



NEWSLINE

November 2025

A Publication of the Fulton Montgomery Regional Chamber of Commerce

The Fulton Montgomery Regional Chamber of Commerce supports our members and our region as a partner for business, workforce, and tourism development.

A SEASON OF GRATITUDE FOR THE BUSINESSES THAT KEEP OUR REGION STRONG



Gateway Realty Solutions opened its new office in Mayfield at 2424 State Highway 30. Pictured at left are Chamber Ambassadors, Chamber staff, and realtors and brokers from Gateway Realty Solutions at their ribbon-cutting event and Open House on October 9. Below are two additional photos from the event. Read more about Gateway Solutions on page 8.



October was a special month for the Chamber as we celebrated two staff anniversaries—Jennifer Hammons (left), Special Projects Associate, has been with the Chamber for two years, and Nicole Walrath-VanAlstyne at right celebrated her 12th year at the Chamber. Nicole is Director of Workforce Development.

Jen is the friendly face and welcoming voice that greets you when you call or visit the Chamber. She plays an important role in supporting events and assisting with all Chamber-related activities.

From day one, Nicole has brought passion, purpose, and vision to everything she does. One of her most impactful contributions has been founding the Chamber's Business Education Partnership, a program that continues to strengthen connections between local businesses and our schools.

The Chamber is grateful for both of you and all you do for our members!





2025 BOARD OF DIRECTORS

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Peter Lawrence, *The Family Counseling Center*

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Mike Schaus, *THNK Tank Media/WENT Radio*

Janet Stanley, *Lee Shops at Wagner Square*

CHAMBER STAFF

MaryBeth Shults, *Executive Director*

Mark Bolebruch, *Finance*

Jennifer Hammons, *Special Projects Assistant*

Natalie May, *Business & Education Partnership Coordinator*

Terry Swierzowski, *Newsline Editor/Reporter*

Nicole Walrath-VanAlstyne, *Director of Workforce Development*

THE FULTON MONTGOMERY CHAMBER IS A MEMBER:

- ◆ [Business Council of New York State](#)
- ◆ [Center For Economic Growth—Capital Region](#)
- ◆ [Chamber Alliance of New York State](#)
- ◆ [Fulton County Center for Regional Growth](#)
- ◆ [Fulton County Farm Bureau](#)
- ◆ [Montgomery County Farm Bureau](#)
- ◆ [New York State Farm Bureau](#)



Message from the Executive Director

Dear Chamber Members,

As we enter the season of gratitude and giving, I want to take a moment to thank each of you for your continued support of the Fulton Montgomery Regional Chamber of Commerce and for your commitment to our communities. November is a wonderful time to reflect on the importance of local business — the heartbeat of our regional economy.

Every dollar spent at a local business supports not just that business, but the people behind it — our friends, neighbors, and families. Shopping locally keeps money circulating within our region, strengthens community connections, and helps ensure that our downtowns and business districts continue to thrive. When we choose to “shop small,” we make a big difference.

One way to support our local economy this holiday season is through the Chamber’s Chamber Checks program. Chamber Checks are gift checks that can be redeemed at Chamber member businesses throughout Fulton and Montgomery Counties — from restaurants and shops to service providers and entertainment venues. They make the perfect gift for employees, clients, family, and friends, offering flexibility while guaranteeing that every dollar stays local.

By purchasing Chamber Checks, you’re not just giving a gift — you’re investing in the strength and vitality of our communities. Last year, thousands of dollars in Chamber Checks were redeemed at member businesses, circulating directly back into our local economy. With your continued support, we can make an even greater impact this year. Read more about the program and how you can participate on page 9 of this newsletter.

As you plan your holiday shopping and corporate gifting, please consider choosing local and using Chamber Checks. Together, we can make this season one of gratitude, community, and local prosperity.

Warm Regards,
MaryBeth Shults

Welcome New Members

October 2025

THOMAS CONSTRUCTION

137 Ashdown Road, Ballston Lake
(518) 859-1682

<https://www.thomasconstructionny.com/>

A veteran-owned company serving the Capital Region with quality remodeling and building services. They specialize in kitchens, bathrooms, additions, decks and historic restorations—blending craftsmanship, detail and modern comfort into every project.

TRINITY WEALTH MANAGEMENT, LLC

59 W. Main Street, Canajoharie
(518) 673-0042 | sagefinancial.xyz

Specializing in holistic financial planning, emphasizing relationships over transactions with services in life insurance and legacy planning to build long-term security.

VALER LAW PLLC

3748 State Highway 30, Amsterdam
(631) 704-2459

Real Estate law firm specializing in representing Buyers, Sellers, Investors and Lenders with all aspects of the home buying and selling process. We also handle commercial real estate and business transactions.



QUICK N' SICK —

**QUICK, CONVENIENT CARE
WHEN YOU NEED IT MOST!**



GLOVERSVILLE
8:00 AM - 5:30 PM
7 days a week
(518) 773-5690

PERTH

8:00 AM - 4:30 PM
Monday - Friday
(518) 883-8620



AMSTERDAM
8:00 AM - 8:00 PM
7 days a week
(518) 212-6070

SPECULATOR
8:00 AM - 4:30 PM
Saturdays & Sundays
*July & August
(518) 548-8155



MEMBERSHIP

THE CHAMBER IS LOOKING FOR A MEMBERSHIP ASSOCIATE (revised position)

The Fulton Montgomery Regional Chamber of Commerce is seeking an energetic, people-focused Membership Associate to grow and engage our business community.

In this role, you'll build relationships with local businesses, promote Chamber events and programs, and help create a strong, connected business environment. You'll also be a key player in member recruitment, retention, sponsorship outreach, and event support.

