

Chenango Reports

Leading Business, Leading Communities™



February Newsletter 2012

Message from the President & CEO



During the holidays, we put a Commerce Chenango banner in the window at 15 South Broad Street. Ever since, people have been asking when we'll be moving into our new home.

The short answer is, sometime this year. Before that can happen, we'll have to transform that furniture store-turned-restaurant, into a suite of appropriate office, meeting, and multi-use spaces. And that means anticipating the needs of all four Commerce Chenango organizations as they evolve and adapt over the next ten to fifteen years.

Our floor plan contains room for growth, as we seek out more economic development opportunities, and deliver the services those efforts require. Those big store-front windows will become another venue for showcasing both member businesses and overall community assets. And visitors wanting information on events, attractions, accommodations and restaurants, will be able to get it by simply stepping inside the lobby.

Of course, turning that floor plan into reality requires resources. We're proud to serve as a model public-private partnership. A New York Main Street grant is leveraging corporate and individual

donations at a level significantly above what the program requires. The most notable example is NBT's offer to match 100% of the first \$25,000 raised.

We're thankful for other forms of support, too. Volunteers have stepped up to prepare the space for construction. Local suppliers are offering discounts. It's the same spirit that revitalized the downtown parks; and that makes possible the Pageant of Bands, the General Clinton Regatta, Colorscape and the Apple and Blues and Pumpkin Festivals.

13-15 South Broad Street, with its yellow-brick façade, embellished with ornate architectural details, has been a downtown landmark since it was constructed in 1903-04. We're excited to be part of its future and to be part of a revitalized, mixed-use downtown. We believe our presence there will make an ongoing public statement that in Chenango County, strengthening local businesses is a top priority.

Steve Craig,
President & CEO

Upcoming Meetings/Events

- GAC Mtg. ~ Feb 7th @ 8:00 AM
- DCC Finance Mtg. ~ Feb 9th @ 7:30 AM
- DCC Executive Mtg. ~ Feb 9th @ 8:30 AM
- CC Finance Mtg. ~ Feb 16th @ 7:30 AM
- Dev Chenango Mtg. ~ Feb 17th @ 7:30 AM
- CC Executive Mtg. ~ Feb 20th @ 7:30 AM
- IDA Board Mtg. ~ Feb 22nd @ 8:00 AM



Fight the No. 1 Killer of Women

HEART DISEASE

During American Heart Month

The facts are clear. More women die of heart disease than all forms of cancer combined.
Uncover the truth and make ending heart disease a reality.

Harvey-Trumpho Insurance Agency to Join NBT Insurance Subsidiary

NBT Bancorp President and CEO Martin Dietrich recently announced that Harvey-Trumpho Insurance Agency of Fort Plain, N.Y., has joined NBT's insurance subsidiary, Mang Insurance Agency, LLC. Going forward, the Harvey-Trumpho Insurance Agency in Fort Plain will do business under the name NBT Insurance Agency.

Both Mang and Harvey-Trumpho have a long history of serving the insurance needs of individuals in upstate New York. Mang traces its roots in New York's Southern Tier back over 100 years, and Harvey-Trumpho opened for business in 1950. "It is a pleasure to welcome the customers and staff of the Harvey-Trumpho Insurance Agency to the NBT family," commented Dietrich. Mang President and CEO Rick Mirabito added, "We are pleased to report that members of the Harvey-Trumpho Agency staff will remain actively involved in our organization."

"Joining the NBT family of companies will benefit current and new customers," said David Briggs, President of Harvey-Trumpho. "We'll continue to provide personalized attention to each customer while gaining access to additional insurance carrier choices and products through Mang, including an expanded set of insurance lines that will feature health, life and benefits in addition to our property and casualty lines."

Like us on facebook!
<http://www.facebook.com/#!/pages/Commerca-Chenango/71732019970>

**Commerce
Chenango**

607-334-1400
info@chenangony.org
www.chenangony.org
19 Eaton Avenue
Norwich NY 13815

Leveraging Investment Over \$100 million in investments in 2011!

