

## December Newsletter 2011

### CCIDA Rail Revitalization Application Funded

The County of Chenango Industrial Development Agency (CCIDA) has been awarded \$772,422 in funding from the New York State Department of Transportation to revitalize the Utica Main Line railroad.

The application, submitted in early November, sought \$4,724,000 in funding from NYS-DOT, which would have covered 90% of the cost to repair sections of the Line that were damaged by floods in June 2006, and to replace deficient cross-ties where identified along the length of the line. The Utica Main Line's operator, Cooperstown-based New York Susquehanna and Western Railroad (NYS&W), would be responsible for 10%, or nearly \$525,000 of the total project cost.

The CCIDA will begin seeking additional funding commitments from Federal and other sources as soon as possible to determine what portion of the original project budget can be completed, and on what timeline. Estimates for repairs to reopen the line (rather than restore it to Class II service) were approximately \$1.7 million, which is a manageable first step towards the ultimate restoration of service at a higher Class II rating.

Earlier this year, local leaders and visionaries from around the state created the Regional Economic Development Councils – those who know their region the best. From the Finger Lakes to Long Island, these Councils produced innovative plans that truly reflect the distinct characteristics of each of the 10 regions of our state.

Governor Cuomo announced financial awards that will allow for the enactment of these plans. The Southern Tier Region (which Chenango is a part of) received \$49.4 million for their economic development proposal. Other counties included; Broome, Chemung, Delaware, Chemung, Schuyler, Steuben, Tioga and Tompkins. In total, \$785.5 million was awarded for 720 projects throughout New York State.

Other Southern Tier awards announced today that could impact Chenango County include Southern Tier regional council projects such as the "Community Revitalization Project" (a fund to assist private investors redevelop properties in downtown areas), the Rural Initiative Venture Fund (a fund for start-ups and small business expansions); and funding for shovel ready site development in the region.

For more information about the Chenango County Rail Revitalization or other CCIDA projects, contact the IDA at 607-334-1400, or visit their website at [www.chenangony.org/ecodev](http://www.chenangony.org/ecodev).

### Upcoming Meetings/Events

- GAC Mtg. ~ Dec. 6th @ 8:00 AM
- Special IDA Mtg. ~ Dec. 8th @ 7:30 AM
- Special Chenango Foundation Mtg. ~ Dec. 13th @ 8:00 AM
- CC Finance Mtg. ~ Dec. 20th @ 7:30 AM
- IDA Board Mtg. ~ Dec. 21st @ 8:00 AM
- CC Executive Mtg. ~ Dec. 22nd @ 7:30 AM

### NOTE:

*The Chamber offices will be closed December 23rd thru the 26th, and January 2nd in celebration of the Holidays.*



**Happy Holidays**



### Message from the President & CEO

It was front-page news on March 6, 1903: the Norwich Morning Sun reported that one Mrs. Mary Reed had hired architect W. H. Cook, to draw up plans for a "fine brick block" to be built at what we now know as 13-15 South Broad St. The first floor of the 68' x 78' building was to be retail space; the second floor, offices. The third floor was laid out as meeting rooms and a banquet hall for the Masons. But demand for space in booming downtown Norwich continued unabated. Within a few years, workers were busy behind the south side of the building, putting up a 115' addition to accommodate Lawrence & Curtis, furniture dealers and undertakers. The Sun reported that construction required 200,000 bricks.

*(cont. on p. 5)*



L to R: Shane Andrews, Blueox Corporation; Steve Craig, Commerce Chenango; Arlo Biviano, award recipient and Dan Grady, Mang Insurance Agency

Arlo Biviano, an employee of the Blueox Corporation's Valero, north of Norwich, was selected as the recipient of Commerce Chenango's November Employee of the Month Award.

Arlo was nominated by a local resident who had inadvertently left his credit card at the pump after getting gas. Showing honesty and integrity, and without hesitation, Arlo immediately called his home and told him what had happened.

The resident said, "I didn't realize that I was without my card. I shudder to think what could have happened. I am fortunate that Arlo found the card and was morally upright and a loyal employee."

Arlo resides in Norwich with his two children.

