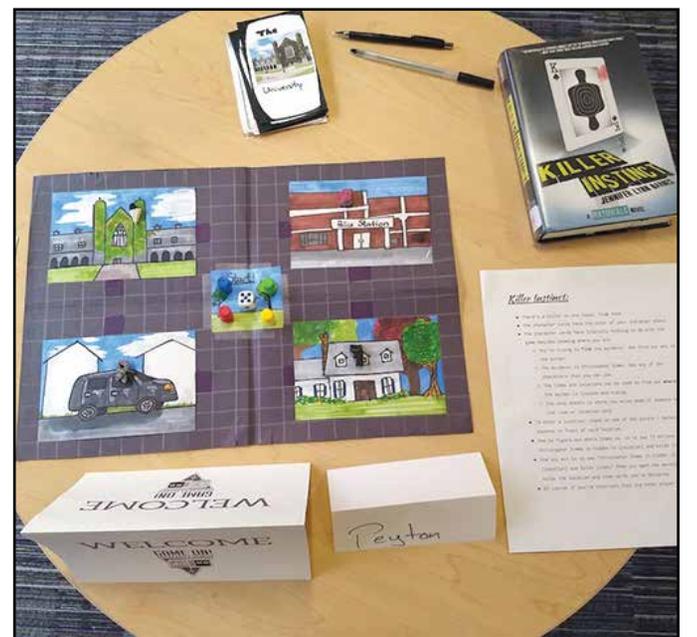
### OESJ PTECH

**RIGHT:** Freshmen enrolled in PTECH at Oppenheim Ephratah St. Johnsville Central School District had their first “Pathway Panel Discussion” in December. Pathway panels offer the chance for freshmen to explore career options in their pathway. The students ask guests questions, such as education requirements for their position, pros and cons of the job, and what their day-to-day schedule looks like. Panelists who gave generously of their time included Linda Fake of Uniquely Yours – Interior Design, who is also president of the Home Builders and Remodelers Association of the Mohawk Valley; and Patty Laux of NBT Bank; and Aaron Yoder of Judy King Insurance.



### Foothills PTECH — Academy of Computer Science & Game Arts

**AT LEFT and RIGHT:** Freshmen at Foothills PTECH in the Academy of Computer Science & Game Arts at Johnstown High School, hosted a Clue board game showcase in December. Students began by reading a variety of mystery novels and then brainstormed how they would incorporate the main characters into a theme for their Clue board game. They were then tasked to design, create and play their game, as well as pitch it to the business community.



### Foothills PTECH — Academy of Health & Medical Sciences

**ABOVE and RIGHT:** Freshmen in the Academy of Health & Medical Sciences at Foothills PTECH finished their preparation for the “Healthy Holiday Chopped” project in December. They presented their creations to a panel of judges from around the area. Panelists consisted of five professionals in the food and health services including Alyssa Craig of Fulton County Public Health; Sharon Davis of Wells Nursing Home; Gianna DeLilli of Mohawk Harvest Co-op; Vincenza Ecker of Gloversville Schools Food Service; and Kayleigh Denney of HFM BOCES. The project challenged the students in each group to find a family recipe and alter the ingredients to make it healthier. Each group presented their dishes and were judged on taste, healthiness and overall professional skills.



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We are currently looking for mentors who will be willing to communicate online with students weekly. Interested in becoming a partnering business?

Contact Nicole Walrath at (518) 725-0641 or [nicolew@fultonmontgomeryny.org](mailto:nicolew@fultonmontgomeryny.org) for more information.



# HFM PTECH Adds Chinese to Course Offerings

The Hamilton Fulton Montgomery PTECH is breaking new ground for education in the region, offering a Chinese course to its students.

In years prior, HFM PTECH students had a Spanish course offered at FMCC as their only option for filling their high school language requirement. The Chinese class, held at PTECH's Jansen Avenue school, is now open to all students beginning in their sophomore year.

According to the 2017 National Foreign Language Enrollment Survey, only 3.75 percent of high schools in New York state offer Chinese. Principal Mike Dardaris said adding Chinese is true to PTECH's approach to teaching and learning. "We're not just teaching our students the language or about the food, culture, and music of China. We're teaching them to be good global citizens," Dardaris said.

He said he hopes the fact that students will leave PTECH with knowledge of



PTECH senior Samantha Reese leads her class in pronunciation of Chinese words with help from teacher Ping Huang.

Mandarin Chinese will help regional business partners in their global pursuits. "I've heard GLOBALFOUNDRIES executives say that the Chinese language barrier inhibits some business dealings," Dardaris said. "It certainly seems there is a need for this skill, and HFM PTECH wants to ensure we are preparing students for

what our business partners really need."

For the 2018-19 school year, PTECH brought on Ping Huang part time. She is working to complete her New York teaching certification and her master's degree in Chinese Education from Clarkson University this year.

Though she has lived in

the United States for nine years, Huang grew up in a small village in South China and attended graduate school in Beijing. She comes from a teaching background, as her mother was the principal of her village school. "Her passion for teaching and unconditional love for students definitely gave me lots of inspiration. I

think that's why I wanted to become a teacher when I first chose my profession back in China," she said.

Huang said she is adjusting nicely to the area and the school. "Johnstown gives me the feeling of home. Also, the philosophy of PTECH resonates with my teaching philosophy: connect students' learning to real problems," she said.

Janet Ricci, a sophomore from Fonda in the advanced manufacturing pathway, said she appreciates that PTECH is offering something different that not everyone learns in school. "Learning a new language is cool and interesting, but it is challenging," she said, adding that the Chinese culture is beautiful.

Ricci admits the Chinese symbols can be difficult to learn because they have multiple meanings. But, as a student in the advanced manufacturing pathway, she believes it will be worth the investment because it could be helpful in her career.

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