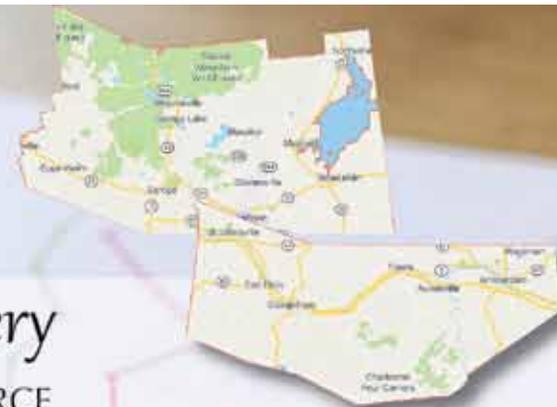


# NEWSLINE

A BUSINESS PUBLICATION OF THE **Fulton**  **Montgomery**  
REGIONAL CHAMBER OF COMMERCE



November 2021

## Trail provides fun way to sample Fulton County's locally made craft beverages

By **Joanne E. McFadden**

The craft beverage industry in New York is booming, and new breweries and distilleries are opening weekly. Fulton County craft brewers join their counterparts throughout the state who are riding this wave of popularity. This year, they approached Anne Boles, the Director of Tourism Development for the Fulton Montgomery Chamber of Commerce, about starting a craft beverage trail to encourage locals and visitors alike to sample some of their locally sourced and produced beverages. After some intensive planning, the Chamber and four local craft beverage makers launched the 44 Lakes Craft Beverage Trail.



"They're all unique in their own way, and they're in different locations of the county that really showcase the beauty in each part of the county," Boles said.

Here's a snapshot of each:

### Stump City Brewing LLC

In 2013, after home brewing for several years, Matthew Sherman enrolled in formal brewing training with the hopes of opening his own brewery. He recruited his father, Jerry Sherman, brother Nick Sherman, and friend Casey Oare to join in the venture, which they decided to locate on Jerry's property at 521 W. Fulton Street in Gloversville. Recently, friend Kevin Lindsley joined the team as one of the brewers.

They cleared land and built the structure which now houses their brewery and taproom. Currently, they have nine beverages on tap. Six have regular offerings of Stump City's cream ale, red ale, and pale ale, one is dedicated to a hard cider they make, and the others are rotating types of beers for various batches they brew.

What makes Stump City's beers unique is that all the grain that they use is floor malted, an older, more artisan style method of malting the grains. "Most malting is done with big pneumatic tubes, a very industrial process," said Nick Sherman. "There are certain



The owners of Stump City Brewing.

changes to the grains that happen when it is floor malted. It changes the color a little bit. You don't find too many people brewing with floor malt anymore." The taproom also has a full menu of cocktails made with New York State products.

In addition to beverages, Stump City operates a food truck on Fridays and Saturdays and hosts special events, such as the Forest of Nightmares in

October. The brewers are also working with the Caroga Arts Collective to bring more music to the taproom, which has seating indoors for 30 to 50 people as well as outside at 14 picnic tables and under a tent that will be heated in the colder months.

Expansion is in the plans for this brewery. "Hopefully in the next year,

**See Trail, on page 3**

## New Chamber member can help you get freight from here to there

By **Joanne E. McFadden**

New chamber member Sprindek Crawford was part of the second group of warehouse workers hired when Target opened its distribution center in Amsterdam. "I

watched the drivers come in and out," he said.

It was not long thereafter that he decided he wanted to be one of those drivers, so in 2005, he acquired his Commercial Driver's License

and started working as a truck driver.

In May 2021, the Brooklyn native moved from Schenectady, where he had lived for 21 years to Johnstown, and in September, he opened his own business, Mohawk Valley Freight Solutions LLC, a freight brokerage firm.

Crawford's 17 years working in various aspects of the transportation industry have provided him with a solid foundation for his new business venture. In addition to working in a warehouse, he has worked as a trucker locally, regionally, and throughout



**Sprindek Crawford**

North America, and as a dispatcher.

During his time as an

"over-the-road" trucker, the trucking term for a driver who does long hauls across state lines and even national borders, Crawford has traveled to 45 states and into Mexico and Canada as well. "My favorite trip was down to Texas," Crawford said. "It's a pretty nice place." Driving through the Rockies in Colorado he said was "the most amazing sight" that he has ever seen.

Now, as a broker, Crawford will be dispatching drivers to various destinations

**See Freight, on page 4**

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#### Fulton County Tourism

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## Need it gone? CMH Clean Out Services can help

By Joanne E. McFadden

Abigail Queeney grew up watching her father run his own vending business out of Johnstown. In February, this new Chamber member decided to take the plunge into owning her own business when she founded CMH Clean Out Services, Inc., a professional junk removal service.

