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**Chamber Honors Three Organizations With
 Its Business of the Year Awards**

Individuals, especially those with entrepreneurial drive and spirit, illustrate the success stories of the three organizations that have been selected to receive the Mohawk Valley Chamber of Commerce's 2000 Business of the Year Award.

The winners are:

Bev's of Downtown Utica in the 50-employee-and-under category;

Fiber Instrument Sales, Inc. in the 50-plus category;

Resource Center for Independent Living in the non-profit category.

The three will be honored at the Chamber's annual Business of the Year Luncheon to be held at noon July 25 at Hart's Hill Inn.

What set these organizations apart from so many other qualified candidates in this year's voting by members

of the Chamber's Publicity Council?

Individuals with drive, determination, a desire to be successful.

For example, Bea Denmark, owner of Bev's, started in 1956 as a children's shop. Success led to the purchase four years later of the building at 178 Genesee Street, still Bev's location, and the addition of pre-teen and junior departments with seven employees plus her husband and two daughters.

Over the years, Denmark has constantly changed her business focus to keep up with the times. But she has remained a fixture as a Downtown Utica merchant.

She credits her success to "loyal customers," but they probably would argue she is the loyalist.

Continued on Page 4



The individuals who make up RCIL's winning team



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CHAMBER NEWS

Chamber Producing A Good Old Summer Time Spectacular

The 2001 edition of A Good Old Summer Time, Downtown Utica's annual mid-summer festival, will have several new variations when it begins July 9 on Genesee Street, between the Radisson Hotel and the New York State Office Building.

The festival will feature daily children's hours, a return of the Office Olympics, many nightly musical performances and two evening-ending fireworks shows in addition to its traditional happenings such as children's rides and a variety of food vendors.

In another twist, finals of the Miss Greater Utica Pageant are at Hanna Park on Saturday, July 14, with a performance by the Utica Symphony Orchestra. Major sponsor of the event again is Jack Appleseed's Restaurant.

"Each year we have tried to give Mohawk Valley residents a bigger and better show," said AGOST President Mark Minasi. "We believe we have accomplished that this year, especially in presenting events for children."

Instead of one children's day, each day from 2 p.m. to 4 p.m. will feature children's activities sponsored by Met Life. Many will be educational, such as a demonstration on fire safety and a presentation on endangered species by the Utica Zoo. On July 13 there is a demonstration with trained raptors.

HSBC will sponsor both Opening and Closing Day activities.

The Office Olympics, sponsored by Hummel's Office Plus, return July 9 with Opening Ceremonies and presentation of the Syd Oberman Award at 7 p.m. followed by a performance of



Genesee Street will look like this again July 9-13 for A Good Old Summer Time.

the popular musical group Classified.

On Friday, July 13, there will be a Battle of the Bands at 7 p.m. followed by fireworks. Other highlights:

Tuesday, July 10 — Meet the Utica Blue Sox, Gridley Paige, fireworks.

Wednesday, July 11 — Utica Library show, Country music featuring Shania Twin.

Thursday, July 12 — Fleet Bank International Day with five bands.

"We have this great variety of family entertainment due to the efforts of Tammy McCoy, our Director of Marketing who has been organizing this event," said Chamber President Robert Fowler. "She has put a great amount of effort into the festival; it will be the best in its 21-year history."

The 24th annual Miss Greater Utica Pageant is establishing its own identity as a top event.

Preliminary judging for the team beauty pageant will take place from 6 p.m. to 9 p.m. on Wednesday, July 11, and Thursday, July 12, in the ballroom of the Hotel Utica.

Contestants will participate in on-stage interviews the first night; swimwear competition being held the second.

Finals will be Saturday night, July 14, at Hanna Park at 8:15 p.m. They will be preceded by a one-hour concert performed by the Utica Symphony Orchestra.

