

## New Employee Assistance Membership Benefit

ESI Employee Assistance Group, the leader in employee assistance programs, has partnered with *The Otsego County Chamber* to offer its stellar TotalCare EAP services to all chamber members.

In today's complex world, balancing work-life issues is more challenging than ever. In fact, one in five employees will face a significant personal problem that will cause disruption and loss of productivity this year. According to a recent study, distraction due to personal problems can cost organizations over three weeks of lost productivity and \$2,400 per employee, per year.

As a member of *The Otsego County Chamber* you can now receive the benefits of the ESI Employee Assistance Group at a cost of \$23.50 an employee per year. No other organization has ESI's experience and reputation in working with organizations to reduce the negative

impact of personal problems in the workplace as well as improving employee quality of life.

Below are some of the ESI TotalCare EAP benefits and services available:

- Telephonic Counseling
- Personal Counseling
- Professional Advisors
- Assessments
- Professional Researcher
- Tools
- Calculators
- Video Library
- Expert Articles
- Resource Centers
- Specialized Programs
- Training Programs
- Resource Directory
- Wellness Center
- Supervisor Resources

Your employees are your most important asset. Providing ESI's TotalCare EAP to your employees will help you reduce the cost of lost productivity due to personal problems and help improve the health, safety and quality of life for your employees and their families.

For more information contact Dan Branigan, Chamber Benefits Group, (607) 432-4500 ext. 204 or Phil Downs, ESI Employee Assistance Group, (800) 535-4841 ext. 610.



ESI Employee Assistance Group New Member Benefit Rollout Breakfast

## 2010 Chamber Special Events / Activities Calendar

Date	Event	Location
August 5	The Infamous Stringdusters Concert 7 pm	Oneonta Theatre, 47 Chestnut Street
August 12	24th Annual Golf Classic	Oneonta Country Club
September 15	Networking Luncheon 11:45 am	Brooks' House of Bar-B-Q, Oneonta
September 18	Business After Hours 4:30 - 6:30 pm	Foothills Performing Arts Center, Oneonta
September 25	3rd Annual Business Expo 10 am - 5 pm	Southside Mall, Oneonta
October 14	11th Small Business Banquet 5:45 pm	The Otesaga Resort Hotel, Cooperstown
December 3	7th Annual Small Business Holiday Party 6 pm	Holiday Inn, Oneonta

**The Otsego County Chamber** Phone: 1-877-5-OTSEGO tocc@otsegocountychamber.com  
 189 Main Street, Suite 201 or (607) 432-4500  
 Oneonta, NY 13820-2580 Fax: (607) 432-4506 www.otsegocountychamber.com

<b>In This Issue:</b>	<b>Promoting / Networking Your Business; Fall Chamber Programming</b>
<b>In the Next Issue:</b>	<b>11th Annual Banquet Award Winners, 2011 Programming</b>
<b>Address Correction:</b>	<b>Please call (607) 432-4500 or email pam@otsegocountychamber.com</b>

# The Otsego County Chamber

Strengthening Our Economy Shaping Our Future

Volume 13, Issue 3

189 Main Street, Suite 201 • Oneonta, NY 13820-2580

July 2010

### STAFF

**PRESIDENT & CEO:**  
ROB ROBINSON  
**DIRECTOR OF OPERATIONS:**  
SHELLY GIANGRANT  
**ADMINISTRATIVE ASSISTANT:**  
PAMELA FERGUSON

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**FIRST VICE-CHAIR:**  
ROXANA HURLBURT • ISD  
**SECOND VICE-CHAIR:**  
TANYA SHALOR • OPPORTUNITIES FOR OTSEGO  
**SECRETARY/TREASURER:**  
ROB ROBINSON • PRESIDENT & CEO  
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CYNDY YAGER • A.O. FOX MEMORIAL HOSPITAL

## Nominees Sought

The Otsego County Chamber is seeking nominations for the KeyBank, NA 11<sup>th</sup> Annual Small Business Award and the 5<sup>th</sup> Annual Breakthrough Award. The 11<sup>th</sup> Annual Small Business Banquet will be held on Thursday, October 14, 2010 at The Otesaga Resort Hotel in Cooperstown at 5:45 pm.

