

THE GREATER MANLIUS CHAMBER OF COMMERCE



CHAMBER HAPPENINGS

Fayetteville ♦ Manlius ♦ Minoa

Inspired by the Past . . . Building for the Future

Volume 21, Issue 1

January 2012

All Chamber events are open to the community

What's Inside:

| | | |
|---|-------|----|
| ♦ President's Message | Page | 2 |
| ♦ Business of the Month | Page | 2 |
| ♦ Upcoming Chamber Events / New Members | Page | 3 |
| ♦ Learning Center | Page | 4 |
| ♦ SSA Insurance Info Session | Page | 5 |
| ♦ Currier and Ives | Page | 10 |
| ♦ Community Calendar/Member Events | Pages | 11 |

425 E. Genesee Street ♦ Fayetteville, NY 13066 ♦ Phone: 315-637-4760 ♦ Fax: 315-637-4762

The 2012 Annual Meeting, Election of Officers and Board of Directors will be held on Thursday, January 5, 2012 at 5:30 pm

Christ Church Community Room
407 East Seneca Street
Manlius, NY 13104

The 2012 Slate of Officers as announced by Jeannine Masucci and the Nominating Committee are:

| | | | |
|--------------------------------------|------------------|--------------------------------------|------------------|
| President | Tim Buckles | President Elect | Kim Kutzer |
| 1st Vice President | Heather Graham | 2nd Vice President | Janelle Wilbur |
| Treasurer | Heidi Lowenstein | Secretary | Jeannine Masucci |

2012 Board of Directors

(2 positions to be filled)

Donna Goyette
Greg Wilt

2013 Board of Directors

no changes

2014 Board of Directors

Tim Hall
Kris Schutrum
Beth Freeman
John Goodman
Cheryl Schotz

There will also be a mini trade show, raffle, and light dinner served.

SPRING DINNER & AUCTION



First Planning Meeting
Thursday, January 5th
8:00 am - out by 9:00 am
Realty USA / Manlius Office
102 West Seneca Street, Manlius
Call Cheryl Schotz with questions



PRESIDENT'S NOTES . . .

Dear Members:

The New Year is upon us and I hope that each of you had a joyous and prosperous holiday season! As you read this, I will be winding down my year as your Chamber President. My last official function will be the Annual Meeting at Christ's Church in Manlius on January 5th. A mini-tradeshaw, pizza and salad will be available to all members wishing to attend. We will be holding the election of officers and directors at this meeting also.

To those 130 people that attended the Holiday Party....you will agree that we had a great time! To those that missed it....mark your calendars NOW for 2012!! Special Thanks to the Audi family for hosting at their Stickley Showroom; to the Bonefish Grill for catering along with TOPS for food trays; to our EVENT SPONSORS: EMPOWER Federal Credit Union; Freeman Interiors, Nice-N-Easy Grocery Shoppes and Skeele Insurance Agency; and lastly to Judy and her "elves" for putting everything together.

We will be publishing a calendar of many of our events for 2012 as we have already lined up the dates and venues. 2012 promises another year of exciting member events and networking opportunities to grow your businesses. We ask our members to refer other business owners who are not currently in the Chamber to the Chamber Office. We will contact them and go over the benefits of keeping informed and numerous opportunities to promote their businesses throughout the business community.

We have accomplished a lot this year and our future is beaming brightly. I want to congratulate Tim Buckles of The Wine House as he takes over as the President for 2012 and to all the others that have been elected to officer positions and as directors. The Chamber is truly blessed to have such a wide array of talents leading us. I wish to close by thanking my fellow board members for all their support and volunteer efforts in 2011. Many hands make light work....we had great hands and we had a great year. Thank you for the privilege of serving as your President.

Michael J. Skeele, CIC, CPIA (Skeele Insurance)
Chamber President

MEMBER OF THE MONTH



Oz-Stravaganza!