Blueox Corporation employs a total of 150 employees, owns three fuel locations along with 11 area gas stations and convenience stores. In 2010, they received the Small Business of the Year award at Commerce Chenango's Small Business Dinner.

Arlo received \$100 cash, made possible through the sponsorship of **Mang Insurance Agency** and a \$50.00 gas card from Mirabito Energy Group.



Beginning in January 2012, our *Employee of the Month* program will become the *Employee of the Quarter* program and will receive \$300 in cash. If you would like to nominate someone, call Jill at 334-1402.

## Economic Development

By Jennifer Tavares



### 2011: A Growth Year for Chenango

2011 proved to be a great year for several Chenango County businesses. Several large employers have taken advantage of the down economy as opportunities to grow their businesses, adding literally hundreds of new jobs in Chenango County. The Raymond Corporation, Frontier Communications, Agro-Farma, Unison Industries, NBT Bank, and many other businesses added tens if not hundreds of new jobs throughout 2011, something we were very excited to see.

Many smaller businesses have grown as well, and some new businesses have been established. We are fortunate to see this growth and investment in Chenango County, during a time when the national and state economies continue to lag, and while employment rates remain high. There is still much work to be done, but we are thankful that the many businesses that call Chenango their home have chosen to continue growing and investing here.

Five local businesses received commitments for grant funding through our Microenterprise Grant Program, and several "students" are currently enrolled in the second "Starting or Expanding a Small Business Class", which is a requirement to be eligible for funding. We are pleased to have awarded \$80,000 of the \$160,000 made available to Chenango's microenterprises through the 2010 grant the county was awarded by the NYS Office of Community Renewal in 2010. The remaining funds will be awarded in 2012 to stimulate business expansion and job growth at some of the smallest businesses in Chenango.

### 2012: Let's Keep the Momentum Going!

At Commerce Chenango, we seek to continue this forward momentum by assisting even more businesses, small and large alike, in the coming year. We will do this by offering business planning and expansion assistance, access to local and state economic development programs, offering low-interest financing to qualified borrowers, and seeking out new opportunities to improve Chenango County's infrastructure and program offerings.

Through applying for Foreign Trade Zone status in Chenango County, we hope to help at least one local business take advantage of the benefits this status has to offer, and to use the new FTZ to attract new business to Chenango County.

In the coming year, we hope to identify some new prospects for Earl B. Clark Business Park and move forward with development plans for those sites. The Southern Tier Regional Council workgroup process revealed that the entire Southern Tier is lacking adequate shovel-ready acreage to attract new businesses to the region, and therefore, we are interested in developing shovel-ready business park acreage in the Bainbridge area.

Please contact us if we can help you grow or expand, at 607-334-5532.

**COMMERCE CHENANGO  
ANNUAL HOLIDAY LUNCHEON**

**December 14, 2011**

Sponsored by



19 Eaton Avenue, Chamber Offices, Norwich  
11:30 Registration | 12:00 Lunch  
Cost to attend: \$20

Call Jill at 334-1402 for more information or to RSVP.  
jeddy@chenangony.org



**Commerce Chenango Wish List —**

- ⇒ Portable Projection Screen
- ⇒ Projector
- ⇒ Electric Stapler
- ⇒ Small Business Card Scanner
- ⇒ Large Paper Shredder



**SAVE THE DATE...**

**January**

**\* Notary Public Workshop**

1/10/2012  
Chamber Offices  
Members: \$75 | Non-members: \$100  
9-12:30

**\* Business After Hours**

with  
**Christman Motors & WCDO Radio**  
1/17/2012  
at Christman Motors, Norwich

**December 10th  
Barrage in “A Winter’s Tale”**

Chenango County Council of the Arts  
27 West Main Street, Norwich  
Time: 7:00 p.m.

Barrage, the Violin Spectacle, seamlessly blends unique musical arrangements, lyrical vocalizations and expressive contemporary dance and choreography. This new holiday performance offers up a diverse fusion of cultures, musical styles and incredible performance vitality. Call 336.2787 for ticket information.

