November/December 2022

www.liverpoolchamber.com





Find yourself in a picture, ad, or your company logo inside and email us the page # and we will enter your name for a Gift card for Coffee! Must be submitted by December 1, 2022.



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SUPPORT THE CHAMBER CONTRIBUTE GET INVOLVED

The Greater Liverpool Chamber of Commerce Newsletter is designed and produced by the staff of the Chamber. Printing is provided by Minuteman Press.

Thank you to our advertisers and Minuteman Press (Formerly Seaboard Graphics) for helping us make this publication possible. When you advertise in our newsletter, you support the Chamber and double your brand's exposure.

THANK YOU!



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rhart@onegroup.com
706 North Clinton Street, Syracuse, NY 13204

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1st Vice President, Bill Pastella
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315-424-1666
William_pastella@ml.com
205 South Salina St., Suite 300, Syracuse, NY 13202



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Treasurer, Richard Usher

Evans and Bennett

315-474-3986

Richard.usher@evansandbennett.com

2112 Erie Blvd E, Suite 100, Syracuse, NY 13224



Secretary , Sheree D'Agostino
ENV Insurance
315-641-5848
sdagostino@insurewithenv.com
7789 Oswego Road, Liverpool NY 13090



Greater Liverpool Chamber of Commerce **Board of Directors 2022**



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315-860-0503
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Jennifer Covert
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Membership & Fundraising Director Kelly Evans Executive Administrator 315-457-3895 chamber@liverpoolchamber.com Liverpool Chamber of Commerce

314 Second Street, Liverpool, NY 13088



Dr. Tom Conley
Christine Morrisey
Dennis Hebert
Tamara Crowley
George Powers
Rand Allgaier
Julie Witty



Connection Luncheon Connection

Tuesday, November 15, 2022

Holiday Inn & Suites 400 7th North Street Liverpool 13088





Noon - Lunch

Cost: \$18



Please RSVP as there are wrap choices on our

website!



HOLIDAY LUNCHEON Tuesday, December 20, 2022

11:30 - Networking Noon - Lunch



Outback Steakhouse 3946 Route 31, Liverpool \$20 PLEASE RSVP

Steak, Grilled Chicken or Pasta House Salad or Caesar Salad Mashed Potatoes and Grilled Vegetables

Possible Guest with Goodies!!



Coffee and Friends HOSTS

Barb Stone

Build Your Path LLC

Entrepreneur, Lecturer, Trainer & Leadership Development





Jim McEntire

Blueprint for Selling

Coaching, Business Owners to their desired Outcomes.

Coffee Hour with Friends Tuesdays at 8 am on Zoom

Presentations to help you succeed with Sales, Marketing & Personal Growth tips every Tuesday

Find the zoom link on the chamber website



Looking for presenters and openers.

Coffee and Friends Presentations:

Nov 1 Liverpool Turkey Trot, Scott Henry

Nov 8 Salvation Army, Anita Leitgeb

Nov 15 Friends of the Canteen, Amy Crowley

Nov 22 David's Refuge, Kate Houck Taking Care of Yourself

Nov 29 Do-4-You, Kristina Gipe

Dec 6 American Red Cross, Lisa Smith

Lunch Connection



January 17 Tuesday Noon

February 21 Tuesday Noon-Business of the Year





ARM Team: Meets once a month at 8 am First Thursday of the Month. This team deals with membership, Ambassadors, retention, recognition, awards, greeting members at networking events and orientating new members. Anita Leitgeb from the Salvation Army is our TEAM Leader.

If you would like to be put on our Ambassador roster for grand openings, anniversary events and more, call the chamber. If you know of a business that would benefit from an Ambassadors presentation, please share it with the ARM Team! Involvement with our new Ambassadors team is a great way to network with fellow Chamber members as well as gain valuable exposure with area businesses. Help us spread the good word about all the positive things happening in our Liverpool Area Business community!



- . **The Marketing Team** serves as a THINK TANK to assist the Executive Director, the board of Directors, and the other teams in promoting events and activities sponsored by the Chamber. The Marketing team provides enhanced opportunities for communication and connection, business to business and business to community.
- The strategy includes promoting awareness via internet, print, broadcast and social media.
- Marketing will help with exposure to obtain market expansion and to build customer loyalty.
- Provide material for the Newsletter and Facebook.

Robert Just, .from Main Street Wealth Management



The Golf Committee starts to meet in January and recruits sponsors, golfers, raffle items and volunteer .

I is a great way to meet other businesses in the chamber and get them involved and exchange business information.