The idea came to her when she and her fiancé, Jason Hill, bought a trailer to clean out their own house. “We thought, ‘Let’s get into the garbage business,’” Queeney said, although she admits that she never thought she would work in the junk business.

That is exactly what she did, buying a 12-yard dump truck for transporting the items she removes from homes and other buildings. Now she averages five to 10 jobs per week and sometimes more.

What to do with unwanted furniture and other items can be a challenge, so CMH Clean Out Services can provide an easy solution.

Queeney offers services for removing furniture and household items from homes for homeowners, as well as cleanouts after estate sales or evictions.

She tries to donate as much as she can to churches and other organizations that help those in need, and the rest goes to the dump.

She operates the business mostly by herself, hiring extra hands when the job requires it. Specialized equipment including a winch system and dollies help with heavy items. She takes care of removing items from any room in a home, including the attic and basement. Customers are not required to move any items themselves.

Queeney operates the business in a straightforward manner. “There are no hidden fees and



no extra charges,” she said. “That is all agreed upon before we even touch any items.” She requires payment only after a job is done to the customer’s satisfaction.

In addition to junk removal, CMH offers snow plowing in the winter and house cleaning.

She accepts jobs within a 50-mile radius of Johnstown.

In the spring of 2022, Queeney plans to expand the business to include dumpster rental. Customers could rent a dumpster, fill it, and CMH would haul it to the dump.

Her favorite part of owning her own junk removal business is working with people and being able to help them. “I love to meet people and connect with them,” Queeney said.

For more info, visit [www.cmhcleanoutservices.com](http://www.cmhcleanoutservices.com).



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 New York State Farm Bureau

## Trail, continued from page 1

we're redoing the entire cooler area to support more taps," Nick said.

Running a brewery in Fulton County has been a great experience for Stump City's owners. "I have not gone up there a day and not enjoyed it," Nick said. "It's a lot of fun. We get to meet so many people."

For more info, visit [www.stumpcitybrewery.com](http://www.stumpcitybrewery.com)

### Great Sacandaga Brewing Company



Owner Erik Stevens' United States Army service in Germany prompted him to start brewing his own beer 33 years ago. When he retired from the Army after two combat tours in Iraq, he returned to his hometown of Broadalbin and opened the Great Sacandaga Brewing Company last year.

Stevens, an electrician by trade, purchased an older building at 3647 NY-30 in Broadalbin, gutted it, and transformed it into a space for his brewery and Adirondack style taproom. His goal was to create a comfortable space where people would want to gather for fun or for business meetings.

Great Sacandaga Lake Brewing Company's beer menu offers a wide selection of different types of beers to suit anyone's taste. There are a variety of ales, rye and wheat beers, IPAs, and beer made from the traditional recipes like the ones he sampled in Germany. "We want to have a little bit of everything for everybody to enjoy," he said.

The brewery brings in different food trucks and serves snacks that pair well with beer, such as a charcuterie

board and its famous Bavarian pretzels.

Stevens' wife, Jerianne, manages the taproom, plans events, and schedules entertainment. He built an outdoor stage where musicians perform on Saturdays or Sundays.

For more info, visit [www.great-sacandagabrewing.com](http://www.great-sacandagabrewing.com)

### Rogers' Cideryard LLC



Rogers' Cideryard owner Mitch Rogers is the third generation to be on the apple farm that his grandfather purchased in 1970. Growing up, he watched a family friend make hard cider and helped out by moving barrels and bottles. The process of brewing fascinated him and in 201 led to the opening of Rogers' Cideryard at 260 County Highway 131 in Johnstown.

Rogers makes his cider from apples grown on trees, some of which have been producing since the 1940s, part of the rich history of apple growing in the region. He has expanded the orchard to include around 130 trees that produce eight different varieties of the small, tart apples that give his cider a unique flavor. His ciders are wild fermenting, meaning that he uses the yeast in the air or on the skins of the apples for fermentation. He also brews ciders with other fruits including blueberries, peaches, and mangoes.

He was able to keep the business open during the pandemic, taking advantage of outdoor space where people could gather safely. Rogers has in-

creased his volume of production from 1,000 to 1,500.

In addition to ciders, Rogers' Cideryard has a menu that includes wings, poutine made with hand cut fries, fried cheese curds, and pretzels with smoked queso dip. A rotating menu of specialty dishes features items such as pulled pork tacos, Buffalo macaroni and cheese, bratwurst, and grilled pasture-raised chickens from the farm.

### Higher Ground Distilling Company



Dave Webber took his life savings and opened the Higher Ground Distilling Company a year ago, so far the only distillery on the 44 Lakes Craft Beverage Trail.

Webber moved from Guilderland to Fulton County to start his business because he thought he had something to offer that did not yet exist in the county. He renovated an outbuilding that had been used to make snowshoes on his daughter's property at 2513 State Highway 30 in Mayfield. This was not a difficult job as Webber, an Air Force veteran, previously owned his own construction company in Albany.

