



UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



# CHAMBER LINK

September 2010

www.cayugacountychamber.com

Put Your Money Where Your Life is.... Choose Local!

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Research has shown that when you buy from a locally owned business a significant amount of dollars spent are re-circulated throughout the local economy. This commitment to buying local strengthens the economic base and can lead to reduced taxes, better services, and more jobs.

In order to support local spending the Cayuga County Chamber is implementing a local purchasing passport program called KEEP IT CAYUGA. This program seeks to educate our community on the importance of buying local, and in doing so positively impact the local economy.

### What is it?

Keep It Cayuga is an initiative to increase local spending by offering coupons and discounts for local businesses to the public and encouraging consumers to visit local shops.

### How does it work?

Keep It Cayuga's main focus is the purchasing passport system. This purchasing passport will consist of advertisements from Chamber Member Businesses, and will include incentives for residents to visit these businesses and spend locally. Every time someone uses the passport, the booklet gets stamped by a participating business. The consumer then receives an entry to win a grand prize for each business they visit. The prize will be awarded at the end of the initiative in early 2011. The idea is that with discounts and coupons, the public will take the opportunity, especially during the holiday season, to visit and spend at the local businesses that participate, keeping the money that is earned locally in the county.

### Who can participate?

All Chamber Member Businesses can buy into the passport to have their advertisement and discount in the booklet. Everyone in the community can take advantage of the Keep It Cayuga passport. The booklet will be available at the Chamber and distributed to the general public through several outlets in time for the holiday season.

### How do you get involved?

You can start by filling out the Keep It Cayuga Purchasing Passport Application, available at the Chamber and on the Chamber's webpage. The fee to participate is \$25 to cover the cost of production. Then your advertisement and discount will be included in the passport that will be printed in October.

The success of this program is dependent upon the participation of our local businesses. Join us in supporting our local economy and seeking to improve the business climate for the businesses and residents of our great community. To register for the Keep It Cayuga program or for more information on how you can help support this initiative contact the Chamber offices 315-252-7291 or e-mail admin@cayugacountychamber.com.



Facebook



Twitter

**Our Mission:** To provide progressive leadership and serve as an advocate for the business community, focusing on nurturing prosperity and enhancing the quality of life for our members and the residents of Cayuga County.

## Welcome New Chamber Members!

### Kosta's Bar & Grill

John Gotsis  
105 Grant Avenue  
Auburn, NY 13021  
(315) 253-7711



Facebook

Restaurants

### Biss Basics, LLC

Joyce E. Biss  
3192 Barrington Way  
Auburn, NY 13021  
(315) 252-3340  
www.bissbasics.com  
Wholesaler-Crafts

### Woodmen of the World

Rodney Barber  
P.O. Box 500  
Elbridge, N.Y. 13060  
(315) 689-3314  
www.woodmen.org  
Insurance Fraternal Non Profit

### Carroll Equipment/The Dealer Auto Sales

Bill Carroll  
8125 Grant Avenue Road  
Weedsport, N.Y. 13166  
(315) 253-3636  
www.carrollequipment.com  
Equipment

### Downtown Books & Coffee

John Colvin  
66 Genesee Street  
Auburn, N.Y. 13021  
(315) 515-3411  
www.downtownbooksandcoffee.com  
Bookstore/Retail

## 2010 Chamber Board of Directors

<b>J.D. Pabis</b>	Chair Auburn Enlarged City School District
<b>Liz Werner</b>	First Vice Chair Unity House of Cayuga County
<b>Elaine Buffington</b>	Treasurer and Corporate Secretary Buffington & Hoatland CPA's, PLLC
<b>Mike Oropallo</b>	Legal Counsel Hiscock & Barclay, LLC
<b>Elizabeth Hoey</b>	Immediate Past Chair McQuay International
<b>Charles Bouley, Jr.</b>	Bouley Associates, Inc.
<b>Kelly Buck</b>	Unity House of Cayuga County
<b>Sue Edinger</b>	Aurora Inn, Inc.
<b>Richard Elliott</b>	Beardsley Design Associates
<b>Kevin Ellis</b>	Cayuga Marketing, LLC
<b>Tom Filiak</b>	Auburn Memorial Hospital
<b>Hilary Ford</b>	Mack Studio Displays, Inc.
<b>Edward Galka</b>	O. Mustad & Sons
<b>Mike Gordon</b>	Falcon Realty, U.S.A.
<b>Sheli Graney</b>	Auburn Internal Medicine
<b>Daniel Larson</b>	Cayuga Community College
<b>Dan Soules</b>	Grant Avenue Development
<b>William Speck</b>	Cayuga-Onondaga BOCES
<b>David Tehan</b>	Karpinski, Stapleton, Galbato & Tehan
<b>Nancy Thomas</b>	First Niagara