It is a win-win proposition.



Volunteer: From time to time we need volunteers to make phone calls, stuff envelopes, deliver materials, proof read, etc. If you would like to be on our volunteer list, give us a call.



Why Do We Need A Business Plan? By: Mark Pitonzo New York State Certified Business Advisor Onondaga Small Business Development Center @ Liverpool

I once read a business quote that said, "I like to talk to people who express my thoughts clearly". Simply put, if you can't express your own thoughts and vision clearly enough, how will you be able to convince a lender to invest in your business or a consumer to purchase your products or

services. The best way to articulate your thoughts or vision is through a business plan. Let's face it, writing a business plan is not something that every entrepreneur or business owner wants to sit down at the computer and do. But, it's critical for many reasons if you're serious about your vision and you're trying to convince others as well.

A business plan provides you with a comprehensive, detailed overview of all aspects of your business. This overview is the skeleton of your business – the underlying infrastructure that provides the basis of your entire operation. A business plan allows you to review the pros and cons of your proposed business before you make a financial or emotional commitment to it. The business plan should tell a compelling story about your business explaining who, what, when, where, how and why. It you need to raise money to finance a new business, the operation or expansion of an existing business, or acquire an existing business, you must have a business plan. Sources of capital will not even consider providing money for your business unless you have a plan.

your business unless you have a plan.
There are three reasons to create a written business plan: ☐ The process of creating a business plan forces you to take an objective,
critical, and unemotional look at your business prior to and after its inception.
☐ It is an operating tool that will help you manage your business and ensure its success.
$\ \square$ It will communicate your ideas to others and provide the basis for financing options. There are many benefits to be gained by creating a business plan. The plan will help you identify and evaluate areas of strength and
weakness, pinpoint business needs that might otherwise be overlooked, identify critical business opportunities as well as identifying problems before they escalate.
There are several components to a written business plan: Business description and vision – Overview of what your business is or does.
 □ Market analysis – Description of who your target market is. □ Competition – Identify the top 3 or 4 companies that provide similar product or service.
☐ Description of the products and/or services – What product/service are you offering and what is the value that differentiates you.
Organization and operations management – Who will manage and how

If you want to know where you are currently, where you want to go in

☐ Marketing and sales strategy – How will you reach your customers and

□ Financial management – Describe how much your business will cost and/

will your product or service by produced and provided.

sales goals.

or the fiscal side of the business.

cont from page 9-A well thought out business plan is a road map for successful business owners and entrepreneurs.

Mark Pitonzo is a NYS Certified Business Advisor at the Small Business Development Center's satellite office located at Onondaga Community College @ Liverpool.

Contact him at m.j.pitonzo2@sunyocc.edu. 315-498-6070

The Onondaga SBDC is one of 24 offices statewide that provides free and confidential advisement to startup and existing businesses. We are a part of the New York State system and are both federally and state funded. We also offer training in startup skills.



Dementia is not a normal part of aging.
By Melissa Murphy, Aging Life Care Manager & Dementia Practitioner
Owner of Aging Advocates

"Dementia is not a specific disease but is rather a general term for the impaired ability to remember, think, or make decisions that interferes with doing everyday activities. Alzheimer's disease is the most common type of dementia. Though dementia mostly affects older adults, it is not a part of normal aging".

Symptoms of dementia:

- Changes in mood
- Changes in behavior
- Impulsivity/lack of judgement
- Social inappropriateness
- Memory Loss/confusion
- Difficulty managing daily tasks such as finances, dressing, TV or phone
- Decline in hygiene
- Difficulty reading/writing
- Repetitiveness in conversation
- Hallucinations/delusions
- Trouble with balance
- Word finding issues
- Getting lost`
- Apathy towards others

Not everyone with dementia will exhibit all of these symptoms. No two individuals are alike, and the cause of their dementia will vary. Some causes of dementia include injuries to the brain also known as a traumatic brain injury, a stroke, substance abuse, or genetics. Some of the most common types of dementia include Alzheimer's disease, vascular, Lewy Body, frontotemporal as well as Parkinson's and Huntington's disease with dementia. Sadly, these are just a handful out of hundreds. The cause of dementia is often times unknown, and it can be challenging to get a proper diagnosis.

If you or your loved one is exhibiting any of these symptoms the first step should be seeking medical attention from their primary care or emergency medicine depending on the severity, to rule out infections or other causes. Something as simple as a urinary tract infection can cause severe changes in behavior and cognition among older adults. Cont page12

The ARM Committee Team meet once a month to determine the nomination of the Business of the month. Votes are given for nomination to businesses that are; current on their dues, involved in the

BUSINESS of the month

chamber and cares for the community.