For a full job description of this new position, please visit [this link](#).



MEMBER ANNIVERSARIES

October 2025

Thank you for your continued support!



41+ YEARS

- Keymark Corporation—49
- Kasson & Keller, Inc.—49
- The Arc Lexington—42

31 – 40 YEARS

- Antonucci Wholesale Produce & Seafood, Inc.—37
- Maider & Smith—37
- Greater Johnstown School District—33
- Walmart—Amsterdam—31

21 – 30 YEARS

- Capital District Physician's Health Plan (CDPHP) - 33
- A. Johnson's Plumbing & Heating, Inc.—26
- Montgomery County Office for Aging—26
- Hardies Electric Services Co., Inc.—25
- Village of Hagaman—25
- Northampton Animal Hospital—24
- Colonial Little Theatre, Inc.—23

11 – 20 YEARS

- Canajoharie Central School—20
- Tamara L. Dunlap, DDS—18
- Bowman's Market—17
- William R. Dorn Construction, Inc. —17
- Adirondack Express Lube—16
- Amsterdam Rotary District 7190—15
- Antonucci's Auto Repair, Inc.—14
- Heritage Meadows Farm Bed & Breakfast—13
- Glover Insurance Agency—11

1 – 10 YEARS

- Caroga Arts Collective, Inc.—9
- Milligan and Higgins—9
- Twin Pine Family Chiropractic, LLC—9
- Lee's Shops at Wagner Square—8

- Stump City Brewing, LLC—8
- Crystal Geyser (CG Roxane LLC) - 7
- Krutz Properties—7
- Karpeles Manuscript Library Museum—6
- CAPTAIN Community Human Services—6
- Frothingham Free Library—4
- Saratoga Arts—3
- Capital District Transportation Authority (CDTA) - 3
- The Adirondack Country Store Inc.—2
- Greater Johnstown Lions Club—2
- Courtney's Grooming LLC -12
- Lee Newspapers, Inc.—1
- GTM Payroll & HR—1
- EmpowHERing Designs—1



RIVER RIDGE LIVING CENTER
Rehabilitation & Long Term Care

100 Sandy Drive, Amsterdam, NY 12010
518.843.3503 • RiverRidgeLC.com

MAKING A DIFFERENCE IN PEOPLE'S LIVES

At River Ridge Living Center
We offer a comprehensive array of clinical Services

Our Therapeutic Recreation Program provides a variety of stimulating activities to fully engage our residents - fostering new friendships and enhancing well-being and happiness.

In our Rehabilitation Department our goal is to help you regain your strength to get you back home as soon as possible.



"We are dedicated to enhancing the life of our residents."
If you are a team player, compassionate and reliable, a career at River Ridge Living Center is for you!

FULTON MONTGOMERY CHAMBER WORKING TO SUPPORT MEMBERS WITH HEALTH INSURANCE OPTIONS

The Fulton Montgomery Regional Chamber of Commerce is actively exploring opportunities to better serve our members during this year's open enrollment period. We understand that finding affordable, high-quality health insurance is one of the biggest challenges faced by small businesses and their employees.

The Chamber is currently in discussions with several member health insurance providers to identify the most competitive pricing and best service options available. Our goal is to develop collaborative partnerships that help businesses make informed, cost-effective decisions when it comes to coverage for owners, employees, and their families.

As these efforts continue, we encourage members to stay tuned to our weekly Chamber email blasts for important updates. We will share information as soon as it becomes available, including details on plan options, enrollment deadlines, and any new programs or benefits that may result from these partnerships.

Open enrollment is happening now, and the Chamber is working hard to ensure that our members have access to the resources and guidance they need to navigate the process with confidence.

If you have questions or would like more information, please contact the Chamber office — we're here to help you make the best decisions for your business and team.

GRANTS AVAILABLE FOR CHAMBER-MEMBER RESTAURANTS/FOOD SERVICE AND FOR AGRICULTURAL ENTITIES

Chamber offers help with grants, including application support



Grants are available for equipment upgrades, marketing initiatives and technical support for independent restaurants, cafes, and food trucks and then for agricultural entities, including dairy farmers, producer associations, technical assistance providers and milk buyers/processors are encouraged to apply.

and food trucks and then for agricultural entities, including dairy farmers, producer associations, technical assistance providers and milk buyers/processors are encouraged to apply.

Grants are available to applicants in all 11 northeast states served by NE-DBIC: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont.

For more information, email membership@fultonmontgomeryny.org or call (518) 725-0641

WALLEYE CHALLENGE ANNOUNCED FOR 2026!

The Chamber will partner with Lou Stutzke of Fuel-N-Food on the 2026 Walleye Challenge, scheduled for Saturday, February 14 on the Great Sacandaga Lake., with prizes awarded at Lanzi's on the Lake, 1751 State Highway 30, Mayfield. The contest will be limited to 1500 fishing enthusiasts and the price will be \$60 to enter. Mailing for the tournament is expected to go out the second or third week of November. If you are on the mailing list already, you will automatically receive the Walleye Challenge mailing. If you would like to be added to the list, please contact Jennifer Hammons at the Chamber via email at projects@fultonmontgomeryny.org. Besides cash prizes for the heaviest fish caught in each hour (between 7am and 3pm), there are dozens of door prizes awarded throughout the day, and three recreational vehicles/snowmobiles will be given away to three of the participants. Watch your weekly Chamber email for updates!