Webber's efforts netted great results, even with COVID-19 in play. "All of a sudden, the business has just taken off," said Webber, noting that the great volume of business the distillery is doing has exceeded his expectations for a first-year business.

The community, which comes to the tasting room to sample the distillery's whiskey, bourbon, and moonshine, has extended Webber a hearty welcome. In addition to straight spirits, Webbers mixes up a variety of innovative cocktails made with his spirits. Each month, there is a moonshine "flavor of the month" and a flavor of the month cocktail to mix up the menu. "I want to create a craft cocktail experience in our tasting room," Webber said.

Webber is also a great collaborator. He partners with other businesses in the area, such as Rogers' Cideryard and nearby Zippy's Ice Cream, to produce specialty cocktails such as the Maple Bourbon Cider Float featuring maple walnut ice cream from Zippy's.

Customers can enjoy their drinks

## Small Business Saturday

The 44 Lakes Craft Beverage Trail is just one example of how the Chamber supports small businesses in Fulton and Montgomery Counties.

On Saturday, November 27, the Chamber will again take part in American Express Small Business Saturday, something the Chamber has been part of for over a decade.

"We always encourage people to shop small and shop local," said Nicole Walrath, the Chamber's Director of Workforce Development, noting that 85 percent of the Chamber's 650 members are small businesses.

For the past decade, the Chamber has been a designated Neighborhood Champion for American Express' Small Business Saturday, promoting the area's small businesses through a social media campaign beginning mid-November. On November 27, the Chamber will feature businesses in Fulton and Montgomery counties and hand out swag from American Express.

in the taproom or outside where there is a fire pit. Webber also hosts live music and other special events.

### Expansion planned

"The guys are great to work with, and we're having fun so far," Boles said. "There's only room for it to expand. We're looking at expansion already with the newer breweries and getting some of the Montgomery County spots on the trail as well," she said.

Collaboration and cooperation play no small role in this expansion. "They're all working together to promote their specialty craft beverages," Boles said. "That's one of the best things for me to see where everyone is working together to promote their products and show what we have to offer in Fulton County."

Organizers are looking into developing a virtual or paper passport to encourage people to visit several stops on the trail, with swag prizes for completing the entire trail.

Boles also notes that the 44 Lakes Craft Beverage Trail pairs well with the Fulton County Tourism Department's Fulton County Five Hiking Challenge ([www.44lakes.com/fulton-county-5-hiking-challenge/](http://www.44lakes.com/fulton-county-5-hiking-challenge/)) unveiled earlier this year. After completing a trek, hikers can stop for some refreshment at one of the establishments on the craft beverage trail.

For more info, visit [www.44lakes.com/craft-beverage-trail/](http://www.44lakes.com/craft-beverage-trail/)

## Become a professional brewer

Ever dreamed of joining the craft beverage craze and brewing yourself? In order to meet the demands of this growing industry, the Chamber has partnered with Fulton Montgomery Community College to offer a certificate in Craft Brewery Management. In the program, students learn about the chemistry of brewing, fermentation, management principles, communications, and human resource

management. In the year-long program, students also complete internships with local breweries.

"We're starting it with a certificate for breweries and hopefully are expanding it to wineries, cideries and distilleries," said Anne Boles, Director of Tourism Development for the Chamber.

For more information, email Daniel Fogarty at [Daniel.Fogarty@fmcc.suny.edu](mailto:Daniel.Fogarty@fmcc.suny.edu).

# Hill & Markes Launches New Podcast, "Since1906"

Hill & Markes, a family-owned wholesale distributor, has launched a new podcast. Since1906 ([hillnmarkes.com/Since1906](http://hillnmarkes.com/Since1906)), is about distribution powerhouse Hill & Markes and how their mission is more than moving product of a shelf – it's a commitment to safety and well-being. Since1906 is about how every employee is family, every delivery makes a difference, and each customer is home. This podcast shares what makes a 3rd generation, family-owned business into a well-known industry name and is geared toward business professionals.

"We're about to disrupt distribution with the Since1906 podcast! This podcast has been a passion project for my co-host, Courtney, and me. We are so excited to share it with everyone and are stunned at the feedback we've gotten so far from our listeners in just two weeks," said Katie Bruno, Marketing Supervisor



at Hill & Markes and co-host of the Since1906 podcast. "Being able to have the authentic and inspiring conversations with CEOs, VPs, and more industry experts has been such a rewarding experience, one that we will never forget."

The most recent episode features Hill & Markes CEO, Jason Packer, and he did not hold back. Discover his journey to joining the family business after leaving his political career in DC and working his way up to CEO. He covers it

all – the realities that come with succession planning, culture, community, and COVID. Get a tasty look into a successful 115-year-old business with a visionary at its helm.