Creating Jobs Over 600 new opportunities for jobs in 2011!

Welcoming Visitors Over 175,000 visitors spent \$28.3 million in 2011!

Building Business Over 400 members and growing!

Watch us as we move in 2012!

Chamber | Tourism | Economic Development

The IRS is Committed to Working with Taxpayers who are the Victims of Identity Theft

The IRS has taken numerous steps to combat identity theft and protect taxpayers. We are continually looking at ways to increase data security and protect taxpayers' identities with assistance from our Identity Protection Specialized Unit.

We know identity theft is a frustrating process for victims. We take this issue very seriously and continue to expand on our robust screening process in order to stop fraudulent returns and protect innocent taxpayers.

Depending upon your personal circumstances, the information found here will cover a variety of scenarios involving identity theft, ranging from contacting us with a case of identity theft to providing tips to help keep your records safe.

Victim of identity theft? [Do you have reason to believe you are the victim of identity theft and your tax accounts have been affected?](#)

Lost or stolen wallet? [Have you become the victim of identity theft? Here are places for help.](#)

Protect yourself [Tips from the IRS to help protect yourself from identity theft](#)

IRS action on identity theft [Steps the IRS is taking to prevent, detect and resolve identity theft cases](#)

Taxpayer Guide to Identity Theft [A one-page guide for identity theft victims.](#)

Remember:

The IRS does not initiate contact with taxpayers by email to request personal or financial information. This includes any type of electronic communication, such as text messages and social media channels.



SAVE THE DATE...

February

*** Business After Hours**

with

A Touch of Moore

2/8/2012

6034 County Road 32, Norwich

5-7:00 p.m.

*** Business After Hours**

with

GHS Federal Credit Union

2/29/2012

35 East Main Street, Norwich

5-7:00 p.m.

ANNUAL ECONOMIC FORECAST

BREAKFAST

2/21/2012

Sponsored by



**American Legion
29 Sheldon Street, Norwich**

7:30 | Registration/Breakfast

8:00 | Program

Keynote speaker

Heather Briccetti

President, NYS Business Council



Briccetti, an attorney, was recently named president and chief executive officer of the Business Council. She was acting-president for nine months prior to being selected to head up the organization, formerly led by Kenneth Adams. She joined the Business Council in 2007 as vice president of government affairs. Heather is the first woman to hold this prestigious role.

Cost to Chamber members \$25.00

Please RSVP | Registration closes Feb. 16th

Tel: 607-334-1402 ☺

Tourism Activities for February

Feb 3rd

Beaucoup Blue

6 on the Square, 6 LaFayette Park, Oxford

Time: 7:30 p.m.

American roots and blues by father-son duo. Call 607.843.6876.
www.6onthesquare.org

Feb 4th

Kaleidoscopika—Cordis Quartet with Kansas City Modern Dance

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

Contemporary chamber music with an original combination of custom-made and traditional ethnic instruments.

Call 607.336.2787 | www.chenangoarts.org

Feb 11th

Chenango SPCA's 8th Annual Valentine Fur Ball

Canasawacta Country Club, 261 County Road 44, Norwich

Time: 7:00 to 11:00 p.m.

Featuring the band "Splash." Silent & live auction, light gourmet fare, cash bar, dancing. Semi-formal. **SOLD OUT!**

Call 607.334.9724 x 6 | www.chenangospca.org

Feb 18th (Postponed from 2/4) Annual Chenango Lake Perch Derby

Chenango Lake (off Route 23) Norwich

Time: 7:00 a.m. to 2:00 p.m.

Prizes, food, a raffle, as well as \$1000 cash for the first tagged perch caught. Proceeds will support community and area projects. Call Mayhood's Sporting Goods @ 607.334.2001 or 336.1298 for more info. | www.oxfordlions.org for registration form.

February 18th & 25th Winter Idol Series (part 1 and 2)

Park Place Restaurant & Lounge

7-9 East Park Place, Norwich

Time: 9:00 p.m.

Call 607.336.6460

February 25th

Chris Shaw

6 on the Square, 6 LaFayette Park, Oxford

Time: 7:30 p.m.