YOUR CHAMBER IS DESIGNATED AS A NEIGHBORHOOD CHAMPION FOR SMALL BUSINESS SATURDAY

Shopping locally this holiday season—and all year round—is a mantra for our Chamber. We are listed as a Neighborhood Champion for this month's Small Business Saturday, which takes place on November 29. We will be participating in a social media campaign this month and throughout next month to promote our members as we encourage our communities to shop locally, and promote the use of Chamber Checks as gifts that keep your shopping dollars local. Watch our communications this month and next to follow our Small Business Saturday promotions!

GREATER JOHNSTOWN LIONS CLUB SCHEDULES 7TH ANNUAL BOWLING TOURNAMENT

Saturday, November 8 is the date for the Greater Johnstown Lions Club bowling tourney! Get your five-person team together (mixed, ladies, men), check in at 11:30am and start bowling at noon! Cost is \$125 per team, and lane sponsorships for the event are a doable \$25 for businesses or supporters. To register your team, or if you have any questions, contact Club President Michelle Muzzi at (518) 332-7455.



CATHOLIC CHARITIES ASKS YOU TO HELP THEM FILL EMPTY BOWLS IN OUR COMMUNITY

On Thursday, November 6 from 5pm-7pm, local art students from Amsterdam, Johnstown, Canajoharie, Fort Plain, and Fonda-Fultonville High Schools will show off their beautiful, handcrafted, one-of-a-kind ceramic bowls, with HFM



BOCES Culinary Arts students prepare a delicious, comforting meal at the HFM BOCES main campus, 2755 State Highway 67, Johnstown. Purchase tickets, explore sponsorship opportunities for the events, and support the agency's mission at the event:

Call (518) 842-4202, x 3116, text EBowls25 to 41444, or visit:

<https://fundraise.givesmart.com/e/INBF3Q?vid=1mhihr>

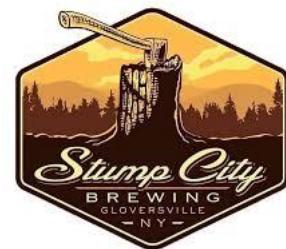
VOTE FOR YOUR FAVORITE BREWERY VIA THE DAILY GAZETTE'S BATTLE OF THE BREWS!

Follow this link <http://bit.ly/4hwDcEx> to vote in the Battle of the Brews via *The Daily Gazette*! Two of our Chamber-member breweries are included in the voting—[Stump City Brewery](#) and [Great Sacandaga Brew-](#)



[ing Company](#). Just stop by any of the breweries

listed in the contest and tell them you're there for the Battle of the Brews, and you'll get a flight-sized pour of their finest. Then, do what we all love to do: taste, talk and vote for your favorite. Vote for your favorite brewery for your chance to win a \$200 gift card to the winning brewery of the contest! Come back and vote each week for more chances toward winning. Voting's open until 12:00 AM ET on Sunday each week. Bracket closes on Sunday, November 23, 2025. Per the contest, "Because when it comes down to it, beer brings people together in a way few things can. You don't need to agree on politics, playlists or pizza toppings to raise a glass and share a laugh."



NIGRA ARTS CENTER LOOKING FOR ITEMS FOR ITS GIFT SHOP

The Paul Nigra Center for Creative Arts is seeking quality handmade items for their gift shop. These items would be on consignment and all items sold would be split 80% to the artist and 20% to the Nigra Arts Center. As we are near the holiday season, the Nigra Arts Center gift shop is a great way to sell some of your beautiful pieces. Below are some of the items they are looking for, but are open to hearing about anything that may be appropriate.

1. Pottery
2. Candles
3. Jewelry
4. Note cards
5. Lathe thrown items
6. Other woodworking items
7. Stained glass pieces
8. Leather goods
9. Custom scarves
10. Soaps/lotions/body products

Ornaments

If interested, please contact Lauren Repholz, Arts Center Director, at (518) 661-9932 or via email at nishL@theareclexington.org.



Paul Nigra Center for Creative Arts

TRUST YOUR GUT PRODUCTIONS HAS BUSY CALENDAR

Trust Your Gut Productions (TYGP) was founded by the son/mother team of Michael Maricondi (Creative Director) and the late Carol-Anne Gaetano (Co-Founder, Member Emeritus) in 2009 with the original vision of bringing eye-opening theatrical productions to our nation's youth to combat the bullying epidemic. With the economic downturn of the mid 2010's, TYGP

went on hiatus, to return in 2023 with a production of an original youth musical, *Looking For the Little Mouse*, with book, music, lyrics, and direction by Maricondi. The production was held over one weekend at The Glove Theatre, which served as TYGP's home-base until the end of 2024. During TYGP's time there, they developed and produced several shows including musicals (*Looking For the Little Mouse*, *Picture of David*), plays (*Antigone*, *Blithe Spirit*, *A Midsummer Night's Dream*), original cabarets (*Love American Style*, *Home For the Holidays*) and worked with the Glove City Youth Coalition to produce *Prevention in Action*, which used open-ended theatre techniques to help spark discussion in the Fulton County community about the on-going drug and opioid epidemic affecting their county's youth.

TYGP'S current projects include new original cabarets, development of a new musical (*The Ledge*, book/music/lyrics by Raphael J. Cohen), development of murder mysteries, and collaborations with local municipalities on "Shakespeare in the Park" series. Trust Your Gut Productions is proud and privileged to have attracted so many incredible regional artists from all walks of life and levels of experience,



and prides itself on being an all-inclusive space for artists to safely develop their skills, projects, and technique through a supportive and ever-growing network of artists.