"I am beaming with pride and full of so much excitement for Since1906. This podcast has given us the opportunity to connect with the professionals that make up the incredibly dynamic and ever-changing distribution and wholesale industry," said Courtney Guttenberg, Marketing Coordinator and co-host of the Since1906 podcast. "The conversations we have had with our guests show that people are the true heroes of wholesale. Being able to work with Katie on this project from the ground up has made me have such an appreciation for what we do and how we do it."

To listen to the podcast, visit [hillnmarkes.com/since1906](http://hillnmarkes.com/since1906) or download on Apple Podcasts and Spotify.

Hill & Markes is a 115-year-old family-owned wholesale distributor servicing the state of New York with ice cream products, janitorial products, food service, packing and shipping, and office supplies. The Hill & Markes family strongly believes in providing cutting edge solutions for customers and being a good corporate citizen.

## Freight, continued from page 1

with freight from the northeast. His plan is to start off regionally and then eventually expand to destinations throughout the country. "When you start small, you start regionally," he said.

Crawford describes the role of his new business as the "middleman" between the shipper and the carrier, helping those who have goods to be moved find a truckdriver who can do the job.

He loves the relationship aspect of his work, networking with both those in need of shipping services as well as the drivers who haul the freight. "What better than to be a broker where you have that one on one with carriers and shippers and are still able to jump in the truck yourself," Crawford said.

A long-term goal for Mohawk Valley Freight Solutions is to provide jobs for others. "My goal is to bring people in to train them to be freight brokers at no cost to them," he said. He wants to provide on the job training and be able to hire the trained brokers as independent contractors.

Crawford sees Fulton and Montgomery Counties as an ideal place, both personally and professionally. "I think it's a trucking community, and I think there's a lot of opportunity for bringing jobs for agents and dispatchers," he said. "Fulton County and Montgomery County have a lot of warehouses that need transportation and logistics assistance."

On the personal side, he and his fiancée enjoy living in Johnstown. "I love it—the community, the people—it's very relaxing and comfortable," Crawford said.

He started the business out of his home office until the business grows to the point where he can have an outside office space.

He spent the early fall applying to the Federal Motor Carrier Safety Administration, part of the United States Department of Transportation, and waiting for his application to be approved so that he could start operations. He hopes to have the authorization to begin brokerage operations in early November.

"I just love the transportation industry," Crawford said. "I love the moving of freight. The business is in business to create relationships and help move America forward. That's what Mohawk Valley Freight Solutions stands for."

For more information, visit [www.mohawkvalleyfreight-solutions.com](http://www.mohawkvalleyfreight-solutions.com) call 518-466-5921.



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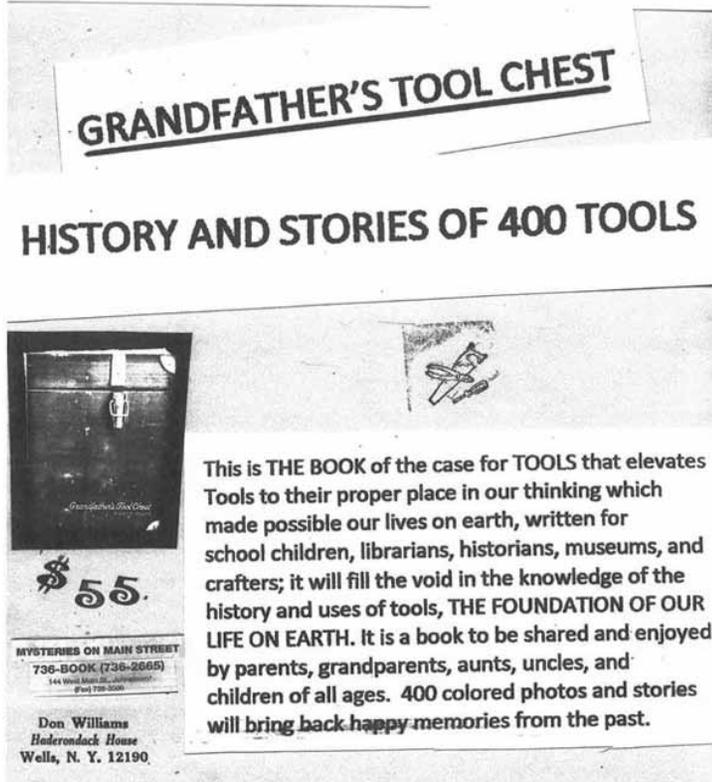
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*\*Late nominations will not be considered.*



# Donald Williams finishes another book!

Grandfather's Tool Chest portrays the history and stories of 400 tools used in the foundation of life on earth. **If you would like to order a copy for yourself, send in the purchase order form at right to the Chamber via email at [info@fultonmontgomeryny.org](mailto:info@fultonmontgomeryny.org), fax (518) 725-0643, or via mail at 2 North Main Street, Gloversville.**



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# The Glove City Coalition needs YOU!

