

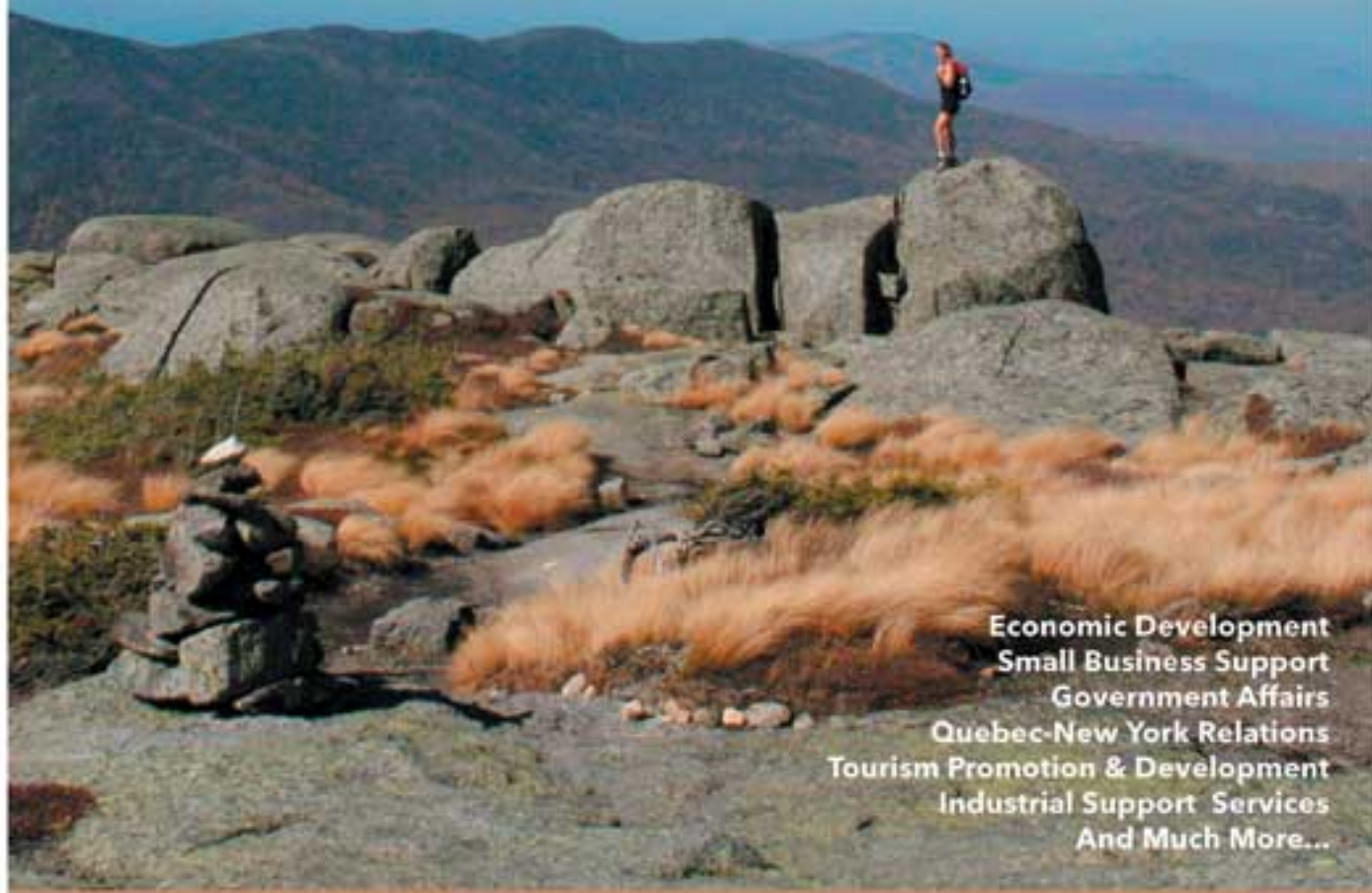
SEPTEMBER 2011



VISION

VOICE OF THE NORTH COUNTRY

*"Maintaining a Unique and Leading Role in
Economic Development in the North Country"*

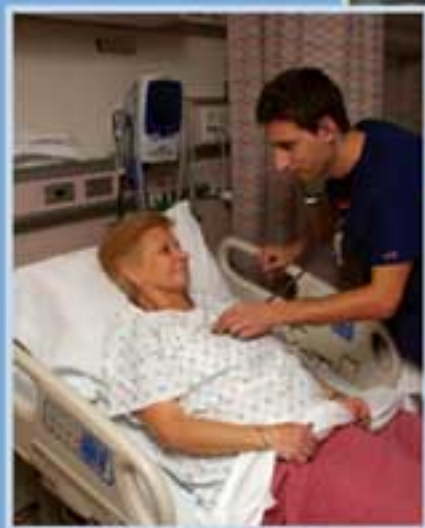


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ONWARD & UPWARD

Garry Douglas, President

"A GREAT OPPORTUNITY AND
A DAUNTING TASK"

The North Country Chamber has said two things consistently for years now:

#1 - That in the North Country, we must unite regionally in order to "punch above our weight" in all matters, including economic development.

