

Chenango Reports

Leading Business, Leading Communities™



607.334.1400 * info@chenangony.org

January Newsletter 2012

Message from the President & CEO



Do you realize that as a member of Commerce Chenango, you're part of a tradition that goes back more than 400 years? The earliest known Chamber of Commerce was founded in Marseilles, France, in 1599!

That longevity is a testament to the adaptability of the Chamber movement. Those four centuries witnessed unprecedented economic, social, political, and technological developments: a relentless stream of new challenges and opportunities for businesses of all sizes. And by most measures, the pace of innovation continues to increase. That's why during 2012, we're going to be asking our members "What else can Commerce Chenango do to help you succeed?"

We're already planning keep the pressure on Albany to deliver more reforms that would improve New York's business climate. To help inform those efforts, we've recruited Heather Briccetti to be the keynote speaker at our Economic Forecast Breakfast on February 21st. Ms. Briccetti is the new President and CEO of the Business Council of New York, the first woman to ever hold that post. As the chief pro-business lobbyist in the state, Briccetti's focus is on maintaining the momentum of 2011. "You have to stand up. Things are headed in the right

Direction, so let's keep that momentum," Briccetti said recently. "Let's not let this be a blip of one good year."

Another major effort will be renovating 15 South Broad Street in Norwich to become the new Commerce Chenango headquarters. Chenango County's old buildings should be counted among its chief assets. The challenge is retaining the aura of the past, while projecting the usefulness into the future. We plan to demonstrate how that can be done. Once complete, our new location will open up new opportunities to partner with downtown merchants, and reinforce the message that Chenango County is front-and-center in supporting business.

Finally, we're hoping to make life a little easier for businesses, when it comes to communication. Our new web-based membership system offers flexible, affordable, easy-to-use tools that will help you show and tell what's great about your business.

And seriously, tell us what else we can do. It's information we need, to continue that 413-year-long tradition of adapting to change.

Steve Craig,
President & CEO

Upcoming Meetings/Events

- GAC Mtg. ~ Jan 10th @ 8:00 AM
- Chenango Foundation Mtg. ~ Jan 13th @ 8:00 AM
- CC Finance Mtg. ~ Jan 17th @ 7:30 AM
- IDA Board Mtg. ~ Jan 18th @ 8:00 AM
- CC Executive Mtg. ~ Jan 19th @ 7:30 AM
- Advisory Council Mtg. ~ Jan 24th @ 7:30 AM
- Commerce Chenango Board Mtg. ~ Jan 25th @ 7:30 AM



Tribute to Thomas Knapp ~ March 4, 1946—December 21, 2011

The staff of Commerce Chenango was saddened by the news of the passing of Tom Knapp on December 21st.

Tom was a graduate of Morris Central School and received a BS in Physics from SUCO, now SUNY Oneonta, and did graduate work at Colgate University. He taught high school mathematics and science in Whitesville and West Winfield. In 1970, he joined The National Bank and Trust Company of Norwich, now NBT Bank, as a teller in the Earlville branch, retiring in 2003 as an officer in the Consumer Loan Department.

Tom served the City of Norwich as an alderman, he was a member of the Water Board, Street Tree Commission and Traffic Commission as well as serving on the Boards of Commerce Chenango, Development Chenango, and the Chenango County Industrial Development Agency for the past five years. He served for many years as the NOAA Weather Observer for Norwich. Tom was also very active in the Chenango County Historical Society and the First Baptist Church of Norwich.

Steve Craig, President & CEO, Commerce Chenango, said "In the short time we worked together, I admired Tom Knapp's leadership of the IDA board. Some of the agency's actions can trigger opposition, and Tom's was a steady hand at the helm, even when storm winds began to howl." He will be missed by all.

7 Tax Deductions That Small Businesses Often Overlook

Not many small businesses have a dedicated CPA on board, making it easier to miss deductions that could lower their tax burden. “When people think of deductions they usually think of inventory, payroll, office supplies, rent and utilities,” says Nick Rizzi, CEO of Smart Tax, a Brooklyn, N.Y., tax preparation company. “What they don’t think of are the smaller things.”

