

NEWSLINE

Rick Frasier of Johnstown: Largest Miracle-Ear Franchise Owner Says People Are Key to Success

By: Jessica Ford
 Newsline Editor

It's not your typical career ladder: Start out as a dairy farmer, end up one of the most successful hearing aid store operators in the country.

For Rick Frasier, President of Frasier Enterprises Inc. in Johnstown, the path seemed perfectly natural. At age 60, he oversees 18 corporations with more than 325 full-time / part-time Hearing Aid Dispensing offices and more than 600 employees across the United States. Frasier Enterprise Inc. is currently the largest franchise owner within the Miracle-Ear Corporation.

Frasier was born and raised as a dairy farmer in Fulton County. He explained that at the age of 26 he answered a blind ad in the paper offering the chance to make \$1,000 per week. At the time, his family farm was going through a difficult time financially, and Frasier said there was a chance his parents were

going to lose the farm.

He took the job for a Hearing Aid Dispenser, and within 9 months, was able to buy the farm for his parents, and take the financial strain off of them. Within a year and a half, he became one of Miracle-Ear's top consultants in the country.

It seems like a stretch to go from farmer to salesman, but for Frasier, it was an organic progression. He said, "Growing up on the farm you learn to work 7 days a week. Going into the business world was easier, it didn't seem like that much work." He said he was blessed from a young age with the ability to get along with people, even older people, which served him well. Great communication skills carried him further and further in his path.

After serving as a Hearing Aid Dispenser, Frasier spent the next 5 years as the owner and operator of 40 Hearing Aid Dispensing offices throughout several states. Within the next 5



Rick Frasier

years he went on to become the corporate national sales manager for Miracle-Ear. In his position as national sales manager he taught and hired over 400 Hearing Aid Dispensers.

Rick entered the private sector in 2002 maintaining stores in 4 different states, reaching sales of \$4 million. 2018 he operated stores in 17 different states and has reached sales above and beyond \$130 million.

At this time he holds his Hearing Aid Dispensing license in New York and Massachusetts and is Board Certified by the National Board for Certification in Hearing Instrument Sciences. He sits on the Board of Directors for the Hearing Healthcare Alliance and was previously the President of the Franchise



Rick Frasier On Building A Great Business:

Rick Frasier said he believes that anyone can build a successful business with a few must-do steps.

Step 1: Frasier says once you have your idea for your business, "the very most important thing is to come up with a great plan. If you Don't have a solidified plan, you only have a wish."

Step 2: Frasier said that for any business you build, at any size, you must understand that it takes PEOPLE to build it. Frasier has recruited and mentored many people who have become integral to his business, and he rewards their hard work and "sweat-equity" with a share in the profits and success.

Step 3: The business owner must look ahead with vision, he said. They must ask themselves, "Why would someone want to work for this company?" and build systems and policies accordingly. He prides himself in making Frasier Enterprises and his Miracle-Ear franchises places that people really like to work for.

Step 4: "It takes more than you," Frasier said, noting that once an entrepreneur or business leader realizes that, their success is highly likely. He said he believes this is true no matter how big the company gets, and it is true for any company of any size.

Advisory Board to Miracle-Ear.

Frasier attributes his mind for math as another factor in his ability to grow his business. But, he said, "It's the energy I have — the enthusiasm," and a factor he calls "likability," that are key. "That's what makes me go," he said.

"Likeability" is a term that

is important to Frasier. In fact, when asked how he has been able to grow his company to the scale it is, it is one of the terms that he cites first. His philosophy is to expand, nurture and

See Frasier,
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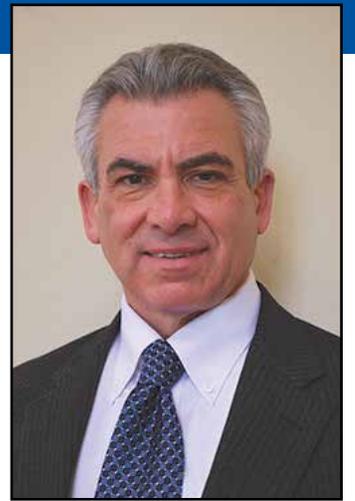
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Letter from the President



Mark Kilmer
President/CEO

For many years now, the number one item on the Chamber's Legislative Agenda has been the reform or repeal of New York State Labor Laws 240/214, more commonly known as the "Scaffold Law."

First imposed in 1885 at a time when worker safety was largely neglected and most modern safety equipment and scaffolding techniques did not exist, this antiquated law has remained unchanged.

The onus of the law is the fact that it imposes strict "absolute negligence" on the construction company, business or property owner for any elevation-related injury to an employee, regardless of the reason, even if caused as a consequence of his/her own actions or carelessness. An employee can disregard safety procedures, act recklessly or come to the job site under the influence and still hold the employer responsible.

Because of this, New York State has the highest general liability insurance costs in the entire nation, which drives up the cost of all construction projects, municipal as well as private. And due to the un-affordability of this insurance, many small companies go without, which creates a very dangerous situation.

The only people who really benefit from the current law are the trial lawyers, since a large amount of the largest lawsuits annual in New York State stem from Scaffold Law claims. Increase costs due to the Scaffold Law drive away investment in New York when developers and contractors can get better rates in other states which also serves to reduce the number of construction jobs in the state.

Studies at SUNY's Nelson Rockefeller Institute of Government have shown that workers are actually more likely to be injured due to the current version of the Scaffold Law.

This can be substantiated by the decrease in the number of construction-related injuries in Illinois since 1995, the year during which that state repealed its Scaffold Law.

The simple and effective reform would be to merely change the law's terminology from an "absolute negligent" standard to a "comparative negligent" standard. While not placing a ban on a worker's right to sue for any reason, this would allow for an employer to bring employee culpability into the mitigation process.

What we need now is to encourage our business members and the public to mobilize and join the Chamber's fight for reform of the Scaffold Law. This law hurts everyone. Homeowners, taxpayers, school districts, hospitals, local government, businesses, etc. No one remains untouched.

Please contact your state representatives — call them and let them know that you are aware of the damage that this antiquated law does to our economy, and how it contributes to the high cost of living in New York State. Tell them you want reform or repeal of the Scaffold Law.



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St. Mary's Healthcare Adds \$1.1M Grant to Support Prevention of Cancer in Area

By: Jessica Ford
Newsline Editor

St. Mary's Healthcare received approximately \$1.1 million in new grant money from New York State to use in the next 5 years to help prevent skin, colorectal, breast and cervical cancer in the region.

The grant was announced by Governor Andrew M. Cuomo, as part of \$43.8 million that was awarded to support cancer prevention and early detection programs statewide over the next five years.

With the addition of this grant, St. Mary's Healthcare is now the recipient of three competitive cancer awards valued at more than \$2.2 million, from the New York State Department of Health. Other offerings include the Cancer Services Program, that aims to reduce disparities in breast, cervical, and colorectal cancer incidence and mortality through free cancer screening for uninsured and underinsured; and the Breast and Prostate Cancer Peer Education Project, providing education to men and women about breast and prostate cancer.

St. Mary's Healthcare is the only healthcare organization in New York State to receive the new Community Cancer Prevention in Action grant from the New York State Department of Health Bureau of Cancer Prevention and Control. Through a competitive award

process, four grantees were awarded contracts, including county health departments in Broome, St. Lawrence and Oneida counties. The St. Mary's grant program will focus on Fulton, Montgomery and Schenectady counties.

The CPiA awardees serve 12 counties across the state in which they work to decrease exposure to ultraviolet radiation; increase cancer screening rates for colorectal, breast and cervical cancers; and increase awareness of and support for modifying the environment to make healthy choices practical and available to all community members.

A release from the Governor's office, said "While most common in older adults, melanoma, the deadliest form of skin cancer, is the fourth most common cancer in young adults aged 20-34 years in New York State. As many as 90 percent of melanomas are estimated to be caused by ultraviolet radiation from the sun and artificial sources such as indoor tanning.

Every cancer diagnosis is estimated to annually cost a business over \$1,500 in lost productivity. Paid time off for cancer screening that is not charged against sick or vacation accruals encourages employees to obtain age-appropriate screenings.

Each year, nearly 2,500 New York residents are diagnosed with an HPV-related cancer, including cancers of the



Several community partners and champions are teamed up with the Cancer Prevention in Action team at St. Mary's Healthcare. Shown in the back row are Cancer Prevention in Action team members; Community Benefits Director for St. Mary's Healthcare; CPiA Champions including the Director of Primary Care Services and Chairman of the Board of Trustees of St. Mary's Healthcare; Montgomery County Public Health; City of Amsterdam Economic Development and Tourism Marketing and Recreation; Creative Connections Clubhouse; and Director of Specialty Care for St. Mary's Healthcare. Community Partners showing in front include members of New York State Department of Health Bureau of Cancer Prevention and Control; Cancer Services Program; and Breast and Prostate Cancer Peer Education project.

cervix and oropharynx. Many of these cancers could be prevented with the HPV vaccine which is recommended for 11 and 12-year old girls and boys and through age 26 for young women, and age 21 for young men."