#2 - That when it comes to economic development, there is no such thing as New York State or even upstate. That New York is very much a patchwork of a number of distinct "economic regions", each with its own different assets, challenges and opportunities.

Finally, we have a Governor who gets it, and who is now reengineering the state's entire approach to economic and community development, including:

- **REGIONAL COUNCILS:** The creation of 10 Regional Economic Development Councils across New York, empowered to fashion a five-year economic development strategy tailored to each individual region. The North Country Council covers seven counties (Clinton, Essex, Franklin, Hamilton, St. Lawrence, Lewis and Jefferson), and I am honored to have been asked to Co-Chair it along with Tony Collins, President of Clarkson University.
- **CONSOLIDATION:** A new, consolidated process for the coordination of funding and grant programs by 9+ state agencies. This will include a consolidated application and review process, and a commitment to give priority to programs and projects consistent with the regional strategies.

The immediate task is daunting. A 30-member council, supported by a number of working groups, must agree on standards and criteria this month for such things as prioritizing projects across the seven counties included in the North Country region. And then a comprehensive five-year economic development strategy must be created and agreed upon by November for submission to the state.

In other words, all of this and more must be completed in a little more than two months time from now.

Happily, a strong group of experienced, committed people are engaged in the process. I want to especially recognize Roseanne Murphy, Regional Director of Empire State Development, who is our Executive Director, and Adore Kurtz of the Development Corporation who is chairing our Planning Committee, assisted by Vice Chairs Susan Matton of the Chamber, Kate Fish of ANCA, and Tom Sauter of DANC. Each of eight working groups also have excellent chairs and vice chairs, already actively leading discussions centered on various important themes.

We and other upstate areas have been asking for a bottom-up, region-by-region approach for years. Now that we have it, we must make it work for the North Country's future, and we will.

ONWARD AND UPWARD!

THIS MONTH'S VISION THEME:

This month's cover theme is economic development, spotlighting the following central commitment of the Chamber's Strategic Plan for serving the North Country economy:

"WE WILL MAINTAIN A UNIQUE AND LEADING ROLE IN ECONOMIC DEVELOPMENT IN THE NORTH COUNTRY, FOCUSING ON ENDEAVORS WHICH STRATEGICALLY POSITION THE REGION AND OUR MEMBERS FOR MAXIMUM SUCCESS IN THE FUTURE."

Compare Before You Commit

If you haven't yet checked out the Chamber's Energy Alliance, now is the time. There are many energy suppliers offering deals that seem too good to be true. In some cases, they get companies to sign on at a seemingly low rate, then bump it up over time. The unsuspecting buyer is soon paying far too much for electricity.

Before you commit, check out the Chamber's EnergyAlliance. Call the Chamber at 563-1000 and ask for the EnergyAlliance form, or send us a copy of your electricity bill. We will have our consultants at EnergyNext get back to you with a quote and help you make a comparison. There is no obligation or commitment until you have all the facts. Then you can decide if this program is right for your business.

Contact us today and start saving money on your electricity bills in the very near future!

THE MONTH... AT A GLANCE

SEPTEMBER

September 5	CLOSED
September 7	8:00am Executive Meeting @ Chamber
September 14	4:00pm JOB FAIR @ West Side Ballroom
September 15	5:30pm Business After Hours @ Bobcat of Plattsburgh Sales & Rentals
September 20-21	9:00am 10 Hour OSHA Construction @ Chamber
September 27	8:00am Supervisor Skills Seminar @ Chamber
September 28	7:30am Board of Directors @ Chamber
September 29	8:00am Snowplow Refresher @ North Elba Town Hall 8:00am HR Leadership Meeting @ Chamber

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V I S I O N
VOICE OF THE NORTH COUNTRY
NORTH COUNTRY CHAMBER OF COMMERCE

The Vision is published monthly by the North Country Chamber of Commerce - Plattsburgh. Information for submission should be mailed directly to the Chamber, P.O. Box 310, Plattsburgh, NY 12901. Attn: Vision. Phone: (518) 563-1000, Fax: (518) 563-1028.

NORTH COUNTRY EB-5 REGIONAL CENTER OPEN FOR BUSINESS!

Our new North Country EB-5 Regional Center is officially open for business, offering a potential new financing tool for future projects in Clinton, Essex and Franklin Counties.