Adirondack singer, songwriter and storyteller extraordinaire
Call 607.843.6876 | www.6onthesquare.org

Feb 26th

Wedding Wonderland Bridal Show

Northeast Classic Car Museum, 24 Rexford Street, Norwich

Time: Noon – 3:00 p.m.

Over 25 wedding vendors. Prizes and free admission to the Car Museum for Bridal Show attendees. Call 607.267.8541.

www.celebration-creations.net



ChamberMaster

Serve and Empower Your Members.

Advertise Business Events on the Community Calendar—**FREE**

Post your Customer Appreciation, Grand Opening, or other event on the Chamber's community calendar. Include all the pertinent information and submit for approval. No login needed. It's that quick and easy!

<http://chenangony.chambermaster.com/events/>



HOT DEAL OPPORTUNITY!

Commerce Chenango is excited to offer all Chamber members the opportunity to post hot deals for the month of February absolutely **FREE!**

It's our way of saying thank you for being a Chamber member and gives you the opportunity to see what it can do for your business. If you decide to continue your hot deal(s) after the month of February, the cost is just \$5 per week.

This **does** require a login and password. If you are not the main contact of your organization, please call Jill at 334-1402 to get more information.

5K RUN/WALK
09/15/2012

Title Sponsor



Thank you to corporate sponsors:

Mang Insurance Agency
Preferred Mutual Insurance Company
Frontier

Sidney Federal Credit Union
(Sponsorship opportunities are still available)
Call Jill @ 334-1402

Proceeds will establish scholarships
for Chenango County students.

Watch for more details in the coming months!

Welcome to our New Members!

Broad Street Chiropractic

Scott Sutton
(607) 336-1500 / 89 North Broad St., Norwich, 13815
Medical

C4E Group

Shawn Smith
(781) 236-3500 / 2 Taylor Street, Oxford, 13830
Telecommunications Call Center and
Infrastructure Company
www.c4ec.com
Telecommunications/Utilities

Canterbury Cabin Soap & Candle Company

Lorrie Beach
(607) 656-5448 / 153 King Rd., Greene, 13778
Handmade Bath & Body Products. Eco-friendly soy candles
with cotton wicks. Soap made with botanical oils.
www.canterburycabin.com
Retailers/Shopping

Floorfool Janitorial Services, LLC

John T. Palmer
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Providing all inclusive janitorial services to commercial/
industrial/professional offices, floor stripping and
waxing, tile and grout cleaning, steam and low
moisture carpet cleaning.
Services (misc.)

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Susan Kulis
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Provides health education, a way to become healthy and
provide a financial business opportunity in a secure
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Founded in 1932, the Pratt Newton Memorial Home is
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Human Services

Sherry Guiles—McKinney Real Estate

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McKinney Real Estate. 25 years experience, previously
with Hughes Associates in Greene, NY.
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Real Estate/Realtors

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www.The1810Juliandhouse.com
Accommodations

Commerce Chenango Legislative Agenda

Local/State

ECONOMIC DEVELOPMENT (JOBS)

- * Eliminate barriers to start-up businesses such as access to capital
- * Support the commitment by state leaders for a second round of funding for the regional councils in 2012.
- * Support measures for milk pricing reform
- * Make sure the State continues to fund tourism and provide for local parks and recreational points of interest

GOVERNMENT EFFICIENCY

- * Reduce duplication, redundancy and waste
- * Support the Spending & Government Efficiency (SAGE) Commission in an effort to present a reorganization plan that includes streamlining of services and cost savings to the State.
- * Enact pension reform for new employees that includes a voluntary option for Defined Contribution (New Tier VI)
- * True Mandate relief

EDUCATION SYSTEM

- * Support increase in state school aid, especially for rural upstate communities
- * Support effective, mission focused, administrative functions at area SUNY campuses
- * Explore expansion of local opportunities for higher education
- * Teacher Evaluation System in place to enable local districts to get "bonus" points that would aid in funding