The initiatives of the grant will educate, provide resources and promote systems change interventions that address key areas of cancer prevention, including paid time off for screenings, reducing the risk of skin cancer among teens and other at-risk groups, and promoting the human papillomavirus (HPV) vaccine.

Kelsey Carpe, Health Education Promotions Coordinator for the CPiA Program at St. Mary's, explained that the program will work on impacting social norms, and will focus ini-

tial goals on educating young people, working with businesses to create more cancer-screening friendly policies, and physically offering spaces in our communities that offer shade and sun protection. "We are trying to make a collective impact one community at a time. If we can educate multiple organizations in one area we are hoping to create a social norm of accepting cancer prevention strategies," she said. Carpe said she and her colleagues working to administer the grant projects are excited to work with other community partners to effect change. Team members include Coordinator Ginger Champain and Community Health Educator Julionna Baird.

See Grant, on page 6

Nathan Littauer First in NY to Offer Telemed Program for Sexual Assault Victims

Nathan Littauer Hospital & Nursing Home is the first hospital in New York State to offer an innovative new approach to treating sexual assault victims in rural hospitals, designed to improve care for sexual assault victims.

Nathan Littauer Hospital has partnered with United Concierge Medicine (UCM) for the UCM-administered TeleSAFE program, that helps solve the problem of limited access to care for sexual assault victims by virtually connecting Emergency Department staff with a certified Sexual Assault Forensic Examiner (SAFE). The program, launched on Feb. 1, enables SAFE-certified providers to help guide ER staff through the process of the forensic exam.

Laurence E. Kelly, President and CEO of Nathan Littauer Hospital said, "As a rural, independent hospital we always embrace new technology solutions to better serve our community. This new partnership will provide UCM's innovative and customized virtual care to patients and support to staff, and provide even greater access to care while



Tina Bagley, RN, demonstrates a new telehealth solution designed for sexual assault survivors at Nathan Littauer Hospital. NLH was the first hospital in the state to secure the technology.

comforting victims of sexual assault. In the end, it is our patients – even those most vulnerable and in crisis – who will benefit from this partnership."

The program is funded by a \$300,000 grant from the New York

State Department of Health, Division of Family Health, and a \$2.85 million grant funded by the Office for Victims of Crime, Office of Justice Programs, U.S. Department of Justice. Both grants are being administered by the St. Peter's Hospital Foundation.

United Concierge Medicine CEO Keith Algozzine said, "Access to SAFE providers is a public health crisis disproportionately impacting small and rural hospitals. No one should be denied timely care because the hospital has no SAFE-certified provider available. That's why UCM is so excited to launch this program and serve the patients of Nathan Littauer. We hope all hospitals who do not have 24/7/365 SAFE providers available will partner with us to ensure victims of sexual assault receive the care they need."

A press release from UCM stated, "According to the New York State DOH website, there are only 45 SAFE certified hospitals in the State. A SAFE certified facility meets strict criteria for standards of care and provides cover-

age for victims of sexual assault 24 hours a day, 7 days a week. Of those 45 hospitals, 27 are located in or around the New York City metropolitan area, leaving 18 facilities to provide care for the approximately 12 million people in the rest of New York."

The release continued, "Through this unique pilot program, Nathan Littauer and 45 additional hospitals in the Capital Region and Central New York will now be able to virtually access SAFE-certified providers to properly treat victims."

Nathan Littauer Hospital and Nursing Home is an independent, full-service 74-bed acute care hospital system with on-campus dialysis, an 84-bed skilled nursing home and 10 primary care centers serving Upstate New York. Nathan Littauer provides safe, high-quality health and wellness services with a focus on securing appropriate new technologies in a rural setting. In March, 2019, Nathan Littauer will open a newly built, state-of-the-art Primary Care Center in Broadalbin, NY. More information can be found by visiting www.nlh.org.

Membership News



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Editor's Note:

This issue of Newsline marks the debut of a Chamber member benefit featuring a specific segment of industry, "Conference Centers and Meeting Locations," with focus on the members that are included in the category. Look for additional group features in coming issues.

Conference/Meeting Center descriptions by James Hannahs, Chamber Membership Director

Adirondack Conference Showcase

This beautifully restored Victorian is the first structure you'll see when coming into the village of Northville from the bridge off of NY State Route 30. The unmistakable Inn boasts a private marina to offer extra accessibility to the Great Sacandaga Lake, six total

guest rooms with accompanying private baths, and magnificent lake vistas. Indoor space can comfortably host 40- 45 guests, while the outside grounds, porch/patio space, gazebo, and tent can hold 200+. Visit online or call to make a reservation.

Inn at the Bridge
641 Bridge St., Northville
Mike Interbartola
(518) 863-3174
Innatthebridge.com



Betty's River Road Bed & Breakfast
237 River Road, Northville
Betty Flanders
(518) 863-2888
Magicratproductions.com / bettysriverroad/

Perfectly nestled on the banks of the Sacandaga River, Betty's Bed & Breakfast is a serene and tranquil getaway perfect for a company retreat, overnight stay, or even a brief visit. Betty's can house 7-8 overnight guests (more if non-overnight) across two separate

units, both isolated for ideal brainstorming and collaboration. During the day, guests are encouraged to utilize front-deck space, which sits perfectly in front of a fabulous view of the river and quirky embankments. Betty will make sure you feel at home in her cozy B&B.




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2736 State Highway 30
Gloversville
Wally Hart / Sue Nigra
(518) 661-9932
Pncreativeartscenter.org

Once you pull onto the private road to the Paul Nigra Center, you will understand how truly unique and special the setting is. As you drive past the handmade lawn art and towering pines, you'll find yourself before an aesthetic wonder that houses the Transitions Program and Creative Arts Center of Lexington. While the Nigra Center's building itself is harmonious with the beautiful surroundings, the agency's dedication to the arts, education, and it's following builds an impressive and modern brand. They offer resources to enable team building exercises such including a teaching kitchen or arts center, and can host up to 200+ guests, depending on the configuration of the event. They also offer in-house catering and work with outside companies as well. Having an event here allows you to have a role in fulfilling their mission to develop artistic programs for folks of all abilities and differences.



Membership News

Adirondack Conference Showcase

Lanzi's on the Lake
 1751 State Highway 30,
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 Chris Lanzi
 (518) 661-7711
 Lanzisonthelake.net

Standing as the flagship Lanzi Family restaurant, Lanzi's on the Lake offers amenities that come second to none. The region knows Lanzi's as a unique dining experience, but it also stands as a remarkable location for gatherings. Their versatile meeting space can host up to 110 guests, and if you need space for more, the Lanzi family can accommodate. Beyond the hospitality, the restaurant boasts spectacular lakeside views that will keep you coming back.



Hotel Broadalbin
 59 W Main St., Broadalbin
 (518) 883-5414
 David & Zoe Thompson
 Broadalbinhotel.com

This newly renovated historic landmark was built in 1854 will take you back in time. The architecture alone has been restored to the reflect its original mid-nineteenth century look, but the accommodations and dining options won't let you forget you're in the 21st Century. As of today, Hotel Broadalbin can host up to 150 people in the main room, but Dave and Zoe are expanding another small conference room that will be able to hold roughly 15 additional guests by the end of April, 2019. You will find that ease of accessibility and quick travel times from any area location make Hotel Broadalbin the ideal place to hold your next conference.



Lapland Lake Nordic Vacation Center
 139 Lapland Lake Rd.,
 Northville
 Paul & Kathy Zahray
 (518) 863-4974
 Laplandlake.com

Established by former Olympic Athlete, Olavi Hirvonen and his wife Ann, this destination is certainly one of originality and character. Current owners Paul and Kathy Zahray can accommodate up to 60 guests overnight in their quaint and cozy cabins, with meeting space in the on-site lodge as well. The beauty of hosting a conference at Lapland Lake is the isolation, something which Paul cites as "...hav[ing] the chance to take a step back from the rest of the world." In doing so, companies can focus on collaboration and objectives ahead. The grounds are off the main road with miles of recreational activities such as campfires, skiing, and a private beach. Wifi is offered, but cell service is limited.



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Grant, continued from page 3

She explained, “We will introduce strategies to reduce an individual’s risk for skin cancer including melanoma, by starting sun protection habits at an early age. Skin damage from ultraviolet exposure and indoor tanning adds up over time, increasing the risk of getting skin cancer when we age. We will build public support for local level changes that encourage the use of and remove barriers to the cancer prevention vaccine. We will help local employers to initiate, implement and promote paid time off for employees to receive cancer screenings.”