Our partners at Can Am Enterprises in New York City spent a day here recently, conducting an informational workshop for area economic developers and then holding a series of one-on-one meetings. We were especially pleased that Congressman Bill Owens took part personally in the workshop to help launch the center.

A wide range of projects are potentially eligible, though they must be of significant size (generally more than \$10 million). In addition to private ventures, the tool can also be potentially used for major public and non-profit projects including educational facilities, hospitals and some forms of public infrastructure. The attraction would be the possibility of significant savings in financing costs for the first five years of debt service.

It is not a simple program and not all projects and ventures will be workable. But it is a creative new tool to be considered which we are pleased to have brought to the region.

Susan Malton, the Chamber's Vice President for Economic Development, will coordinate the program and is the contact point for more information. Should a project be seen as potentially viable, we will then take it to Can Am Enterprises for more detailed analysis and discussions, determining whether the project meets all requirements, can generate sufficient jobs in the first three years per a model approved by the Dept. of Homeland Security, and would be attractive and competitive in the foreign investor marketplace.

EB-5 Regional Centers can be used in rural areas to help attract foreign investment for job creating projects. Ten direct and secondary jobs must be created for each \$500,000 investment, with the investor and their immediate family receiving permanent resident status in the U.S. provided the jobs are there after three years. All investors and their source of money must also be stringently vetted and approved.

Our thanks once again to Congressman Owens and to Senators Charles Schumer and Kirsten Gillibrand for their active support and assistance!

North Country Chamber of Commerce **BUSINESS AFTER HOURS**

Sponsored by Bobcat of Plattsburgh Sales & Rentals
754 Route 3, Plattsburgh

Thursday, September 15th, 2011 5:30 - 7:00pm

Join us for great food catered by Bazzano's Pizza, a cash bar and cool equipment demos. Everyone who attends will receive a gift and may also enter to win door prizes.

Admission is \$3 with a reservation • \$4 without • Please Call 563-1000 to RSVP Today!



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Mountain Lake Journal

Thursdays 8:00p

Explore the issues from around the region every week with host Thom Hallock and contributor Jack LaDuke.

Mountain Lake Journal Extra

Thursdays 8:30p

Arts, lifestyle, health, business, nature, movies and more with host Thom Hallock and contributors Aubrey Bresett, Paul Larson, and Derek Mulrden.

Mountain Lake Journal Business Edition

Last Fridays of the Month 8:30p

Explore regional business issues in this roundtable with Jay Bryan *Montreal Gazette*, Herb Carpenter *Strictly Business*, and Colin Read *SUNY Plattsburgh*, hosted by Thom Hallock.

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GOVERNOR LAUNCHES NORTH COUNTRY REGIONAL COUNCIL

Governor Andrew Cuomo recently launched his new program of "regional councils" for each of ten regions across the state, empowered to create their own regional plans for economic development and to have a role in future economic development funding by the state.

The North Country Regional Council covers Clinton, Franklin, Essex, Hamilton, Lewis, Jefferson and St. Lawrence Counties, and Governor Cuomo appointed Chamber President Garry Douglas to be Co-Chair along with Tony Collins, President of Clarkson University. The twenty Co-Chairs of the councils will in turn be members of the Chairman's Council, a statewide group which will assist with the overall process in various ways. Lt. Governor Robert Duffy will officially chair all ten regional councils, and is committed to making every meeting.

The idea is to allow for the creation of region-by-region economic development strategies instead of a "one size fits all" statewide approach, as in the past. Each Regional Council has until November to create and agree upon a five year regional strategy, with well chosen priorities and clear performance measurements. While every region will receive state support, there will be a competition among the ten plans, with some receiving higher levels of funding in the first year based on various scoring criteria.

A number of Working Groups are now developing recommendations for consideration by the full Council, including among others:

- * Strategic Clusters
- * Infrastructure
- * Tourism Development
- * Small Business Development
- * Community Development
- * Canadian Connection

We are pleased that a special Adirondack Park working group has also been established, meeting an established aim of the Chamber to have a state-recognized committee of some kind where economic and community leaders within the Adirondack Park can have a focused dialogue about their area's unique circumstances and needs, and surface appropriate recommendations. Bill Farber, Chair of the Hamilton County Board of Supervisors, is leading this group.

Once this intense process of creating an initial plan is complete, it is expected that the Regional Council, in addition to facilitating and monitoring implementation, can become a place for achieving greater collaboration across the region and stronger coordination by various state agencies. This will include agency liaisons at council meetings and a new comprehensive application process for the multi-agency funding streams which the Governor wants to see directed in ways that support the regional strategies.