**December 10th  
Holiday Open House at the Chenango County  
Historical Society**

45 Rexford Street, Norwich  
Time: Noon – 4:00 p.m.

Holiday Open House and NEW Exhibit Opening: “The Business Districts of Chenango County – Now & Then”  
Call 334.9227 for more information.

**Dec 10th  
Coyote Run (Celtic Rock)**

Six-On-the-Square, 6 LaFayette Park, Oxford  
Time: 7:30 p.m.

Coyote Run bends all preconceived notions of Celtic Rock. Roots, Celtic folk, jazz, latin, rock opera: check all or none. Their sound is at once fierce, dramatic and stunning. Tickets \$23 @ the door. Call 607.843.6876 or visit [www.6onthesquare.org](http://www.6onthesquare.org).

**Earlville Opera House 13th Annual  
Holiday Show & Sale**

18 East Main Street, Earlville

**Hours: Sat. 10-4 & Sun. 12-4**  
**Weekends: December 10 & 11 and 17 & 18**  
**Late Shoppers Day: Fri. Dec 23rd | 10-4**

Beautiful work from over 65 regional artists: Paintings/ Pottery/Weaving/Glass/Metal/Wood/Quilts/Jewelry/ Ornaments and more!! For more information call (315) 691-3550 or visit [www.earlvilleoperahouse.com](http://www.earlvilleoperahouse.com).

**Dec 17th  
Special Christmas Party Comedy Show**

The Silo Restaurant, 203 Moran Rd., Greene  
Time: 5:30-7:00 p.m. | House Brand Open Bar & hors d'oeuvres  
Time: 9:00 p.m. | Show

Pick from Prime Rib, Chicken Oscar or Salmon. \$65 pp includes show, bar, dinner, dessert, tax & tip. (\$75 pp day of the show). Call 607.656.4377 for reservations.

**WHEN AN**  **A DAY**



**JUST ISN'T ENOUGH.**

A **Health Savings Account** from SFCU can help control your health care costs with a dividend bearing checking account.

**Dividend Rate as High as**

**1.00%** Annual Percentage Yield\*



- Free HSA Debit Card
- Free Online Account Access
- Free E-Statements
- Free Check Images
- Free Billpayer
- Mobile Account Access
- Tax Free When Used For Qualified Medical Expenses.

Visit your local branch or call to learn how an HSA can help you control health care costs.

*Our Mission: Dedicated to superior service, anytime, anywhere!*

**SFCU**  
Sidney Federal Credit Union

Toll Free: 1-877-642-SFCU (7328)  
[www.sfcuonline.org](http://www.sfcuonline.org)

 Federally Insured by NCUA 

\*Some restrictions may apply.  
Rate based on \$5,000 average daily balance beginning 10-1-11.  
Rate subject to change.

## Welcome to our New Members!

### Byrne Dairy

Matthew Brooks

(607) 336-7530 / 69 E. Main St., Norwich, 13815

[www.byrnedairystores.com](http://www.byrnedairystores.com)

**Retailers/Shopping**

### Najarian Chiropractic & Acupuncture

Jodi Najarian

(607) 656-9000 / 32 Genesee St., Greene

**Medical**

### Proforma Hyatt Graphics

Nicholas Tyler

(607) 656-9403 / 1317 County Rd 3, Greene, 13778

[www.proforma.com/Hyatt](http://www.proforma.com/Hyatt)

**Advertising/Marketing**

### Technofil Chenango S.A.C.

Martin Majluf

(607) 674-4414 / 40 So. Main St., Sherburne, 13460

**Manufacturer**

### The River Club

Meghan Flannery

(607) 639-3060 / 1 Maple Street, Afton, 13730

**Restaurant/ Catering**

## Small Business Development Center Binghamton University

*Presents*

### Small Business Training Program

Strengthen your opportunities for business success with this 20-hr. training program. Learn from the experts how to build your idea into a profitable venture.