The Glove City Coalition is a group of organizations, community leaders, and citizens working together to guide and support the next generation to reduce and prevent youth substance use. As a CDC Drug-Free Communities Support Program, we are committed to mobilizing youth and adults alike to identify ways to reduce substance use (alcohol, cannabis, prescription drugs, tobacco, etc.) in our community and change the local culture and environment



or access to age restricted substances amongst our youth.

There are many ways in which local businesses can be instrumental in making a difference. The Glove City Coalition is looking for individuals from the business community in Gloversville to join us. We meet the third Thursday of each month at 10:00am in a hybrid format (both in person and zoom options are offered for our meetings).

To learn more about how you, as a business

owner/employee can help ensure a healthy future for our youth, contact Coalition Director, Bonnie Peck at 518-762-8215 extension 1033 or via email at bpeck@chhomecare.org. You can also learn more about the Coalition by visiting our website at [www.glovecitycoalition.org](http://www.glovecitycoalition.org).

to protect our youth from its harms as well as to provide opportunities for pro-social activities. The relationships and collaboration that is developed between members of the coalition will help us reach that goal. But we need all sectors of the community to be involved in projects and activities to prevent exposure and/

owner/employee can help ensure a healthy future for our youth, contact Coalition Director, Bonnie Peck at 518-762-8215 extension 1033 or via email at bpeck@chhomecare.org. You can also learn more about the Coalition by visiting our website at [www.glovecitycoalition.org](http://www.glovecitycoalition.org).

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## Chamber Member Anniversaries

The following businesses realize the value of their Chamber investment and have renewed their membership in the months of September/October 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

Anderson - Negele .....	2018
CG Roxanne .....	2018
Krutz Properties .....	2018
Karpeles Manuscript Library Museum ..	2019
GPO Federal Credit Union.....	2019
CAPTAIN Community Human Services ....	2019

### 5 to 9 Years

Puro Construction Company, Inc. ....	2012
Glover Insurance Agency .....	2014
Lillian Johnson, HTCP.....	2015
Brett A. Preston, Attorney and Counselor at Law .....	2015
Mysteries on Main Street .....	2015
Something Special .....	2016
Twin Pine Family Chiropractic, LLC ....	2016
Caroga Arts Collective, Inc.....	2016

### 10 to 19 Years

Canajoharie Central School .....	2005
Elma's Tax Service, LLC .....	2005
Purtell Realty, Inc.-Century 21 .....	2005
Finch Guest House .....	2006
A.A.A. Northway Travel Center .....	2007
Tamara L. Dunlap, D.D.S. ....	2007
William R. Dorn Construction, Inc. ....	2008

### 10 to 19 Years continued

Adirondack Express Lube .....	2008
R.H. Crown Company, Inc.....	2008
Bowman's Market .....	2008
Cotugno Dental Associates .....	2008
Amsterdam Rotary District 7190 .....	2010
Northville Rotary Club .....	2011
Antonucci's Auto Repair, Inc.....	2011

### 20 to 29 Years

Ship and Copy .....	1993
Proforma Shrader & Shrader .....	1997
A. Johnson's Plumbing & Heating, Inc. ...	1999
Montgomery County Office for the Aging, Inc. ....	1999
Subway of Amsterdam .....	2000
Village of Haganan .....	2000
Hardies Electric Services Company, Inc....	2000
Northampton Animal Hospital .....	2001

### 30 to 39 Years

Brown Coach .....	1983
Lexington .....	1983
Fulton Friendship House .....	1985
Maiden and Smith.....	1988
Antonucci Wholesale Produce & Seafood, Inc. ....	1988
Murphy, Niles & Greco, Esqs.....	1988

### 40 to 49 Years

Kasson & Keller, Inc.....	1976
Gloversville Palace Diner .....	1981

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## Tourism News



Anne Boles  
Director of  
Tourism Development  
tourism@fultonmontgomeryny.org

# Small Business Saturday: November 27<sup>th</sup> Shop Local and Support Small Business!

Saturday, November 27th is Small Business Saturday- a day designed to celebrate and support our local, family owned and operated businesses, and all they do for our communities. The day helps retail businesses launch into the holiday season with increased awareness of the impact they make on our region.

How can you participate? Register your business on the American Express website: <https://www.americanexpress.com/us/small-business/shop-small/>

Let the Chamber know what you are going for the day and we will help promote your efforts-on social media, our tourism websites, and more...

The Fulton Montgomery Regional Chamber of Commerce is proud to be a AmEx neighborhood champion for our region. We will work together to keep local businesses on everyone's holiday shopping lists. Our Chamber of Commerce represents a plethora of members — everything from boutiques, restaurants, to

coffee shops, to manufacturing, and more. The majority of members are small businesses that are locally owned.

