



2012 is all about YOU!

The Skaneateles Chamber's first monthly meeting of the year will be Thursday, February 9th at noon at the Stella Maris Retreat and Renewal Center, 130 E. Genesee Street. Stella Maris is the perfect place to spend some time reflecting on your business and how networking with your fellow chamber members can bring you new business in 2012.

Comfort food is the menu topic that Chef Brian will be working on to create a sumptuous lunch for you and your business partners. The cost will be \$15 inclusive of tax and gratuity. Throughout the meeting everyone present will have a chance to share something about their business that will encourage growth in 2012. You decide what you want to talk about – we will provide the audience! If you don't wish to speak at this meeting just let us know when you call your reservation in to the Chamber office at 685-0552. Reservations are mandatory and are due by February 6th. If you have not had the chance to visit Stella Maris, be sure to take this opportunity to do so. Tours will be available. And if you have been to Stella Maris you can come back and enjoy what a special place it is.

The Chamber Board will be setting the meeting dates for the remainder of 2012 at their January Board Meeting. If you have a topic you would like to see covered in 2012 just let us know. We want the meetings to be meaningful for you. Watch the February newsletter for the dates of all 2012 Member Meetings.

UPCOMING CHAMBER EVENTS

January 10 – Membership Council/Welcome Comm, Chamber office, 11 am.

January 17 – Professional Services Comm, Vincent McCabe, 4 pm.

January 18 – Chamber Board Meeting, Sherwood Inn, 8:30 am.

January 19 – Tourism Committee, Sherwood Inn, 8:30 am.

February 1 – Boat Show Committee, Sherwood Inn, 9 am.

February 9 – Monthly meeting at Stella Maris, noon.

February 16 – Business after hours at Creekside Books and Coffee, 5-7

2012 Board of Directors

President	Pam Schoener
Vice President	Tom Grant
Secretary	Patty Keogan
Treasurer	Tracie Barnes
Past President	Richard Pitman

Term Ends 2014

Sandi Mulconry
Elaine Slater-Kogler
Rita Trenti

Term Ends 2013

David Hunt
Susan Greenfield Murphy
Sarah Wiles

Term Ends 2012

Anne Bishop
Tom Blair
Alain Castel
John Logan
Lori Milne
Joe Panzarella
Randy Stockweather

Executive Director: Susan Dove

Administrative Specialist: Candy Searing

Customer Service Rep: Linda Dwyer



Winterfest 2012

Saturday, January 28

Mission Statement

Skaneateles is a uniquely charming place to live, work, and grow. The Skaneateles Area Chamber of Commerce; comprised of 400 businesses and individuals, works to promote the prosperity of its members, cultivate growth and economic development, and preserve the quality of life for the entire community.

Skaneateles Chamber Welcomes New Members

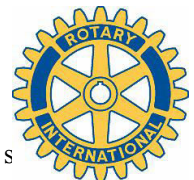
PAYCHEX - Paychex has been a member of the Skaneateles Chamber for the past several years. Jason Caccamise is their new rep for our area. "I would like to introduce myself as the new small business consultant for Paychex Payroll Services. I am from Rochester and have relocated to the Syracuse area to start my new life with my Fiancé' and Paychex. I have been aspiring to work for Paychex since my high school years due to my late grandfather's direction and the history of the company started here in New York. I look forward to being an intricate part of the community and meet as many new people as I can. I am available at all hours and weekends to our current clients and to those who could benefit from Paychex! Please call me at (315) 453- 6200 ext. 5747 at my office in Syracuse or on my cell phone at (585)-317-1943.

Advanced Business Systems, Inc. (ABS) is locally owned by Edward Jones. It is a business technology company that has been in business for over 20 years. ABS has all aspects of your business covered including: IT/network support, network security/backup, computer sales and service, copiers, printers, document management, managed print services and mailing machines. We are the one dependable company you need to handle your entire business infrastructure through a personalized needs analysis. Visit www.abscopiers.com or email, sales@abscopiers.com by phone, (315) 788-7989.