Their upcoming calendar includes the following productions:

Saturday, November 1, 7pm – THE CARBONARA WEDDING MURDER – Kingsboro Golf Club, 301 N. Kingsboro Ave., Gloversville

A comedic murder mystery and wedding reception – Written by Ashley Olmstead, Music by Michael Maricondi and Lillian Nevins – tickets at ticketstripe.com/murderwedding-kgc

Friday, November 7, 2pm & 7pm – STAR-DUST: Celebrating the Great American Songbook – The Paul Nigra Center for Creative Arts, 2736 State Highway 30, Gloversville

A Vegas-style cabaret walk down Memory Lane – directed and arranged by Michael Maricondi – tickets at ticketstripe.com/stardust

Saturday, December 13, 7pm – MURDER UNDER THE MISTLETOE: A Comedic Murder Mystery & Holiday Office Party

Lloyd's Lavish Lava Lamp Liquidators has planned their yearly office holiday party...at the same place and time as yours! This digestible and highly comedic murder mystery takes place in and around your own office holiday party and cokes packed with activities including holiday-themed trivia, pictures with Santa, poisoned eggnog, and, of course, a choose-your-own-murderer whodunit! Come "crash the party" with us at Kingsboro Golf Course for the public premier of this unique event.

NOW'S THE TIME TO Sell!

JOHNSTOWN
518.762.9885^(o)
363 NORTH COMERIE AVE. | JOHNSTOWN, NY 12095

GREAT SACANDAGA LAKE
518.863.2653^(o)
66 NORTHLAKE ROAD | NORTHLAKE, NY 12134

WWW.COLDWELLBANKERPRIME.COM

Sarah Jane Sanford Home for Women
Home for Elderly Women of Montgomery County, Inc.

Worry-Free Living in a Beautiful Setting!

Schedule a tour of our available private standard and private suite rooms today!

P:518-842-4350 www.sarahjanesanfordhomeforwomen.com

GATEWAY SOLUTIONS: Building Community, One Project at a Time

What began as a chance showing of a commercial building on Market Street in Johnstown has helped grow into one of the region's most dynamic, full-service



real estate, property management, and construction enterprises—Gateway Solutions Corp. Joe Riglioni and Kyle Price founded Gateway Property Solutions and Gateway Construction Services in 2020. Founded on ambition,

relationships, and community spirit, today Gateway Solutions brings together all three of their key divisions, now including Gateway Realty Solutions, under the leadership of David “DJ” Ioele, Jr. along with original founders Joe and Kyle.

DJ's journey into real estate began humbly. As a struggling realtor working with Jaime Sittner in Ballston Spa with Oxford Property Group, DJ was searching for his big break when Jaime asked DJ to show the Market Street property to some of her clients. That meeting proved pivotal. These clients, Joe and Kyle, were impressed by DJ's preparedness, and Jamie then referred DJ to them to work on their investment properties. They invited DJ to join their property management team, and in March 2021 he became Property Manager for Gateway Property Solutions. The company grew quickly, and after two years DJ earned his broker's license, becoming a partner in Gateway Realty, while continuing to oversee the thriving property management arm. DJ is also a partner in Gateway Property Solutions, the principal broker for Gateway Realty Solutions, and an equitable partner.

The Gateway team has since expanded to meet demand. Last year, Alexa Angel (known as The Rental Boss) joined Gateway Property Solutions, and since then, the firm has added nearly 60 new units to its management portfolio – they now manage close to 300 units. On the construction side, Gateway Construction, led by Project Manager Jake Eipp and Tyler Wagner, handles small commercial and residential projects—many tied directly to Gateway's managed properties. Following a merger with the former StormX Construction of Amsterdam, Cesar Nunez now oversees the exterior projects—roofing, siding, and more—bringing craftsmanship and reliability to every job.

When DJ stepped into his new role as broker for Gateway Realty Solutions, he faced early challenges: earning respect in a competitive field, securing office space, and building a team. One of the newer real estate professionals to join the Gateway Realty team is his mother, Colleen Ioele-DeCristofaro, a respected name in the regional real estate industry. With her experience and DJ's energy, the agency began attracting both seasoned professionals and new agents

looking for a supportive environment. Together, they've grown Gateway's presence across Fulton and Montgomery Counties.

Gateway Realty's original office is located at 228 Locust Avenue in Amsterdam and Gateway has now made inroads into Fulton County. Last month, Gateway celebrated the grand opening of its new Mayfield office at 2424 State Highway 30 (see photos on cover of this issue). The expansion came through a partnership with Bonnie VanPatten, who owns the building and now serves as a real estate agent for Gateway. The location provides excellent visibility and proximity to Gateway's listings around Great Sacandaga Lake, positioning the firm as a go-to agency for lakeside and rural properties.

Perhaps the most exciting development is Gateway's recent purchase of the former Community Health Center building at the corner of Main and Perry Streets in Johnstown (2-8 W. Main Street). The 16,000-square-foot building will now serve as Gateway's Fulton County hub, housing realty offices on the main floor while offering 14,000 square feet of professional office space for lease. With 40 offices, conference rooms, kitchens on both floors, and full accessibility, the building will provide flexible, customizable spaces for local businesses—thanks to the in-house expertise of Gateway Construction.

For DJ, the project is personal. A Johnstown native and Russell Sage College graduate, he sees the revitalization of this cornerstone property as a way to give back to his hometown. “Community is at the heart of everything we do,” he says. “Gateway Solutions isn't just about real estate—it's about building opportunities and helping our region grow.”

Gateway Solutions Corp. truly lives up to its name—offering a gateway to success, community, and connection across the Mohawk Valley and beyond. Find out more at <https://gatewaysolutionscorp.com/>

For more information about leasing space in their new building in Johnstown, please contact DJ at (518) 848-5774 or via email at dj.ioele@gatewaysolutionscorp.com.