## Chamber Staff:

<b>Andrew Fish</b>	Executive Director
<b>Amy Fuller</b>	Finance Coordinator
<b>Ginny Kent</b>	Leadership Cayuga/ Membership Coordinator
<b>Jackie Scholz</b>	Communications Coordinator/ Website



## COMMUNITY CALENDAR

**DID YOU KNOW IT IS FREE  
TO POST YOUR EVENT??**

Designed to promote all activities in Cayuga County this calendar can be used to gain maximum exposure while avoiding scheduling conflicts.

Simply go to the chamber website [www.cayugacountychamber.com](http://www.cayugacountychamber.com) and click on **COMMUNITY CALENDAR**.



## Did You Know...

**The New York State WARN Act was recently amended for the second time this year?**  
**Overview of Act**



The New York State Worker Adjustment and Retraining Notification Act (WARN) requires employers of 50+ employees to provide 90-calendar days advance written notice to affected employees of certain reductions in force *if* it will affect a specified threshold of workers. Examples include mass layoffs, temporary or permanent plant closings, reduction in hours, and relocations. Both private and not-for-profit employers are covered by the Act but public sector employers are excluded.

The NYS Department of Labor (DOL) previously issued revised rules to the WARN Act on February 12, 2010 ([click here to review the HR One eNews that addressed these changes](#)). On July 9, 2010, the DOL filed new rules to the WARN Act that supersede and replace the February 2010 rules. The new provisions became effective immediately.

### Highlights of the July 2010 Rules

The new provisions include the following:

- Minor changes in the language that must be included in the notices to affected employees, the employees' representative (if applicable), the NYS Commissioner of Labor, and the local Workplace Investment Board;
- Clarification of the definition of 'affected employee';
- A new requirement that an employer provide a 'rescission notice' to affected employees. A rescission notice is required if, after notice of a covered reduction in force has been provided to affected employees, the employer determines it will continue operations and the loss of employment will not take place as previously announced. The rules include specific requirements as to the items that must be included in the rescission notice;
- Clarification of how to determine if an employer meets the 50-employee threshold for coverage under the Act;
- Clarification that an employer that claims it cannot provide the required advance notice of a reduction in force must provide documentation to support the claim; and
- A new rule that the DOL Commissioner cannot issue an order or determination against an employer that has violated the WARN Act until a hearing is held (unless the employer waives its right to such a hearing).

### Avoiding Disaster

While the NYS WARN Act applies to employers with 50+ employees, the federal WARN Act covers employers with 100+ employees. If your organization is covered by either the federal and/or state Act, carefully review and comply with the applicable rules before initiating any covered reductions in force.

As a Chamber member you are entitled to  
**3 FREE** consultant calls per year at  
HR One's Human Resource Hot Line at  
1-800-457-8829

## Business Council Calls on Assembly to Act on Property Tax Cap

The New York State Senate recently voted to establish a property tax cap. The concept of setting a cap to limit the annual growth of property taxes in New York has extensive support – 76% of all respondents including 83% of homeowners in a recent Siena poll expressed their support for a property tax cap. Upstate and suburban middle-class homeowners make up the largest group of supporters.

“Governor Paterson deserves credit for advancing this proposal. Now that the State Senate has joined him, the fate of this vital reform is left to the Assembly majority,” said Kenneth Adams, president and CEO, The Business Council of New York State, Inc.

“The Assembly majority should respond to the pleas of homeowners across the state and support this proposal.”

New York ranks among the top three states in the US for highest property taxes. Property taxes in New York are 59 percent above the national average. When property taxes are measured as a percentage of home value, 15 of the 25 highest taxed counties in the US are in New York State.

Governor Paterson's proposal would cap annual increases in local property taxes at 4% or 120% of the rate of inflation, whichever is lower. Attorney General Andrew Cuomo has proposed setting a 2% cap. Rick Lazio has also proposed a tax cap.