The Dump Boutique & Image Studio is a trendy boutique offering seasonal color analysis and cosmetic makeovers. The Dump Boutique offers a chic selection of clothing, jewelry, eye frames, bras and a large line of organic and private label cosmetics. Our scarves, hats and purses will bring a blissful WOW to any outfit! Looking for some quality time with the girls? Visit the Boutique with a few of your closest friends or schedule a group party at The Dump! So take some time to rejuvenate yourself and come join our family here, at the Dump Boutique, 22 South Street, Marcellus. (315) 673-3867, online at www.thedumpboutique.com or email lookgood@thedumpboutique.com



WINTERFEST IN SKANEATELES Saturday, January 28, 2012



Past participz
better!

Skaneateles Sunrise
Rotary Club

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SPONSORSHIP: Winterfest Sponsorship opportunities are available. Levels are: Diamond (\$500+), Platinum (\$300+), Gold (200+), Silver (\$100+), Bronze (\$50+) and Winterfest Supporter (\$25+). For more information contact John Paddock at advance.concept@verizon.net

ICE SCULPTURES: Ice Carvings by Stan Kolonko are still available for purchase. Last year 20 sculptures were on display throughout the village. The cost has stayed the same for 2012. \$250.00 for a small sculpture and \$500 for a large. If you would like to purchase an Ice Sculpture contact: Tom Seeley at 263-0052 or tw@mlsattorneys.com or John Paddock at advance.concept@verizon.net or Candy Searing at csearing@skaneateles.com.

TASTE OF SKANEATELES: Advance sale tickets for the Taste of Skaneateles are available at Johnny Angels, Sherwood Inn, Red Rooster Pub, Skaneateles Chamber of Commerce, and Creekside Books and Coffee. Cost: Individual \$15.00; Couple \$25.00.

BREWFEST: at Joe's Pasta Garage. For ticket information contact Joe's at 685-6116.

POLAR BEAR PLUNGE: The 3rd annual Polar Bear Plunge will be held at 12:30 on January 28.

Visit www.skaneateles.com or www.active.com to register as an individual or team! Proceeds to benefit the Skaneateles Education Foundation, SAVES and Skaneateles Volunteer Fire Department.

NEW THIS YEAR is the 1st annual Davey Oram Memorial Ice Fishing Derby in Skaneateles Lake.

A fundraising dinner will also be held at the Cedar House on Saturday, January 28.

For more information contact Jim Lanning at 730-3160 or visit www.daveysforest.weebly.com

OTHER ACTIVITIES: Free Trolley Rides to help you get around town. Sponsored by Skaneateles Chamber, Sherwood Inn, Creekside Books & Coffee, Skaneateles Town Square, Skaneateles Sunrise Rotary & Skaneateles Artisans. Siberian Husky Demonstration & Display, Carnival Games, Rutabaga Curling, Scavenger Hunt, Wood & Chainsaw carving, The story of Ice Cutting on Skaneateles Lake at the Creamery.

Watch www.skaneateles.com, the Skaneateles Journal for the Winterfest program, tickets will be available day of event!

BUSINESS AFTER HOURS



Call the Chamber at 685-0552, or e-mail csearing@skaneateles.com to make a reservation!
Network, socialize, win door prizes!

THURSDAY, FEBRUARY 16th

Hosted by:



CREEKSIDE BOOKS AND COFFEE and ELBRIDGE WINE AND SPIRITS



“Come celebrate Valentines Day with “sweet treats” of chocolates, cupcakes, coffees and wine!”
at Creekside, 35 Fennell Street, Skaneateles

UPCOMING 2012 AFTER HOURS:

March, 2012 – OPEN

April, 2012 – OPEN

May-2012 – OPEN

June, 2012 – Lockwood Farms

SEPTEMBER, 2012 - OPEN

OCTOBER, 2012 - OPEN

NOVEMBER 20, 2012 – Dickens Kick off Party

DOOR PRIZES
APPRECIATED. JUST BRING
IT WITH YOU!