There will be a number of opportunities over the next two months to provide suggestions and input, including a survey which will be circulated to all of you soon.



Airborne Park Speedway and Casella co-sponsored the July Business After Hours. Despite the heat, it was an amazing evening and everyone enjoyed taking a spin on the new go-cart track.

Business After Hours is an opportunity to make new business contacts and reconnect with others. Check out the calendar each month to see where Business After Hours will be held and plan to join us. Spread the word to your staff members as well!

MEMBER INFORMATION UPDATES ARE ON THE WAY

Each year, we send a form to all our members asking them to either confirm that the contact information is correct, or send us any changes that need to be made. This information is included in your free business listing in both our printed and online directories. The forms are on their way, so please look for them in the mail. They are sent to the main contact for each company. If you haven't seen this form by the middle of September, please call us at 563-1000 and ask for a copy.

You can view your information anytime on our website. Go to www.northcountrychamber.com and click on "Directory". You may also send us changes/updates anytime, so please let us know when email addresses, contact names, etc have been changed.

In an effort to reduce spam, we will NOT be printing chamber member emails in the 2012 Business Directory. The emails you give to us will be used for our communication purposes. If you have staff members who would like to receive the email notices about events like Business After Hours, please send us their email address and we will add them to our database. We do not sell our email list.

We will be working on the 2012 Business Directory & Buyers Guide in September and October, so please send us your updates as soon as possible to ensure correct listings in the guide. If you have any questions about your listing, call Melanie at 518-563-1000.



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ADIRONDACK ON TRACK PARTNERSHIP

The Chamber has been pleased to coordinate the ADIRONDACK ON TRACK PARTNERSHIP, a coalition of more than twenty organizations united in support of the preservation and rehabilitation of the entire Adirondack Railroad from Utica to Lake Placid, as well as the development of "RAIL AND TRAIL" recreational trails along the rail line. Among our active partners are the Saranac Lake, Tupper Lake and Mohawk Valley Chambers, the Adirondack North Country Association, and the Adirondack Rail Preservation Society, among others

The southern and northern sections (Utica-Thendara and Lake Placid-Saranac Lake) were completely rebuilt several years ago, and already host popular and successful seasonal tourism trains. We now need to modernize the line in between, with first priority to the Saranac Lake-Tupper Lake section.

August saw some significant progress, including:

- Final approval of \$1.2 million of federal transportation funding under the Scenic Byways Program for construction of a multi-purpose recreational trail along the railway for more than six miles from Lake Placid to Ray Brook.
- An invitation from the U.S. Army to submit a full proposal for a construction project next season on the railway between Saranac Lake and Tupper Lake. The work would be undertaken using personnel and equipment connected with the Army's Railroad Battalion, which identifies opportunities such as this for training missions involving rail line repair and reconstruction.

Senators Charles Schumer and Kirsten Gillibrand were briefed on the potential Army partnership during their August visit, and are joined with Congressman Bill Owens in support of the potential project. We have also reached out to former North Country Congressman John McHugh, now Secretary of the Army.

The proposal will need to identify various forms of community support during the mission, including housing and meal arrangements. And approximately \$1.2 million in materials would need to be provided, primarily new ties. The State Dept. of Transportation, which owns the infrastructure, is expected to contribute toward this cost. The balance would be covered through a fund raising effort which will be planned and coordinated by the Adirondack On Track Partnership and Next Stop Tupper Lake -- the incredible citizens group that has constructed a new train station there as a symbol of the community's determination to eventually welcome trains once more. A first planning meeting was held in the new station on August 22nd.

While nearterm progress would quickly see more and enhanced tourism rail operations, the restoration of the line is ultimately seen as preserving the last major rail access into the central Adirondacks -- supporting future passenger and freight movements in and out of the region by other than road, and providing an irreplaceable economic development asset.

Succession Planning: Leveraging the Investment of a Lifetime

Thursday, September 15, 1 to 5 PM

Plattsburgh



Leveraging the Investment of a Lifetime will help business owners understand what they can do to ensure a positive return on their family-owned or closely-held business.

Lise Stewart, Founder and Managing Director of the Galliard Group, will bring her expertise to the North Country for this important workshop that will focus on the steps you need to take as part of a successful succession plan so that you can secure your retirement and leave your legacy.

This session is ideally suited for family-owned or closely-held businesses located in the North Country... regardless of size or industry.

For more information and to register, follow the Training link at www.CITEC.org but hurry... space is limited and registration ends September 2nd!

CITEC
Manufacturing & Technology Solutions

Industrial Council UPDATE

JOB FAIR

September 14, 2011 - 4pm - 8pm
@ West Side Ballroom
Visit the web @
www.northcountrychamber.com or
call 563-1000 for more information!