#### When:

1/4/2012 — Basics of Owning your Business

1/11/2012 — Developing your Business Plan

1/18/2012 — Managing by the Numbers and Making Essential Decisions

**Time:** 9:00 a.m.— 4:30 p.m.

**Where:** Small Business Development Center  
Artco Bulding, 3rd floor, 222 Water St., Binghamton

To Register: Call Ginny Thompson at (607) 777-4026 or (607) 777-4024 | Email: [Thompson@binghamton.edu](mailto:Thompson@binghamton.edu)

\$60 fee pays for all three sessions and an SBDC Certificate of Completion will be awarded at the end of the 3 sessions. Make checks payable to: The Research Foundation of SUNY and mail to SBDC, Binghamton University, PO Box 6000, Binghamton, NY 13902 **by January 1, 2012. Seating is limited!**

*(cont. from p. 1)*

Eventually, bodies were prepared for burial elsewhere, but furniture retailing continued to occupy the space for 80 years, until Bern Furniture finally closed. Over the years, upstairs offices housed every imaginable service including law, insurance, music lessons, clothing alterations, audiology, and even the Chamber of Commerce.

Which brings me to the front-page news in this month's Chenango Reports: the Chamber and its companion organizations under the Commerce Chenango umbrella, are moving back to 15 South Broad St., after a 45-year-absence. One reason for the move is purely practical: to solve the "out-of-sight-out-of-mind" problem. You could pass the Eaton Center a thousand times and never know we're in here. That definitely won't be the case with our well-designed, welcoming storefront. Window displays and information kiosks in the reception area will add impact to our Tourism promotion efforts. As a venue for frequent community meetings, we'll build customer traffic for our new neighbors. There's also symbolic value: by giving visibility and prominence to our organizations, we're making the statement that assisting business, improving the economy, and creating jobs are central efforts in our community.

Of course before we can move in, a lot of work has to be done. The 200,000 bricks are still here, but interior spaces must be re-fashioned to be functional for the Commerce Chenango of 2012, and flexible enough to accommodate the evolution of our organizations over the next 15 years, which is the minimum time we have committed to staying. Led by NBT Bank, Chamber members who believe in this mission are already making generous contributions to the building fund, while others are donating materials, labor, and expertise. When the transformation of 15 South Broad St. is complete sometime next year, it will be an example of how one historic space, built to meet the economic demands of one century, can support the economic development of the next.

*Steve Craig*

President & CEO

## Working with a Business Mentor

Every entrepreneur should have a mentor — someone who's been down that road before and can share their wisdom on an ongoing basis.



A good business mentor should have certain qualities; one of the most important aspects is having the ability to empathize with people and to be able to listen to their problems. Along with offering essential good advice they should also be able to offer sympathy and support when this is needed.

Having experience in the multiple issues that can affect a small business is also a must. The mentor, while giving good advice and allowing others to benefit from their experiences, must also be able to take a backseat to some extent and allow their protégée to take responsibility for their decisions.

Being a mentor can be a very rewarding experience while being stimulating and challenging to both sides. However if you choose to be a mentor, there is nothing as rewarding as the small business reaching new heights and knowing that you may have helped to get them there.

If you are interested in either seeking, or being a mentor, contact Jill at 607-334-1402 or [jeddy@chenangony.org](mailto:jeddy@chenangony.org).

## Should your Business be on Google+

Nowadays, Twitter and Facebook aren't the only social media outlets available to business owners. Many individuals have found success on Google+, Google's new online sharing and social media service.

Like Facebook, you can share information, send messages and chat on Google+. But unlike Facebook, you can more easily choose who you share certain information with through individualized "Circles" and multi-person video "Hangouts."

The service recently launched pages for businesses. Prior to the launch of these pages, many sole proprietors who have strong personal brands began using Google+ as a marketing tool.

Here are three ways you can use Google+ to drive business:

### 1. Share knowledge and expertise.

Sharing quality content online can help position your business as an expert in an industry. Jim Kukral, Internet marketing consultant for small businesses and best-selling author of "Attention: This Book Will Make You Money in Cleveland, Ohio", gained many followers by using the +1 button.

The +1 button now appears next to articles and advertisements in search results online. Similar to the Facebook "like" feature, this Google+ tool allows you to "+1" content—such as a newspaper article—to share with Google+ followers. It's also possible to "+1" your own online content to share it.