Please consider hosting an after hours in 2012 at your business. Or consider joining together with another business to host a joint business after hours. Twice the fun and half the work! Showcase your workplace, network with other Chamber members, and provide an informal atmosphere for Chamber members to get together!



LIMITED PARTICIPATION FOR FIRST FRIDAYS THIS WINTER.

**VISIT THE FOLLOWING MERCHANTS:
FRIDAY, FEBRUARY 3rd!**

Snake Oil Glassworks is having their 2nd Annual Blowin' Red Fundraiser on Friday, February 3rd from 5-9pm. in support of the American Heart Association's Go Red for Women initiative. Silent auction and live auction with 100% of the proceeds to the AHA.. If you would like to donate an item for the auctions please contact Peg Austin at snakeoilglassworks@gmail.com or call 685-5091 and they will happily come pick it up. Plan on coming to the event – lots of fun for a great cause. What will Phil be wearing this year????!! Snake Oil Glassworks is located at 4251 Jordan Rd.

7:30 PM – 9:30 PM live music at **Creekside Books & Coffee**, 35 Fennell St. Free and open to the public. (315) 685-0379. www.creeksidebooks.com

FIRST FRIDAY will be back in full action on Friday, May 4th. Watch here for First Friday events during the winter.

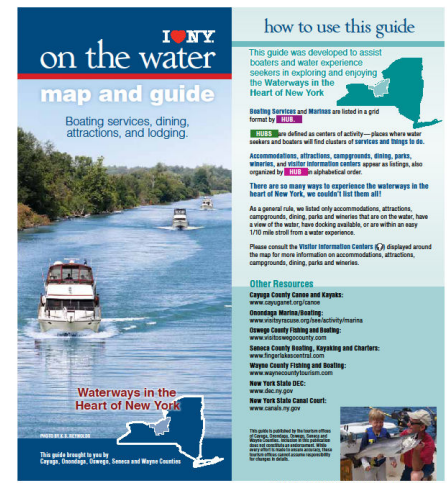
A new brochure: **On the Water**

New Map & Guide to things to see & do on, in or near the Waterways of Central New York

The Skaneateles Area Chamber of Commerce in partnership with the Syracuse Convention and Visitors Bureau and the tourism offices in Cayuga, Oswego, Seneca and Wayne Counties have produced a new 'ON THE WATER' Map and guide. This FREE brochure will help visitors find things to see and do on, in or near the waterways of central New York.

The guide includes an easy to read fold out map that covers Skaneateles Lake, Lake Ontario, the rest of the Finger Lakes, Oneida Lake, the Erie Canal and many of the smaller lakes and waterways such as Cross Lake, Lake Neahtahwanta, and Green Lakes. Boating services and marinas are listed in grid format with amenities such as restrooms, showers, on-site dining and overnight slips are listed plus much more. In addition, accommodations, attractions, campgrounds, restaurants, parks and wineries within easy walking distance and/or views of the waterways are highlighted.

The new on the 'On the Water' Map & guide can be downloaded in a printer-friendly format by visiting: <http://www.skaneateles.com/visit/lake-activities/boating>. Or you can call the Skaneateles Chamber of Commerce at 315-685-0552 to receive a FREE Copy. It's never too early to start thinking about boating, swimming, camping and enjoying the waterways of central New York!



Village of Skaneateles.....Idea from the Village Board

The Village Board issued a statement because they believe it is time to address the future use of the old fire station on Fennell Street. "After preliminary discussion, the Village Board is considering the following plan:

- Renovate the old fire station to house the Village Office and Police Department.
- Demolish the existing wooden police building in back and create more public parking.
- Sell the current Village Office on Genesee Street and use the proceeds to pay these costs.