SAFETY GROUP

10 HOUR OSHA CONSTRUCTION

September 20-21, 2011

9/20/11: 9am-4pm

9/21/11: 8am-12pm

\$35 per person

Speaker: SCOTT MCKENNA,
CATAMOUNT CONSULTING

@ North Country Chamber of Commerce
Funding Provided By: New York State Occupational Safety and Health Hazard Abatement Board through the OSH T + E Fund

HUMAN RESOURCE GROUP

SUPERVISOR SKILLS SERIES:

CONDUCTING PERFORMANCE
EVALUATIONS TO REACH INDIVIDU-
AL & ORGANIZATIONAL GOALS

September 27, 2011 - 8am - 12pm

\$75 for North Country Chamber

Members/\$100 for non-members

Speaker: TEDRA COBB, TEDRA COBB
& ASSOCIATES @ North Country
Chamber of Commerce

SAFETY GROUP

SNOWPLOWER REFRESHER

September 29, 2011

8am-4pm

\$5 per person (Lunch on your own)

Speaker: GENE PRESCOTT, EMPIRE
SAFETY TRAINING & CONSULTING

@ North Elba Town Hall, Lake Placid
Funding Provided By: New York State Occupational Safety and Health Hazard Abatement Board through the OSH T + E Fund

HR LEADERSHIP GROUP

September 29, 2011

8am-11am

\$15 for North Country Chamber

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QUEBEC-NEW YORK CORRIDOR NEWS

TALKING CORRIDOR TRANSPORTATION

We will be participating in the 2011 Fall Workshop of the **EASTERN BORDER TRANSPORTATION COALITION**, set for September 13th in Saratoga Springs.

The EBTC is a coalition of the transportation departments and ministries in New York, Quebec, Vermont, New Hampshire, Maine and Canada's Maritime Provinces. It plays an active role in promoting information sharing and collaboration on multi-modal transportation matters in the region, and is an important partner and resource for our bi-national area. Garry Douglas, Chamber President, will be a presenter at this year's workshop as part of a session on "Bi-National and Corridor Planning". For more information on the work of the Eastern Border Transportation Coalition visit: <http://ebtc.info>.

CONTINUING THE QUEST FOR REDUCED DWELL TIME

The North Country Chamber continues to serve on a Dwell Time Task Force, working with U.S. Customs and Border Protection to improve flow at the U.S.-Canada border and reduce wait times by reducing dwell times in various ways. Wait Time is the length of time a car takes to clear the border from the time it arrives at the back of any line. The Dwell Time is the length of time an average car spends at the actual booth. Small improvements in dwell time can have a major impact on wait times.

Dwell times at Champlain have significantly improved over the last year, but remain higher than at other major crossings. Some of the reasons have to do with the fact that cars at Champlain have more people per vehicle on average than other crossings, but there are also factors such as language that we continue to seek progress on. We have proposed an affordable program of voluntary French language instruction for CBP personnel at Champlain, but the agency in Washington has not been willing to adopt such an effort.

The next meeting of the Dwell Time Task Force will be in Buffalo this month, and we will be there to recognize progress where it has been achieved while continuing to seek further improvements where possible, including on the language front.

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ASK the pros

A company recently asked us about whether they needed to pay employees for time spent putting on a uniform before the start of their shift. After some research, we determined that the answer is "it depends".

So what does it depend on? The U.S. Department of Labor says you must compensate employees if the uniforms and gear are "unique protective gear" and are "integral and indispensable" to the performance of the essential duties of their job. Okay, that is still pretty vague. The agency offers some help by giving us examples of what is NOT unique protective gear. Hard hats, ear plugs, safety glasses, hairnets or boots are not considered to be unique protective gear. Putting on (called donning) Kevlar gloves, metal mesh vests, aprons leggings and safety boots in a poultry factory was ruled to be compensable in a court case. If your employee's gear is covered, taking it off (called doffing) is also compensable.

Here's another little tidbit you may not be aware of - time spent walking from the locker room where they changed to the production or work area are compensable, so you will need to pay employees for that time as well.

In summary, a server in a restaurant or a delivery person putting on a shirt with the company logo is not covered under this law. If you have employees that must wear specialized protective gear to perform their job, you may want to look into the issue further.

More information is available on the U.S. Department of Labor website www.dol.gov.

The North Country Chamber of Commerce JOB FAIR

The North Country Chamber of Commerce JOB FAIR will be on September 14th at the West Side Ballroom in Plattsburgh. The Job Fair is sponsored by The North Country Chamber of Commerce, OneWorkSource, Plattsburgh-North Country Service Corp., Hall Communications, WPTZ-TV, Hometown Radio and JSEC. The fair will give local people the opportunity to find out what jobs are available in our region.