Please nominate your colleague and / or fellow small business and help recognize them for their outstanding work in Otsego County and their contribution to and involvement in our community.



James Jordan Associates, Architects, winner of the 10<sup>th</sup> Annual Small Business Award.

For more information, see the forms enclosed in this newsletter. All nomination forms must be faxed or mailed by 5 pm on Wednesday, September 1, 2010. Please remember to include a brief explanation of why the nominee deserves to be recognized. Not sure what to write? Tell us how their business has grown and how they are involved in the community.



Ioxus, Inc., winner of the 4<sup>th</sup> Annual Breakthrough Award and Senator Jim Seward.

## September Networking Luncheon and Member Recruitment Event

The Otsego County Chamber has organized another exciting Networking Luncheon. Join with over sixty other business people to enjoy a great lunch and to share ways your business can assist others in cost effective ways to do business locally.

Come see what the talk is all about! On September 15, 2010 the Networking Luncheon will be held at Brooks' House of Bar-B-Q on Route 7 in Oneonta. The major sponsor is CornerStone Telephone.

Table sponsors include: Information Systems Division (ISD) and Rural Three for Tobacco Free Communities. There are still table sponsorships available

For \$50, as a table sponsor, you'll have a one-minute commercial to talk about your company and a table for your business cards and brochures. Not sure what to say? Tell what

your company does, do you have any special events or anniversaries coming up, are you planning to expand or how about some history. Good old fashion face-to-face marketing! One lunch comes with a table sponsorship.

To attend this event, the cost is \$20 for employees of members of *The Otsego County Chamber* and \$30 for non-members. If you are unavailable to participate, you may still get your message out by donating a door prize to show your support for this event.

Seating is limited so make your reservation today. For more information or to make reservations contact Pam at (607) 432-4500 ext. 201 or pam@otsegocountychamber.com.

The Otsego County Chamber will also be recruiting new members.

A member in good standing can bring a non-

(Continued on page 2)

# The Otsego County Chamber

Strengthening Our Economy  Shaping Our Future

## Showcase Your Company — In Print, Online & On the Map! 2011-2012 Community Guide & Business Directory

The Otsego County Chamber is pleased to launch the new 2011-2012 Community Guide & Business Directory. In a tight economy, businesses can benefit from “going back to basics.” The guide is an excellent opportunity to promote our organization’s products and services.

### 3FOR 1 SPECIAL! Your ad is:

- Displayed for 18 months in the 2011-2012 Community Guide & Business Directory.
- Featured FREE for 18 months in the INTERACTIVE ONLINE VERSION, linked from the Chamber’s website. A click on your ad takes viewers to your website.
- Promoted on the Chamber's new Online Map (a \$249 value) with a FREE pinpoint, alphabetical and category listing, driving directions, and a link to your website!



More than ever, businesses realize the benefits of increasing their advertising to generate leads, build brand awareness, and stand out from competitors choosing to wait out the current economic slowdown.

Don’t miss this high-value, low-cost advertising opportunity - in print & online!

The Community Guide & Business Directory is one of the Chamber’s most requested items. Advertising is affordable. There are ad sizes to fit your marketing strategy and budget. Why not join other members who consistently participate.

For more information or to reserve your advertising space, contact Suzanne Johnson at the Chamber office (607) 432-4500 ext. 206, fax (607) 432-4506, direct (800) 790-3511 or email [Suzanne.Johnson@atlantic4us.com](mailto:Suzanne.Johnson@atlantic4us.com).