On January 9th Village Mayor Marty Hubbard took the press and me on a tour through the old fire station and explained his concept of how the building might look after renovations. The old fire station is a very concrete, strong building. The walls that have cracks in them are NOT bearing walls. The structure is very sound. So sound in fact, that it would cost considerable money to have it demolished. Any renovations would be paid for in full by the money received from the sale of the current Village office at 46 East Genesee Street.

After the walk through, the Village Board and interested parties received a preliminary report from Architect Andy Ramsgard on the VIP Structures assessment from 2008 and a preliminary plan of how the renovations might look.

As Chamber Director, I see this plan as a win/win for all involved. In selling the Village office on Genesee Street, it will put a prime piece of real estate back on the tax rolls, and hopefully get a new retail establishment on the main floor. Secondly, it will make the Village office more accessible for residents with plenty of parking, on-site, at the Fennell Street location. It will also create additional parking at the Fennell Street location with the demolition of the current police headquarters. Lastly, efficiencies will be achieved by having the Village Clerk, the Village Mayor, the Zoning Offices, the Police Dept. and the Customer Service offices all on one floor in one location. The Village Board is interested in hearing the opinions of its residents and business owners. Please e-mail your thoughts to clerk@villageofskaneateles.com.

Respectfully submitted, Susan Dove, Exec. Director

CHAMBER MEMBER SPOTLIGHT



Women TIES

The Chamber Member Spotlight is a monthly feature of this newsletter. If you would like to be featured in the Chamber Member Spotlight please e-mail an article about your business to: sdove@skaneateles.com. Articles are featured on a first-come, first-served basis. Businesses may not submit an article more than once every two years.



For seven years, Women TIES has helped women entrepreneurs by supporting their goals, increasing their economic ties and promoting their companies to an growing state-wide network that reaches from Rochester to Albany, Canton to Binghamton and all points in between.

Women TIES, a Central New York based company with a mission to help women entrepreneurs expand their local, state and regional marketplace in New York, invites and encourages Skaneateles and Finger Lakes businesswomen to become more involved with our organization in 2012 if you have intentions to:

- *Market your company in new regions
- *Increase your revenue potential
- *Forge collaborative business relationships with other women
- *Develop the operations side of your growing business
- *Create a quality vendor network
- *Gain unique marketing opportunities

You can do this by:

- *Becoming a Member
- *Having a Corporate Profile Listing on our Popular and Highly Searched Website
- *Selling to a New Customer Base
- *Attending Diverse Regional Events
- *Joining our Speaker's Bureau
- *Promoting Your Company through our Social Media Marketing Outlets
- *Gaining Business Education at our Half Day Seminars, Regional Luncheons & Annual Retreat
- *Receiving Weekly Inspiration through our two popular blogs and "Wednesday Wisdom" newsletter



Find out more about Women TIES services, membership application and programs today by going to: www.womenties.com.

Review our two blogs for inspiration and business advice anytime by visiting:

www.womenties.wordpress.com

www.askamydaily.com/category/entrepreneurial-

[spirit](#)

Commit to joining other women in 2012 to accomplish bold, new goals while gaining valuable education, marketing your business year round, conducting strategic networking and expanding your marketplace in New York. Women TIES believes in the buying and selling power of women. Please join us!

M2M MEMBER TO MEMBER DISCOUNTS M2M

Here's how it works:

IF YOU WANT TO CHANGE YOUR OFFER PLS CALL US – 685-0552!

Call the Chamber or e-mail if you would like to give a discount to your fellow Chamber Members and their employees. Be specific about the discount you are offering: Every month in this newsletter a list of all "member-to-member" discounts will be published. **In order to get the discount, the member/employee must produce a copy of the newsletter which lists your discount.**

MEMBER DISCOUNTS: "Another benefit of membership in the Chamber!"