Sun Sails, Sunscreen, Education

To kick off the project, a sub-award from the grant will be given to the City of Amsterdam, a community partner. City officials and St. Mary’s leaders toured the city to designate areas where several “sun sails” — tensile fabric canopies — can be installed to provide shade and UV protection. Outdoor public spaces like parks and pools are prime locations for

the sails. Sunscreen dispensers will also be installed at the locations to help eliminate barriers to utilizing sun protection.

In coming years, other communities around Fulton, Schenectady and Montgomery counties are also expected to be fitted with sun sails and sunscreen dispensers.

A similar sub-award partnership will be made with Creative Connections Clubhouse, located in Amsterdam’s East End, where many young people congregate.

In each community, efforts to educate younger residents in the three counties about cancer prevention through sun safety, will also be part of the grant-funded program.

Workplace Policies for Cancer Screening

A bill that took effect last March gave public officers and employees in New York State the right to take up to 4 hours yearly paid leave to undertake any cancer screening.

Bill sponsors said, “The purpose of this legislation is to encourage people to be

screened regularly for all types of cancer by providing time off from work, thereby increasing the number of cancers caught at an early stage and improving public health.”

As part of the grant project, Carpe said the team at St. Mary’s will advocate that local employers adopt similar policies. She said, “Sometimes people have to sacrifice a life-saving screening for their paycheck.” According to the NYS Dept. of Health, “Each cancer diagnosis is estimated to annually cost a business \$1,601 in lost productivity, but research suggests that employers can provide paid leave with no negative effect on profitability. In fact, employers who offer paid leave may realize a healthier and more productive workforce and spend less on direct medical costs, worker compensation and disability costs, replacement costs for ill or injured workers who are absent, and costs for recruiting and training new workers.”

Impact on HPV Vaccinations

The third goal of the new CPiA Program is to increase the number of community ed-

ucation interventions to build support for the HPV vaccine as cancer prevention.

The New York State Health Department stated that the vaccine is recommended by the Advisory Committee on Immunization Practices (ACIP), which is a group of medical and public health experts that develops recommendations on how to use vaccines to control diseases in the United States, as well as the Centers for Disease Control and Prevention (CDC), the American Cancer Society, the American Academy of Pediatrics (AAP), the American Academy of Family Physicians, the Society for Adolescent Health and Medicine and leading U.S. Cancer Centers.

According to the NYS DOH, “The HPV vaccine is a safe and effective way to protect against the serious health problems that HPV can cause. HPV is the main cause of genital warts in men and women. It can also cause cancers of the cervix, vagina, and vulva in women; cancer of the penis in men; and cancers of the anus and the mouth or throat, in both women and men. Most of these diseases could be pre-

vented with the HPV vaccine.

The vaccine is given as a series of two or three shots, depending on when it is started.

Boys and girls who start the HPV vaccine series before they turn 15 will only need two shots at least six months apart. Teens and young adults who start the series later, between ages 15 and 26, and anyone who has a weak immune system (age 9 through 26), will continue to need three doses of HPV vaccine for full protection from the virus.

To launch the grant, the St. Mary’s CPiA team will work within its own network of 7 primary care clinics. Efforts will include educating providers on the benefits of the vaccine; ensuring that the entire series is given to patients as recommended; and conducting one-on-one education with patients and parents in waiting rooms.

Community partners for the grant, to date, include: St. Mary’s Tesiero Cancer Medicine Team; the City of Amsterdam; Montgomery County HFM Prevention Council; Creative Connections Clubhouse; Lexington ARC; and the St. Mary’s Cancer Services Program.

Gloversville Economic Development Corporation

Has money available to loan to businesses located in the city of Gloversville at comfortable and competitive rates for a variety of needs or purposes! Businesses interested in this offer should call the Chamber at (518) 725-0641 or email president@fultonmontgomeryny.org for more info.



Mountain Valley Hospice Seeks Nominations For Humanitarian Award

Award Presented in Memory of First Executive Director Nancy J. Dowd

Mountain Valley Hospice seeks nominations for its second annual Nancy J. Dowd Humanitarian Award (NDHA), given in memory of MVH’s first Executive Director. The award was established to honor the positive influence that Nancy Dowd made in the lives of those she touched and to acknowledge those who are following in Dowd’s example through their humanitarian efforts. The award will be presented at an event scheduled for September 3, 2019 on the MVH campus, located at 108 Steele Avenue in Gloversville, NY.

Individuals and organizations are invited to submit entries for an individual for his/her outstanding achievement, leadership, and vision in providing important humanitarian services to the community, or for improving the quality of life for individuals and families living in the Mohawk Valley. Nominations should include a description of how this individual has made a difference in our region. Nomination criteria is available on the MVH website at www.mvhcares.org. Deadline for nominations is May 31, 2019.

NDHA Task Force Chairman and MVH Board Vice Chair Patrick Dowd said of the award, “We are proud to be able to present this second annual award in honor of my mother, Nancy, who was widely known for selfless giving to anyone in need but especially to the patients and families she helped support through Mountain Valley Hospice. My family and I are very proud of her career and the work she put into the creation of MVH and the Hospice Home named in her honor.”



Nancy J. Dowd

Gloversville native Ellen Wood, a community volunteer and Chair of MVH’s first Capital Campaign, was the first recipient of the Nancy J. Dowd Humanitarian Award, presented in September of 2018.

For more information about the award and its criteria or about Mountain Valley Hospice’s services, please visit the Mountain Valley Hospice Facebook page ([facebook.com/MVHcares/](https://www.facebook.com/MVHcares/)), its website at www.mvhcares.org, or call (518) 725-4545. Nominations for the award can be sent to kara.travis@mvhcares.org.

Frasier, continued from page 1

grow other people to be successful, and if you aren't "likeable," you won't go very far in his company. "If you don't smile, and speak well in your interview," he said the person probably will not be hired, regardless of resume.

Frasier is more than willing to share the wealth he has built, with those people who have helped him build the company. He has at least 20 people who he has groomed to be partners, giving them ownership shares, and helping them reap the benefits of their work, or what he called their "sweat-equity."

Frasier Enterprises, headquartered in the refurbished historic Johnstown Hotel, has employees from all over the region, including from Schenectady, Saratoga Springs and the Capital District. He said he looks for talented people everywhere, and those people help his company "take their game to a new level."

He said he feels it is important to be a generous employer, and offers wages that are atypical for Fulton and Montgomery counties. A hearing aid consultant can make an

average of \$80,000 to \$90,000 in this region, he said.

Staying at the front of the pack in his business is a goal and a passion for Frasier. "We have been able to build systems that place us at the forefront of this industry, in marketing, analytics and more," he said. And, he is happy to keep all of that success local. In Johnstown, the Miracle-Ear Call Center fielded more than 1 million calls last year, booking appointments and managing customer service for all of the Frasier franchises throughout the country.

He and his wife, Mary Fox-Frasier, are the proud parents of 4 children, and have 8 grandchildren. They have outwardly shown their support for their community with charitable donations to Fulton-Montgomery Community College, among other organizations.

Support of the Miracle-Ear Foundation is also close to Frasier's heart, and his company has been holding an annual golf tournament to support the charity for 10 years. The Foundation "helps those in our community who need hearing

healthcare but cannot afford treatment." The Foundation donates hearing aids to children and adults in communities across the United States who have limited income and no other resources for hearing aids.

Because of his visibility and experience in his industry, Frasier has been a frequent speaker at conventions on topics including, "Dispensing Hearing Aids From the Heart," "How to Keep the Customer Happy for Life," and "How to Run a Successful Dispensing Practice." He has also been a frequent visitor in Washington, DC to advocate to the FDA and other agencies on behalf of the industry.

Despite all of the impressive statistics for his company, Frasier stays grounded, and has a strong commitment to Johnstown, the community he grew up in. He could drive a flashy car, but prefers a pickup. His bio states, "As someone who has been able to travel the world, Rick has always found that there is nothing like coming home to his small town in Fulton County New York."

"I like the people," he said. "This (community) is me."

Hill & Markes, Taylor Upstate to Offer 'Shakes & Cakes' Seminars

Hill & Markes, the 113-year-old wholesale distributor, located in Amsterdam, will co-host four seminars throughout New York State with partners Taylor Upstate. The seminars will highlight how to make unique and savory ice cream shakes and cakes.

Ice cream customers will have the chance to see new products and show specials, and can learn how to capitalize on trends in the ice cream business: How to make the insanely popular "freak shakes," create and decorate ice cream cakes; and increase profitability by offering more goods to-go.