Don't forget to about a Chamber Check for a gift! A wonderful way to keep spending local. Chamber Checks make great gifts for loved ones, good bonuses for employees, and support small businesses in this region! Purchase these gift checks at the Gloversville Chamber office, any Community Bank branch or Ruby & Quiri in Johnstown.

## Fulton Montgomery Regional Chamber of Commerce/ 44 Lakes Craft Beverage Trail partners with Local Breweries and Fulton Montgomery Community College on New Craft Brewery Management Class

Something is Brewing in Fulton and Montgomery County!

Fulton-Montgomery Community College is pleased to announce a new partnership and new program for an individual studies certificate in Craft Brewery Management. The new partnership includes Great Sacandaga Brewery, Stump City Brewery, the Fulton-Montgomery Chamber of Commerce, and 44 Lakes Craft Beverage Trail.

The Launch Event took place on Thursday, October 14th at 3:00pm at the Great Sacandaga Brewery at 3647 NY-30 in Broadalbin. For more information, on the class, contact Christie Davis at FMCC - 518-736-(FMCC)3622, ext. 8163 or [christie.davis@fmcc.edu](mailto:christie.davis@fmcc.edu)



Members of the Fulton County 44 Lakes Craft Beverage Trail, Fulton Montgomery Community College, Assemblyman Robert Smullen, and Senator Tedisco Community liaison Jennifer Donovan at the announcement.

## 2022 Walleye Challenge scheduled for Saturday, February 19<sup>th</sup>

The Walleye Awakening and Walleye Fishing Challenge returns in 2022! The Walleye Challenge is scheduled for Saturday February 19th, 2022. The Walleye Awakening is the celebration before the fishing challenge, scheduled for Friday, September 18th. A free pre-party of fun with fireworks, live music and a bonfire.



## Local Photographer's Picture Chosen for 2022 Erie Canalway Photo Contest



"Room for More" taken in Tribes Hill by Stefanie Obkirchner, of Amsterdam, was selected as the first prize-winning photo from the Along the Trail category. The image captured during the Paddle the Mohawk Valley event in August, and will be featured in the

2022 Erie Canalway Calendar. These remarkable images capture the beauty, history, and diversity of the Erie Canalway National Heritage Corridor and remind us that the NYS Canal System is a national treasure. Congratulations, Stefanie!

# Adirondack Health Institute offers health insurance updates

The Adirondack Health Institute shares that the NY State of Health enrollment now tops 6.3 million – a six-fold increase since the first Open Enrollment Period in 2014.

The “open enrollment” for health insurance thru the NYS of Health Marketplace has been extended for uninsured New Yorkers thru 1/31/22 for qualified health plans. Our enrollment specialists continue to handle these free health insurance enrollment appointments by phone. As appointments are made, clients are made aware that they will receive a phone call from their enrollment specialist who will assist them in completing or updating their health insurance application or in providing education regarding coverage options available thru the NYS Marketplace.

Interested individuals can contact us directly at 1-866-872-3740. Note for those handling patients/clients during this time, the attached fillable proxy referral form can also be completed and fax/mail to us. Note the form has been updated to include a proxy box that you can check to sign on behalf of your patient/client as needed. Our updated open enrollment flyer is attached; we would appreciate if you would post at your location if applicable and on your social media outlets as well.

The national public health emergency has been extended and we are waiting for information from the New York State of Health regarding any additional automatic extensions for clients enrolled in Medicaid, Child Health Plus and Essential Plan. Note these

programs have been automatically renewed thru the end of December 2021 with no need for any enrollee’s involvement. We will keep you updated on any additional extensions of coverage. Individuals who are eligible for these programs can continue to enroll year-round.

Through the American Rescue Plan, increased tax credits are available to consumers who are already enrolled in qualified health plans. In addition, NYS of Health expanded tax credits to individuals and families over 400% Federal Poverty Level to maximize the income contribution of 8.5% for health insurance thru the Marketplace. Also, individuals who received Unemployment Insurance for at least one week in 2021, will be able to sign up for a nearly

free health plan through the NY State of Health for the remainder of 2021. More than 40,000 New Yorkers have enrolled in health coverage with this new financial assistance since April 2021.

Starting in June 2021, the Essential Plan 1 premium of \$20 per person per month was eliminated. All Essential Plans will also now include Vision and Dental coverage at no cost to the consumer. Since the June 2021 elimination of the Essential Plan monthly premium and increased benefits, overall state program enrollment has increased by over 21,000. Of these new enrollees, more than 9,000 would have previously been required to pay a premium.

The CHAMP services (Community Health Access to Addiction and Mental Healthcare Project) is a program is designed to help individuals and their families resolve issues in accessing substance use disorder and mental health services. We help clients get health insurance that don’t

have it and we also remove access barriers to treatment (i.e.: denial of services, coverage discrimination) or medication that is needed. It’s all about education and helping clients get the most out of their health coverage. Individuals that need this type of assistance can reach out to us for services by calling the same number listed above or completing the fillable referral form and checking CHAMP. This program is sponsored and supported by NY State OMH and OASAS.