- **Lootens Distributing** – receive wholesale price on items such as: car starters, DVD players and flat screen monitors, car stereos, and most 12 volt accessories, etc. For a complete list contact Lootens Distributing at 685-8816.
- **Cindy Griffith, Intuitive** - \$5 off a Psychic Reading with Cindy Griffith Readings can include: Psychic Tarot Cards, Tarot Numerology, Spirit Guide Readings and Energetic Evaluations. Cindy offers her readings at her office in Skaneateles or over the phone. Discount cannot be combined with any other special. To schedule an appointment or for more information, call Cindy at 315-685-8395, email at Cindytarot@msn.com or visit her website at www.PsychicSupport.com
- **Ice Hot Concepts** - We are pleased to offer the following discount to chamber members and their employees: 10% OFF Merchandise (includes Skates, Skating Apparel, Equipment, Accessories, and Gift Items). (excludes used skates, consignment items, skate sharpening, and lesson fees). 315-685-1678 visit www.icehotconcepts.com robbyn@icehotconcepts.net
- **Joe Shannon's Clean Carpet** – offers a 10% discount on any carpet or upholstery cleaning. Gift certificates available. Call 315-523-0939 for a free estimate.
- **The UPS Store**, 27 Fennell St., Skan – 5% off UPS Shipping; 15% off b/w and color copies/prints, packaging, boxes, faxing and mailboxes.. 315-685-0155
- **Essential Health Solutions** - FREE gift for Chamber Members. Simply visit <http://www.looklivefeelbetter.com/specials.html>. 315-246-1638.
- **Imagine**, 38 E. Genesee St, Skan – 10% off on any regularly priced merchandise. 315-685-6263.
- **The Country Ewe**, 18 E. Genesee St., Skan - 10% off on any regularly priced merchandise. 315-685-9580.
- **Skaneateles Antique Center** - 10% off on any regularly priced merchandise. 315-685-0752.
- **Camillus Kayak Shop** - 10% off all Thule Car Rack Systems, 10% off all paddles in stock, \$50 off any Tahe Marine kayak in stock, and 20% off all PFD's in stock.
- **Vernak Farms Country Store, Borodino**– 10% off all gift baskets and deli trays. 315-673-9327.
- **Creekside Books and Coffee, 35 Fennell St., Skan** 15% off all merchandise in the bookstore only.
- **The Dealer Auto Sales**, 816 W. Genesee St., Skan – Full Auto & Truck Service. 10% service and repair courtesy discount. Clean, Quality, Southern Cars. \$100.00 off any auto or truck purchase. (Discount not valid on sale items) Over 28 years experience. 685-3921. 816 W. Genesee St., Skaneateles.
- **Inn at the Finger Lakes** – 15% off any room, any time. Free Breakfast Buffet (6-10 am) and Finger Lakes Wine & Beer Reception (5-7 pm). Ask for **Member to Member** and/or **Family & Friends** discount. Reservations: 253-5000. Address:
- **Clear Lakes Animal Wellness**, 1661 E. Genesee St., Skan – 10% off on your pets wellness exam. Call 685-2188 for an appointment. Mention the discount.
- **Lockwood Lavender Farm**, 1682 West Lake Road, Skan - \$5.00 off purchase of \$25 or more. Coupon expires 6/30/2011. 685-5369 www.lockwoodfarm.blogspot.com
- **Fleur de list Florists, 26 E. Genesee St.** - 10% discount all regular priced merchandise. \$50.00 discount on any wedding booked for 2011.
- **Primary Technology Solutions** - "We are offering 10% off of any computer sold. (All brand new equipment) Please email Paul Rodgers at prodders@pritechs.com for prices."



**DO A HOT DEAL TODAY ON
SKANEATELES.COM.**

Only \$5.00 per week

**Call the Chamber at 685-0552
Or login to Skaneateles.com**

**BANNER ADS ON SKANEATELES.COM
are only \$250 for 3 months**

Reach over 100,000 unique visitors!

Check out Time Warner Cable's banner ad on the
business directory page by clicking on the link below:

<http://www.business.skaneateles.com/list>

CHAMBER MEMBER NEWS.....