## Seeing value through the customer’s eyes – and selling it that way

There’s a lot of confusion when it comes to selling Value. Many salespeople think they’re doing it, but in reality they’re only talking about Value instead of providing it to prospects.

The possibilities for creating Value are limitless: faster service, better delivery, easier ordering, unique features and benefits. Problem is customers perceive Value in different ways. The subjective nature of Value makes it difficult for salespeople to quantify and measure it. There’s no one-size-fits-all approach.

That’s why the best Value-added salespeople define Value in the customer’s terms. They understand that Value is a moving target: It’s anything a particular customer wants it to be. Seeing Value through the customer’s eyes – and selling it that way – wins more sales with less buckling on price.

### Start by debunking three common myths about Value-added selling:

- **Myth #1: It applies only to a product.** Value can be product-related, vendor-related or salesperson-related. Customers buy all three. Salespeople aren’t maximizing their impact unless they consider adding Value in all three areas.
- **Myth #2: It relates only to combating price objections.** Value-added selling is a good offensive tactic to combat any competitive effort. When salespeople promise a lot and deliver even more, customers will be

reluctant to hurt their relationship with them by ordering from competitors.

- **Myth #3: It’s too much extra work.** While Value-added selling may require additional effort, with practice and consistency it becomes second nature. And those efforts pay off with increased sales, profit margins and customer loyalty.

### Here are the qualities salespeople need to sell Value effectively. Salespeople must be:

- **Customer-oriented.** Salespeople must think in terms of solving problems for customers. Help them understand problems and opportunities in new and different ways, then deliver customized or unique solutions that meet customers’ individual needs.
- **Profit-oriented.** Help buyers recognize that if you don’t make a profit, your company won’t be able to stay competitive when it comes to service, quality, research and product development.
- **Constantly seeking ways to add more Value.** Start by finding out what customers Value most. One idea: list five to six things you could give a customer – faster delivery, better warranty, 24-hour service, etc. – then let the customer pick the one or two Value-added features they want most.

### Customers typically have at least three main definitions of Value:

- **Value = low price.** Some customers use the word Value to refer to situations where they simply pay a low price.
- **Value = getting what I want in a product.** These buyers look at the benefits they receive from the product or service. They focus on the usefulness or the number of their needs that are satisfied by the purchase.
- **Value = what I get for what I give.** These customers take a broader view. They perceive Value as an offer that provides the most benefit for the lowest price.

**Discussion idea:** Ask your salespeople to discuss their most effective techniques for selling themselves apart from the competition. What do they do to put their customers’ interests first and find ways to add Value? What do they do to understand and solve problems from their customers’ point of view?

**Training tip:** Quiz your salespeople on the range of Value-added extras you offer: Do they know which ones customers care about most and least? With those extras in mind, what factors make certain extras more attractive to some buyers than others? What do they do when a buyer dismisses their definition of Value-added and substitutes his or her own definition?

## 24<sup>th</sup> Annual Chamber Golf Classic

The Otsego County Chamber / Country Club Auto Group will be hosting the 24<sup>th</sup> Annual Golf Classic on Thursday, August 12, 2010 at the Oneonta Country Club.

Single slots are now available for \$175 per golfer. Single golfers will be paired up. Limited space is available, reserve your spot today. For more information contact Rob Robinson at [rob@otsegocountychamber.com](mailto:rob@otsegocountychamber.com) or

(607) 432-4500 ext. 202.

If you are unable to golf but still would like to participate, you may assist in the success of the 24<sup>th</sup> Annual Golf Classic by:

- Donating a gift, value of \$250 or more, to be sold at our live auction.
- Donating a gift, value of \$100–\$249, to be sold during our silent auction.

- Donating a gift, value of \$25–\$99, to be raffled to our golfers.

➤ Supplying 150 items for the “Goody” Bag that each participant receives at registration.

Your involvement will make a difference!