To read more about enacting a property tax cap in New York visit [www.taxcapnow.org](http://www.taxcapnow.org).



# 101st Annual Dinner

**Wednesday , October 20th, 2010  
Holiday Inn**

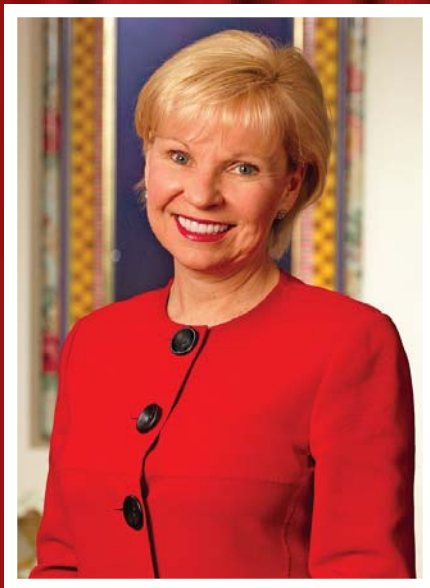
**Cash Bar & Hors d'oeuvres 5:30 p.m.-6:30 p.m.  
&  
Silent Auction 5:30 p.m.- 7:30 p.m.**

**Dinner 6:30 p.m.  
Live Auction 7:00 p.m.  
Program 7:30 p.m.**

**Featuring:**



**Keynote Speaker: Lauren Dixon, Founder and CEO of Dixon Schwabl , Inc.**



**Register Today for the 101st Annual Dinner by calling Jackie at 315-252-7291 or emailing  
admin@cayugacountychamber.com We look forward to celebrating the  
upcoming Musical Theatre Festival with you!**

**IT'S TIME—TO LEAD!**

Plans for Leadership Cayuga 2011 are underway and Ginny Kent is filling the class with another group of enlightened people, eager to learn more about themselves and their community.

Previous and future sponsors will be invited to recommend an emerging leader from within their organization.

High schools will be contacted to find their bright students of promise. They'll be encouraged to participate.

Ginny Kent is available to speak to your organization at your convenience, where she will update you on the most recent news about Leadership Cayuga, and share trends in community leadership and its value with your group.

If somehow we miss you, and you want to know more about Leadership Cayuga, please call the Chamber Office or visit our website at <http://www.cayugacountychamber.com/LeadershipCayuga.asp>

**Terri Bridenbecker Fund  
for Leadership Cayuga**

The Cayuga County Chamber of Commerce Foundation is honored to announce a full sponsorship for the Class of 2011 available through the Terri Bridenbecker Fund for Leadership Cayuga. The recipient must be a small business owner in Cayuga County, or his or her designee. The designee must play an integral role in the small business.

This fund was established following Terri's untimely passing in 2009. Those who knew Terri contributed generously in her honor. Her family works closely with the Foundation to coordinate the criteria of the fund distribution.

"To leave the world richer- that is the ultimate success."  
- Eleanor Roosevelt

Call the Chamber for more information.

**Congratulations to 2010 Business  
Leader Awards - Business Person of  
the Year Award Class 15+ Yrs****Auburn Tank & Manufacturing Company, Inc.**

**Carl L. Weber**, Owner

P.O. Box 488

24 McMaster Street

Auburn, New York 13021

Telephone: 315-255-2788

Fax: 315-253-9239



Auburn Tank & Manufacturing Company, Inc. is owned and operated by **Carl L. Weber**. The company was founded in 1945 by Kenneth Clark. Carl joined Auburn Tank in 1982 and took over the business from Kenneth's son, Bill Clark in 1990. Carl presently employs 10 people including his wife Kristy Weber who is the office manager.

Auburn Tank is a custom welding and fabrication company which locally manufactures numerous metal items including, but not limited to, dust separator tanks, tank stands, large diameter pipe weldments, work platforms and machine guards. Auburn Tank also manufactures ATCO commercial customers, they also try to help individuals who need anything from a piece of metal for a home project to something that needs a repair weld.

Carl is on the Board of Directors of the Merry-Go-Round Playhouse, the treasurer of the Frozen Ocean Club, a member of the Dutch Hollow Golf & Country Club and a past president of the West Niles Fire Company.