Local companies will have representatives on hand to accept resumes, give out applications, set up interviews, and/or talk about career opportunities with their organization. Some of the companies that will be participating are:

Adirondack Medical Center
Advocacy and Resource Center
AFLAC New York
APG-Neuros
Bombardier Transportation
Champlain Plastics Inc.
Combined Insurance
CVPH Medical Center
FedEx Ground/Home Delivery
General Composites Inc.
IBEW Local #910

Manpower
Mold-Rite Plastics, LLC
Mountain Valley Integrated Solutions, LLC
North Country Workforce Partnership, Inc
Residential Resources
Schonbek Worldwide Lighting, Inc.
Transportation Security Administration
U.S. Army
Vermont Air National Guard
Westaff
WPTZ-TV and others...

The Job Fair is free to attend for applicants. Booths are still available! The event will be held on Wed., September 14th at the West Side Ballroom in Plattsburgh. It will begin at 4p.m. and end at 8pm. For more information, contact the North Country Chamber of Commerce at 518-563-1000.

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Every year this office has insurance carriers offering new products, this year is no different. We were approached by Humana to present their new dental program. This is a product that is needed in this area. This product is for people who need dental, but either it isn't offered through their business or they can't afford the freestanding products. You will notice there are no prices listed, that's because there are many options and each policy is designed for your needs... these options start in the \$20 plus a month range for a single plan. The price for dental is very reasonable if it accompanies an existing health insurance policy the problem is many companies either don't offer it to their employees or it's a cost or participation issue, everyone on the health plan must take the dental. Please look at this, it costs you nothing to ask and this program may work very well for you and your employees. This is a free standing product and no participation – two or ten may take the product.

TRANSITION COMMITTEES CONTINUE THEIR WORK

The Lyon Mountain Transition Coordinating Council met at Dannemora Town Hall on August 19th. The group provides for information sharing between the community and state agencies, including the Office of General Services and Empire State Development. It is also committed to assisting with marketing efforts, seeking potential new uses for the Lyon Mountain Correctional Facility complex. Tours have already been conducted for some parties with potential interest, and more activity is hoped for once the site is formally conveyed to OGS from the Corrections Dept. in the near future.

The Pfizer Transition Coordinating Council will hold its next meeting this month, but remained busy over the summer with various marketing efforts in collaboration with Pfizer and its agents. This included meetings and discussions with our Marketing Committee at both the Rouses Point and Chazy facilities. We are pleased with Pfizer's recent decision to engage the services of the Montreal office of Cushman & Wakefield, a major international real estate firm, to enhance the Chazy marketing effort.

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 - **50-100% coverage** for basic services
 - **50-60% coverage** for major services
 - **\$1,000 - \$2,500 annual benefit amount**
- 3 Preventive Plus** - Most cost-effective coverage**
 - See any dentist
 - **100% coverage** for preventive services
 - **50-80% coverage** for basic services
 - **\$1,000 annual benefit amount**

*HumanaDental member satisfaction survey, 2008

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The Adirondack Coast Wine, Cider and Food Festival

Buy your tickets now!

The Adirondack Coast Wine, Cider and Food Festival (ACWCF) will be held at the Crete Center in Plattsburgh, October 7-8, 2011. Enjoy unique regional products the Adirondack Coast offers. The with a farmer's market like atmosphere celebrating the traditional harvest season and emerging food and beverage trends throughout the region. Vendors will include local farmers, coffee producers, restaurants, wineries, sugar shacks, orchards, farm producers, bakeries and specialty crafters.

Friday night will kick off with North American Cold Climate Wine Classic (NAC-CWC) and Small Plate Dinner. The small plate dinner will challenge local chefs

to prepare meals using only local ingredients and leave you will be the judge of who does it the best. Each dinner will be paired with a locally produced wine.

Plan to spend Saturday sampling local and regional wines and ciders, tasting locally produced specialty foods and watch demonstrations on how to make jams, jellies and cheeses.

Ticket Information

General Admission: \$5 (Includes vendor sampling, entrance to musical venue and demonstrations.)

Wine Tasting: \$40 (Includes souvenir wine glass, entrance to tasting tent, gourmet food sampling)

Small Plate Dinner: \$70 (Includes dinner and wine pairings)

For more information or to buy tickets please call Kevin Frey at Elf's Winery and Cidermill 518-563-2750 or visit www.acwcf.com.

French Classes, Oui?

Clinton Community College is offering a 12-hour French course for Chamber members, giving priority to those in the tourism industry.

The cost is only \$40/employee thanks to a SUNY Workforce Development Grant.

Classes are scheduled for:

Mondays & Wednesdays
October 31—November 16th
from 6pm—8pm

Limit 20 students per session

To register, please contact Michele Powers at the Visitors Bureau by phone at 518.563.1000 or email at michele@northcountrychamber.com.