If you are interested in donating to the Golf Classic contact Pam Ferguson at [pam@otsegocountychamber.com](mailto:pam@otsegocountychamber.com) or (607) 432-4500 ext 201.

## New Member Benefit

The Otsego County Chamber is proud to announce that Pam Ferguson has received her NYS Notary Public certification.

The Otsego County Chamber is pleased to now offer NYS Notary Public services to its members. This is just one of many great benefits offered to members of The Otsego County Chamber.

For more information, to make an appointment or for membership information please contact Pam at pam@otsegocountychamber.com or (607) 432-4500 ext. 201.

## Grand Opening Weekend Concert

The Otsego County Chamber is proud to be a cosponsor for the central New York debut of The Infamous Stringdusters on August 5, 2010 at 7 pm at the new Oneonta Theater at 47 Chestnut Street.

“The Infamous Stringdusters are an exciting band that will truly entertain you,” offered Rob Robinson, President and CEO. “Their dobro player is a local boy from Binghamton who has developed a very promising career in Nashville, and the members of the Dusters have performed with some of Nashville’s best artists.”

The Otsego County Chamber is proud to assist in offering this concert to the community as a thank you for all the community has done for the Chamber

over the 100+ years.

Join The Otsego County Chamber for an evening of Folk and progressive bluegrass music on Thursday, August 5th at the Oneonta Theatre.

For more information on The Infamous Stringdusters or to listen to their music visit www.thestringdusters.com.

Members of The Otsego County Chamber and their employees/families may purchase tickets at the Chamber at a 10% discount (or \$20.00 a ticket) and receive preferred seating.

For concert information or to purchase tickets please contact Rob at rob@otsegocountychamber.com or (607) 432-4500 ext. 202.

## News Release Tips

Even in the age of blogs, the news release remains the simplest, yet most effective tool for generating publicity about your small business. While you don’t have to be a PR expert to create an effective release, a potentially newsworthy item may be overlooked if the release is poorly organized or doesn’t seem newsworthy.

First, you need to have news that’s worth sharing. Things that may seem important to you may not be relevant to your intended audience. Imagine you’re a reader with little or no familiarity with your business, and think about what might appeal to you. Some things are easy, such as adding a new product or service, opening a new location, or reaching a milestone anniversary. Also consider offering readers helpful hints related to your product or service.

Aside from the news item itself, the most important parts of a news release are the headline and first paragraph. Because editors sift through dozens of press releases a day, they rarely read anything that doesn’t immediately grab their attention. Get to the point by organizing the first paragraph around what your news is, whom it’s about, and why it’s important. Then, use brief supporting paragraphs to add detail.

Remember, that like a resume, a news release is designed to pique interest, not tell the entire story. As such, limit your release to no more than two double-spaced pages. Don’t forget to run spell check and have someone else read it out loud. Since spell check doesn’t catch correctly spelt but incorrectly used words, this is a way to catch those “oops.” Your company’s logo and contact information should be at the top of your news release. It’s also helpful to include a name, address, phone number and email in the text.

Once your release is ready, it is ready to go out. It is important to address your release to the correct person with correct title. Releases with errors or addressed to long-departed predecessors often go into the trash unread. Contacting the publications or media outlets to identify the current correct editor and whether they prefer to receive releases by regular mail or electronically takes time and effort you may not have available.

As a member of The Otsego County Chamber, we are available to assist you and can share our regularly updated media list. Contact Pam Ferguson at (607) 432-4500 ext. 201 or pam@otsegocountychamber.com for information.

## Business Expo

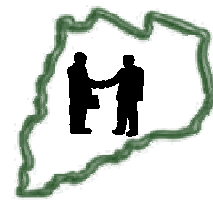
The Otsego County Chamber is pleased to announce the 2010 Business Expo will be held on Saturday, September 25, 2010 at the Southside Mall, Route 23 in Oneonta.

This is a great way to showcase your business and services to the public and other businesses. Members and non-members are welcome to participate in this great event.