There will be two contests. A Junior Miss Greater Utica Pageant is open to those 13-15 years old, with the winner receiving a \$500 scholarship compliments of JPJ Electronic Communications, Inc., Yorkville.

The Miss Greater Utica Pageant is open to contestants 16-19, with the winner receiving a \$1,000 scholarship sponsored by the Utica National Insurance Group.

In addition, each category will have an essay contest with the winners receiving \$500 savings bonds from C. Weaver Chevrolet and Downtown Utica Development Association. The essay will be on "Why the Mohawk Valley is a Great Place to Live."

The reigning Miss Greater Utica is Monique Currie of Utica, a 2000 graduate of Proctor High School.

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CHAMBER NEWS



Bea Denmark and her familiar shop



Burke Becomes Chamber Director

Tom Burke, President of AdVentures in Advertising in Yorkville, was selected to serve an unfulfilled term on the Mohawk Valley Chamber of Commerce Board of Directors.

Burke's agency produces and places advertising in all media outlets for a variety of clients. He writes and records jingles, original songs and music, and produces "Dee Jay On Hold," a music and message recording service for business telephone system clients locally and nationally.

He is a member of the Mohawk Valley Advertising Club and the Home Builders Association.

"Tom has been Chairman of the Chamber's Business Expo for the past three years," said Board Chairman Paul Drejza. "He has done an outstanding job for us. It's proper that we ask him to become a director. He has shown great interest in the Chamber."

Tom and his wife, Dawn, live with their two children in Whitesboro.

Tops in 2000: Bev's, Fiber Instrument Sales, RCIL Capture Chamber's 'Best' Honor

Continued from Page 1

In 1985, Frank Giotto could have remained a high school math teacher. Instead he founded Fiber Instrument Sales, Inc. with an office on Mandeville Street in Utica.

In two years, FIS moved to the Oneida County Business Park with six employees in a 3,600 SF building.

Now FIS is one of the fastest-growing employers in Central New York with 250 employees in a 50,000 SF facility on Clear Road in Oriskany, and plans to expand by 45,000 SF.

FIS is a manufacturer and full line distributor of communication fiber optic test equipment, connectors, cable and cable assemblies, tools and tool kits, fiber optic consumable products and active network equipment.

FIS has a world-wide customer base of 11,000.

The individuals who make RCIL a success are the disabled who desire to help themselves, and those staffers who help them achieve those goals.

RCIL is a non-residential agency administering a wide range of independent living and advocacy services, working with those of all ages with any disability.

It is the largest of 41 such centers in NYS and one of 400 nationwide. It serves more than 16,000 persons annually through 35 programs.

Strong individuals, strong organizations, worthy winners.

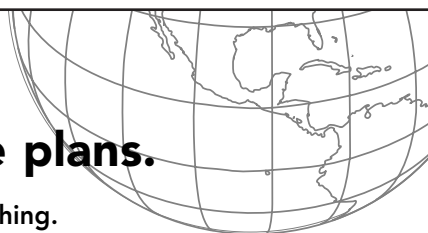


Frank Giotto, the spark of Fiber Instruments

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NEW CHAMBER MEMBERS

Please Note These Changes in 2001-2002 Membership Directory

Broadview Networks

Category Change to:
Internet Provider
Telephone Change to:
(315) 473-9522

Holland Farms

Title Corrections:
Suzanne P. Fiore - President
Marolyn P. Wilson - Vice President

Golf Unlimited

Contact Addition:
Tom Gadziala - Owner
Joe Polizza - Owner

Telecommunications Concept Inc.