This year, be sure to take advantage of all the tax breaks the law provides, starting with these seven areas:

- 1. Mileage.** Be sure you’re deducting trips to meet with clients, run work-related errands and attend meetings and networking events, particularly with personal vehicles. Rizzi cautions that you’ll need to log the date, destination, and start and end mileage for each trip.
- 2. Asset deductions.** Section 179 of the IRS Code allows small businesses to take a depreciation deduction for certain capital expenditures in one year, rather than depreciating them over a longer period of time. If you’ve been hit hard by the recession, that could allow you to keep a bigger chunk of money in the short run.
- 3. Specialty items.** If you own a building, you may be entitled to state and federal tax savings for building improvements, like adding special wiring or a soundproof room. Certain assets related to such projects qualify for accelerated depreciation, meaning you can take larger tax deductions over a shorter period—increasing your cash flow and lowering the cost of capital in the years following the project. For IRS purposes, be sure to have an engineer or architect conduct a cost segregation study, Rizzi says.
- 4. Charitable donations.** Rizzi says in his case, it’s proven more beneficial to make charitable donations through his company than from his personal funds. If your company makes the donation, it can take a deduction and lower both its federal and state taxes. “The less money my company makes, the less I will be taxed on my Form 1040,” he says.
- 5. Bad debts.** If someone owes you money you cannot collect, you may be able to deduct that as “bad debt” as an expense on your business tax return. While bad debts are mainly the result of credit sales to customers, according to the IRS, they can also be the result of loans to suppliers, clients, employees or distributors.
- 6. Supporting items.** Remember to file receipts for any purchases that are related to your business. Expenses related to conferences, new software and accounting services are frequently overlooked by his clients, says Rizzi.
- 7. Loan interest.** Have you borrowed money against a personal loan, like a mortgage, to purchase equipment for your business? You can write off the interest on personal loans, provided you’ve invested the money into your company, Rizzi says. Just be sure to document how it was used in case of an audit.

Economic Development

By Jennifer Tavares



By now, perhaps you’ve seen the ads for the new position we are creating at Commerce Chenango – an Economic Development Assistant!

This is very exciting for many reasons. First and foremost, it will enable the staff to pursue Foreign Trade Zone status on behalf of Chenango County, hopefully making our county more marketable to new businesses, and making existing Chenango businesses more competitive in an ever-changing international marketplace.

Second, the economic development work load has increased, making this position a necessary and welcome addition to the staff at Commerce Chenango. Whether it is administering Community Development Block Grants, small business counseling, revolving loan fund management, Industrial Development Agency projects, or plotting how to repair the Utica Main Rail Line—there are not enough hours in the day for all the important and inspiring work that crosses our desks.

Third, the creation of this new position will allow us to become more responsive, more proactive, and to implement year three of the CCIDA’s strategic plan. We will also seek to update the county-wide strategic plan in 2012. Often, we have identified potential projects or opportunities, but been held back by lack of resources to see them through. Another staff member will allow us to pursue new opportunities, such as business park development, infrastructure needs, business attraction, and focusing on downtown revitalization throughout Chenango County.

We look forward to a fantastic year for Chenango County in 2012.

Let’s Celebrate!

New Year’s Day —1st

Friday the 13th —13th

Martin Luther King Jr. Birthday (Observed) —16th

Ditch New Year’s Resolution Day —17th

Chinese New Year’s —23rd

Inspire Your Heart with Art Day —31st



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

ANNUAL ECONOMIC FORECAST

BREAKFAST

2/21/2012

Sponsored by

NBT Bank

Keynote Speaker will be

**Heather Briccetti, President & CEO
of the**

New York State Business Council

Watch for more details.

National Volunteer Blood Donor Month

Every TWO SECONDS, someone in the U.S. needs blood!

Every day in our country, approximately 39,000 units of blood are required in hospitals and emergency treatment facilities for patients with cancer and other diseases, for organ transplant recipients, and to help save the lives of accident victims.

Blood products are needed year-round... so that means that, if *you're* able to donate blood, *you're* very much needed to help save lives! If you are at least 17 years of age (some states permit younger people to donate with parental consent), weigh at least 110 pounds and meet other donor requirements, you may be eligible to donate blood. Up to **THREE** lives can be saved from just **ONE** blood donation! You can be a hero by donating blood.