Katie Bruno, Digital Content Specialist at Hill & Markes, Inc., said, "Hill & Markes is thrilled to co-host these shakes & cakes seminars throughout the state with our fabulous partner, Taylor Upstate. We are excited to introduce new product to our customers and to give them the resources to take advantage of upcoming industry trends. We encourage our customers to register online at www.hillnmarkes.com/shakesandcakes for a chance learn about all things ice cream and to win prizes."

The seminars will be held on Feb. 25 in New Windsor, NY; March 4 in Troy, NY; March 25 in Watertown, NY; and April 1 in Plattsburgh, NY.

Hill & Markes has collaborated with Taylor Upstate of Albany for 30+ years in presenting a full package for the ice cream customer. Together, they provide the supplies needed to "beat the heat with tasty treats."

Mike Powers, Director of eCommerce and Marketing at Hill & Markes, Inc., said, "Every year, our great ice cream customers are asking us about new ice cream products and trends in the industry. With partnering with Taylor Upstate, we are going to bring this year's hottest trends and products to our customer base at four locations across New York State."

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*For patients with non life- or limb-threatening conditions.

Ag Grants Up to \$25K Available for Montgomery Co. Businesses

Agricultural entrepreneurs and business owners that want to establish or expand an existing business located within Montgomery County, may be eligible for an Agriculture Microenterprise grant for up to \$25,000.

The Montgomery County Business Development Center and Montgomery County Soil and Water Conservation District are administering the program. Grants of up to \$25,000 can be used to assist with startup or expansion costs. Applicants must be a new or existing commercial agriculture enterprise with five or fewer employees, one or more of which may be the principals and own the enterprise at time of application.

Applications are now available through the MCSWCD office or on their website; www.montgomerycountyny-swcd.com/grants.html or by calling Julicia at (518) 853-7013. Applications can also be found on the MCBDC website, www.mcbdc.org/ or by calling the organization at (518) 853-8202.

An information class will be held on March 5 at 7 p.m. at the Fonda Annex Building (Old School), at 20 Park Street, Room 111 to discuss the grant opportunity.

As part of the grant program, CCE-CNYDLFC has developed a curriculum for a series of Microenterprise Training Classes that are an integral part of the grant program. In order to apply for the grant, applicants must attend a series of four classes facilitated by Cornell Cooperative Extension - CNYDLFC. The classes are also open to anyone who wants to attend. The cost for the four-class module is \$100 with individual sessions at \$25 each. Any business can attend the training course at the same cost.

Entrepreneurial classes will be held on March 26, April 2, April 9, and April 16, beginning at 7 p.m. at 20 Park Street, Room 111 (County Annex Building).



The classes are mandatory for all applicants, with topics including:

BUSINESS BASICS: This class will provide the start-up business owner and/or existing business owner with business basics. Key areas to be covered include legal issues and employee issues that a business owner needs to know, to be successful. The session will teach: How to determine what type of business structure is good for my business; employee issues, including hiring do's and don'ts, state and federal regulations regarding hiring and employee training needs and costs.

MARKETING AND ADVERTISING: This session is structured to assist businesses in determining what type of marketing and advertising is best, to provide a positive business impact. Marketing and advertising strategies will be discussed, as well as how to evaluate their effectiveness. This session will touch on many types of marketing and advertising, including social networks.

RECORD-KEEPING, ACCOUNTING, TAXES AND FINANCING: This class will provide the par-

ticipant with an overview of necessary business record-keeping practices. The session will also instruct attendees on how to report business activity for taxes, financing, or to evaluate certain business benchmarks. The tax portion of the session will cover estimated state and federal tax payment; payroll tax; the importance of keeping good records in order to determine tax payments and report business tax events; and an overview of professional tax resources that are available to startup and existing businesses. The financing portion of the session will cover how to determine what type of financing is best for a specific company; and the impact financing has on overall business structure, profitability and business sustainability.

DEVELOPING THE BUSINESS PLAN: Attendees will work on a step-by-step model taught by business leaders and professionals to create an effective Business Plan. The session will teach participants how to write effectively about their business; what information the plan should include; and how the plan presents their business to potential lenders and investors. The session will include business plans of successful business and business plan models used by some state and federal agencies. This class is mandatory for all applicants, regardless if they attended MCAMP Round 1 training.

For more information about the grant program, application, or to register for the informational meeting, visit: www.montgomerycountyny-swcd.com/grants.html or contact Julicia at (518) 853-7013. To register for the classes, or for more information about them, contact Nicole Tommell at CCE-CNYDLFC at (315) 867-6001, email nt375@cornell.edu or visit cnydfc.cce.cornell.edu/.

St. Mary's Names Giulianelli to Foundation

St. Mary's Foundation Board of Directors President Jane Kelley announced the selection of Brigitta Giulianelli, MPH, as the Executive Director of the Foundation. She replaces Jessica Ford who chose to pursue personal creative interests prior to the end of 2018.

Giulianelli received a Master of Public Health (MPH) in 2012 from SUNY Albany School of Public Health. Prior to that, she graduated cum laude with a Bachelor of Arts in History and a minor in Creative Arts from Siena College. She initially started working at St. Mary's in March 2015, serving as the Director of Community Benefits and Outreach. In this role, she actively facilitated community education programs such as Born 2B Viral, Narcan Utilization, and Human Trafficking awareness while also leading the implementation of the Community Health Needs Assessment. In this position, Bri also led the first Medical Mission at Home program and coordinated the Breast Health Luncheon with the help of a volunteer committee for many years. In her



Brigitta Giulianelli, MPH

new role, Bri successfully hosted the Annual Celebration of Healthcare Excellence event honoring medical professionals and associates, selected by their peers, who make a difference in the lives of associates, patients and family members.

Jane Kelley, Vice President for Student Affairs at FMCC and the President of the St. Mary's Foundation Board, announced Giulianelli's appointment. "Bri has already shown great potential; she has led a successful associate appeal, raising over \$45,000 that is contributed by employees who donate to help other employees in need, and she achieved record attendance at the Healthcare Excellence event in January." She continued, "We are confident that Bri Giulianelli will continue to strengthen the mission of St. Mary's and will work tirelessly to lead the Foundation in supporting the healthcare needs of our community, especially the poor and vulnerable."

For more information about the Foundation of St. Mary's Healthcare, please visit www.smha.org.



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Fulton Montgomery Regional Chamber of Commerce

Editor's Note: Each month the Newsline will highlight one of the eight businesses and individuals who received recognition at the Chamber's Annual Celebration in early 2019. Congratulations!

Many businesses are begun out of a desire for independence or a calling for a specific vocation, but Diana and John Marshall's 1981 launch into their business, Gloversville Sewing Center, came when their workplace, Singer in Colonie, decided to close all of their retail stores.

"Having a 3-week old baby and no jobs" is how Diana Marshall describes the catalyst that started the sewing center, which has been Fulton County's one-stop shopping destination for all-things sewing, ever since. With hard work, commitment and a can-do spirit, they have grown to 14 employees, a second location in Saratoga Springs, and the largest inventory of sewing machines, fabrics, books, and patterns in the region. Gloversville Sewing Center was honored as 2017 Bernina Presidential Award Winner.

Chamber Small Business Award: Gloversville Sewing Center



(L-R) John and Diana Marshall of Gloversville Sewing Center accept the Chamber Small Business Award from Chamber President Mark Kilmer at the Chamber's Annual Celebration.



A full schedule of classes are offered by Gloversville Sewing Center, and attendees are happy to learn new skills.

Upcoming Chamber Event

Be sure to check out our website for more details and updates at www.fultonmontgomeryny.org

March 13, 2019 — Business After Hours at Steet Toyota

Join the team at Steet Toyota as they unveil the brand new 2019 Rav4! Enjoy cuisine catered by the Holiday-Inn of Johnstown/Gloversville, libation, and a short presentation given by Steet's team. The event is set for 5:30 p.m. to 7:30 p.m. at Steet Toyota of Johnstown, 310 N. Comrie Ave., Johnstown, NY. To RSVP, Contact James Hannahs at the Chamber, membership@fultonmontgomeryny.org, or (518) 725-0641.

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Community To Benefit From Annual 5K Triple Crown Running Event

Three local charitable organizations are joining forces again to raise money and promote their causes during the sixth annual 5K Triple Crown race series.

Race organizers from the Glove Cities Rotary Club; Friends of Johnson Hall; and Lexington ARC explained that each 5K race will be held on a day to coincide with the Triple Crown horse races, resulting in one male and female grand champion.

Presenting sponsor is St. Mary's Healthcare, and other major sponsors to date include Townsend Leather and Palmer Pharmacy.