Our thoughts and prayers are with the family of Carol Brandt. Carol passed away on Saturday after a courageous battle with bone cancer. Carol has been a Chamber Member for many years and was the owner of **Adworks of Skaneateles**. She was an active member, involved in the Professional Services Committee and the Dickens Committee and provided advertising services for the Chamber. Carol, you will be missed by all.

Laura C. Posecznick joined **Jacobs Press**, Inc. as their new Director of Business Development. With almost ten years of marketing and advertising experience, Posecznick will concentrate on current client needs ensuring product quality and attention, as well as expanding its customer base. Posecznick will also oversee all Jacobs Press corporate sales and marketing efforts and is a 2010 graduate of Leadership Greater Syracuse. Jacobs Press is a full service commercial printing company producing both offset and digitally printed pieces, and is located at 87 Columbus Street in Auburn. 315-252-4861.

Mid-Lakes Navigation Company participated in the New York Boat Show at the Javits Center in Manhattan January 4 – 8. On display as part of the Canal Corporation's exhibit was the Canadice, a 33-foot-long Lockmaster canal boat from the Mid-Lakes fleet. Brian U. Stratton, director of the New York State Canal Corporation. "Their participation, and the presence of the Canadice on the convention center floor, had a major impact on the success of our exhibit and generating traffic for the New York State Canal System in the 2012 navigation season. (315) 685-8500 online at www.midlakesnav.com

Bijou Hair Salon, 6 Jordan St has been awarded the distinct honor of being named one of the top 200 salons based on growth by Salon Today magazine. The magazine will be released in January & the winners in additional categories will be announced. An awards ceremony will be held in New Orleans, January 2012! Bijou has held many fundraisers for different organizations over the past few years. Congratulations Kim Baker and Bijou staff, you are truly an asset to the Skaneateles Community! (315) 685-1300.

AARTS Information Company is pleased to announce Elizabeth Scott Boudreau will be returning to NYC to participate on the Winter Antiques Show January 19 – 29, 2012 at the 67th Street Armory. As an 18th and 19th century expert of English furniture and decorative arts, she will be at Hyde Park Antiques, Ltd booth. One of the great shows for over fifty years, almost one billion dollars of art and antiques are on display with approximately 70 dealers. Elizabeth has participated in this show for over 20 years with various prestigious dealers.

The **Skaneateles YMCA and Community Center** will be offering a special "Sunday Fun Day" throughout the month of January, 2012. Members of the YMCA and the general public are invited to enjoy family fun on the ice and in the pool on Sunday afternoons at the Skaneateles Y. Open swimming, including the leisure and competition pool, is available from noon until 5:30pm. The fountain, slide and diving board are open from 1-4pm. The pool will be closed on January 8 due to a swim meet. Open skating, with free skate and helmet rentals, is available from 2:15 – 4:15pm. The rink will be closed on January 29 for a youth hockey tournament. Sunday Fun Day is free of charge to Y-members and is available to the general public at a special rate of \$3 per person. For additional information, please call the Skaneateles Y at 685-2266.

Come and celebrate the 1 year Anniversary of the Syracuse Woman Magazine!!! Thursday, January 12, 2012 from 11am - 1pm. At Cafe at 407 402 Tulip Street, Liverpool, NY. Like Syracuse Woman Magazine on facebook and receive updated information on what we are up to. Plus subscribe for the online version of the magazine@ <http://www.syracusewomanmag.com/swm/>

Skaneateles Historical Society announces January 24th program at 7:30 pm: 315-685-1360
In the early 1900s, 14 passenger trains passed daily over the Auburn branch of the New York Central. This year will mark the 175th anniversary of the completion of the Auburn & Syracuse Railroad. Richard Palmer will focus on these trains during his program at the January 24 meeting. He will also discuss the Skaneateles Railroad. Palmer was a reporter for the Herald-Journal 28 years and was with Eagle Newspapers 11 years. He has written several books on area railroads over the years, including "Shortlines of Central New York". .