"The ability to "+1" information lets your customers and your followers see what you like," Kukral says. "There's a viral aspect to it. The ability [to share your company information and knowledge online] is the most promising feature for small business owners."

### 2. Build your brand.

Google+ can help expand your brand's visibility. Thanh Pham, co-founder of Asian Efficiency in Los Angeles, believes that displaying his photo next to the blog posts he shares helps make him more recognizable. "This gives authors a way to build personal branding with their Google+ picture everywhere. As soon as people start recognizing your picture, they'll start researching you."

### 3. Connect with industry leaders.

Following businesses in your industry on Google + can give you great insight into what others in your industry are doing. With the Circles feature on Google+, it's easy to organize your professional contacts into groups, or "Circles." You can check this Circle for these contacts' updates. "For businesses that want to build a media presence online, [Google+] is a great way to put yourself out there and compete with the big dogs," Pham says.

**Happy Holidays**

**FOR ALL YOUR PRINTING AND COPY NEEDS**

- BUSINESS CARDS • BROCHURES • LOGO DESIGN • LETTERHEADS • ENVELOPES • BUSINESS FORMS • NEWS LETTERS • COPY CENTER - B&W - FULL COLOR • ON-SITE STORAGE FOR MULTILLOCATION • BANNERS & LARGE FORMAT - INDOOR/OUTDOOR SIGNAGE • CD & DVD DUPLICATION
- VARIABLE DATA - TEXT & IMAGE
- DOCUMENT SCANNING TO DISK

**NEW FOR 2012 QR CODES, MAILING SOLUTIONS & MORE!**

**RapidReproductions LLC**  
Printing & Digital Duplication

4511 State Hwy 12  
Oxford, NY 13830  
**607-843-2221**  
[rapidrepro@stny.rr.com](mailto:rapidrepro@stny.rr.com)

## Good News...

Unison Industries delivered more than 610 pounds of food that the company's employees had recently collected to Catholic Charities Roots and Wings food pantry program.

The Otsego County Conservation Association has recognized Golden Artist Colors with the Business Conservation Award for their continued efforts in making a positive difference related to environmental protection, preservation and education in the County. The award, new this year, was given to GOLDEN for its participation in the County's Household Hazardous Waste Day collection efforts.

Chobani yogurt, a product of Agro-Farma, is now available in Australia and Canada. This expansion comes on the heels of their recent announcement to open a second production facility in Twin Falls, Idaho in 2012.

NBT Bancorp. and Hampshire First Bank recently announced that they have entered into a definitive agreement under which Hampshire First Bank will merge with and into NBT's banking subsidiary, NBT Bank, N.A. The merger is valued at approximately \$45 million and is expected to close early in the second quarter of 2012.

Thank you to Preferred Mutual Insurance Company, New Berlin, for their gracious donation of \$7,500 to the United Way to aid in flood recovery in Chenango, Delaware and Otsego counties as well as the greater Village of Sidney area.

Kudos to Frontier as they continue their growth at the Sherburne location. They began the year with 125 employees and the current total employee count has exceeded 400.

Congratulations to "A Touch of Moore" on their first anniversary. This new gateway spa is conveniently located at 6034 County Rd 32 in Norwich. You're invited to experience the rejuvenating benefits of therapeutic massage and discover the positive effect it can have on your body and your well-being.

Congratulations to the new executive director of the Norwich Business Improvement District, Roz DeRensis. Roz began her new position November 1<sup>st</sup>.

Thank you to all of our November program sponsors! NBT Bank, Mang Insurance Agency, Frontier, Norwich Pharmaceuticals, Inc., Countryside Stove and Chimney, and Golden Artist Colors.

Share your business good news! Contact Audrey at 334-1429 or email [arobinson@chenangony.org](mailto:arobinson@chenangony.org).

## USPS to cut next-day delivery for first-class mail

If it's to return to profitability the U.S. Postal Service must reduce operating costs by \$20 billion by 2015. Ten percent of those savings will come about from changes to first-class mail delivery standards including the ending of next-day delivery.

If it's to return to profitability the U.S. Postal Service must reduce operating costs by \$20 billion by 2015. Ten percent of those savings will come about from changes to first-class mail delivery standards including the ending of next-day delivery.