Dr. Jen Hulbert, President of the Glove Cities Rotary Club, said, "The collaboration between these three 5K traditions in our community will elevate the caliber of the racing season for area runners. Participants will have a chance to enter three of their favorite races as a series, with the added bonus of possibly winning cash and/or prizes, runner's gear, gift certificates and more in their



quest for the Triple Crown title."

Money raised by the Glove Cities Rotary is given back to the community in the form of donations to other local organizations, projects to improve the area and scholarships for local high school seniors. Friends of Johnson Hall is a not-for-profit organization working to support and fundraise for events, programming and the advancement of Johnson Hall State Historic Site, dedicated to the preservation of Johnson Hall and the priceless historic services that it provides to the public. Lexington ARC Family Services supports over 200 families living in our commu-

nity who are caring for an intellectually or developmentally disabled child or adult in their own home.

A new offering this year is a team competition, with prizes for the most creative groups. In addition, anyone who enters the 3-race series and runs in at least one of the races, will be entered in a drawing to win cash prizes. A total of \$1,200 will be given away.

Glove Cities Rotary will host the first leg, the Run for the Roses 5K, on Saturday, May 4, 2019, starting from Partner's Pub, 21 S. William St., Johnstown.

The second race is to benefit Johnson Hall State Historic Site on May 18, beginning at the historic site on Hall Avenue, Johnstown.

The third race will be a benefit for Lexington ARC Family Services on June 8, starting at 465 N. Perry Street, Johnstown.

Each individual race will feature trophies for the top male and female runners; as well as medals in each individual age group. The cumulative Triple Crown awards are given after the Lexington 5K on June 8. At that time, trophies for the top male and female in the series are given; and cash prizes are given to series winners. The random drawing of gift certificates, running gear, clothing and more are completed at that time.

Runners will also receive a free Triple Crown shirt, as well as a shirt and goody bag for each of the three individual races. Runners may also choose to enter any of the individual races.

Entry fee for all three races is \$50, if registered by May 1. Individual race entries are \$20 each.

To register, go to www.zippyreg.com/event=1208 or visit Facebook at www.facebook.com/5ktriplecrown.

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Amsterdam Names Best Soups in City

Trophies for Best Soup in the City of Amsterdam were given to Herk's Tavern and Sticker Mule during the first Amsterdam SoupFest, held in January. Herk's winning soup was Buffalo Chicken Wing Chowder; and Sticker Mule's winning soup was Lobster Bisque.

City organizers from the Tourism, Marketing and Recreation Department said they considered the first event "a huge success," and expect it to be an annual celebration. The goal of the event was to promote local businesses. Nineteen businesses participated by serving different soups for attendees to sample. More than 5,000 people traveled all over the city to various businesses and organizations to taste more than 20 different types of delicious soups. Attendees paid \$1 per sample to the participating business at most locations, and in some locations samples were given for free.

Participating businesses also provided live music, games, raffles, and giveaways.



Winners of Amsterdam's Best Soup in the City show off their trophies after the recent Amsterdam SoupFest. On the left are representatives of Sticker Mule, plus the Sticker Mule mascot. Amsterdam Mayor Michael Villa is right of center, and a representative of Herk's Tavern is on the far right.

A "Soup Shuttle" to transport attendees to and from participating locations was provided by the Sentinel of Amsterdam.

Attendees voted for their favorite soups in two different categories, with the option to vote both onsite or online. The City of Amsterdam and the Tourism, Marketing, and Recreation Department announced the winners and awarded trophies for two categories. The winner for the "Restaurant" category was Herk's Tavern, and the winner for the "Non-Restaurant" category was Sticker Mule.

A sampling of soup flavors at the event included Kielbasa Beer and Bean Winter Soup by the Polish American Veteran's Club; Pizza SOUPreme at the Rockton House; Prime Rib Chili from Shorty's Southside Tavern; Jersey Chowda from the Sentinel; and Spanish Chicken Soup with African and Taino Influences from Centro Civico of Amsterdam.

Additional events are planned for the coming months, sponsored by the Amsterdam Tourism, Marketing, and Recreation Dept., including a St. Paddy's Day Pub Fest sponsored by Jackson Hewitt on March 16; and Amsterdam's First Annual WingFest, sponsored by Main Motorcar on April 20.

For additional information please contact Danielle Whelly at dwhelly@amsterdamny.gov or (518) 841-4369.

Juried Photo Show Set For 'The Passage of Time' at Schoharie Crossing



Schoharie Crossing, photo by NYS Parks, Recreation and Historic Preservation

Schoharie Crossing State Historic Site in Fort Hunter is issuing a call for photograph submissions to be included in the 2019 art exhibit, "The Passage of Time."

Photographers residing in New York State who want to showcase their work in a competitive, juried exhibition are encouraged to read the show description and submit original work within the theme by the deadline of May 15, 2019.

This third annual exhibition of talented artists, is to recognize the ongoing commemoration of NYS Barge Canal heritage and historic Erie Canal. This year the focus will be on photographs only. Jurors will review the pieces and prizes will be awarded.

Submissions can be made online by visiting: goo.gl/63y6Vx.

The exhibit's opening celebration will take place during the Schoharie Crossing Canal Days festivities, on July 6, and artwork will be displayed inside the Enders House until September 1.

For more information on how to enter, please visit the Schoharie Crossing State Historic Site page of the New York State Parks website, nysparks.com, call Schoharie Crossing at (518) 829-7516, email SchoharieCrossing@parks.ny.gov or find the organization on Facebook.

Organizers said, "The Erie Canal historic site and NYS Park is a great place for recreation such as walking, cycling, kayaking, fishing, birdwatching, picnics, and more; providing memories & experiences for generations. The site supplies great views of nature as well and the historic canal structures are juxtaposed among the natural world of plants and animals along the Schoharie Creek and Mohawk River. The trails along old towpaths of the canal allow for a journey back in time. Flora and fauna thrive within the tranquility of the waterways, wetlands and open spaces of Schoharie Crossing, lending

great inspiration for any artist."

Schoharie Crossing encompasses over 200 acres and spans more than 3 miles in length. The site is dedicated to the preservation and interpretation of the Erie Canal as one of the 19th century's greatest commercial and engineering projects. The Visitor Center exhibit traces the history of the Erie Canal and its impact on the growth of New York State and the nation.

Officials said, "All along the site there is ample opportunity to explore your artistic skills, from photography, painting, and even sketches."

Within the site's boundaries are many structures dating from the three eras of the canal's development. At the eastern end of the site is the Putman Lock Stand at Yankee Hill that houses

an exhibit on Erie Canal stores. The site's largest structure is the remains of the Schoharie Aqueduct, which carried the water of the Enlarged Erie Canal over the Schoharie Creek.

Schoharie Crossing is also the location of 18th century Fort Hunter and the Lower Castle Mohawk village.

A Visitors Center is available for visitors to orient themselves to the site, check out the exhibit space and browse the gift shop. Schoharie Crossing State Historic Site offers educational outreach programs as well as an on-site school field trips and special events.

Those interested in the crossing can visit the Schoharie Crossing Facebook page or the Friends of Schoharie Crossing Instagram and Twitter.

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Chamber Member News

Gabriel Contractor's of Amsterdam Marks 53 Years With Chamber

Gabriel Contractor's of Amsterdam is one of the Fulton Montgomery Regional Chamber of Commerce's most long-standing members. The Chamber congratulates the Vertucci Family, and all at Gabriels' for 53 years of membership, and says thank you for so many years of support.

When asked why they value the offerings of the Chamber, Kristi Vertucci, MBA, Vice President at Gabriels' said, "Being an established member of the Chamber has been particularly important for a multitude of reasons. For one, it has helped foster meaningful, lasting relationships with new potential customers, associates, and even advocates. This has in turn allowed us to gain more visibility as one of the most reputable asphalt paving contractors in the area. Not to mention, it has created a wealth of advertising opportunities for our company."

She continued, "Last but not least, the wide array of programs and events provided by the Chamber has permitted Gabriels' to network beyond normal means and create a connection and presence within our community that otherwise would have been extremely difficult to obtain."

The Gabriel Contractor's website, www.GabrielPaving.com, explains the history of the company. "While most family-owned and operated construction businesses have struggled to find work and keep their doors open, Gabriel Contractor's Inc., based out of Amsterdam, has been able to experience steady growth since its inception in 1957. Gabriel Contractor's Inc. is a full-service contractor providing both residential and commercial clients in Fulton/Montgomery counties in Upstate New York, and surrounding areas, with high-quality paving, excavating, demolition, and snowplowing services. As a certified Better Business Bureau member, the company has become a pioneer in the local paving industry for over 54 years and is regarded as the oldest paving company in town."

Congratulations!



Employees and members of the Vertucci family, founders of Gabriel Contractor's of Amsterdam, work on an area paving job during the hot summer months.