Sponsorship opportunities and exhibitor booth spaces are still available. Sponsorships and exhibitor booths come with and ad in the “Outlook on Otsego” Show Program Book.

If you are unable to attend this great event but still would like to participate, you may purchase an ad in the “Outlook on Otsego” Show Program Book.

We hope that your business will be a part of the 2010 Business Expo. For more information please contact Kerri Green at Celebration Creations Wedding & Event Planning at (607) 267-8541 or info@celebration-creations.net.



## Member-to-Member Discount Program

By giving a small incentive to do business with other Chamber members The Otsego County Chamber believes that our local economy will, once again, be revitalized.

Below is a list of those members who have already committed to participating in the program. Unless specifically stated, the program is available to Chamber member businesses and their employees and families.

If you are interested in participating in the Member-to-Member discount program please contact Pam at pam@otsegocountychamber.com or (607) 432-4500 ext. 201.

### Barnyard Swing Miniature Golf

One free soft-serve ice cream with game of miniature golf.

4604 State Highway 28  
Milford, NY 13807  
(607) 547-8330

info@barnyardswing.com  
www.barnyardswing.com

### Beaconesque Hypnosis

10% of all sessions.

189 Main Street, Suite 205  
Oneonta, NY 13820  
(607) 437-5613

amypark@beaconesque.com  
www.beaconesque.com

### Boudreaux N' Thibodeaux's Poboy & Jambalaya Shoppe

10% off orders of \$25 or more..

160 Main Street  
Oneonta, NY 13820  
(607) 431-9044

boudreauxnthibodeaux@gmail.com

### Deerrun Collectables

5% discount, not including pumpkins, mums or other produce.

2107 State Hwy 357  
Unadilla, NY 13849  
(607) 829-2508

### Farm and Field - Seasonal Decorations

10% off established retail price listed on website. Only available to Chamber member business.

369 Braun Road  
Laurens, NY 13796  
(607) 432-3241 • (877) 260-2394

skip.endress@gmail.com  
www.farmandfield.net

### George C. McLain Tax & Payroll

15% off services - may not be used in conjunction with other discounts.

1 West Main Street  
Bainbridge, NY 13733  
(607) 432-8858

gmclaintax@frontiernet.net  
www.georgemclaintaxes.com

### Glimmerglass Opera, Inc

25% off single ticket purchase.

7300 State Highway 80  
Cooperstown, NY 13326  
(607) 547-2255

info@glimmerglass.org  
www.glimmerglass.org

### MB Communications

Free marketing analysis. Only available to Chamber member business.

49 Hudson Street  
Oneonta, NY 13820  
(607) 287-5553

www.mbcommunicationsonline.com

### Meadow - Vale Campsites

10% off campsite and cabin fees, reservation requested.

505 Gilbert Lake Road  
Mt. Vision, NY 13810  
(607) 293-8802 • (800) 701-8802

meadowvale@ocblue.com  
www.meadow-vale.com

### Metro Cleaners, LLC

10% off dry cleaning, wash/fold laundry, shoe repair and tailoring/alterations services. Complimentary pick-up and delivery throughout the Oneonta and Cooperstown area.

115 Main Street, Doubleday Plaza  
Cooperstown, NY 13326  
(607) 547-2541

metrocleaners@stny.rr.com

### New York Pizzeria, Inc.

5% off orders of \$25 or more.

7 South Main Street  
New Berlin, NY 13411  
(607) 847-6188

www.new-york-pizzeria.com

### Nikita Indoor Outdoor Convertible Furnishing

\$50 off a purchase of \$748.00  
\$25 off a purchase of \$438.00  
Limit 1 discount per customer.

7 Elm Street  
Oneonta, NY 13820  
(607) 267-4623

www.justleanback.com

### Oneonta Taekwon-Do

10% off tuition.