With a net loss of \$5.1 billion this financial year, the U.S. Postal Service has announced it is making some serious savings and first-class delivery standards will be stripped back as a result.

First-class delivery is described by the service as their "largest and most profitable product" yet revenues fell 6% YoY and volumes dropped by 6%. To make savings next-day delivery will be abolished and first-class will offer a 2-3 day delivery window.

"The proposed changes to service standards will allow for significant consolidation of the postal network in terms of facilities, processing equipment, vehicles and employee workforce, and will generate projected net annual savings of approximately \$2.1 billion," said David Williams, VP of network operations at USPS.

Also announced was that 252 mail processing centers across the U.S. will close as of next April. The proposed closures are part of a larger plan to save \$3 billion by 2015 which includes the possible closure of 3,653 village post offices and the elimination of Saturday deliveries.

---

## Get your refund faster – Use Direct Deposit

You have several options for receiving your federal income tax refund. You can:

- Split your refund with direct deposits into two or three checking or savings accounts
- Direct deposit your refund into one checking or savings account
- Receive your refund as a paper check in the mail
- Buy up to \$5,000 in U.S. Series I Savings Bonds with your refund

With split refunds, you have a convenient option for managing your money — sending some of your refund to an account for immediate use and some for future savings — teamed with the speed and safety of direct deposit.

Whether you file electronically or on paper, direct deposit gives you access to your refund faster than a paper check. It also avoids the possibility that your check could be lost or stolen or returned to IRS as undeliverable.

Visit [www.irs.gov](http://www.irs.gov) for more information.

**Friends of Rogers Environmental Education Center brings you...**

**Save Energy Dollars**

**Wednesday, December 14th**

**Time: 7:00 p.m.—9:00 p.m.**

As winter approaches and cold weather becomes the normal, it is time to button up our dwellings to make the best use of energy resources.

Carol Demarais from Quaranta Housing Services, part of Opportunities for Chenango, will be offering the program to help participants do a better job managing energy use. Each participant will receive a home energy kit which includes some useful tools for saving energy.

This program comes through Empower New York, through Cornell Cooperative Extension. In order to have this program happen, interested parties must sign up in advance. (A minimum of 5 participants is required to hold the event, so please RSVP with your name and phone number. Contact: 674-4733 or For13460@gmail.com.

It's Here.....



Relocation and Community Guide to Chenango

A publication of Commerce Chenango



Do you have yours yet? Check it out on the website at [www.chenangony.org/chamber/flipping-book-directory](http://www.chenangony.org/chamber/flipping-book-directory) or call 334-1429 to get your copy!

**Celebrate the Holidays at Chenango County's Finest Steak House or Chenango County's Newest Family Restaurant!**

Surprise Someone with a....

*"One Card, Two Great Eateries!"*

Gift Card from **Fred's Inn or Park Place**



**Guest Rooms Available**



**Breakfast Sat. & Sun. 8 am to 1 pm**



Chenango County's Most Famous Steakhouse

**FRED'S INN**

12 3 miles south of Norwich

Serving Central New York since 1941. The best food, best service, at the best prices!

[www.fredsinnparkplace.com](http://www.fredsinnparkplace.com)

**PLEASE CALL EARLY FOR RESERVATIONS**  
607-334-9282 FAX 607-336-6767

Find Us On Facebook

**FREE \$10 GIFT CERTIFICATE**

to the purchaser of a \$50 Gift Certificate or more for our VIP customers only.

(VIP is FREE to join on our website or at either restaurant)

Find Us on "FACEBOOK"

**Park Place**  
*Restaurant & Lounge*

**OPEN 7 DAYS A WEEK**

Mon.-Fri. 11 am to 9 pm; Sat. 8 am to 9 pm • Sun. 8 am to 8 pm

7-9 East Park Place • Norwich, NY  
607-336-PARK (7275)  
[www.fredsinnParkPlace.com](http://www.fredsinnParkPlace.com)

Thank you...

to **NBT Bank, Mang Insurance Agency, Frontier and Golden Artist Colors**, for their recent sponsorship of Commerce Chenango's Annual Small Business Dinner. Over 100 members attended the event in recognition of Small Business Award Winners: Tri County Collision; Sunrise Family Farms; Entrepreneur, Roger Connelly; and Business Gems: McNeil Jewelers; Payne's Cranes, and The Trophy Guy.