The Adirondack Health Institute’s enrollment specialists will continue to contact you on a regular basis to check in. Please contact Susan McNeil, Program Coordinator at 518-703-2220 or Joyce Porter, Program Manager at 518-338-8580, if you need a restock of our business cards or have any further questions or concerns. We appreciate if you would follow us on Facebook, Twitter and LinkedIn for the latest enrollment services news and to help get our information out in the community.

## NEED HEALTH INSURANCE?

**AHI can help—with fast, free, friendly assistance!**  
Explore your health insurance options today.



**Medicaid:** Expanded income guidelines for 2021. You may qualify if you are an individual making less than \$17,775 annually.

**Child Health Plus:** Regardless of income, every child is eligible to apply for a plan with NO copays or deductibles.

**Essential Plan:** Available for lower income individuals and families who don’t qualify for Medicaid, ages 19-64. Includes medical, dental & vision coverage—with NO monthly premium and NO deductible. Now with no cost sharing for dental/vision!

**For a FREE phone appointment, please visit us on the web at [ahihealth.org/EASE](http://ahihealth.org/EASE) or call 1-866-872-3740**

**Open Enrollment Period EXTENDED to Jan. 31, 2022**

Contact us to learn more about the new enhanced tax credits and how this may reduce the cost of your plan!

Individuals who are eligible for other NY State of Health programs (Medicaid, Essential Plan and Child Health Plus) can enroll year-round!

*Se habla español*



ENROLLMENT ASSISTANCE SERVICES & EDUCATION: EASE is an AHI Program | For more information, visit [www.ahihealth.org/EASE](http://www.ahihealth.org/EASE)

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# Business Education Partnership News

## HFM Pathways in Technology Early College High School (HFM PTECH)



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Partnership Coordinator  
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**TOP RIGHT:** At the end of September, we had our first **IN-PERSON** Professional Skills 101 session since the pandemic began, and it was great to welcome in mentors for Workplace Wednesday to talk to 10th-grade students about professional presence and dress. Thank you to the following business professionals who took time to share their insights: Gail Breen, Executive Director, FMS Workforce Solutions Centers; Rosalie Faber, Business Development Manager, Flooring Authority, Inc.; Brian Evans, Vice President of Information Services & CIO, Nathan Littauer Hospital and Nursing Home; Gina DaBiere-Gibbs, Community Development and Grants Assistant, City of Amsterdam; Megan Mock, Fab 8, GLOBALFOUNDRIES; and Elliott Haase, Executive Producer, Warner Bros. Games.

**MIDDLE RIGHT:** City of Amsterdam Director of Community & Economic Development Amanda Bearcroft spoke to Global Studies students about the important considerations that must be made in city planning. The students were embarking on a project in which they designed their own civilizations, and they were able to ask the experienced city planner questions to help guide them in their project.

**BOTTOM RIGHT:** At the Civilizations Project Expo, students presented all the aspects of the fictional societies they created. Thanks to our guest Amanda Bearcroft, City of Amsterdam Director of Community & Economic Development, for participating and giving students valuable feedback.



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REGIONAL CHAMBER OF COMMERCE

*Business Education Partnership*

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## Business Education Partnership News

### HFM Career and Technical Education (CTE)

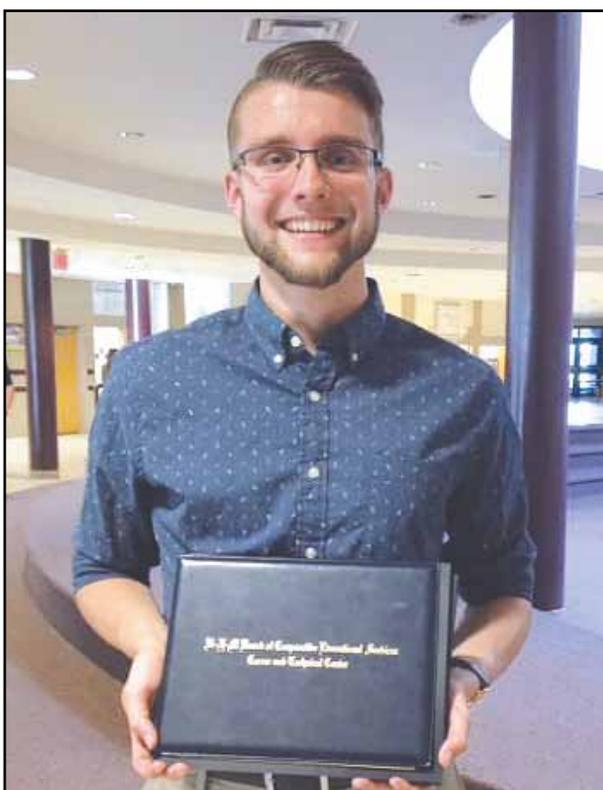
#### CTE Alumni Spotlight: 2018 Cybersecurity & Computer Technology graduate Zachary Ropeter

In the local area and beyond, you can find graduates of the HFM Career and Technical Center graduates working in just about every industry and career field. CTE Alumni Spotlight will introduce you to some of our many graduates highlighting the pathways their education and training helped make possible.