Nominees are asked to share on Facebook, to their email list, twitter and in any other way to get the community to vote.

September Winner

ROSAMOND GIFFORD



AT BURNET PARK



October Winner

Winners receive a business card ad in the Eagle Newspaper, a Facebook live and photo for the newsletter and are then will be entered into the Nomination (in January) for Business of the Year. The Business of the year will be

announced at the February Luncheon.

Go to Website for the nominees for November and then December. CHAMBER NEWS & SPECIAL ANNOUNCEMENTS!



Four Seasons Golf & SKY Center • 137-1023



Sunday, January 8, 2023 4 to 7 pm \$20.00 RSVP at

www.liverpoolchamber.com
Inner Tube, Pizza, drink all provided. Children 31/2
or 40 inches tall can inner tube. Other chambers
participate as well. A escalator brings you to the
top.

cont page 10 Also, medication interference and side effects, dehydration, recent hospitalizations and even anxiety and depression can cause cognitive impairments with dementia like symptoms. There's also been an increase in Lyme disease being misdiagnosed as dementia.

Once those are ruled out you may want to see a specialist for testing. A geriatrician's office is generally better suited for ongoing cognitive testing for memory loss than a primary care, but they may not be enough either. It's important to note than one's education level and type of dementia may allow them to pass initial cognitive testing with flying colors despite an obvious change in behavior. In this case, a more in-depth testing from a psychiatrist, psychologist, audiologist, or neurologist may be needed. Unfortunately, a diagnosis is rarely a perfect science, and you may be only given an answer as a possibility. You may need to advocate for your loved one along the way. The benefits to getting a diagnosis include understanding the potential progression of disease, pharmacological options, and caregiving strategies. As certified dementia practitioners with years of experience in memory care communities and home settings, we find it imperative to develop care plans for individual needs and striving for a proper diagnosis is an integral part of that process.

References:

CDC.com

NIH.com

Aging Advocates CNY promotes dignity and independence for our clients while providing peace of mind for family members. Families are often unprepared for the challenges of caregiving and are faced with decisions that seem difficult or overwhelming. We understand these challenges and guide our families to solutions with knowledge and compassion. We pride ourselves on being excellent problem solvers, providing practical solutions and guidance to our clients and families every step of the way. 315-480-4770

Ribbon Cuttings



www.americu.org | 800.388.2000

Tuesday, November 15
AmeriCU
Grand Re-Opening
5 pm - 7pm

5 pm RIBBON CUTTING 7474 Oswego Road Liverpool 13090

(continue to page 27)

Liverpool Is The Place

Summer Concert Series

Average attendance – 400 people!

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Presenting Sponsor - NEW: One per month! \$1,000 · Your large sign or banner on stage at every concert during your month (June, July, Aug). Your name in all promotion PLUS your logo on schedules and Chamber media. An opportunity to take the mic on stage, have an information table, AND distribute items. Schedule Sponsor - Limited to one! Visibility all season long! \$850 Your company logo (B&W) prominently displayed on season schedules. Add a coupon or offer! (aprox. 1,000 distributed at concerts and other delivery sites, including Chamber newsletter.) Concession Sponsor - Limited to two! A great value! \$600 · Your company banner displayed prominently at our highly-trafficked snack bar. Choose Monday or Wednesday series. (Or, if open, one month for \$200, Wed series only.) Website Sponsor - One per month of the season. Affordable! \$200 Your logo posted on the Liverpool Chamber website during June, July or Aug.* **Band Sponsor** \$400 • The night of your concert: Your company signage on both ends of the stage; a mention of your company by our emcee; an opportunity for your company representative to take the mic; the option of having an information table that night. · Throughout the season: Your company name listed on schedules, next to your concert. (aprox. 1,000 distributed); your company name on concert page of the Chamber website! Showstopper Sponsor!

Contact Gwen McCarroll (315) 491-4188 or Colleen Gunnip (315) 652-5029 Liverpool Is the Place is a subcommittee of the Greater Liverpool Chamber of Commerce: (315) 457-3895 • liverpoolchamber.com *Visit the LITP page for links to our social media!

Ask about sponsoring one of our show stopper bands that fill the park - up to 600 people!



Be the first to sponsor our 2023 Season. Starting June of 2023 until the end of August 2023. Especially if you want your favorite band or orchestra.