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Successful TV Campaign in Montreal Heads into Final Month

The Canadian visitor has long played an important role in the regional economy – and this year is no exception. With the strong Canadian dollar, the Adirondack Coast Visitors Bureau increased its traditional marketing efforts in Montreal with the introduction of a co-op campaign on CTV 12. Seven area businesses partnered with the Visitors Bureau creating a collective budget in excess of \$50,000, including:

1. Ausable Chasm
2. Best Western, The Inn at Smithfield
3. High Falls Gorge
4. Holiday Inn, Plattsburgh
5. The Kayak Shack
6. Naked Turtle
7. Santa's Workshop



The campaign was an immediate success. Since its start date of June 30th, we've seen:

- o a 111% increase in Canadian traffic on goadirondack.com (compared to the same 6/30-8/10 timeframe of last year)
- o Web leads increase 15%
- o The number of walk-ins to our Visitors Center grow exponentially - approximately 3x compared to previous years
- o The highest numbers of Canadians visiting mid-week since the 1970s

The Visitors Bureau plans another fall push in Montreal with geotargeted ads on Facebook and email communications promoting local orchards, wineries, biking and fall foliage. The co-op TV campaign runs through September 26th.

You may view all of the commercials online by visiting the Adirondack Coast Channel on YouTube.



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TASTE OF THE NORTH COUNTRY – NOVEMBER 9th

Mark your calendars for the most delicious event of the year! Taste of the North Country will be held at the SUNY Field House on November 9th. This event combines our incredible auction with a food & beverage tasting event that you won't soon forget!

No matter what type of business you have, **YOU MAY PARTICIPATE**. You can join in the excitement, earn free tickets, and promote your services/products by donating an item for the auction. If you'd like to do so, please complete the insert in this newsletter. Donate an item worth \$50 or more and receive 2 complimentary tickets; donate an item (or items) worth \$100 or more and receive 4 complimentary tickets. If you aren't sure what to donate and would like some ideas, please call Jody or Becky at 563-1000.

If you are a restaurant owner or food/beverage vendor and would like to participate, please call Jody at 563-1000 for more information. It is a great way to promote your business! There is no cost to participate, other than your food and time. Hundreds of people will have the opportunity to sample your specialties, making it an excellent opportunity to market your services.

The Auction Preview begins at 5:00, Silent Auction and Tasting begins at 5:30 and the main auction begins at 7:00pm. Tickets may be purchased at the Chamber in advance for \$12 or at the door for \$18.

The event is open to everyone, so tell your co-workers, friends, and family. Learn more and sign up to participate at www.northcountrychamber.com.

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Beginning Watercolor Sketching	9/7
Fall's Here: It's time to KNIT	9/8
Computer Literacy Applications	9/10
Harvest Candle Holder.	9/10
American Red Cross Babysitter's Training	9/10
Drawing with Pen, Ink, and a Color Wash	9/12
Introduction to Tai Chi.	9/12
Lunchtime Yoga	9/14
Principles of Reiki in Everyday Life	9/19
Selling on EBay: Beginner Level	9/20
Drawing with Charcoal.	9/20
Protecting Your Assets; Cost of Nursing Home Care	9/21
Middle Eastern Dance for Fun & Fitness.	9/21

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WELCOMING A 727 TO ITS NEW HOME AT PLATTSBURGH AERONAUTICAL INSTITUTE!

On August 17th, the North Country Chamber was pleased to join in the official welcoming ceremony of a major new asset for future mechanical training at **PLATTSBURGH AERONAUTICAL INSTITUTE**.

In what may be the last significant landing at the old Clinton County Airport, FedEx delivered a 727 aircraft which has been donated to PAI as a commitment to aeronautical education and to economic development in the North Country. The 727 will now be a major tool for the institute's training programs, providing a fully equipped large aircraft.

PAI has had a request into FedEx, which donates retiring aircraft to such programs each year as it continually updates its fleet, for a few years. With the school fully open now, a large aircraft was much needed for the best possible hands-on experience for the students. But there was also a logistical concern as it is still possible this year to land such a plane at the now closed and no longer maintained Clinton County Airport, but no one could predict if that would still be the case a year from now. If the plane could not land there, it could land at Plattsburgh International but would then have to be partially disassembled and transported at significant cost.

So in June the Chamber was pleased to take its partners at PAI to Washington to update our Senators and Congressional representatives on the situation, and to obtain their fresh outreach to FedEx at the highest levels to try to obtain a donation this year. In July, the commitment came from FedEx and in August they delivered the plane.