From left, DJ Ioele, Alexa Angel, Bonnie Van Patten, Colleen Ioele-DeCristofaro

FULTON MONTGOMERY CHAMBER'S CHAMBER CHECKS PROGRAM

BENEFITS BOTH YOUR BUSINESS AND OUR REGION!

- Chamber Checks are gift checks that can be redeemed at Chamber member businesses who are located throughout the region.
- There are currently 55 Chamber members on the list, but we are looking to expand it for this holiday season and into 2026. Check out the current list at <https://www.fultonmontgomeryny.org/chamber-checks/>
- It's so easy to redeem Chamber Checks—with three easy steps—ACCEPT, ENDORSE, DEPOSIT! Accept the Chamber Checks, endorse them with your business stamp/signature, and deposit in your bank account—simple for you, simple for the person redeeming the Chamber Check!
- To join the list and be able to redeem the Chamber Checks at your business, the cost is only \$25 annually. Only Chamber members can get on the list and redeem Chamber Checks. There is a complete list of businesses with their information that is distributed with each Chamber Check and there are thousands of lists that will be distributed during the holidays and all year round. Great way to get your business name and information out there! **DEADLINE TO BE ADDED TO CHAMBER CHECK LIST OR TO BECOME CURRENT TO STAY ON THE LIST IS FRIDAY, NOVEMBER 14!** For details of questions please email fultonmontgomeryny@gmail.com or call (518) 725-0641.
- For businesses that want to purchase multiple checks/place group orders, we can prepare and process your order to be picked up at the Chamber. For this service, you are encouraged to call, email or fax a Chamber Check order form (available at <https://www.fultonmontgomeryny.org/chamber-checks/> to us at info@fultonmontgomeryny.org, fax to (518) 725-0643 or call in an order. Large corporate orders can be delivered; all delivered orders must be prepaid.
- Chamber Checks, available in any denomination, are available at: **Chamber Office, 2 North Main Street, Gloversville.** Business hours are Monday-Friday, 8:30am to 4:00pm. The Chamber will be open regular hours until Tuesday, December 23. Watch our [Facebook page](#) and email blasts for confirmed holiday hours.
- Chamber Checks that are purchased at the Chamber office can be paid for with cash, check, VISA, MasterCard, Discover or American Express.
- Chamber Checks, available in denominations of \$10, \$25, \$50 can also be purchased at **Ruby & Quiri, 307 North Comrie Avenue, Johnstown** (www.randq.com)
- Questions or comments can be directed to the Chamber at (518) 725-0641 or fultonmontgomeryny@gmail.com.



**Keep Shopping Dollars
Local this Holiday Season—
Participate in our Chamber
Checks Program!**

REDUCE YOUR ENERGY BILL WITH COMMUNITY SOLAR

Subscribing to a community solar program allows business to support clean, local, renewable energy and **save up to 10%** on their electricity bills.



HOW DOES IT WORK



For no upfront cost, community solar customers can save up to 10% on their electric bill.



Qualified businesses are eligible to purchase credits from a solar farm developer.



Then, your business will receive a discount on a portion of your electricity costs for those credits each month. This discount is derived from government and tax incentives to support renewable energy.



These agreements can often be cancelled at any time without penalty, effectively making it a zero-risk decision to enroll.



The discount is guaranteed for the life of the enrollment, which typically ranges from 3-20 years.



To get started, provide your EnergyNext representative one recent invoice.

EMPIRE STATE DEVELOPMENT HELPS NEW YORK BUSINESSES WITH A [TARIFF RESOURCE GUIDE](#)

International trade helps support the growth of New York State companies of all sizes, whether they're exporting or importing goods and services to expand their business and customer base. Understanding tariffs is important for companies looking to lower potential risk to their operations and supply chains.

Empire State Development has compiled resources to inform New York State companies about tariffs and tools that may help reduce possible impacts.

What is a tariff?

A tariff is a tax or duty imposed by a government on goods or services imported from another country. Tariffs are primarily paid by domestic importers in the United States. When goods from a foreign country enter the U.S., the importer is legally responsible for paying the tariff to U.S. Customs and Border Protection (CBP) at the port of entry. In the United States, tariffs are collected by U.S. Customs and Border Protection (CBP) agents at 328 ports of entry across the country.

For a general overview of U.S. trade policy, the U.S. Congressional Research Service has shared this [summary](#).

How do I know if my import is subject to tariffs?

[U.S. Customs and Border Protection \(CBP\)](#) uses the Harmonized Tariff Schedule (HTS) to classify imported goods and determine applicable duty rates. Find information about your product's HTS code [here](#).

Free Trade Agreements

A free trade agreement (FTA) is an agreement between two or more countries where the countries agree on certain obligations that affect trade in goods and services, and protections for investors and intellectual property rights. As of June 2025, the U.S. has [14 FTAs](#) with 20 countries.

Find more information about free trade agreements with the U.S. [here](#).

Resources for Updates on Tariffs

[Office of the United States Trade Representative](#)
[U.S. Customs and Border Protection](#)
[Global Business Alliance Tariff Tracker](#)
[United States Department of Agriculture Tariff Tracker](#)

Tools to Potentially Mitigate Potential Tariff Impacts

- *Consult a Permitted Customs Broker*

Customs brokers assist importers to ensure they meet federal requirements governing imports into the United States. They manage transactions concerning the entry and admissibility of goods through customs, including product classification, valuation for duties, and the payment or recovery of fees like taxes, refunds, rebates, and duty drawbacks. [View Permitted Customs Brokers Listing](#)

- *Consider Utilizing Foreign Trade Zones (if eligible) and Bonded Warehouses*

A Foreign Trade Zones (FTZ) is a designated location where companies can use special customs procedures to delay or reduce import duties on goods. [Learn more](#) | [List of FTZs in New York State](#)
A Customs Bonded Warehouse is a secure storage facility where imported goods can be stored without immediately paying import duties or taxes. These goods can be stored for up to five years in the United States without incurring duty fees. [Learn more](#)

- *Determine Your Customs Duty Drawback Qualification*

[Customs Duty Drawback](#) is a program run by U.S. Customs and Border Protection (CBP) where companies can be granted refunds of duties and taxes for imported goods that are later exported as unused or manufactured in the US into a finished product and exported.