All Things Oz
211 Genesee St
Chittenango, NY 13037
(315) 333-BAUM (2286)
www.oz-stravaganza.com

The Oz-Stravaganza! committee in Chittenango, NY is busy preparing for the 2012 festival. The theme this coming year will be "The Witches of Oz" The committee coordinates the festival which is entering it's 34th year. In addition to selecting programming and guests for the three day event, the committee also runs the "All Things Oz" exhibit in Chittenango.

The great thing about the Chittenango and Fayetteville areas for OZ is that they are full of history from when "Wonderful Wizard of Oz" Author, L. Frank Baum, lived here. Baum was born in Chittenango, and married Maud Gage at the Gage home in Fayetteville.

The committee's focus on historical tourism at "All Things OZ", and the annual festival help bring thousands of people into the area which is great for the local economy. The festival draws over 15,000 people the first weekend of June each year, and hundreds more people visit the exhibit throughout the year. Sponsorships are now available for the 2012 Festival allowing for local chamber members to benefit more directly from the events and to be involved in the History of our area.



WHAT'S COMING UP

CHAMBER EVENTS

Thursday, January 5, 2012

8:00 am

Spring Auction/Dinner Meeting

First Planning Meeting

Realty USA / Manlius Office

102 West Seneca Street

Thursday, January 5, 2012

5:30 pm

**Annual Meeting and
2012 Election of Board of Directors**

Christ Church Community Room

Tuesday, January 17, 2012

5:30 pm

SSA Insurance

Manlius Senior Center

1 Arkie Albanese Drive, Manlius

Learn about insurance available through
the Greater Manlius Chamber of Commerce

Presented by The Sovik Group

Light refreshments will be served.

RSVP to Chamber Office.

Sunday, January 22, 2012

4:00 - 7:00 pm

Snow Tubing at Four Seasons

8012 E. Genesee St., Fayetteville

Private party for the Greater Manlius Chamber

Tubing , Pizza and Soda all inclusive \$14.00 per person
regardless of age. (minimum age to tube is 3 ½ years old)

All members, your employees, families and friends
are invited to attend this annual event.

RSVP to Chamber by Thursday, January 19, 2012

Any member in good standing that is interested in volunteering
for 2012 events please contact the Manlius Chamber office.

WELCOME NEW MEMBERS

John Arquette Properties

104 Salt Springs Road
Fayetteville, NY 13066

John Arquette, Broker/Owner
Phone: 315-446-4100

Email: john@johnarquette.com
Website: www.johnarquette.com

Heartland Payment Systems

8248 Iliad Drive
Manlius, NY 13104

John Blocker, Sales Representative
Phone: 315-263-3659

Fax: 888-704-3149

Email: jblockel@twcny.rr.com

Website: www.heartlandpaymentsystems.com

In-Stitches

206 East Seneca Street
Manlius, NY 13104

Phone: 315-692-4090

Lune Chocolat

315 Fayette Street, Suite #5
Manlius, NY 13104

Emily & Michael Woloszyn, Owners
Phone: 315-692-4173

Email: lunechocolat@hotmail.com
Website: www.lunechocolat.com

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Attorney At Law

(315) 637-5151 519 E. Genesee St.
Fax: (315) 637-3436 Fayetteville, NY 13066

fjosef@joseflaw.com



LEARNING CENTER

Don't Delay Dealing With Delinquent Accounts

Provided by SCORE - Counselor to America's Small Business

As a small business owner, you do your best to meet your obligations to your customers. So it's only natural to expect them to pay their bills on time, right?

Unfortunately, the answer is not always. Most customers are conscientious about making

timely payments, but others may require some extra effort. Though frustrating and time-consuming, collecting from delinquent accounts is not something you should put off or simply hope will work itself out. Every dollar of revenue counts toward keeping your small business afloat.

Obviously, prevention is the best way to avoid having to deal with collections in the first place. Establish a standard payment policy and make your customers aware of it before starting work. Your invoices should also clearly state when the total amount is due and the fee for late payments.