Skaneateles Library - Thursday, January 19 WINE TASTING: 7:00 PM Join the Skaneateles Library, 49 E. Genesee St. presented by John Racciatti Winebow, Inc and Michael Tutor. Cost: \$8 per person. Registration is required by calling (315) 685-5135 or help@skaneateleslibrary.org.

Professional Services Committee announces date for Speaker Series

The Professional Services Committee has confirmed the date of February 28th for the next event in their speaker series. Brian Sheehan from Syracuse University will be speaking.

This event will take place at the Sherwood Inn . Watch for your personal invitation via e-mail and in the February newsletter.

THANK YOU OUTGOING BOARD MEMBERS AND WELCOME NEW BOARD MEMBERS

Many thanks to Rita Drake of the Whispering Winds Motel and Mary Jane Fogerty from The UPS Store for their years of service to the Skaneateles Chamber Board of Directors. Your time and efforts are greatly appreciated.

Please help us welcome Rita Trenti of Inn at the Finger Lakes, and Creekside Books and Coffee to the Chamber Board. Rita will be representing the lodging industry as well as our Auburn businesses. Tom Grant has returned to the Chamber Board of Directors after a leave of absence, as his job with Welch Allyn took him to Switzerland. Tom has returned to the Board in the role of Vice President.

Sandi Mulconry of Group M Communications and Elaine Slater-Kogler have been re-elected to the Board of Directors for a second 3 year term.

Many thanks to all for your dedication to this organization.

THANK YOU BELL RINGERS



Once again, the Chamber organized the Salvation Army Bell Ringers during Dickens. **A record \$3076.12** was raised during Dickens. This is more than has ever been raised in the past. Many thanks to the Middle School National Honor Society, the Village and Town officials, and the many residents who rang the bell for a great cause this holiday season!

In addition the Skaneateles Rotary raised **\$1600.00+** ringing at TOPS. \$150 was given in misc donations. 90% of the proceeds stay in Skaneateles. This money is administered through Skaneateles Outreach, a department of the Town of Skaneateles.

Thanks again to all those who dedicated their time to this great cause!

2012 Community Directory

The Skaneateles Chamber is pleased to be once again partnering with the Skaneateles Journal to print the 2012-13 version of the Skaneateles Community Directory.

The Skaneateles Journal's new advertising representative, Bruce Reeves will be handling all display advertising. You should receive a mailing regarding pricing for display ads in the next week or so.

The Chamber will handle all changes to your FREE 5 line listings. Forms will be mailed to you with your Chamber dues invoice in the next few weeks and will also be included with the display advertising mailing the Journal sends to you.

New this year in the Directory will be a map of the entire area where we will pinpoint tourism businesses throughout the area. Any member paying the Tourism level of dues will be placed on the map.

SKANEATELES CHAMBER GIFT CERTIFICATE INFORMATION

This Christmas the Chamber had another banner year of selling gift certificates redeemable at any of our 400 Chamber Member businesses. In November and December we sold \$29536. worth of gift certificates, with a total of over \$58,000 for the year. Many thanks M&T Bank, First National Gifts, Pomodoro, Pomodoro TOO!, The White Sleigh & Mid-Lakes Navigation Co. for helping us sell the Chamber gift certificates.

As a Chamber Member please accept the Chamber gift certificate at your place of business.

To obtain reimbursement for redeemed certificates send the **original** certificate to the Chamber office at PO Box 199, 22 Jordan St., Skaneateles. A check will be sent to you for the face value of the certificate. If the entire certificate is not used at your place of business please do the following:

* if less than \$5.00 remains on the certificate after the purchase at your business please give the customer the change in cash. Send in the certificate to the Chamber office and ask for the full face value of the certificate to be reimbursed to you. Be sure to include your name and mailing address on the face of the certificate.