- *Review Rules of Origin (ROOs)*

[Rules of Origin](#) are used to determine if products are eligible for duty-free or reduced duties under the Free Trade Agreement (FTA) rules even though they may contain non-originating (non-FTA) components.

Companies should review the rules of origin to determine if your product qualifies for a lower tariff rate through another country.

Export Assistance for New York Companies

Empire State Development's Global NY division helps small-to-medium sized companies (generally defined as 500 employees or less) export their goods and services to foreign markets. The Global NY representative for our region (the Mohawk Valley Region) is Kathryn Bamberger who can be contacted at (518) 270-1133 or via email at Kathryn.Bamberger@esd.ny.gov. She is also the representative for the Capital Region and the North Country Region.

Information from Empire State Development's website. Get ESD's tariff resource guide from their website [here](#).

SO MUCH going on in our region! For event details, please reference the event calendars on 44lakes.com or visitmontgomerycountyny.com

NOVEMBER EVENTS

November 6, 4:30pm-6:30pm

Ham and Fritter Dinner

St. John's Lutheran Church, 774 State Highway 163, Ft. Plain

November 8, 10am to 4pm

Holiday Arts & Crafts Fair

Arkell Museum & Canajoharie Library, 2 Erie Blvd., Canajoharie

November 9, 8am – 12pm

Pancake Breakfast & Basket Raffle

H.C. Smith Benefit Club, 538 Crum Creek Rd., St. Johnsville

Sunday, November 9, 12pm – 5pm

Cousins Maine Lobster Truck at Second Act Spirits

37 Prospect St., Amsterdam

November 17, 10am-12pm

Take a Hike with Schoharie Crossing – National Take A Hike Day Event

Schoharie Crossing State Historic Site, 129 Schoharie St., Ft. Hunter

November 19, 4pm

Fall Leaf Prints for Kids and Teens

Canajoharie Library, 2 Erie Blvd., Canajoharie

November 27, 11am-3pm

Thanksgiving Dinner Buffet at Greenview Restaurant

152 Golf Club Road, Canajoharie

Friday, November 28, 4pm-6pm

Amsterdam's Tree Lighting Festival @ Mohawk Valley Gateway Overlook, Amsterdam

As the season transitions, and we are all getting ready for the holidays and winter months, we have some interesting ideas to keep you busy here in Fulton County. Art and music are a great way to spend quality time. Fulton County hosts a variety of art galleries, offers art classes, event some cooking classes, and places like the Glove Theatre, Dorn Space and organizations like SVAN keep the arts alive year-round.

Quaint villages, historic cities, grand history are all just a click away. Visit www.44lakes.com for ideas and suggestions on what you can do here in Fulton County. Aspects of the Fulton County 5 Hiking Challenge are accessible, weather permitting, and there is always the 44 Lakes Craft Beverage Trail with our locally sourced breweries offering specials and entertainment.

Just after Thanksgiving, as the holidays approach, remember to shop Small Business Saturday on Nov. 29 and support our locally owned businesses. Cities like Gloversville and Johnstown or villages like Northville and Broadalbin where you can stroll, shop, visit eateries - all at your own pace.

Fulton County events are updated daily and available at www.44lakes.com, and click on the calendar to find your next adventure.

Cheers from Fulton County!

OUTDOOR MOTOR SPORTS HOSTS EXCITING VINTAGE SLED SHOW & FOOD DRIVE EVENT!

Outdoor Motor Sports and Trailer Sales, 3953 NY-30, Amsterdam, is thrilled to announce its upcoming Vintage Sled Show and Community Food Drive, a fun-filled day for snowmobile enthusiasts, families, and the community alike! The event is being held on **Saturday, November 8 from 9am-2pm**. The Vintage Sled Show will feature multiple award categories including:

- Best in Show – 1st Place
- Pre-1973 – 1st, 2nd, and 3rd Place
- 1974-1985 – 1st, 2nd, and 3rd Place
- 1986-2001 – 1st, 2nd, and 3rd Place

Participation is completely free, and prizes will be awarded in each category. A large indoor garage ensures the event will go on rain or shine. In addition, the event hosts a Food Drive—bring a canned food item and receive 15% off all parts and accessories or \$100 off a major sales unit. All donations go to support local families in need.

Visitors can also enjoy:

- Exciting raffles
- Delicious food trucks, brewery, and distillery
- A variety of vendors and clubs
- Appearances by special guests and manufacturer representatives
- Exclusive promotional deals and much more

Outdoor Motor Sports invites snowmobile enthusiasts and the community to come together for a day of fun, prizes, and giving back. Stay up to date with all event details by visiting <https://outdoor-motor-sports.com/events/>



ATTENTION BUSINESSES IN THE CITY OF GLOVERSVILLE

The [Gloversville Economic Development Corporation](#) has loans available for businesses located in the City at comfortable and competitive rates for a variety of needs and purposes! Interested businesses should call the Chamber or email marybeth@fultonmontgomeryny.org

BARNEY BELLINGER: ART & DESIGN

OPENS AT THE PERRELLA GALLERY

A new retrospective exhibition, “**Art & Design: The Art and Process of Barney Bellinger**,” opened October 1 at the Perrella Gallery, exploring the extraordinary five-decade evolution of a self-taught artist whose work has spanned custom vehicles, gold leaf signage, and sculptural rustic furniture design.