The Annual Business Leader Awards are presented in May. To see more about this year's winners or for nomination forms for the 2011 Business Leader Awards visit:  
[www.cayugacountychamber.com](http://www.cayugacountychamber.com)  
or call (315) 252-7291

## Ambassadors Corner

### Ribbon Cutting for the Grand Opening of Riverbend Coffee



Tim Bridenbecker and daughter Elise are joined by Chamber of Commerce Ambassadors Ed Helinski, Rita Trenti, Nance Rifanburg, and Maureen Riester.

Cayuga County Chamber Member Riverbend Coffee celebrated their Grand Opening of their new location on 217 Grant Avenue in Auburn at the Auburn Plaza.

Be sure to visit **Riverbend Coffee** at either convenient location:  
83 Genesee Street or 217 Grant Avenue in Auburn, NY

For more information call 315-255-1570.

### Ribbon Cutting Summit Automotive Group



Cayuga County Chamber Ambassadors, community leaders and Summit Ford Lincoln Mercury staff

Summit Ford Lincoln Mercury of the Summit Automotive Group celebrated their Grand Opening of their new location on 305 Grant Avenue in Auburn on Friday, August 27, 2010 at 11:00 a.m.

Be sure to visit **Summit Ford Lincoln Mercury**  
305 Grant Avenue in Auburn, NY

For more information call 315-252-7255.

## Ambassadors Corner

### Ribbon Cutting for the Grand Opening of La-Z-Boy Furniture Galleries



Kate and Mike DeNisco, Owners of La-Z-Boy Furniture Galleries in Auburn celebrating their Grand Opening at the Ribbon Cutting

La-Z-Boy Furniture Galleries recently held a Grand Opening and Ribbon Cutting for its newest location at 311 Grant Avenue Road in Auburn.

Be sure to visit : [www.La-Z-Boy Furniture Galleries](http://www.La-Z-Boy Furniture Galleries)

For more information call 315-515-3415 or visit [www.La-Z-Boy.com](http://www.La-Z-Boy.com)

### BAF: Auburn Community Baseball Association

On Wednesday, August 31, **Auburn Community Baseball Association**, hosted a Business After Five event at Falcon Park.



Carl Gutelius, Manager of Auburn Doubledays and Andrew Fish, Chamber Executive Director

Carl Gutelius shared with Chamber members and Chamber Ambassadors information on the park.

Chamber member Rick Hall of Can Kings shared his success that the Can Kings is now recycling 15,000 cans a day. Wow!

Brian Redfield and Sean Wrench of Image Agent made a new business connection with Craig Clark of Sound Monkey Music.

If you are interested in learning more about Auburn Community Baseball Association  
Contact: Carl Gutelius, Executive Director  
315-255-2489  
[www.auburndoubledays.com](http://www.auburndoubledays.com)

# Request for Nominations:

## Phyllis Goldman Encouragement Award for Women

The Cayuga County Chamber of Commerce is seeking nominations for its annual Phyllis Goldman Encouragement Award for Women. Nominations recognizing female Chamber members who own a for-profit business are now being accepted until Friday, October 15. Forms may be downloaded from the Chamber's website: [www.cayugacountychamber.com](http://www.cayugacountychamber.com); a list of Chamber members may also be found online.

Please consider nominating a woman business leader from our community! More information about the award luncheon will be shared soon.

## Brown Bag Lunch Seminar Series

On Wednesday August 11, 2010 **First Data Merchant Services** hosted a seminar at the Chamber Office.



John Hoppe addressed need-to-know details about how businesses should handle credit card transactions.

Our Brown Bag Seminar Series are free, and you can bring a lunch to eat while listening to our presenter.

If you are interested in learning more about First Data Merchant Services, please contact  
John Hoppe, Executive Director  
7523 Moccasin Path  
Liverpool, NY 13090  
315-489-6401  
[www.firstdata.com](http://www.firstdata.com)

If you would like to host a business event, contact the Chamber (315) 252-7291

## 101st Annual Dinner Silent Auction Join the Fun – Promote your Business

The Chamber's silent auction is another great opportunity to promote your business! While donating to this exciting evening's festivities your business will gain valuable exposure.