##### Meet Zachary Ropeter

A 2018 Johnstown graduate, who completed the Cybersecurity & Computer Technology program at the HFM Career and Technical Center, Zachary is now in his final year completing a bachelor's degree in Network and Computer Security and already has his foot in the door in his chosen career field.

Zachary is in his final semester at the SUNY Polytechnic Institute in Utica and this summer started working at the New York State Insurance Fund (NYSIF) in Albany as a Network Operations intern. As part of the Network Operations team, he helps maintain the NYSIF network infrastructure, and his work includes vulnerability patching, network device upgrades, meeting with various vendors for potential network upgrades/products and everyday maintenance including tickets for network connectivity issues.



Zachary Ropeter

Zachary will be graduating early from college thanks to the credits he earned while at HFM and is looking forward to pursuing a full-time career in the IT world in just a few months.

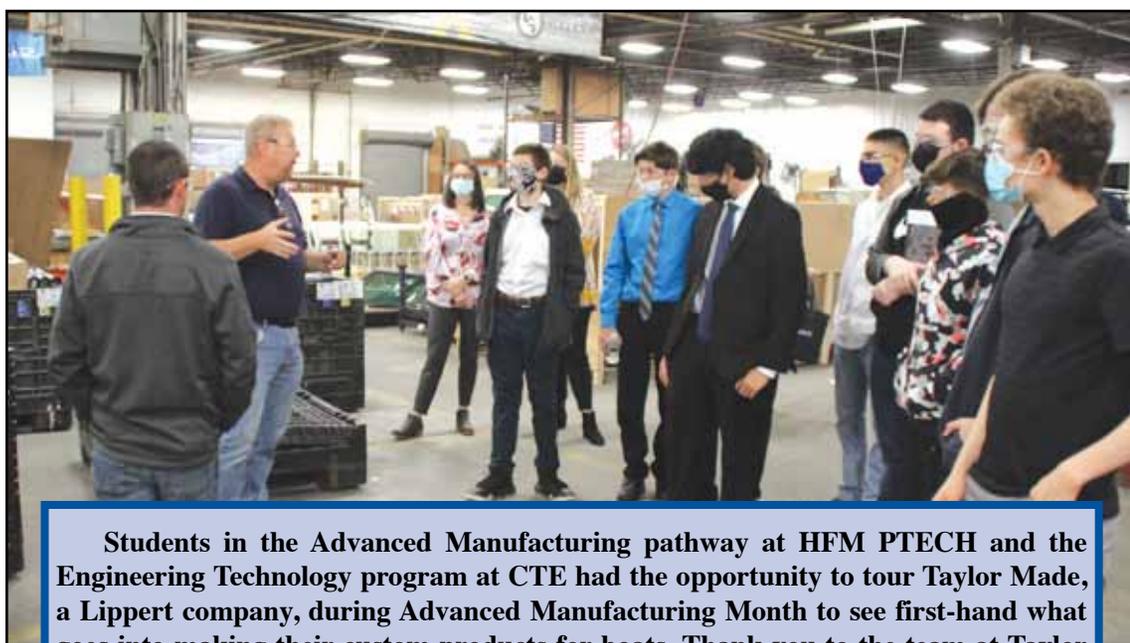
He says the Career and Technical Center helped put him ahead of his peers and gave him a competitive edge when seeking internships that bolstered his resume. He credits HFM for helping find what he was passionate about and what he enjoyed doing.

"Making the decision to attend the CTC was one of the best choices I made in high school, and the topics I learned are still relevant to this day," Zachary said.

Zachary said besides the technical skills learned in a given field, students who attend the CTC will benefit professionally and personally regardless of what career they may pursue.

"The lessons and information taught at HFM BOCES CTC are priceless," Zachary said. If you choose to enter the career field you study at CTC, you won't regret the time spent. But regardless of what career field you pursue, you will still learn practical skills and how to better yourself in any working environment."

## Advanced Manufacturing Month



Students in the Advanced Manufacturing pathway at HFM PTECH and the Engineering Technology program at CTE had the opportunity to tour Taylor Made, a Lippert company, during Advanced Manufacturing Month to see first-hand what goes into making their custom products for boats. Thank you to the team at Taylor Made and the Advanced Institute for Manufacturing (AIM) for coordinating our visit.



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