Locally call 607.334.4565 Mon—Thu: 8:30 am—4:30 pm and Fri: 8:30 am—3 pm.

Tourism Activities for January

Jan 7th

34th Winter Living Celebration

At The Rogers Center, Rte. 80, Sherburne

Time: 11:00 a.m. to 4:00 p.m.

Horse and sleigh rides, cross country skiing, live music, woodcutting, children's activities, food and more!

Call 607.674.4733 www.friendsofrogers.org

Jan 7th

Comedy Club, presented by Coors Light

The Silo, 203 Moran Rd., Greene

Show time: 9:00 pm | Dinner Buffet at 6:30 p.m.

Featuring Headliner: Paul Venier

Dinner Buffet \$15.95/ Includes salad bar & dessert table

Show cost: \$12 / \$15

Call 607.656.4377 for reservations

www.thesilorestaurant.com

Jan. 14th

Barnaby Bright

6 on the Square, 6 LaFayette Park, Oxford

Time: 7:30 p.m.

Folk-pop duo, Nathan and Rebecca Bliss.

Call 607.843.6876 or www.6onthesquare.org

Jan 21st

Chenango River Theatre's Winter fundraising Gala

The Silo Restaurant, 203 Moran Rd., Greene

Time: 6:00 p.m.—9:30 p.m.

Over one hundred items will be up for bid including four vacation retreats. Food, complimentary wine, beer and soda. \$60 pp admission fee.

Call 607.656.8778 | www.chenangorivertheatre.org

Jan 28th

Carolann Solebello

6 on the Square, 6 LaFayette Park, Oxford

Time: 7:30 p.m.

Founding member of the trio Red Molly gone solo! Call

607.843.6876. www.6onthesquare.org

Jan 28th

Annual Sno-Blast sponsored by the Chenango County Snowmobile Federation

Bowman Lake State Park

745 Bliven-Sherman Rd., Oxford

Time: 10:00 a.m. to 3:30 p.m.

This is a great way for first-time visitors to get acquainted with the area. Demo sleds, groomer rides, food, prizes and more. Contact Joel Munson at jvmunson@juno.com or

www.ccsf.snowclubs.com. Event will be held even with minimum snow.

2011 Albany Recap and 2012 Preview

Governor Andrew Cuomo earned wide praise and high public approval ratings for his first year in office, achieving an on-time budget that cut spending for the first time in 16 years, a property tax cap, extending rent control laws, legalizing same-sex marriage, reforming the state's ethics law, a new power plant siting law, a regional economic development program and an overhaul of the tax code.

According to the Governor, his greatest accomplishment was "restoring trust in state government." Albany observers gave the Governor credit for bringing a level of hard work, focus and political skill that had not been seen in Albany in decades.

Fueling speculation that he is focused on running for President in 2016, Governor Cuomo contrasted what was accomplished in Albany in 2011 with the gridlock that has taken hold in Washington D.C.:

"I think there is also a different attitude and tone in Albany. There has been cooperation, there's collegiality, there's more bipartisanship. I think the Legislature is to be applauded. You look at what's going on in Washington and you look at what the Legislature did, and it's night and day."

For 2012, New York State faces a number of potentially challenging issues. These include a budget deficit that is expected to be about \$2 billion, the need to redraw Congressional and state legislative district lines, and to determine when the state's primaries will be held.

Other issues expected to be considered include public employee pension reform, which Governor Cuomo has proposed, mandate relief for local governments and school districts, dealing with issues related to natural gas drilling using hydraulic fracturing, and a constitutional amendment to permit Las Vegas-style casino gambling. In a recent interview with the Associated Press, the Governor said that his 2012 focus will be to improve the day-to-day workings of state government and its agencies.

The 2012 legislative calendar, which has the Legislature beginning on Jan 9th and finishing its work for 2012 on June 21st, can be found [here](#).

On the political front, 2012 is a Presidential election year and incumbent Democratic Senator Kirstin Gillibrand is up for re-election for a full six-year term. All of New York's House members are up for re-election. Democrats currently hold 21 House seats, while Republicans hold eight. However, New York is losing two House seats in 2013.