Donations valued at \$250+ receive a **FREE** 1/4 page ad in the Dinner Program

### How does it work?

- ◆ Complete the form and return it to the Chamber.
- ◆ All proceeds will support Chamber programs, and all goodies go home with the highest bidders!
- ◆ Donating businesses will be included in the dinner program. Items received *after* **October 1, 2010** may not be listed in the annual dinner program. Your participation is key for making the auction fun and exciting! Don't wait!

Get creative with your donations! Think about local resources that will enhance your donation. Find complimentary items that go together. Have fun, and remember presentation is the key!

### Donation Guidelines

- ◆ All components of travel packages must be valid at least through December 2010, unless stated otherwise.
- ◆ Certificates and/or cover letters must clearly state all components of the package, product, or service donated, and outline specific redemption procedures.
- ◆ Donations under \$50 retail value may be combined with other auction items or used as door prizes at the discretion of the Committee.

Business Name: \_\_\_\_\_  
Contact Name: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Signature: \_\_\_\_\_  
\_\_\_\_\_ Item Description: \_\_\_\_\_  
Value: \_\_\_\_\_

To guarantee a listing in the annual dinner program please return form and item before **October 1, 2010** to:

**Cayuga County Chamber of Commerce**  
**36 South Street, Auburn, NY 13021**  
**Phone (315) 252-7291 Fax (315) 255-3077**  
**[admin@cayugacountychamber.com](mailto:admin@cayugacountychamber.com)**



## Member News



### Fingerlakes Mall Announces the Appointment of Nicole Pooler Albright, Director of Marketing and Specialty Leasing

Nicole brings over twelve years experience in marketing/promotion and sales to Fingerlakes Mall. Nicole will be responsible for the management of all aspects of the mall's marketing and specialty leasing activities.

(315) 255-1188 ext. 304 [www.fingerlakesmall.com](http://www.fingerlakesmall.com)



### Smithsonian Institution Museum Day

Enjoy a free visit with ticket from Smithsonian!

On September 25, Seward House Museum participates in National Museum Day, sponsored by the Smithsonian.

(315) 252-1283 [www.sewardhouse.org](http://www.sewardhouse.org)



### Frey Joins BDA

Beardsley Design Associates Architecture, Engineering & Landscape Architecture, P.C., is pleased to announce that Michael D. Frey, P.E., LEED AP has joined the firm as Sr. Mechanical Engineer. Mr. Frey brings to the

firm over 33 years of experience in engineering planning and design to complement the firm's full architectural, engineering, and landscape architectural design capabilities.

(315) 253-7301 [www.beardsley.com](http://www.beardsley.com)



### Quilts=Art=Quilts 2010

30th Annual Juried Quilt Exhibit. Quilts=Art=Quilts showcases 85 - 100 quilts every year from all over the world. Eligible quilts must be of original design, created within in last three years & at least 20" & no more than 108" in any direction. Prizes will be awarded in up to ten categories including \$1000 cash prize for Best of Show. On View: October 31, 2010 - January 9, 2011.

Join us for the preview reception on Saturday, October 30th from 5 - 7pm.

(315) 2551553 [www.schweinfurthartcenter.org](http://www.schweinfurthartcenter.org)



# IGNITE

Inves: • Grow • Network • Inspire • Teach • Empower

## IGNITE Inside the Stardust Entrepreneurial Institute

September 14, 2010

5:30pm

Tour of SEI

Guest speaker, Jeff Alberici, will address the audience on youth leadership and youth groups such as BluePrint II and LOFTY.



Refreshments will be served.

IGNITE is a program of the Chamber of Commerce  
[www.ignite-cny.org](http://www.ignite-cny.org)  
(315) 252-7291

## Art @ the Chamber

The Cayuga County Arts Council is pleased to announce the September art exhibit at the Cayuga County Chamber of Commerce by the participants of the Creative and Fine Arts studio of the FAME (Fingerlakes Artists, Musicians and Entertainers) Center for Creative Expression of Seneca Cayuga ARC.

Seneca Cayuga ARC is a not-for-profit agency comprised of people dedicated to assisting and supporting individuals with disabilities, their families, and the community.

We provide opportunities and choices for treatment, employment, education, recreation, and community living to assist individuals with disabilities in realizing a productive and fulfilling life.

FAME is an innovative program funded by the Office for People with Developmental Disabilities in 2008 to provide Supplemental Day Hab Services. In addition to creative and fine arts, the program offers theater arts, music, voice, and dance arts, at the Center for Creative Expression, 39 Genesee Street in Auburn. For further information about FAME, contact Pam Wilson at 315 -252-7016.