\$500



As a new employee in the area, the first thing I did was reach out to the Liverpool Chamber I was immediately welcomed into the community, invited to participate in events ad met so many people. I have had the pleasure of connecting with business owners, while sharing and promoting my own business. I am consistently

informed of changes in the business landscape, updated on opportunities from funding to tabling. I will forever be grateful for the chamber for their resources and making me feel valued for what I do and how I do it! Even if you don't own a business, membership in your local chamber keeps you integrated and aware of where you live and all it has to offer.

 -Moe Harrington O'Neill, Communication Director for NYS Assemblyman Al Stirpe & NYS License Massage Therapist



51st Annual CivicCelebration -Salvation Army Event

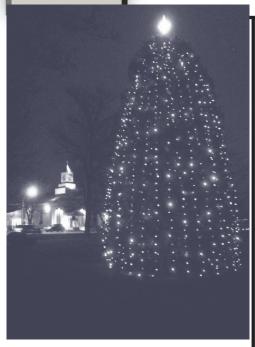
Key4Women Event at the Marriot Downtown (formerly the Hotel Syracuse)





Saturday November 26 at the Liverpool Library

Think of what you will want to be put in 200 goodie bags to people who attend the library Shop local Event. All items must be to the chamber by 21st December



Sunday December 4

3:00 to 5 pm Travel through the Village of Liverpool and Shop and get entertained.

There will be many things to do for the entire family.

Santa will arrive at Johnson Park about 6.

There will be Free Hot Chocolate and snacks before Santa arrived.

Stay tuned for more details.

Call the chamber to see how you can donate, sponsor or participate.

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	1-Nov	National Authors' Day-We have several in the chamber
		National Stress Awareness Day
	3-Nov	National Men Make Dinner Day (Must Cook. No BBQ Allowed!)
4-Nov		National Candy Day-Speech's Candy
	5-Nov	National Play Outside Day -What shall we play
	6-Nov	Daylight Saving Time Ends -Color the World Orange Day
	8-Nov	National Parents as Teachers Day
	9-Nov	National Scrapple Day-Do you know this?
(10-Nov	National Forget-Me-Not Day-THANK YOU ALL WHO HAVE SERVED
11-Nov		Veterans Day-11th day-11th Hour-11th Month Remember
12-Nov	100	National Pizza with the Works Except Anchovies Day
E AND SE	13-Nov	World Kindness Day
	14-Nov	National Family PJ Day-Let's have a PJ Party
	15-Nov	National Philanthropy Day-many members not for profits HELP!
16-Nov		National Educational Support Professionals Day
	17-Nov	National Homemade Bread Day-Sugar Top has great Bread
40.00	18-Nov	Substitute Educator Day-God Bless Them!
	19-Nov	National Play Monopoly Day
20-Nov		National Child's Day
	21-Nov	National Gingerbread Cookie Day-Sugar Blossum Bakery
	22-Nov	National Cranberry Relish Day
	23-Nov	National Jukebox Day-Can you name where they are?
24-Nov		Thanksgiving Day-Enjoy family and friends
	25-Nov	Buy Nothing Day-Retailers need a break!
	26-Nov	Small Business Saturday-Liverpool Library Come On in!
	27-Nov	
28-Nov		Cyber Monday
	29-Nov	National Day of Giving
	30-Nov	Stay Home Because You're Well Day-YES!!!!
-		





1-Dec	National Pie Day
2-Dec	Special Education Day-
3-Dec	National Play Outside Day
4-Dec	National Sock Day-Christmas Tree Lighting
5-Dec	International Ninja Day
6-Dec	St. Nicholas Day-Put out your Shoes
7-Dec	National Pearl Harbor Remembrance Day-Hump Day Lunch
8-Dec	Pretend to Be a Time Traveler Day-Holiday Party @ chamber
9-Dec	National Salesperson Day-Christmas Card Day
10-Dec	Human Rights Day-Movie @ Red House
11-Dec	National Stretching Day
12-Dec	National Ding-a-Ling Day-call a friend
13-Dec	National Guard Birthday-Happy Birthda 174t
14-Dec	Monkey Day
15-Dec	National Cupcake Day-Bill of Rights Day
16-Dec	Chocolate-Covered Anything Day
17-Dec	Ugly Christmas Sweater Day -Wreaths Across America Day
18-Dec	Chanukah Begins
19-Dec	National Hard Candy Day
20-Dec	National Sangria Day-Holiday Lunch at Outback
22-Dec	National Re-Gifting Day
23-Dec	Festivus
24-Dec	Christmas Eve
25-Dec	Christmas-Have a Merry one
26-Dec	Candy Cane Day-Thank-You Note Day
27-Dec	National Fruitcake Day
28-Dec	Pledge of Allegiance Day
29-Dec	Tick Tock Day-finish unfinished business
30-Dec	No Interruptions Day-PLEASE!
31-Dec	New Years Eve-Universal Hour of Peace

Correction: www.WildMixx.com

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Liverpool NY 13090

We all have goals we are looking to set and achieve. Do-4-U features different ideas, quotes, and blogs to help you think about what you can do to help to reach your goals.