Business After Hours

April 10th –
5pm -7 pm
River Ridge
Living Center
100 Sandy Dr.
Amsterdam

Come join local professionals and decision makers as we celebrate River Ridge Living Center and their commitment to the Chamber and community with refreshments and libation. This event, as always, is free, but please contact James Hannahs to reserve a spot. See you there!

Chamber Member Anniversaries

The following businesses have found value in their Chamber investment and have renewed their membership in the month of February 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

NBT Bank-St. Johnsville	2018
The Swan Agency, LLC	2018
Regional Animal Shelter	2017
Studio Herbage Florist	2016
KCS Land Research	2015
Crum Creek CSA	2015

5 to 9 Years

The M.A.N. Program	2014
Life Christian Center.....	2010
A.F.L.A.C. New York, Margie Hicks....	2010
Taylor Made Custom Products	2010

10 to 19 Years

St. Johnsville Chamber of Commerce ...	2008
DeMi's Wines and Liquors	2008
Friends of Sanford Stud Farm	2007
Rockwood Environmental Solutions, LLC....	2007
Sandy Maceyka	2006
Milligan and Higgins	2006
Rose & Kiernan, Inc.	2005
Thomas Persse Insurance Agency	2005
Fuel-N-Food Inc.....	2003
Northville Central School	2002
Steven J. Bruning, C.P.A.	2001
Derby Office Equipment.....	2001
Buhrmaster Energy Group	2000

20 to 29 Years

Amsterdam Overhead Door Company, Inc. ...	1998
Thomas' Hallmark	1998
City of Gloversville.....	1998
Fiber Conversion.....	1997
Mental Health Association in Fulton & Montgomery Counties	1996
Adirondack Eye Care	1996
Townsend Leather Company Inc.	1995
Rich Szumowski Window Cleaning Service	1994
MacKenzie and Tallent, Attorneys at Law	1991

30 to 39 Years

Adirondack Lakefront Retreat	1991
School House Pools, Inc.	1991
K2 Liquor	1991
Jones and Naudin Leather	1990
Family Counseling Center of Fulton County	1989
City of Johnstown	1987
J.A.G. Manufacturing, Inc.	1987
Johnson Hall State Historic Site	1985
Community Health Center	1984
Santos Construction	1982

40 to 49 Years

Castiglione Gem Jewelers.....	1974
KeyBank - Johnstown	1974
Kingsboro Lumber Co., Inc.	1974
W.E.S.T. & Company, C.P.A.s, P.C.....	1973
Brown's Ford of Johnstown, Inc.....	1972

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Chamber Member News

Nathan Littauer Names Goodwill Employee of Quarter

Nathan Littauer Hospital & Nursing Home congratulates Barbara Garrigan, RN, Staff Nurse Diagnostic Imaging, for receiving The Goodwill Award-Employee of the 4th Quarter for 2018.

Laurence E. Kelly, President and CEO of NLH, presented Garrigan with the award in February at a gathering of her peers. Kelly noted that she received a record-breaking 26 nominations from her co-workers.

Co-workers and patients alike stated that Garrigan is always kind and generous with her time, professional, caring and most compassionate, with one patient adding, "If Barb is a representation of how all NLH employees care for patients,



Nathan Littauer Hospital & Nursing Home President & CEO Laurence Kelly, awards RN Barbara Garrigan the Goodwill Award – Employee of the 4th Quarter.

then NLH has a very good thing going!"

Garrigan has worked at Nathan Littauer Hospital &

Nursing Home since she was 19 years old. She will be celebrating 31 years in April, 2019. Upon receiving the award she said, "I couldn't accept this award without including everyone in the department. Thank you for helping me do what I do."

The mission of The Goodwill Award is to recognize goodwill, and promote the "People Caring for People" environment toward co-workers, patients and the community of Nathan Littauer Hospital & Nursing Home.

Recipients for the award are nominated by NLH employees, providers or patients and submitted to the Goodwill Committee. The winner is selected in a blind format.

Volunteers Needed for Day of Positivity in Gloversville

Volunteers are being recruited to help the City of Gloversville embark on a single day of community action in the spring called "100in1 Day: Gloversville." The city will be one of the first in the United States to host 100in1 Day.

The event is set for Saturday, May 4, 2019. Jennifer Jennings, Gloversville Downtown Development Specialist explained that she and the Center for Regional Growth are looking for volunteers to help to make it a success. 100in1 Day is an international movement currently in 31 cities across the globe, meant to bring people together on one single day to perform approximately 100 acts of positivity for their community. It is hoped that this one day of service inspires the larger community to continue small acts the remaining 364 days of the year.

Jennings said, "We are currently looking for individual volunteers, community groups, businesses and local residents to join us. Activities can range in size and scope. A neighborhood can get together to plant flowers around stop signs and street signs or in an elderly neighbor's front garden. A business can work with employees to clean up a city park. A family can volunteer to hand out free 'thank you' cards to passersby at the downtown four corners. The possibilities are endless."

Jennings said, "2019 is going to be a pivotal year in the revitalization of Downtown Gloversville, one that will require all of us to chip in to make positive, lasting change in the commu-

nity and set us up for a successful future. Do you have ideas on how to help us achieve our goals? Do you have goals for your business or our community? If so, our door is always open and we're ready to hear your ideas."

To implement 100in1 Day: Gloversville, the CRG is looking for "enthusiastic community members to help us plan and execute this event. You could be a business owner, someone who works downtown or anyone in the community who is looking to help us make a positive, lasting impact on our city."

In-person meetings will be held once per month starting in February and will conclude in May. Some email communication may be necessary thereafter. Volunteers may be asked to help contact possible community groups, musicians, etc. to fill-in programming for the day. Jennings said organizers don't expect volunteer participation to require more than two or three hours per month in total.

Volunteers are not required to work at the event, but are welcome to. The group will have a general call for additional volunteers as the date comes closer.

To help plan the event or to have an activity listed, please contact Jennings at jenniferj@fcrg.org or at (518) 725-7700 ext. 1004.

Full details about 100in1 Day: Gloversville and other downtown events are available at www.downtowngloversville.org.

Lapland Women's Cross Country Event Set

Lapland Lake Nordic Vacation Center will host a women's-only cross country ski program Saturday, March 9, from 9:30 a.m. – 2:30 p.m. Pre-registration is required. The popular five-hour ski program, "Lapland Ladies Love to Ski", is geared to first-timer through intermediate skiers ages 18+. Focus is on skate ski technique.

Cost for the program is \$60 (rental equipment, if needed, is additional).

Included is a day-long facility use pass, instruction, lunch with equipment & clothing discussion, social group ski with instructors, group wrap-up, hot beverage and discount coupon for new equipment purchase. The program is led by Lapland Lake's PSIA-certified instructors Sherry Dixon, Susan Henriksson and Terry Ross. Register online through our website, www.laplandlake.com, or by phone.

Local Composer's Composition Premieres

The Sacandaga Valley Arts Network is sponsoring the premiere of a new composition by local composer Philip Spaeth, American composer, conductor and liturgical musician.

Spaeth is a native of Northville and began his musical pursuits at the age of six, studying piano with beloved Sacandaga Valley musician and artist Anne Miller. The piece is dedicated in memory of Ms. Miller.

"Adirondack Sketches: Five Mountain Dances," consists of five movements: Reel, Lonesome Song, Jig, Waltz and Hornpipe.

The piece was performed at the Mayfield Presbyterian Church was on February 23 at 2.p.m. Featured musicians included renowned Adirondack musicians John Kirk, Werner John. Dan Duggan and Scan Hopkins, with Kara Vinulli on the piano. The performance was preceded by a talk by Spaeth.

Organizers said, "Saratoga Arts made this project possible with an Artist Grant funded by the New York State Council on the Arts with the support of Governor Cuomo and the New York State Legislature."



Philip Spaeth



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Chamber Member News

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Businesses Invited For Career Day

Gloversville High School will hold its third annual Career Day on April 11, 2019 from 7:45 a.m. to 1:00 p.m., at 199 Lincoln St., Gloversville. The fair will be open to over 400 students including freshman and senior classes. Business that would like to join the event can contact high school teachers Patty Miller at pmiller@GESDK12.org, or Lori DeVoe at LDeVoe@GESDK12.org, by email or by phone at (518) 775-5710.

Organizers said, "This is a chance to share with students what career opportunities are available here in the Fulton County area." Refreshments will be provided.

Soroptimist Chefs Event Planned

Soroptimist International of Fulton and Montgomery Counties will hold a fund-

raising event, "Evening with the Chefs," on Monday, April 29, 2019 at the Holiday Inn Johnstown-Gloversville, 308 N. Comrie Avenue, Johnstown, NY. The event will begin at 6 p.m. "Evening with the Chefs" is the group's largest fundraising activity of the year, with proceeds to go towards the group's scholarship program that benefits students in Fulton and Montgomery Counties.