See the video on all the award winners on the home page of Commerce Chenango's website. [www.chenangony.org](http://www.chenangony.org).

**PROGRESS CHENANGO**  
Chenango - we've got it made. 2012  
We make progress every day...  
**COMING SOON - 2012 VERSION**  
Each year in January, The Evening Sun celebrates the many achievements of the local business community in a 5-day special section we call Progress Chenango  
Call today to reserve your space.  
**THE EVENING SUN**  
29 Lackawanna Avenue, Norwich, NY  
[www.evesun.com](http://www.evesun.com)  
BRAD CARPENTER 337-3021  
JILL O'HARA 337-3023

## Commerce Chenango

**Mission:** To serve our members and the Greater Chenango area through partnership with business and all levels of government; to leverage resources for sustainable economic growth.

**Vision:** Commerce Chenango will leverage all available resources to support its members, stimulate growth, enhance services, attract new business, improve infrastructure and grow tourism, with a priority on the retention and creation of jobs throughout the Greater Chenango area.

## Commerce Chenango

### Board of Directors

**James Currie, (Chair)** Frontier  
**Richard Decker,** Chair, Board of Supervisors  
**Patrick Dowdall,** The Mid-York Press  
**Bruce Erath,** The Voss Group  
**Daryl Forsythe,** NBT Bank  
**Tim Handy,** NBT Bank  
**Tom Knapp,** Chenango Co. IDA  
**Pete Komendarek,** The Raymond Corporation  
**Drake Lamén M.D.,** Chenango Memorial Hospital  
**Stan McLean,** Genegantslet Golf Club  
**Karlee Myers,** Preferred Mutual Insurance Co.  
**Carrie Mygatt,** Norwich Pharmaceuticals  
**Scott Sutton,** Development Chenango  
**Kevin Walsh,** Peggy Parker Real Estate

### Executive Committee

**Jim Currie (Chair)**  
Frontier  
**Pete Komendarek (At-Large)**  
The Raymond Corporation  
**Drake Lamén (Secretary)**  
Chenango Memorial Hospital  
**Stan McLean (V. Chair)**  
Genegantslet Golf Club  
**Carrie Mygatt (Treasurer)**  
Norwich Pharmaceuticals  
**Kevin Walsh**  
Peggy Parker Real Estate

### Advisory Committee

**Mitchell Anderson,** L.A Najarian  
**Betsey Baio,** New York Pizzeria  
**James Doig,** Sidney Federal Credit Union  
**Mike Hayes,** Hayes Office Products  
**John Kwasnik,** Service Pharmacy  
**Eric Larsen,** Loral Management  
**Dennis Mirabito (Chair),** Mang Insurance Agency  
**Enzo Olivieri,** Nathanael Greene's Publick House  
**Steve Perrin,** DCMO BOCES



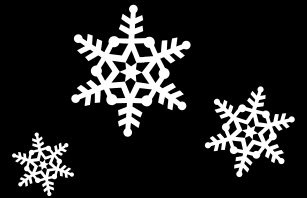
Commerce  
Chenango

Chamber/Tourism/Economic Development  
19 Eaton Avenue, Norwich, NY 13815

Return Service Requested



# Shop Chenango



**Supporting  
Local Businesses  
Keeps Jobs  
In Your  
Community**

*More of your dollar stays in  
our community when you buy  
from your neighbor's business.  
Now that can help get you in  
the Holiday Spirit!*



Commerce  
Chenango

***Great Gifts  
In Chenango:***

Artwork ~ Antiques  
Automotive Needs  
Jewelry ~ Crafts  
Pet Products  
Sporting Goods  
Furniture ~ Appliances  
Food, Confections & Spirits  
Clothing & Shoes  
Memberships  
Gift Certificates  
...and more!

607.334.1400

[www.chenangony.org](http://www.chenangony.org)