HEALTHCARE | MEDICAID

- * Encourage legislation for state takeover of 100% of the costs of Medicaid growth over the next 5 years
- * Aggressively pursue cost controls in the Medicaid program
- * Advocate to minimize negative small business impact from Health Care Reform
- * Eliminate Health Care Reform Act (HCRA) Surcharge

TRANSPORTATION | INFRASTRUCTURE

- * Continue Advocacy for NYS Route 12 Improvements
- * Continue to implement Rail service revitalization plan
- * Seek support for water/sewer extension to potential industrial sites

ENVIRONMENT | ENERGY

- * Continue to support environmentally safe natural gas extraction, and encourage policies, procedures, and practices that maximize local economic benefits.
- * Support policies that allow us to improve our energy delivery system without jeopardizing our environment or adding taxes and fees.

Federal

- * Support the American Jobs Act that provides reforms and regulatory reductions
- * Reform and fiscal responsibility for all agencies
- * Lower the cost of college for parents and students
- * Trade agreements, expanding loans to exporters
- * Promoting American manufacturing
- * Support for enhanced funding of USDA Rural Development

Joint Legislative Budget Hearings Begin

The joint legislative fiscal committee has begun its review of the Governor's 2012-13 Executive budget. Hearings were held on Elementary and Secondary Education, Local Government Officials /General Government, Workforce Issues and Transportation.

Elementary and Secondary Education >

The State Education Commissioner John King told the joint fiscal committee that while schools will see an \$805 million state aid increase this year, the increase will not be enough for some school districts to meet their needs. King expressed concerns that some school districts will face insolvency in the next few years due to increasing costs, particularly employee costs such as health care. He said that the new real property tax cap could make it nearly impossible for some districts to meet their obligations in the near future, resulting in what he termed "educational insolvency," where districts cannot provide a quality education.

Budget Director Robert Megna noted in his testimony that Gov. Cuomo described a crisis in education and the fact that addressing this is one of the Governor's priorities. In his Executive Budget, the Governor proposes a "meaningful teacher evaluation system" to ensure federal funding and to improve the quality of education for our students.

Local Government Officials /General Government >

Local government leaders urged legislators to provide additional aid for programs & to limit state-mandated costs.

Gov. Cuomo has proposing that the state take over the annual 3% growth in Medicaid costs that would otherwise be borne by county governments, and to create a less generous pension tier for new public workers.

Workforce Issues >

The Governor's proposal to change the state's pension system was the main topic of discussion. Executive budget proposes creation of a new, less generous tier of pension benefits for new workers. It also includes a voluntary 401(k) option. The Division of Budget estimates that the state and local governments could save \$83 billion over 30 years.

Transportation >

Legislators have asked Transportation Commissioner Joan McDonald for details on the administration's plans for maintaining and upgrading roads and bridges in the state, including how money will be divided among each region of the state.

The Governor's Executive Budget proposal includes \$1.2 billion for the Department of Transportation to replace 115 bridge decks at a cost of \$212 million, preserving more than 2,000 lane miles of roads at a cost of \$250 million and speeding up several major projects across the state at a cost of more than \$700 million.

Commissioner McDonald told lawmakers that a list of specific projects will be made available before the budget is finalized.

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IN THIS SPOT FOR
JUST \$50**

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607.334.1429**

Program | Membership Report



Eight Great Reasons to Renew Your Chamber Membership

It's almost that time of year again – renewal time! You can expect to receive your invoice for renewal at the beginning of March. Below are a few reasons why we believe renewing your membership is a *great* investment.

1. New Business Contacts- Networking and new business contacts help your business grow. We offer numerous opportunities to network with other Chamber members including: Business After Hours, Networking Luncheons, Golf Outing, Good Morning Chenango Breakfasts and the Small Business and Annual Dinner.
2. Credibility- Credibility to make a statement that you are committed to the future of Chenango County.
3. Community Commitment- Promote the community to help Chenango County residents enjoy greater opportunities.
4. Referrals- Referrals and sales opportunities to help deliver a return on your investment.
5. Publicity and Exposure- Publicity and heightened name recognition so customers know who you are.
6. Marketing and Advertising- Targeted and affordable advertising (Chamber media) to help you advertise your business effectively on a small budget.
7. A Healthy Local Economy- Create a strong local economy to keep our business momentum moving forward, and support our economic development program.
8. Gain a Voice in Government- Commerce Chenango is your representative on the local, regional, state and federal levels. Your voice is heard on vital regulatory, legislative and educational issues affecting your business.