And once those deadlines pass, you need to take action.

Get the facts. Don't assume the customer is entirely wrong. Contact them by phone or mail and ask politely for an explanation. It may well be that the invoice has been lost or is awaiting approval. A customer with cash flow problems may also request extra time. How you proceed depends on the situation and your experience with that account. You may feel confident enough to allow extra time or arrange installment payments. Make sure the customer clearly understands

any compromise. Be flexible, but firm; and don't hesitate to follow up.

Take stronger action. If your initial collection attempts fail, it may be time to turn to an attorney or collections firm. Terms for these services vary from a flat fee and/or percentage of the invoice amount to a retainer. The Commercial Collection Agency Association at www.ccaacollect.com and Collection Agency Research at www.collectionagencyresearch.com offer guidance on fees and guidance for choosing a collections agent for your needs.

Or let it go. You may decide the amount of the overdue account does not justify the cost and effort to collect. If so, write it off as a bad debt and move on.

Don't make the same mistake twice. Should customers with poor payment histories approach you about working for them or restoring credit, don't immediately refuse unless you are absolutely certain they remain bad risks. Ask them to explain how their situation has changed and decide whether it makes sense to restore the relationship. As a precaution, insist on stricter terms such as advance payment or cash-only.

For more assistance with collections and credit policies, contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 1-800/634-0245 for the SCORE chapter nearest you, or find a counselor online at www.score.org.



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SSA INSURANCE INFORMATION SESSION

Tuesday, January 17, 2012

5:30 pm

Manlius Senior Center

1 Arkie Albanese Drive, Manlius

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the Greater Manlius Chamber of Commerce



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The Manlius Library is dedicated to providing friendly, knowledgeable and professional service; welcoming facilities; and free and equal access to cultural, intellectual and informational resources for members of all ages. Conveniently located in the community center, Manlius Library invites you to come and explore our diverse programs and services.

Programs And Services

- 12 weekly Story Times
- Reading Clubs
- Online Databases
- Bookmark Cafe
- Notary Service
- Outreach
- Community Meeting Rooms
- Wireless Internet Access
- Free Downloadable Music
- Public Access Computers
- Art Rental & Sales Galleries
- Quiet Reading Room
- Interlibrary Loan
- Computer Training
- Ongoing Book Sale
- Programs for all ages
- Literacy Training
- Free Downloadable Books

One Arkie Albanese Avenue
Manlius, New York 13104
www.manliuslibrary.org
315-682-6400
manliuslibrary@yahoo.com



Sunday, January 22, 2012

4:00 - 7:00 pm

Snow Tubing at Four Seasons

8012 E. Genesee St., Fayetteville

Private party for the Greater Manlius Chamber

Tubing, Pizza and Soda
all inclusive \$14.00 per person
regardless of age.

(minimum age to tube is 3 ½ years old)

All members, your employees,
families and friends are invited
to attend this annual event.

RSVP to the
Chamber by
Thursday,
January 19, 2012



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They did what? \$2.5 Million MEMBER GIVEBACK



Yes, another \$2.5 Million Giveback!

Empower Federal Credit Union's Board of Directors declared a \$2.5 million bonus dividend and interest rebate!

All Empower members in good standing will receive a portion of this huge \$2.5 million-dollar giveback!

The amount will be automatically credited to members. Giveback represents a percentage of savings dividends earned* and a rebate on the loan interest paid* throughout 2011.

The more you saved and borrowed...
the more you may be able to receive!



+ The extraordinary dividend paid on IRA accounts is credited directly to those accounts
* Excludes student loans



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- New Construction Specialist
- First Time Home Buyer Specialists
- Past President of Greater Manlius Chamber of Commerce

Cheryl Schotz
Robyn Swiech
Maralee Martin
Office: 682-9500 Ext. 329
Fax: 682-5973
 cherylschotz@realtyusa.com
 cherylschotz.com



HAPPY NEW YEAR

MEMBERSHIP RENEWALS

It's not too late to get your Membership Renewal into the Chamber Office. Remember all the information included on your renewal form will be included in the 2012 Directory and on the Chamber website. If you have any questions please feel free to contact Gary at 637-4760 or email him at greatermanlius@windstream.net.