* if there is more than \$5.00 remaining after the purchase, then indicate on the certificate how much was spent at your business, the name of your business, and the date of the purchase. Call the Chamber office with the gift certificate number and the amount spent at your business. A check will be mailed to you for that amount. Give the original certificate back to the customer so they may use it at another member's business. Be sure it is clear on the face of the certificate how much was spent and where and how much remains. Please share these instructions with your staff. Thank you.

IN 2012 we will continue to work on a gift certificate card that swipes in your credit card machine. More to come!

Women Connecting in Business

PITCH MEETINGS HAVE MOVED TO A NEW DAY. at the Training Center of Custom Business Services located at 360 Grant Ave. Auburn. I am pleased to announce that we've set a new date and time for all PITCH meetings going forward. We will meet on the 3rd Friday of every month at 12:15 for lunch meetings. Please join us February 17th from 12:15 to 1:45. Lisa Miller and Eileen Price of Women Wealth & Wisdom will host our meeting. It is the same topic that we postponed from this month's meeting: **A Week Vacation vs. A Week Retirement – What Kind of Investor Are You? Women & Finances: Put Our Knowledge On Your Side** - \$10.00 per person – registration is required – please bring your own lunch and we'll offer light refreshments and a snack. Call 258-8780 to let us know you are coming.

WISE Symposium:

Tuesday, April 3rd, 2012

**Register by January 31st to get the early bird rate*

Keynote Speakers:

Barbara Corcoran, investor on ABC's Shark Tank and founder of The Corcoran Group

-and-

Nell Merlino, founder of Make Mine a Million and Take Your Daughter to Work Day

Location:

Oncenter in Syracuse, NY

Registration:

Info coming soon. Call 443-3550 with questions

Wednesday, January 18 WOMEN'S EVENT: Women TIES Greater Syracuse program, "Thinking Differently in 2012" featuring Monica D. Johns, President Clarity Management Consulting. Cost \$29/person includes promotional table display, strategic networking, lunch, program & sales.

Craftsman Inn, 7300 E. Genesee St., Fayetteville. Please make reservations by January 16 at <http://womenties.com/events.cfm#Event190>



22 Jordan St. PO Box 199
Skaneateles, NY 13152

**Many thanks to
THE UPS STORE for
the color copies in this
month's newsletter!**

A Message from Your President.....

Dear Members:

Happy New Year! As we begin 2012 I would like to thank you for your membership and invite you to contact me with any ideas or comments you may have about ways the chamber can help you succeed in your business.

We had a great turnout for many of the events we hosted in 2011:

- Golf outing/casino night in conjunction with the Lions Club
- Antique and classic boat show in July in union with the Finger Lakes Chapter of Antique & Classic Boat Show Society
- Dickens Christmas in the village (thank you Mother Nature)
- Holiday Party at the Sherwood was the largest crowd ever

Please share these newsletters with your staff. If you have never attended a "Business After Hours" or one of our monthly meetings, I encourage you to try one this year. It is a great way to network with other business professionals and promote your business (and you might win a door prize)! Also, if you are interested in getting involved in the chamber I would love to hear from you. It is not necessary to be on the board to help out with one of the events or participate on one of our committees.

Wishing you prosperity and good health in 2012,
Pam Schoener, LMT
President

COMMITTEE COLUMN

In the newsletter each month we will highlight one of our Chamber Committees. In doing so we hope that you will learn more about what your Chamber is doing for you and to learn about ways you can become involved if you wish to.

MEMBERSHIP COUNCIL

The primary function of the Membership Council is to sign up new members for the Chamber along with retention of existing members. Committee members help in

- identifying and recruiting businesses to join the Chamber.
- Calling new members to welcome them to the Chamber and to give them a point of contact.
- Providing knowledge of membership benefits to new and existing members
- Greeting Chamber Members at Business After Hours, Monthly Meeting and other Chamber functions.

If you would like to join this very important Chamber Committee please call Committee Co-Chair, Patty Hall at KeyBank at 685-8316. This committee meets approximately once per month.