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Let's Celebrate!

- Groundhog Day—2nd
- Super Bowl Sunday—5th
- Lincoln's B'day—12th
- Valentine's Day—14th
- Washington's B'Day—22nd
- Oscar Night—26th
- Leap Day—29th

Community Foundation Opens Grant Process

The Community Fund of the Community Foundation for South Central New York is now accepting grant proposals, for amounts up to \$15,000, from qualified not-for-profit organizations, municipalities or school districts in Broome, Chenango, Delaware, Otsego and Tioga counties.

Grant awards for spring 2012 will be limited to organizations whose programs, operations or facilities were affected by the 2011 floods. Proposals for funding of programs, capital projects and/or operating expenses will be considered.

The Foundation's Grant Application and complete guidelines can be found in the "Forms & Guidelines" section of the Community Foundation's web site: www.donorswhocare.org.

Deadline for submission is 4:30 p.m. on Thursday, March 1, in Foundation offices. For questions or additional information, call Robert Jensen, Program Officer, at 772-6773.

The Community Foundation for South Central New York, a non-profit organization founded in 1997 and headquartered in Johnson City, encourages and facilitates personal and institutional philanthropy throughout the region by managing funds within the Foundation's endowment that are established by donors to achieve specific charitable goals. <http://www.cfscny.org>



Springbrook to Expand Services

Springbrook, a leader in providing innovative supports for people with developmental disabilities, recently announced the planned purchase of the St. Mary's School property located on state highway 7 in Oneonta, New York.

The property will provide a programmatic hub for the growing agency, which recently completed a historic \$22.5 million campaign. The success of the campaign will mean the creation of 112 new jobs in 2012 and an estimated \$5 million annual increase to the local economy. Springbrook plans to use the 52,000 sq. ft. building to house an expanded Kids Unlimited Preschool and centralize many of its community functions. The purchase will be made possible by an agreement between Springbrook, Citizens Bank, and the County of Otsego Industrial Development Agency.

Plans for the building include creating a new employee training center as well as relocating administrative offices for many of Springbrook's community programs. In addition, Springbrook plans to relocate their IT and purchasing departments.

Additional plans for the St. Mary's School building including relocating and expanding the Kids Unlimited Preschool. Kids Unlimited Preschool offers early intervention and evaluation services and is the only preschool in Otsego County, New York with an integrated program for both typical and disabled children.

This agreement has provided us with not only a beautiful, well-maintained facility, but also a wonderful opportunity," said Springbrook CEO, Patricia Kennedy. <http://www.springbrookny.org>

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

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Patrick Dowdall, The Mid-York Press
Bruce Erath, The Voss Group
Daryl Forsythe, NBT Bank
Tim Handy, NBT Bank
Pete Komendarek, The Raymond Corporation
Drake Lamén M.D., Chenango Memorial Hospital
Stan McLean, Genegantslet Golf Club
Randy Mohr, Norwich Aero, (CCIDA Chair)
Karlee Myers, Preferred Mutual Insurance Co.
Scott Sutton, Development Chenango
Kevin Walsh, Peggy Parker Real Estate

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

Return Service Requested

Low-Cost Financing For Your Business Expansion Needs



Through the Development Chenango Corporation

- Job creation and/or other significant economic benefit must be demonstrated
- Minimum 10% cash/equity contribution
- Current fixed rate 4%
- Terms varying from 3-7 years
- Uses include property acquisition, fixed asset purchases, inventory, and working capital
- Up-to-date business plan, financial projections credit report, and historical financials required

**For More Information
or Business Planning
Assistance Contact:**

Jennifer Tavares, EDFP
607-334-5532
jtavares@chenangony.org
www.chenangony.org