Category Change to:
Telephone Systems & Equipment

Arlott Office Products

Correct Contact Name:
Arne K. Pedersen

Mohawk Valley School of Music

Category Change:
Music Lessons

Coach USA

Central NY/High Adventure Tours

Address & Contact Change:
37 Kirkland Avenue
Clinton, NY 13323
Phone: (315) 853-3902
FAX: (315) 853-6814
Ms. Jill Duke, Dir. Sales & Marketing
Bus Tours

Welcome to New Chamber Members

Bailey Haskal & LaLonde Associates
Joseph Martino
8246 Seneca Turnpike
New Hartford, NY 13413

Devlin Chiropractic Office
Dr. Steves Devlin
St. Elizabeth Medical Building
1256 Culver Avenue
Utica, NY 13501

Leigh Baldwin & Company
Wayne Brooks
258 Genesee Street
Utica, NY 13502

Messiah United Church of Christ
Scott Canfield
3810 Oneida Street
Washington Mills, NY 13479

Mohawk Valley Plastic
Reconstructive Surgery
Greg S. Orlando, M.D.
PO Box 897
New Hartford, NY 13413

Montessori Learning Center
of New Hartford
Gwendolyn Muok
3995 Oneida Street
New Hartford, NY 134513

Precision, Inc.
Jim Cook
2144 Brighton Henrietta Townline Rd.
Rochester, NY 14623

Peacemaker Program Helping Mohawk Valley's Welfare Kids

The Peacemaker Program, Inc., is one of the newest members of the Mohawk Valley Chamber of Commerce. Following is some information on this relatively new program:

The Peacemaker Program was incorporated in 1994 in director response to the needs of children caught in the throes of the child welfare system. Over the years, the Peacemaker Program has developed programs that aim to prevent juvenile delinquency in youth and resolve conflicts peacefully.

There are three main departments of Peacemaker: Court programs, adventure programs and mentoring.

Court Programs — Tri-County Court Appointed Special Advocates (CASA) trains volunteers of Oneida, Herkimer and Madison Counties to advocate for abused and neglected children living in foster care. Volunteers collect facts of the case and present a report to Family Court Judges.

Custody CASA operates the same, but provides information and advocacy for children caught in the middle of parents' custody and visitation disputes. It's offered in Oneida County.

In order to provide best services possible, the Justice Center of Oneida County has recently transferred its mediation services to be housed within the Peacemaker Program.

BUDDY Mentoring — BUDDY carefully screens and trains volunteer mentors to be matched with at-risk youth between the ages of 8 and 16 in Madison County.



*Julie Gilbert Rosicky
Executive Director*

Adventure Programs — Project Challenge serves at-risk youth ages 10-15 by teaching them resiliency skills through challenging ropes course activities. Youth learn how to problem solve, work as a team, communicate effectively, cope with stress and resolve conflict in a challenge by choice setting. High and low elements of challenge courses are utilized, plus "traveling" initiatives in schools.

Adventure Experiences is a program that provides caving, hiking and repelling day long adventure trips to youth of Oneida County. Youth at risk are targeted, but this program is open to all youth who reside in the county.

Ropes Course Management is available to any group. Groups are scheduled to use the ropes course at Graffenburg Adventure Center. Peacemaker serves youth age 12 and up as well as adults, teaching team work, communication and problem solving skills. Call 724-4030 for more information.