Special thanks to Congressman Bill Owens and to Senators Charles Schumer and Kirsten Gillibrand for their positive support, and to everyone at Clinton County for helping to make the special landing at the old airport possible. And the greatest thanks of all to FedEx for their generosity and support!

MORE FUNDING FOR AIRPORT DEVELOPMENT!

The Federal Aviation Administration and our friends in Washington continue to demonstrate their strong commitment to Plattsburgh International Airport as a national success story deserving continued investment!

Most airports, including Plattsburgh, qualify for funding under the Airport Improvement Program, such as the funds awarded by the FAA in July for new runway lighting. But as a former Air Force Base, Plattsburgh has been able to compete for access to additional special funding under the FAA's Military Airports Program. Not all former bases are accepted into this program, which is targeted at those which are seen as holding the greatest opportunities for new civilian uses and development, and those which are accepted are usually only allowed to compete in one round.

Under the leadership of Jimmy Langley and the Clinton County Legislature, Plattsburgh has succeeded in obtaining about \$40 million under the MAP program, covering a wide range of airport enhancements which would not otherwise have been covered under the basic AIP program, including construction of the passenger terminal, creation of the general aviation terminal and T-hangars, creation of a fuel farm and other elements that have made success at the airport possible.

In an unprecedented decision last month, however, the FAA allowed Plattsburgh International Airport into the MAP program for a third time! This OK is now expected to bring up to \$3.5 million in further funding from MAP, which will cover the modernization of additional hangars left by the Air Force and other improvements.

BUT THERE'S MORE GOOD NEWS! Around the same time, word was received that the FAA has approved awaited funding for preliminary design of the planned terminal expansion, as well as required environmental reviews. Clinton County had hoped that this approval would come by the end of the year but it is now in hand.

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- * Completed work on the Chamber's offices, including many needed updates and improvements, and fully moved back in without missing a beat!
- * Helped coordinate North Country visits by Senators Charles Schumer and Kirsten Gillibrand, including an important visit to Bombardier by Sen. Gillibrand.
- * Hosted a "Town Hall Forum" in Lake Placid with Congressman Chris Gibson.
- * Helped lead the launch of the new North Country Regional Economic Development Council.
- * Joined with Plattsburgh Aeronautical Institute in welcoming the arrival of the 737 donated by FedEx.
- * Hosted an "Export and Investment Roundtable" with Congressman Bill Owens and officials of the U.S. Commerce Dept., aimed at assisting North Country companies with export activities.
- * Worked with our partners in the Unshackle Upstate Coalition to develop an agenda and strategy in support of state mandate relief.
- * Saw the strong results from our summer marketing campaign in Montreal, in the form of increased Canadian tourism and shopping, especially weekdays.
- * Assisted 72 businesses and entrepreneurs through our Small Business Answer Service and our SCORE program.
- * Conducted two successful networking events for our members.
- * Directly assisted 28 small businesses with their health insurance through enrollment or changes in coverage.

... and a whole lot more !

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B75-THE 7 IRREFUTABLE RULES OF SMALL BUSINESS GROWTH- Steven S. Little
Actionable information, Proven growth initiatives, Real-world thinking, Thought-provoking insights

B3175-TEAM WORK WHAT MUST GO RIGHT/WHAT CAN GO WRONG
Carl E. Larson & Frank J. LaFasto.

What are the secrets of a successful team? To Answer this question, the authors undertook a three-year study of teams. They interviewed leaders and members of a diverse range of teams, including the McDonald's Chicken McNugget team, the space shuttle Challenger investigation team, executive management teams, cardiac surgery teams, mountain climbing teams and the 1966 Notre Dame championship football team. They discover a surprising consistency in the characteristics of effective teams. This book shares those characteristics with the reader.

B3400-VALUING DIVERSITY - New Tools for a New Reality,

Lewis Brown Griggs. Use this collection of ideas and strategies to build diversity awareness and specific skills at all levels: personal, interpersonal, and organizational. Examine the approaches that have worked (and failed) in leading companies. Whether you're making the initial commitment...or spreading the word that "diversity is good business"...these tools will help you reap the potential of workforce diversity now and into the next century.

SAF975- SHIFT WORK, CIRCADIAN SURVIVAL
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If your organization runs more than one shift, this program is for you! Circadian rhythms regulate the body's internal clock and deviating from this "internal programming" can often be difficult for workers. Teach them how to adjust and minimize difficulties with this important video. It covers: proper rest, fatigue on the job and family stress.

For more selections please check out our website at <http://www.northcountrychamber.com/plattsburgh/ncc15.html>

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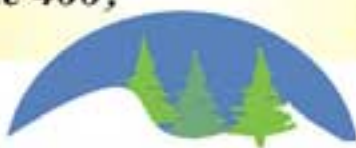
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