Annually the group awards \$10,000 to deserving students in the two-county region.

At the event, local chefs from some of the best restaurants in the area will prepare a variety of dishes for tasting, from appetizers, to entrees, to a great dessert bar.

Tickets for "Evening with the Chefs" are \$50 per person and reservations can be made via email to eveningwiththechefs@gmail.com or by sending payment to Soroptimist International, 584 County Highway 102, Gloversville, NY 12078.

For more details about the event, visit the Facebook

event page Evening With The Chefs, get information from club members, or email questions to the above address.

Hospice Seminar Set

Mountain Valley Hospice has scheduled a seminar entitled Life Choices: The Importance of Advance Directives on Wednesday, March 27, from 1 p.m. - 2 p.m. on the MVH campus, 108 Steele Avenue, Gloversville, NY. The seminar will be presented by Heidi Parker, MVH Social Worker and Bereavement Specialist.

Officials explained that "Advance Directives are legal documents that allow you to spell out your decisions about end-of-life care. The documents give you a way to relay your wishes to family, friends and health care professionals and to avoid confusion during a stressful time or when you are unable to speak for yourself."

The seminar will review these documents and provide additional resources. There also will be time for questions and answers.

This seminar is free-of-charge and open to the public and light snacks will be served. RSVP is appreciated by calling MVH at (518) 725-4545 or email terry.swierzowski@mvhcares.org.

Prom Dress Giveaway Planned

The office of Jenny Rulison-Fisch State Farm is accepting gently used prom dresses to provide free to young women to make their prom a special one. The fifth annual Prom Dress Giveaway will occur on March 16, 2019 at Fisch's office, 3717 State Highway 30, Vail Mills, from 10 a.m. to noon. The event will have many dresses in different styles and sizes. To donate a dress, or for young women who would like a dress, see the event invitation on Facebook at Jenny Rulison-Fisch, State Farm Agent.



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Chamber Member News

Business Volunteers Wanted for Junior Achievement

Kingsborough Elementary School is looking for business volunteers to come into the classrooms to help teach Junior Achievement lessons. All materials and lesson plans are provided by Junior Achievement. Typically there are 5 lessons that are approximately 30 minutes long. The grade levels are kindergarten, first or second grade. Lessons can be taught once a week for 5 weeks or once a day for 5 days – teachers communicate with volunteers and they decide on the timeline. If you are interested or would like more information please contact Luann Bulman, School Counselor at Kingsborough Elementary School (518) 775-5737 or lbulman@gesdk12.org.

Paul Nigra Center Seeks Artists

The Paul Nigra Center for Creative Arts will hold its third annual Fulton-Montgomery Art Show, featuring only the works of artists who live or work in Fulton and

Montgomery Counties.

The show will feature submissions from individual and group artists in all media alongside the work of a special guest artist and pieces by student artists from the Fulton/Montgomery region's schools. Students interested in submitting should approach their art teachers for submission forms.

The Fulton-Montgomery Art Show will hang from April 4 to May 1. Throughout its run, the arts center will host a number of special events to encourage the public to visit and enjoy the artwork. Artists may submit work now until March 17 through www.OnlineJuriedShows.com. Please note that this is not a juried show, but this website is used for ease of submission and selection by the curators. Artists who wish to submit should visit the website and scroll down until they find the Fulton-Montgomery Art Show. Further submission guidelines are available there. Student artists who enter work through their art teachers do not need to submit through Online Juried Shows.

Through the generous donations of supporters, the Paul Nigra Center for Creative Arts is able to offer awards and prizes

to outstanding submissions. The fee for entry of up to three works is \$15 for members of the Paul Nigra Center for Creative Arts or \$25 for non-members. Artists may submit an additional two entries maximum for a fee of \$7 each for members or \$10 each for non-members. Notification of acceptance will be sent out by March 21 and the dates for drop-off or mailing of artwork are March 27-29 from 9 a.m. to 6 p.m. and March 30 from 9 a.m. to noon.

The Paul Nigra Center for Creative Arts will hold a public opening and Meet the Artists Reception, where the greater public is invited to view the show, on Thursday, April 11, from 6-8 p.m. Attendees of the reception will receive discounted admission to the gallery. The public is also welcome to view the show throughout its run. The regular gallery admission fee is \$5. Members of the Nigra Arts Center, children under the age of 18 and participating artists are admitted for free.

The Paul Nigra Center for Creative Arts is located at 2736 State Highway 30 in Gloversville. For more information about this show or the Paul Nigra Center for Creative Arts, call (518) 661-9932 or visit www.pncreativeartscenter.org.

Home Care Agency Receives Top National Rankings

Home Helpers & Direct Link of Amsterdam received both the 2019 Best of Home Care® – Provider of Choice and Employer of Choice Awards from Home Care Pulse. The awards are granted only to the top-ranking home care providers, based on client and caregiver satisfaction scores gathered by Home Care Pulse.

Home Care Pulse officials said, "Home Helpers & Direct Link of Amsterdam is now ranked among a small handful of home care providers across the country who have proven their ability to provide an exceptional working experience to employees and the highest quality care to clients."

"We want to congratulate Home Helpers & Direct Link of Amsterdam on receiving both the Best of Home Care – Provider of Choice Award and the Best of Home Care – Employer of Choice Award," said Erik Madsen, CEO of Home Care Pulse. "Since these awards are based on real, unfiltered feedback from clients and caregivers, This agency has proven their dedication to providing a great work environment and solid training to employees, while maintaining their focus on client satisfaction. We are pleased to recognize their dedication to quality professionalism and expertise in home care."

Best of Home Care providers have contracted with Home Care Pulse to gather feedback from their clients and caregivers via live phone interviews each month. Because Home Care Pulse is an independent company, it is able to collect honest and unbiased feedback.

"We are thrilled our clients, their families and our caregivers felt we deserved the Best of Home Care and Employer of Choice Awards," said Ramon Rodriguez, CEO of Home Helpers & Direct Link of Amsterdam. "Our goal is to provide the highest quality of care to our clients, and for our caregivers to feel empowered and satisfied as members of our team. These two awards are a confirmation we're succeeding."

"Our goal at Home Care Pulse is to empower home care businesses to deliver the best home care possible," Madsen said. "We are happy to recognize Home Helpers of Amsterdam as a Best of Home Care award-winning provider and celebrate their accomplishments in building a team of happy, qualified caregivers who provide outstanding care for their clients."

For more information about Home Helpers & Direct Link of Amsterdam, please visit HomeHelpersHomeCare.com/Amsterdam or call (518) 842-5626.

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Business Education Partnership News



Nicole Walrath

Director of
Workforce Development

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Sarah Hafter

Business and Education
Partnership Coordinator

Sarah@fultonmontgomeryny.org



Members of the HFM PTECH Chapter of Future Business Leaders of America competed at the Spring District Meeting in Clifton Park. Those who placed in their competitions and qualified for the State Leadership Conference, in April in Binghamton, include: Rane Dutcher, first place in Career and Financial Management; second place in Computer Applications; Cierra Mason, first place in Computer Applications,

first place in Impromptu Speaking; Destiny Medrano, third place, Introduction to Business; Jonas Barkevich, first place in Interview Skills; Heavenlee Vazquez, third place in Public Speaking II.

Students who place in the top four at the state conference qualify for the National Leadership Conference, set for June in San Antonio, Texas.

It's hard to believe it's already March and the school year is half over. Over the course of the past six months, students have vastly improved their skills, thanks to positive experiences as PTECH students. Every grade level has the opportunity to interact with the business community using professional skills they have acquired, whether it be project presentations, job shadow opportunities or internships

This month, we'd like to share with you a quote from Edna Witzke, a freshman student at Foothills PTECH, Academy of Health and Sciences. Edna

highlights her experience and gratitude as a PTECH student. Witzke said, "If they had PTECH back when my parents were in school, I think it would have helped a lot of people, because not a lot of people today actually get to where they want to get to, in life. They don't like the job that they're working at, because that's not the job that they thought they would be working at for the rest of their lives. I think if we had this back then, a lot of people would be where they want to be now. It's amazing that we have this wonderful program to be able to help us with this, because some of us



aren't as fortunate to be able to pay for all the college so with this we get the free two-year Associate's Degree if we work for it, and all of us are so determined to work for it. That's why we're here."