Visitors are invited to enjoy the artwork from 9a.m.- 4:30p.m. Mondays through Fridays at 36 South Street, Auburn.



**AUBURN**  
 • COMMUNITY •  
*Federal Credit Union*

**Anyone In  
 Cayuga County  
 Can Join!**

**CREDIT UNION MEMBERSHIP IS A NO-COST BENEFIT  
 THAT YOU CAN OFFER YOUR EMPLOYEES**

In today's marketplace companies are looking to attract and retain the best employees available. Benefits are a major concern to employees when they evaluate their employment situation. Why not enhance your benefits package by offering membership to Auburn Community FCU? Your organization will have another quality benefit to offer your employees at no cost to the organization, and employees will have access to a financial institution that they can put their trust in to treat them fairly. This means employees will spend less time worrying and complaining about the poor service other financial institutions may be offering them, and more time focusing on their work.

Auburn Community FCU will work with you to set up financial programs and services that will benefit your employees and the entire organization. We offer payroll solutions for your employees such as direct deposit and payroll deduction, loans, surcharge-free ATM access, and all of the benefits listed below.

Credit Union staff will be available to your organization to answer any questions that you may have, or to present information about the Credit Union at employee orientation or benefit fairs.

To take advantage of this offer, please contact Auburn Community FCU by calling 253-2934 & ask for Sam Scro.

**Just take a look at a few of the services we have to offer you:**

- **Free** Checking
- **Free** Online Banking & Bill Pay
- Visa Check Cards
- ATM Cards
- Savings, Money Markets & IRAs
- Certificates of Deposit
- Vehicle Loans
- Home Equity Loans and Lines of Credit
- Personal Loans
- Recreational Vehicle Loans



**Main Branch**  
 65 Wright Circle • Auburn, NY 13021

**Prospect Street Branch**  
 101 Prospect Street • Auburn, NY 13021

**Business Hours**  
 Monday, Wednesday - Friday: 8:30 AM - 5:00 PM  
 Tuesday: 9:00 AM - 5:00 PM

**Phone Number**  
 (315) 253-2934

**Web Site**  
[www.auburnfcu.com](http://www.auburnfcu.com)

**Auburn Community York FCU is a Community Chartered Federal Credit Union that has been serving Cayuga County since 1936. Anyone who LIVES, WORKS, WORSHIPS, or ATTENDS SCHOOL in Cayuga County is ELIGIBLE TO JOIN Auburn Community York FCU!**



# Market Cayuga

*Cayuga County Chamber of Commerce Business Expo*



## WEDNESDAY, NOVEMBER 10, 2010

### 11:00 am - 6:00 pm at the Auburn Holiday Inn

Market Cayuga 2010 has an ambitious goal - we want to bring a record crowd through the doors this year! We'll take responsibility for spreading the word in the community.

If you do your part - register your business or organization for the event.

## Take Advantage of this Great Opportunity

Showcase your business, unveil a new product or service, advance consumer education and meet new clients.

### Business to Business Excellence

To register a booth for \$100, or have your questions answered, please call (315) 252-7291.

We look forward to having your business exhibit at our November 10th show!

### Open Floor Business Expo

Attendance is open to the public. Make sure to invite your clients, customers & friends to visit.

Powered by:



Sponsored by:



**IMAGE AGENT**  
DEPLOY YOUR BRAND

Join Cayuga County Chamber on:



## Upcoming Events & Event Registration

### Business After Five

Cayuga Counseling Services  
26 Seminary Ave, Auburn  
Thursday, September 30, 2010  
5:00p.m. - 7:00p.m.  
\$5 Chamber members \$7 non- members



### Brown Bag Lunch Seminar Trade Show Success, Image Agent

Cayuga County Chamber of Commerce  
36 South Street, Auburn  
Tuesday, September 28, 2010  
12:00 p.m. - 1:00 p.m.  
Free To Attend!