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to the Chamber Office



A Currier and Ives Tale

Tw'as the weekend after Thanksgiving and all through The Towne,
 Currier and Ives Celebrations were everywhere to be found.
 Character Actors and Santa Claus were all there,
 To see the people and spread some good cheer.

With musicians, and dancers, and menu specials galore
 Refreshments were had, provided by COR
 Musicians from FM High played carols aplenty
 While dancers from Guzmán's charmed the hearts of many

Towne Center was busy like never before
 The audience was left wanting much more
 Wagons were pulled by horses all along the lot,
 With carolers singing right there on the spot.

The day ended with a bang here and a bang there
 And the color of lights was seen everywhere
 Fireworks illuminated the sky over the mall
 Ensuring a great time was had by all

So thanks to the Credit Unions, Empower and SECNY,
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 The UPS Store, Four Seasons Golf and Ski
 And Baxter & Associates, our sponsors they be

But let's not forget the biggest sponsor of all
 Our dear friends at COR who answered the call
 And helped the Chamber with the events of the day
 To start the season off in a very good way



If you have an ad,
 member event, or business
 announcement that you
 would like listed in

CHAMBER HAPPENINGS

please email information to
greatermanlius@windstream.net
 All articles must be received
 by the 20th of the month.

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| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--|-----|--|---|--|-----|-----|
| 1 | 2 | 3 | 4 | 5 Spring Dinner Planning Meeting 8:00 am 2012 Annual Meeting, Election of Officers and Board of Directors | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 SSA Insurance Info Sessions at Manlius Sr. Center Manlius Library 6:00 pm Meet Amazon's Kindle | 18 | 19 | 20 | 21 |
| 22 Snow Tubing at Four Seasons | 23 | 24 Manlius Library 10:15 am Cheryl Pula Will present The Sink- ing of the USS Indianapolis Manlius Library 6:00 pm Meet Apple Ipad | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | <h1>Community Calendar</h1> <h2>January 2012</h2> | | | |

UPCOMING MEMBER EVENT

MANLIUS LIBRARY TO BE SITE OF TAX PREPARATION

The AARP, through the use of trained volunteers, will offer free tax preparation of federal and New York State tax returns at the Manlius Library. The tax assistance will be offered on Mondays and Wednesdays beginning February 1st through April 11th. Appointment times for tax preparation assistance are 10am, 11:30am and 1:30pm, and can be made by calling the Manlius Library at 682-6400.

For area residents needing tax forms, there are computer links to federal and NYS forms at www.manliuslibrary.org. In addition, many tax forms and reproducible books of state and federal forms are available at the Manlius Library reference desk.

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FAX: 315-637-4762

EMAIL:
GREATERMANLIUS@WINDSTREAM.NET
WEBSITE: MANLIUSCHAMBER.COM
GARY WHITAKER,
OFFICE ADMINISTRATOR

OFFICE HOURS

MONDAY - FRIDAY 9:00 AM - 1:00 PM

MISSION

Our goal is to serve the local community by promoting and encouraging business growth and developments within the Town of Manlius, while at the same time supporting those civic and cultural programs which enhance our lives.

We hope to increase public awareness of the many fine products and services and promote the advantages of living and shopping in Manlius.

Our members are an integral part of this community, and we share your desire to preserve and enhance the image and integrity of the Greater Manlius area. We invite businesses and individuals to join with us to accomplish these goals.

The deadline for the February newsletter is January 20th, 2012.

Please have your information submitted by that date in order to be included.

BOARD OF DIRECTORS

President
Mike Skeele
436-1458

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Tim Buckles
682-0784

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682-9500 x129

Jeannine Masucci
682-3124

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637-9092

Treasurer
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