This expansive show explores not only the breadth of Barney’s work but also the evolution of his process—from mechanical precision to organic intuition. Visitors will be taken on a visual and tactile journey through time, as Barney’s creations shift from custom motorcycles to the natural lines of nature-inspired furniture and forest-foraged materials.

What makes Barney’s work so compelling is not only the finished product but the process behind it. With no formal training, he has built his skills empirically—through careful observation, trial and error, and a deep reverence for craftsmanship. His tools include everything from inherited carving knowledge to a photographer’s eye for composition, all of which inform his paintings, furniture, and installations.

“**Art & Design**” is more than an art show—it’s a story of resilience, process, and creative rebirth. Featuring a diverse collection of work including early custom paint pieces, original hand-carved signage, rustic furniture, oil paintings, photographs, sculpture, and studio ephemera, the exhibition offers an immersive look into the life and mind of an artist who never stopped evolving.

Exhibition Details

Title: Art & Design: The Art and Process of Barney Bellinger

Dates: October 1, 2025 – January 6, 2026

Location: Perrella Gallery, FMCC, 2805 State Highway 67, Johnstown

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Contact

(518) 725-0641

or membership@fultonmontgomeryny.org



YOU'RE INVITED TO A BROWNFIELD PROGRAM UPDATE

Reclaiming Our Future: A Brownfield Program Update is being held on Thursday, November 6 from 6pm to 7:30pm at The Glove Theatre, 42 N. Main Street in Gloversville. The City of Gloversville and the Fulton County Center for Regional Growth are holding this joint public meeting to share information on their respective EPA Brownfield Programs.

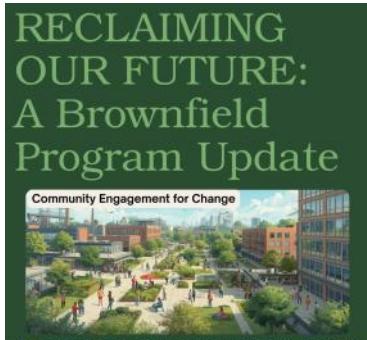
The purpose of the meeting is to:

1. Update the community on the progress of identifying, assessing, and cleaning up (remediating) Brownfield sites across Gloversville and Fulton County.

2. Explain the future goals of the program.

All residents, business owners, and elected officials are invited. The City and CRG will answer questions and are seeking public input to help guide the program and understand the community's vision for these revitalized sites.

For information about this event, contact: Ron Peters at (518) 725-7700, ext. 2 or via email at RonP@fccrg.org.



T-MOBILE JOHNSTOWN OFFERS 55+ TECH CLASSES IN NOVEMBER AND DECEMBER

T-Mobile, 213 N. Comrie Avenue, Johnstown, is offering a 55+ Tech Class at its showroom on November 4 and December 2, both from 9am-10am. No T-Mobile Service is required, people with any kind of questions or need help on any type of technology (laptops, tablets, cell phones, etc.) are invited to join. Call the store with any questions at (838) 383-4181. Sessions are free of admission.

UPSTATE ICE PLEX UNVEils REGIONAL COMMUNITY CENTER CAMPAIGN

The Upstate Ice Plex (UIP) project strives to create a central hub for sports, wellness and community engagement in the Mohawk Valley Region., centrally located to serve all the residents, families and youth in the area.

The UIP is more than just an ice rink - it's a sustainable development designed to enhance both the local area and the broader region. With your support, we are building a space where all are welcome, fostering opportunities for athletes, families, and businesses alike. Your contribution will directly assist with essential operational needs, land purchases, and critical engineering projects that pave the way for this transformative development along with matching grants.

Located at the heart of Upstate New York, UIP is strategically positioned to serve communities across the state, offering state-of-the-art facilities including emergency management systems, daycare services, retail and commercial spaces, sporting venues, public transportation access, and sustainable energy solutions. The complex will also feature recreational spaces, and accommodations for tourists and athletes, creating a thriving environment for all.

The group is actively raising \$250,000 by March 31 to unlock a \$2.5 million matching grant and advance the Upstate Ice Plex into its preconstruction phase. This initial investment will lay the foundation for a transformative regional community center. Additional grant applications - already submitted and underway - have the potential to fund up to 50% of the facility through 2025 awards. Their goal is to raise \$5.25 million to potentially unlock \$22.5 million of anticipated matching requirements for the upcoming grant cycle. Every dollar counts, and additional contributions will ensure they are prepared to leverage future funding opportunities and meet evolving project needs.

The Upstate Ice Plex has earned a strong reputation, supported by competitive grants and growing regional recognition as our team brings the vision to life. With your support, they can secure vital land acquisitions, activate matching grant opportunities, refine our development strategies, and ensure the long-term success of the Ice Plex for the entire region. Together, a dynamic space can be created that strengthens community ties, fosters connectivity, and leaves a lasting legacy for generations to come.

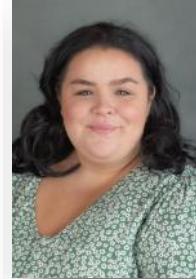
Donations can be made through the UIP website (upstateiceplex.org) under DONATION, or by mailing a check to Upstate Ice Plex, Inc., 18 East Fulton Street, Gloversville, NY 12078. A check is most appreciated due to fees charged with online transactions. UIP sincerely appreciates any amount you can give. Upstate Ice Plex, Inc. is a 501(c)(3). Contributions are tax-deductible to the extent allowed by law.