12 South Main Street  
Oneonta, NY 13820  
(607) 437-7866

www.oneontatkd.com

### Paychex, Inc

25% off payroll service. Only available to Chamber member business.

286 Washington Avenue Extension  
Albany, NY 12203  
(518) 869-5900 ext. 43547

zteneyck@paychex.com  
www.paychex.com

### Pickett Building Materials

10% off Paint Sundries with the purchase of \$150 in Valspar Paint or Cabot Exterior Stain.

6459 State Highway 23  
Oneonta, NY 13820  
(607) 432-6641

www.pickettbuildingmaterials.com

### The Murphy House Bed & Breakfast

10% off an overnight stay.

33 Walnut Street  
Oneonta, NY 13820  
(607) 432-1367

murphyhouse@stny.rr.com  
www.murphyhouseoneonta.com

## September Networking Luncheon...continued

(Continued from page 1)

member as a guest to the luncheon. The cost for a member in good standing and a non-member guest to attend the luncheon is \$35.

If the non-member guest joins the Chamber, the member will receive \$15 from the Chamber as a thank you. If a member in good standing can't attend the luncheon, but would like to solicit a non-member for membership and they join, the recommending member will receive the same \$15 thank you.

For more information on membership contact Pam at (607) 432-4500 ext. 201 or pam@otsegocountychamber.com.

Below are the top ten business networking tips:

- 1. Set a goal prior to the event.** Figure out who will be attending, who you would like to target, and what you would like to take away from the event. Having a specific goal will keep you focused.
- 2. Pre-plan your personal greeting.** Planning a 30-second personal

greeting beforehand will allow you to attract a person's interest right away. You need to sell yourself before you can sell a product or service.

- 3. Be first to arrive and last to leave.** The longer you stay, the more contacts you will meet.
- 4. Be aware of how you smell.** Sounds funny? It's really a very important part of how people react to you. Do you smell like a cigarette. Likewise, strong perfume or cologne can be overbearing and force people away.
- 5. Be positive and enthusiastic.** A positive attitude will increase positive results. Enter the event in an upbeat mood and keep smiling.
- 6. Spend time with people you don't know.** Spend the majority of your time meeting new people. Networking meetings should enable you to expand your contact list.
- 7. Say the other person's name three times.** A person's name is a pleased

sound for them. In addition, repeating the name will help you to remember it. People are impressed when you remember their name the next time you see them after you had only met briefly before.

- 8. Collect business cards with a purpose.** When you leave you should have a stack of business cards with notes on the back. Each one should generate a follow-up call.
- 9. Learn what the other person does.** Not only do people love to talk about themselves, but it will give you time to understand their needs and how you may be of service.
- 10. Dress for success.** Attractive people receive attention and anyone can be attractive with the right attire. Dress for a networking meeting as you would if you were going to visit your biggest client.

## Promoting Your Business

As the popularity of Social Networking sites – specifically Facebook, continues to grow, it just makes sense to take advantage of the ability to market your business to many people for FREE. A personal Facebook account is necessary to setup a business page. This business page is managed and created from within your personal account as well as accessed via your personal login. ISD recommends that you create a personal account specifically for this purpose, keeping your real personal profile separate. To avoid conflict issues, this "new" personal profile name should be completely unrelated to the name you would like to use for your business page.

Each time you post information to your business page, it populates onto the page of each one of your fans. Anyone who is friends with them will in turn see your post. They may then click the "Like" button and become a fan as well, thus

spreading the word about your business. You can invite fans to attend events, update them on new products or services, and let them know about sales, discounts or a special of the week. All in just one click and ALL FOR Free!

And don't forget that once setup, add your Facebook business page to all those places you have your company's name, including business cards, cash register receipts, in-store signage, storefront windows, print ads, just to list a few possible places.

If you would like more information on how to use Facebook to promote your business please contact Wilhelmina Guest at ISD, (607) 432-7090 ext. 40.