All 212 seats in the State Senate and Assembly are up for election. The battle for control of the State Senate – which Republicans now hold by a slim 32-30 majority – is expected to be a spirited one. Democrats briefly controlled the State Senate during the tumultuous 2009-10 legislative session, the first time they had done so since the mid-1960's.

Welcome to our New Members!

Gastem USA

Clif Tamsett / David Vincent
(607) 226-1424 / 263 School Hill Rd., Cobleskill, 12043
Oil and gas exploration in Central NY
www.gastem.com

Energy/Fuel Distribution

The Powell Company

Linda Tolley
(607) 432-8326 / 219 River St., Oneonta, 13820
Oneonta, New York's largest family-owned and operated, full-service Home Improvement contracting company! Received the "2010 Best of the Best" award from the Daily Star.

www.Thepowellcompany.com
Construction / Building Services



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

BRAD CARPENTER
337-3021
bcarpenter@evesun.com

JILL O'HARA
337-3023
johara@evesun.com

Top Headliners from the Chenango Reports 2011!

- Mirabito Donates over \$10,000 to “Hugs for Hospice”
- Norwich Pharmaceuticals Introduces New President, Terence Novak
- Recognized 7 Employees for their contributions to their employer and the community
- Membership level at Commerce Chenango events increased 11%
- Hayes Office Products & the Chenango SPCA Partner for the Animals
- SU Basketball star Rick Jackson Attends Business After Hours at Leigh Baldwin & Company Investment Brokers in May
- EOH “Is 40 and Still Cool”
- Wells Fargo Advisors celebrates their 75th Anniversary!
- Commerce Chenango Welcomes New President & CEO, Steve Craig.
- NBT Bank to Expand into Massachusetts
- UHS Earns Cancer Surgeons Top National Achievement Award
- Parks Project is now Complete!
- Council of the Arts Announces *New York Remembers* exhibition to be one of the thirty locations throughout NY to host the exhibition
- 2012 Leadership Chenango Class Selected
- “Gimme 5” Campaign Helps Commerce Chenango Acquire New Software Member Database
- It’s Here...the Relocation and Community Guide To Chenango
- Senator Tom Libous visits with business members at the Chamber offices
- CCIDA Rail Revitalization Application Funded

2012 Leadership Chenango Program

Update... *Written by Stacie Edick, Leadership Class Member*

Leadership Chenango activities were kicked off with a Program Orientation on October 6th, followed by a two-day retreat on October 20th and 21st. At the retreat we got to know each other better, discussed leadership, played a value clarification game, and heard a presentation by Dave Sheldon on leadership.

We learned about the Educational System on November 3rd. Leadership Chenango participants were paired off and each team interviewed someone in the educational system, teachers, principals, school board members, etc. Then we gathered at BOCES, toured the facilities and heard about the programs and the property tax cap. Participants shared what we had learned in the interviews and we discussed the different viewpoints.

On November 17th we discussed Leadership and Community Leadership. Participants took the PeopleMap System questionnaire to learn about our different styles of communicating, what we value, and how that frames our actions and motivations. We also learned to consider the values and motivations of others in order to lead successfully. Jane Coddington, Breakthrough! Consulting and Coaching, gave a presentation about different leadership styles.

On December 8th we had our first bus tour and visited Gladding Braided Products, Mid-York Press, Agro-Farma, Golden Artist Colors, Preferred Mutual Insurance Company, and Preferred Manor. Our hosts discussed how they have adapted to a changing economy, globalization, and overseas competition, and how they have made changes in schedules and workloads to benefit their employees, including 4 day work-weeks and telecommuting.

On December 22nd we learned about local government. Participants interviewed elected officials, county agency staff and directors, and we reported our findings when we gathered in the new County Board Room. Four participants presented their book reports on leadership books they had read. Then we heard about the County Clerks’ role, and some of the history of Chenango County. We learned about how the County Board functions, discussed the weighted voting system, and the standing committees.

Our remaining sessions will include Health Care, Law Enforcement/Judicial System, DSS, Local Business, Agri-business, Non-Profit Board Training and Volunteerism, and two more bus trips and three more class days.