AT LEFT: In February, sophomores at HFM PTECH met in small groups with business mentors, who led discussions about professional dress and presence in the workplace. Thank you to the following professionals who took time to meet with students: Darci Luci, Century Linen & Uniform; Jen Mongin, Amsterdam Printing; Matt Walrath, Amsterdam Printing; Alyssa Craig, Fulton County Public Health; Brian Barnett, Ehle and Barnett Family Funeral Home, LLC; Tejutunde Olawumi, GLOBALFOUNDRIES; Varun Krishnan, GLOBALFOUNDRIES; Casaundra Tusing, First Choice Professional Services, Inc.; Sam Zimmerman, Mohawk Valley Group at Morgan Stanley; and Blaine Harvey, Mohawk Fabric Inc.

Tourism News



Gina DaBiere-Gibbs

Director of Tourism

tourism@fultonmontgomeryny.org



Gabriel Lopez of Amsterdam shows off the biggest walleye, at 5.4 lbs., caught during the 11th Annual Walleye Challenge in February.

Minnesota, New Hampshire, New Jersey, North Carolina, Pennsylvania, and Virginia.

Overall, 55% of registered participants were from outside of Fulton County.

Louis Stutzke, owner of Fuel-N-Food and organizer of the event, said perfect weather was a factor in making this year one of the most successful in the event's history. He said participation was excellent, with all of the 1,750 tags sold for the challenge taken out onto the lake, which indicated a full field for the contest. Thousands of fishermen as well as specta-

tors were on hand for the day, he said.

Conditions of the Great Sacandaga were perfect, he said. The weather had been cold enough to help create more than 20 inches of ice, which allowed entrants in the contest to utilize any kind of vehicle they wished, including snowmobiles, trucks, ATV's and UTV's.

"We had no complaints, and the camaraderie was great," he said. "The sun was out, and it was a beautiful day to showcase our area."

During the 8-hour contest, \$2,149 in prizes was awarded per hour based on the weight of the walleye entered: \$599 1st prize; \$500 2nd prize; \$400 3rd prize; \$300 4th prize; \$200 5th prize; \$100 6th prize; \$50 7th prize.

The tournament is a catch-and-release format. All paid and registered entrants were also entered into a drawing for three recreational vehicles, with all prize winners drawn or awarded at the conclusion of the event at Lanzi's on the Lake, Mayfield. "Door prizes" valued at more than \$18,000, were awarded throughout the day. Stutzke said this was an in-

crease from previous years.

Gabriel Lopez of Amsterdam caught the biggest walleye of the day at 5.4 pounds. The three recreational vehicles were won by Bradley Baldwin, Jr. and Chad E. Crandell, both of Gloversville and Tracy Gutowski, of Amsterdam.

Partial proceeds from the event will benefit the Great Sacandaga Lake Fisheries Federation for fish stocking. A special thank you was extended by organizers to all of the other local businesses and volunteers that helped make the event possible. Photos from the event can be found on the "Visit Fulton County, NY" Facebook page.

Canalway Challenge Promotes Fun, Fitness, and Adventure

Get ready for fun, fitness, and adventure on the NYS Canalway System and Canalway Trail! The Erie Canalway National Heritage Corridor is launching the Canalway Challenge in spring 2019 to help people achieve their personal fitness goals while experiencing the Erie Canalway's many treasures. Whether you

**See Tourism News,
on page 19**

Walleye Challenge Brings Fishermen From Many States

The Eleventh Annual Walleye Ice Fishing Derby was held Saturday, Feb. 16 on the Great Sacandaga Lake, presented by the Fulton County Tourism Department and Fuel-N-Food, Inc. and sponsored by Frank's Gun Shop and Saratoga Eagle. This year's participants represented ten states outside of New York: Connecticut, Florida, Maryland, Massachusetts,



Business Education Partnership News continued



ABOVE AND BELOW: Students were immersed in hands-on learning about tree work at AG PTECH. Ryan Hudyncia of Hu-Hill Timber combined cleanup of a hickory tree that fell on the school's property, with a lesson on the logging industry and equipment, as well as proper protective gear. Even a fallen-down tree can turn into a hands on learning experience!



ABOVE: Students enrolled in Foothills PTECH, Academy of Health & Medical Sciences, recently read "The Immortal Life of Henrietta Lacks," documenting events that led to Henrietta Lacks' cells being harvested without her consent and used for medical research. Living Environment teacher Jennifer Kirchherr had the students work on a project using their own cells or bacteria found on their body. Students placed their swabs in a petri dish and incubated them. Once bacteria grew, they placed their findings under a microscope where they identified parts of the cell. A part of the project included adding some color through a computer program, printing and mounting their photos in a frame. These photos are now on display in the atrium of the Fulton Montgomery Regional Chamber of Commerce, 2 N. Main St., Gloversville, for an art show titled "The Cellfie Project." The exhibit will be on display until March 4 and is open for viewing Monday through Friday from 8 a.m. to 4 p.m.

Tourism News continued

are an elite cyclist or a family looking to get more active, you can walk, run, paddle, or cycle your way to achieving your personal mileage goal.

Participation is free and registration is open to individuals and groups. Simply register online and choose a mileage goal of 15, 90, 180, or 360 miles (End-to-End/Buffalo to Albany); then walk, run, cycle, or paddle on the Canalway Trail and NYS Canal System to achieve it. You can complete the Canalway Challenge in one big trip or many small ones.

Like a hiker seeking to become an Adirondack 46-er, you can strive for mileage status and recognition through the Canalway Challenge. The program will offer opportunities to share your experiences on social media and join a Facebook group to be part of a supportive community. Upon completion, you can show off your accomplishment with a photo finish, car/kayak decal, and gear bag.

Sign up now to be the first to hear when registration goes live and start planning your adventures so you can hit the ground running—or cycling, walking, or paddling—when the Canalway Challenge kicks off in April! www.canalwaychallenge.org

Montgomery County offers more than 30 miles on

the Erie Canalway Trail and along the Mohawk River to complete many of the Canalway Challenge mileage goals. Down by the River Kayak Rentals can

help with paddling goals. Visit our tourism website to learn about the many attractions to see along the way: www.visit-montgomerycountyny.com.

Maple Weekends Offer Chance to See Syrup Making Up-Close

The Upper Hudson Maple Producers Association will once again host Maple Open House Weekends, March 23, 24, 30, and 31, allowing the public to take a free tour of area sugarhouses and see maple syrup made onsite.

Families are invited to experience first-hand the sights, smells and sounds of maple sugar-making. Past events have been so successful they have been expanded to multi-weekends, giving more opportunities to visit sugarhouses.

Signs will be placed along roadsides over the course of the weekends to direct motorists to the sugarhouses. The sugarhouses will be open from 10 a.m. to 4 p.m. each day. Most sugarhouses will offer samples and demonstrations. Many of the locations will be serving pancake breakfasts as well.

Participating Fulton County sugarhouses:

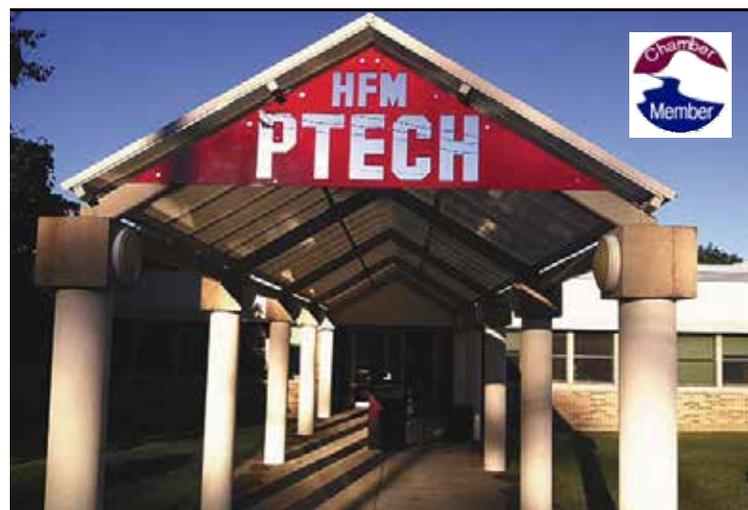
- Brower Road Sugar House, Gloversville, (518) 848-7685
- Frasier's Sugar Shack, St. Johnsville, (518) 568-7438
- Mud Road Sugar House, Ephratah, (518) 744-0624
- North Creek Sugar Shack, St. Johnsville, (518) 568-5683
- Peaceful Valley Maple Farms, Johnstown, (518) 762-8936

Maple season generally runs from now through the beginning of April. The Upper Hudson Maple Producers Association is a trade organization representing maple producers in Washington, Warren, Saratoga, Montgomery, Fulton and Rensselaer Counties. The Upper Hudson region is among the biggest syrup producing areas in New York State.

To find more information about the event, local sugarmaking, and maple recipes, visit www.upperhudsonmaple.com.



Maple Syrup from Brower Road Sugar House, Gloversville.



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