## August Business After Hours

The Otsego County Chamber and the Foothills Performing Arts & Civic Center invites the business community to a "Business After Hours" networking event on Wednesday, August 18, 2010 from 4:30 to 6 pm. Enjoy a reception with friends and colleagues, meet new business associates and learn more about the Foothills Performing Arts & Civic Center.

The Foothills Performing Arts & Civic Center is located at 24 Market Street in Oneonta. For more information or to RSVP contact Pam Ferguson at pam@otsegocountychamber.com or (607) 432-4500 ext. 201.



## New Members

The following businesses have recently joined. Please take a moment to welcome them and consider doing your business with your fellow members of *The Otsego County Chamber*.

**Boudreaux N' Thibodeaux's Poboy & Jambalaya Shoppe**  
160 Main Street  
Oneonta, NY 13820



Bryan Trotti  
(607) 431-9044  
boudreauxnthibodeaux@gmail.com

Boudreaux N' Thibodeaux's Poboy & Jambalaya Shoppe specializes in Cajun Jambalaya and New Orleans Poboy's

**Dollhouse Hall of Fame**  
635 County Highway 33  
Cooperstown, NY 13326



Lisa Roberts  
(607) 547-5222  
www.dollhousehalloffame.com

Dollhouse Hall of Fame offers a free indoor exhibit of over 60 miniature dollhouses. Their gift shop offers daily tasting of specialty foods, a wide range of gifts, dollhouses and miniatures. They also ship anywhere in the US.

**Equity Energy**  
PO Box 179  
Fly Creek, NY 13337



Oreon Sandler  
(607) 435-1364  
www.equityenergy.net

Equity Energy offers comprehensive home assessments on energy consumption and provides design and installation of renewable energy systems and energy efficiency home improvements. Equity Energy is accredited by BPI and NYSERDA.



Business After Hours at Springbrook

**Green Earth Health Food Market**  
4 Market Street  
Oneonta, NY 13820



Dean Roberts  
(607) 432-6600  
www.greenearthoneonta.com

The Green Earth is a locally owned and operated health food market which carries local and organic produce, meat and dairy products as well as bulk herbs, spices, coffees and teas. They also carry a wide variety of vitamins, supplements, gluten-free items and delicious home cooked food.

**Oneonta Outlaws**  
PO Box 608  
Damaschke Field  
Oneonta, NY 13820



Steve Pindar  
(607) 432-6326  
www.OneontaOutlaws.com

The Oneonta Outlaws are a proud member of the New York Collegiate Baseball League. They play their home games at historic Damaschke Field in Neahwa Park in Oneonta.

**PC Works**  
Main Street  
Worcester, NY 12197



Valerie Tiffany  
(607) 434-5533  
www.pcworksny.web.officelive.com

PC Works is a consulting company offering a fusion of digital and business expertise. They offer bookkeeping, business consulting, software training, photography and video services.



Maurices Ribbon Cutting

**Straighten Up!**  
Otego, NY 13825



Karen Sheesley  
(607) 643-1625  
www.straightenupcny.com

Straighten Up! provides organizing services designed to decrease stress associated with clutter and improve function and efficiency at home or at work.

**Tri-County Young Professionals**  
PO Box 2121  
Sidney, NY 13838



Kerri Green  
(607) 437-8607  
www.tcyppgroup.org

TCYP was formed in 2007 to show young adults in the Chenango-Delaware-Otsego area the broad range of opportunities in our communities. TCYP works to develop lasting partnerships between its members, local organizations, Chambers of Commerce, schools and businesses.

**William Taylor Architects**  
6432 Baird Avenue  
Syracuse, NY 13206



William Taylor  
(315) 432-0901  
www.taylor-architects.com

William Taylor Architects specializes in Architecture, Interior Design, Planning and Materials Handling Systems Design. They are dedicated to customer satisfaction with the highest degree of quality service.



May Networking Luncheon