### 101st Annual Dinner

Holiday Inn  
75 North Street, Auburn  
Wednesday, October 20, 2010  
5:30p.m. \$55 per ticket



### Business @ Noon

Cayuga Home for Children/  
Melanies Catering  
210 Osborne Street, Auburn  
Tuesday, October 26, 2010  
11:30a.m.- 1:30p.m.  
\$5 Chamber members \$7 non- members



### Market Cayuga

Holiday Inn  
75 North Street, Auburn  
Wednesday, November 10, 2010  
11:00 a.m. - 6:00 p.m.  
\$100 per booth



Name  
\_\_\_\_\_

Enclosed please find my check for

\$ \_\_\_\_\_

Visa/Master Card

# \_\_\_\_\_

Card Exp. Date  
\_\_\_\_\_

Signature  
\_\_\_\_\_

### Business After Five

#### CAYUGA COUNSELING SERVICES 26 Seminary Avenue in Auburn

Come to the newly opened Child Advocacy Center and learn how this new facility is making a difference. Also hear about Cayuga Counseling's Employee Assistance Program and what it can do for your business. Enjoy refreshments, relax and network with other members in a welcoming environment. See you there!

Thursday, September 30, 2010  
5:00p.m. - 7:00p.m.  
\$5 Chamber members \$7 non- members

### Business @ Noon

#### CAYUGA HOME FOR CHILDREN/ MELANIES CATERING 210 Osborne Street in Auburn

Learn about how Cayuga Home for Children impacts our community. Join fellow Members and make new connections, exchange ideas while enjoying hors d'oeuvres & refreshments from Melanies Catering. Members get together to exchange ideas in a relaxed setting. Come join us!

Tuesday, October 26, 2010  
11:00 a.m. - 1:30p.m.  
\$5 Chamber members \$7 non- members

## TRADE SHOW

### Success Strategies

As sponsor of Market Cayuga 2010, Image Agent is proud to offer this seminar to help you as a business understand what it takes to have a successful trade show strategy and primarily a better return on your investment.

#### GET BRIEFED ON THE FOLLOWING:

1. Develop a Event Marketing Plan
2. Integrate Portable Displays
3. Fine Tune Your Presentation
4. Proper Follow-Up

**SEPTEMBER 28, 2010**

12:00pm - 1:00pm

Cayuga Chamber of Commerce  
36 South Street, Auburn, NY

#### REGISTER WITH THE CHAMBER:

(315) 252-7291 or admin@cayugacountychamber.com

Presented by:



**IMAGE AGENT**  
DEPLOY YOUR BRAND



## NASA-FUNDED ASSISTANCE OFFERED TO LOCAL BUSINESSES

The Cayuga County Chamber of Commerce is pleased to announce its continuing relationship with the Space Alliance Technology Outreach Program (SATOP).

SATOP will provide up to 40 hours of FREE engineering to help solve a technical challenge. The engineers are supplied through SATOP's network of Alliance partners - aerospace industry companies, NASA sub-contractors, and universities doing NASA research.



### Who Can Apply?

Any business under 500 employees owned and operated in the United States.

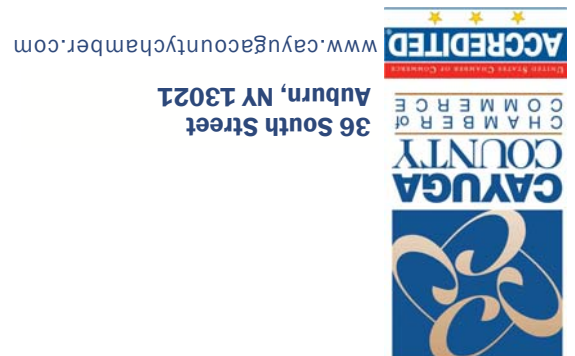
### What's the Catch?

There is none! SATOP does not charge for its services. It is funded by a grant from NASA and its mission is to transfer knowledge from the U.S. space program to small businesses to help spur economic growth.

### How does it Work?

1. Contact the Chamber to assess your potential needs.
2. Submit a simple Request for Technical Assistance (RTA) online at [www.spacetechnologies.com](http://www.spacetechnologies.com).
3. A SATOP Project Engineer will contact you to process your request.
4. The SATOP Project Engineer will match your RTA with an Alliance Partner who has the necessary engineering expertise.
5. The Alliance Partner accepts the RTA and provides you with up to 40 hours of free assistance. You'll work with them by phone, fax and email.
6. Most RTAs are resolved within 90 days.

Return Services Requested



PRESORTED  
STANDARD  
US POSTAGE PAID  
AUBURN, NY  
PERMIT #72