Calendar of Events

Monday, July 2	Publicity and Promotions Council, 8:30 a.m., Chamber offices
Sunday, July 8	Boilermaker 15K Road Race.
Monday, July 9 - 13	A Good Old Summer Time Festival, Genesee Street, Downtown Utica Opening Ceremonies 7:00 p.m., NYS Office Building
Tuesday, July 10	Board of Directors Meeting, Noon, Hotel Utica
Wednesday, July 11	Small Business Council Meeting, 8:00 a.m., Chamber offices
Thursday, July 12	Government Affairs Council Meeting with guest Ralph Eannace, Oneida County Executive, Noon, Fort Schuyler Club
Friday, July 13	A Good Old Summer Time Festival, Genesee Street, Downtown Utica Closing Ceremonies, Battle of the Bands, Fireworks, 7:00 p.m.
Saturday, July 14	Miss Greater Utica Pageant, featuring a one-hour performance by the Utica Symphony Orchestra, 7:00 p.m., Hanna Park
Wednesday, July 18	Business Expo Meeting, 8:30 a.m., Chamber offices SCORE counseling available, 9:00 a.m. - 11:30 a.m., Chamber offices Chamber Alliance of the Mohawk Valley Meeting, Noon, New Hartford
Friday, July 20	Membership Council Meeting, 8:00 a.m., Chamber offices
Tuesday, July 24	Executive Committee Meeting, Noon, Fort Schuyler Club
Wednesday, July 25	Economic Development Council Meeting, 8:00 a.m., Chamber offices SCORE counseling available, 9:00 a.m. - 11:30 a.m., Chamber offices UIDC Quarterly Meeting, Noon, Fort Schuyler Club
Thursday, July 26	Business After Hours (5:30 p.m. - 7:30 p.m.) Masonic Home 2150 Bleeker Street, Utica, NY
Friday, July 27	Tourism/Cultural Affairs Council Meeting, 8:00 a.m., Chamber offices



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NEW STAFF MEMBERS

Chamber Welcomes 3 New Staff Members, Summer Intern



Robin Bridson



Kelley Fischer



Jessica Ingro

"The Mohawk Valley Chamber of Commerce once again is changing," said Chamber President Robert Fowler. "We have to adjust to keep up with the ever-changing needs of our business community."

Having said that, Fowler announced three new staff members as well as a summer intern who will be playing a significant role in regional activities. The new staff members are:

Robin Bridson, Director of Information Services; Kelley Fischer, Administrative Assistant; Jessica Ingro, Receptionist.

John Popeo, a native of New Hartford and a junior at Babson College, is an intern through the Oneida County Summer Youth Employment Program.

Bridson's duties include bookkeeping and web site maintenance. She is a graduate of Rochester Institute of Technology who began a computer training company — K.I.P. Associates, Inc. — in 1997.

"This is the information age and Robin can get the Chamber into the fast track by updating our web site daily," Fowler said.

Fischer, a native of Syracuse and a graduate of Bryant & Stratton Business Institute, was the college representative for ITT Technical Institute in Syracuse.

"Kelley will be assisting Director of Marketing Tammy McCoy," Fowler

said. "Especially in selling Chamber memberships. Tammy has been successful at this, showing the Chamber's excellent growth potential."

Ingro of Marcy is a senior in computer information systems at SUNY Institute of Technology Utica-Rome. Fowler said she will assist Bridson and Director of Insurance Services Eva Aboussleman.

Popeo, majoring in Business Administration, will assist the Chamber Alliance of the Mohawk Valley's in producing a 20-year regional vision statement.

"He will do research and writing," Fowler said. "Without that help, the project couldn't be considered."



John Popeo



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SOCIAL EVENTS



It was a perfect summer afternoon when Chamber members arrived at the tented entrance to the NeighborWorks Home Ownership Center on Genesee Street in Utica for the June Business After Hours networking event. Within minutes, members were enjoying the outstanding picnic Bar BQ under the big tent.



July BAH Site: Masonic Home

On Thursday, July 26, the next scheduled Business After Hours will be held at the Masonic Home.

Hors d'oeuvres, cocktails and soft drinks will be provided at the Masonic Home, 2150 Bleecker Street, Utica.

The networking event starts at 5:30 p.m. and ends about 7:30 p.m.

Cost is \$5 for Chamber members and \$10 for non-members.

Reservations can be made to Jessica Ingro at the Chamber (724-3151) or via FAX with the flyer enclosed in this edition (724-3177).

Business Expo 2001 Set for September

The area's largest business-to-business show, the 2001 Mohawk Valley Business Expo, will be held September 20 at the Convention Center in New Hartford.

Booth space for this show that has sold out for the past five years is limited. Thus, it's not too early to register.

Call Tammy McCoy, Chamber Marketing Director, at 724-3151 for more information, or an order form.

CHAMBER Action
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