Questions can be directed to Timothy Rizzo, President/CEO at 518-265-3561. Learn more about the project on the UIP website [here](#).

**Nicole Walrath
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Director of Work-
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Natalie May,
Business & Education
Partnership Coord.
nataliem@fultonmontgomeryny.org



HFM BOCES Leaders Honored with Prestigious ACTEA Awards

HFM BOCES administrators Michael DiMezza (top photo) and Jay DeTraglia (bottom photo) were recently recognized by the Association of Career and Technical Education Administrators (ACTEA) for their outstanding leadership and contributions to Career and Technical Education.

DiMezza received the NYS ACTEA CTE Administrator of the Year Award, while DeTraglia was honored with the Sidney Platt Medal of Honor, the organization's highest distinction. Read the full story, written by the HFM BOCES Communications Team, at: <https://www.hfmboces.org/hfm-boces-detraglia-and-dimezza-honored-with-prestigious-actea-leadership-awards/>



Regional Leaders to Convene for 2025 Workforce Summit at HFM BOCES

District educators, business leaders, and workforce development professionals will come together for the Workforce Summit on Friday, December 5, 2025, from 9:00 to 11:00 a.m. at the HFM BOCES Conference Center (East Entrance, 2755 State Highway 67, Johnstown).

This event represents a collaboration that spans more than a decade between HFM BOCES and the Fulton Montgomery Regional Chamber of Commerce. The partnership continues to bring together superintendents, industry leaders, economic and workforce development professionals, and local government representatives to help shape the future of the regional workforce.

The summit will focus on advancing quality education, strengthening employer partnerships, promoting early career awareness, and expanding work-based learning opportunities, with a shared investment in more than 14,000 future young professionals.

To RSVP, visit <https://business.fultonmontgomeryny.org/events/details/workforce-summit-at-hfm-boces-46243>. For more information, please contact Nicole Walrath-VanAlstyne at nicolew@fultonmontgomeryny.org.

HFM PTECH FBLA and the Fulton Montgomery Regional Chamber Announce 2nd Annual Merry Market



The holiday spirit is returning to HFM PTECH as the HFM PTECH FBLA partners with the Fulton Montgomery Regional Chamber of Commerce to host the 2nd Annual Merry Market on Tuesday, December 9, from 5:30 to 9:00 p.m. at HFM PTECH (502 Glebe Street, Johnstown).

Local crafters, artisans, and vendors are invited to showcase their products, connect with holiday shoppers, and celebrate the season with the community. The event offers a festive atmosphere filled with unique gifts, handmade items, and holiday cheer that highlights local talent and creativity.

Vendor spaces are limited, and early registration is encouraged. Booths are \$40 each, and registration is available online at <https://tinyurl.com/2pe6ubz4>. For questions or additional information, please contact Natalie MayWeathers at nataliem@fultonmontgomeryny.org.

HFM BOCES District Superintendent Honored by Family Counseling Center

Dr. David Ziskin was recently recognized by the Family Counseling Center for his leadership and dedication to the community. The honor highlights his ongoing commitment to student welfare, mental health awareness, and collaborative support services.

Read the full story, written by the HFM BOCES Communications Team, at: <https://www.hfmboces.org/hfm-boces-superintendent-ziskin-honored-by-family-counseling-center/>



GET INVOLVED WITH YOUR CHAMBER

All events offer **FREE** admission for Chamber members and their employees.

Unless otherwise indicated (highlighted), please RSVP to (518) 725-0641 or
[email fultonmontgomeryny@gmail.com](mailto:fultonmontgomeryny@gmail.com).

Wednesday, November 5, 9:30am-10am

RIBBON CUTTING AT NEW OFFICE FOR ON THE MARK ACCOUNTING

1728 State Highway 29, Suite 1, Gloversville
Join us we celebrate On the Mark Accounting's new location and its acquisition of R&A Waite Inc.!

All are welcome to attend! RSVP at fultonmontgomeryny@gmail.com.

Thursday, December 4, 5:30pm-7pm

HOLIDAY BUSINESS AFTER HOURS AT

NBT BANK OF CANAJOHARIE

20 Mohawk Street, Canajoharie

Save the date for our Holiday Business After Hours! Join us Thursday, December 4 from 5:30-7:00 PM at NBT Bank of Canajoharie as we celebrate the season with fellow members and holiday refreshments.

Please bring a non-perishable food or toiletry item to support the Montgomery County Office for Aging food bank. RSVP by November 21 to fultonmontgomeryny@gmail.com

Friday, December 5, 9am to 11am

WORKFORCE SUMMIT AT HFM BOCES

2755 State Highway 67, Johnstown | East Entrance

Join us for the Workforce Summit at HFM BOCES. This collaborative event brings together superintendents, industry leaders, economic & workforce development professionals, and local government to shape the future of the workforce in our region. The focus includes quality education, employer partnerships, early career awareness, and work-based learning, with a collective investment in more than 14,000 future young professionals. For more information contact Nicole or Natalie—see page 15 for contact details.

Tuesday, December 9, 5:30pm-9pm

MERRY MARKET AT HFM PTECH

502 Glebe Street, Johnstown

Visit this festive holiday market and find unique gifts for family and friends! Admission for shoppers is free!

Also looking for vendors—crafters and businesses! Spaces are limited—only \$40 a booth!

Contact Natalie MayWeathers for information or to sign up to participate in the event—nataliem@fultonmontgomeryny.org.



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CHAMBER CHECKS AS GIFTS FOR
FAMILY, FRIENDS, EMPLOYEES,
CO-WORKERS, OR CLIENTS!**

See page 9 for details!