The Leadership Class of 2012 will be graduating in June.

**YOU CAN ADVERTISE
IN THIS SPOT FOR
JUST \$50**

**CALL TODAY
607.334.1429**

Program | Membership Report

ChamberMaster is up and running!

By now, you should have received your ChamberMaster login and password via e-mail. With this information, you are able to log onto our updated website and customize the listing for your business, post a job opening, list a "hot deal" and more!



Access your Member Portal to update your web page information and use the following features:

Post Job Openings -- \$5 weekly

You can post job openings on your Chamber's website and maintain the postings yourself, using your unique "Members Only" login. Postings run on a weekly basis.

Post Hot Deals Hot Deals -- \$5 weekly

Advertise specials or offer coupons on the website's Hot Deals page. Your unique "Members Only" login lets you enter the title, description, category, and date range for the special to run. The Hot Deal can include a link to your website.

Visitors to the Chamber's website can subscribe to receive the Hot Deals e-newsletter and will be alerted by e-mail when new Hot Deals are added.

Enhanced Listing -- \$20 monthly

Advertise Business Events on the Chamber Calendar -- FREE

Post your Customer Appreciation, Grand Opening, or other event on the Chamber's calendar. Simply login using your "Members Only" access and submit your event for chamber approval.

Your Chamber's ChamberMaster application also includes an events management module that makes it even easier to participate in Chamber events. Now, you can register for events online. You can also opt to be reminded of events, or sign up for automatic e-mail notification when events are added.

Posting an event such as a tourism type activity on the Events Calendar does not require you to log-in.

Additional items such as banner ads are available at a cost. Your Chamber staff is available to assist when needed. Start taking advantage of these opportunities today and see the results tomorrow.

Join the other members who are already taking advantage of this exciting opportunity and log onto www.chamberlogin.com today!

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SBDC to Offer Business Counseling at Commerce Chenango

The SBDC of Binghamton University has recently opened a satellite office at 189 Main St in Oneonta, NY, and will once again be offering business counseling services at the Commerce Chenango offices in Norwich as well. The Business Advisor in Oneonta will service Otsego, Delaware and Chenango Counties. The Business Advisor, Michelle Catan, has over 17 years banking experience and 3 years business ownership. Mrs. Catan will travel the three counties assisting those small business owners in many aspects of their business operation. Mrs. Catan can be reached at (607) 432-4500 ext. 208 or

The SBDC at Binghamton University offers FREE business management assistance for start-up or established businesses. The center's goal is to assist entrepreneurs, business and industry in finding solutions to their problems which leads to increased profitability and job creation for the community. The SBDC services seven counties including: Broome, Cortland, Chenango, Delaware, Otsego, Tioga and Tompkins counties. The SBDC at Binghamton University was started in 1984 and has assisted over 12,307 clients and helped raise more than \$157 million in private and public funding for their businesses. Last year alone the SBDC serviced over 594 clients with total funding of over \$8.9 million.

The SBDC specialized in free direct one-to-one counseling in the following areas:

- Start-up assistance
- Business Plan Development
- Accounting and Financial Projections
- Sources of Financing
- Marketing
- Business Expansion
- Relocation and Agribusiness
- Procurement
- Ecommerce

There is no cost for the counseling services of the SBDC and training programs and events have a minimal fee. Upcoming training events will be announced as they are being scheduled. Clients can also call Commerce Chenango at 607-334-5532 to schedule an appointment with Ms. Catan, who will be visiting Chenango County on the first and third Tuesday of each month.

Please check our Facebook pages for information on how you can win cool stuff!

[Chenango County Tourism](#)

and

[Commerce Chenango](#)

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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Tim Handy, NBT Bank
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Enzo Olivieri, Nathanael Greene's Publick House





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

Return Service Requested



What are your goals for 2012?

- Business Expansion?
 - New Location?
- Additional Warehouse Space?
- Polishing Up Your Business Plan?
- Low-Cost Financing for Growth?

Let Us Help Make 2012 Great!

Contact Jennifer Tavares, EDFP
607-334-5532

jtavares@chenangony.org