Community Organization/Membership Organization/ Not For Profit

Mattydale American Legion Post #1832

friendlypost@hotmail.com 315-454-3403 Don Beaudry

2718 Lemoyne Avenue Mattydale, NY 13211

The friendly post!

WBOC

Wboconnection.org info@wboconnection.org Monthly Meetings Genesee Hotel 1060 East Genesee Street Syracuse, NY 13210

WBOC is a nonprofit organization supporting women in business through educational programs, networking and collaborative opportunities. This volunteer run organization has been supporting women in business for over 30 years.

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The 5th Ray of Light

5thray.com ashleyjean4218@gmail.com 315-327-5200

Ashley J Oliver

Serving Central New York

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Deanripley.com Wendy.hildreth@nm.com 315-695-6367

Dean Ripley

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Phoenix, NY 13135

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Legal/ Attorney

Law Office of Matthew Van Ryn, PLLC

Mattvanrynlaw.com mattvanrynlawesq@gmail.com 315-877-1741 Matthew Van Ryn 14 Kings Park Court #7 Camillus. NY 13031

Award winning lawyer with over 25 years of experience. We help people start new businesses, buy or sell a business, and provide all sorts of legal services for business owners.

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form contracts for bids, sales and services, help you protect your trade secrets with non-disclosure and license agreements, and much more.

Media/ Communications/ Publications

Victory Sports & Fitness Magazine

Victorypublications.net
Michael@hentyandheart.com
315-406-0000
Michael Henty

A sports and fitness magazine exclusively covering the Liverpool area.

Personal Care Services/ Adults/ Meal Delivery

Baldwinsville Meals on Wheels

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Nicole Marie

Liverpool, NY

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MATTYDALE AMERICAN LEGION

Tuesday, November 8, 2022 4:30 - 6:30 pm

Celebrate Happy Hour (cash bar) with the Liverpool Chamber and fingers food with Hungers For Hope!

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ow Jeditaring 2477 digital caregiving with





8 Adler Drive, Suite 3, East Syracuse, NY 13057



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This section helps members feature their exciting news!

Congratulations to David's Refuge for being CNY BJ 2022 Best Places to Work under 15 employees!

CNY BUSINESS JOURNAL BEST 2022 PLACES TO WORK

DAVID'SREFUGE R

Congratulations to Advanced Business Systems for being CNY BJ 2022 Best Places to Work with 15-50 employees!

Congratulations to United Way of CNY for being CNY BJ 2022 Best Places to Work with 15-50 employees!





Congratulations to Usherwood Office Technology for being CNY BJ 2022 Best Places to work with 50+ employees!

United Way of Central New York

Congratulations to Seneca Savings for being CNY BJ 2022 Best Places to work with 50+ employees!





Congratulations to 13thirty Cancer Connect for receiving the top donations in the nation for the 2022 A Community Thrive's competition!





Matinee Showing of The Christmas Story!

Saturday, December 10th at 2 pm

Private Room before show and during intermission with light refreshments .

Register and Buy your Tickets today! RSVP by November 18 \$ 35





4 pm Ribbon Cutting!

PARKROSE ESTATES

A GRACE MGMT COMMUNITY

BE OUR HONORED GUEST

Grand Re-opening Celebration

Wednesday, November 9th • 4:00 - 6:00 PM

Parkrose Estates is honored to re-open our doors and welcome you back inside! Please be our guest as we share our new renovations and thank you for your support over the past few months. Say cheers to an exciting future at our community, savor chef-prepared hors d'oeuvres, and take home a special gift as a token of our appreciation.

Kindly RSVP to (315) 744-2976 or kvassenelli@parkroseestates.com by Friday, November 4th.

It's not like home.
It is home."

7251 Janus Park Drive · Liverpool, NY 13088 · (315) 744-2976 · www.ParkroseEstates.com







Thank you to our participants

Forge Gone Conclusions

Build Your Path & KPW Laboratories

Food Bank CNY

Paul Davis Restoration of North Country

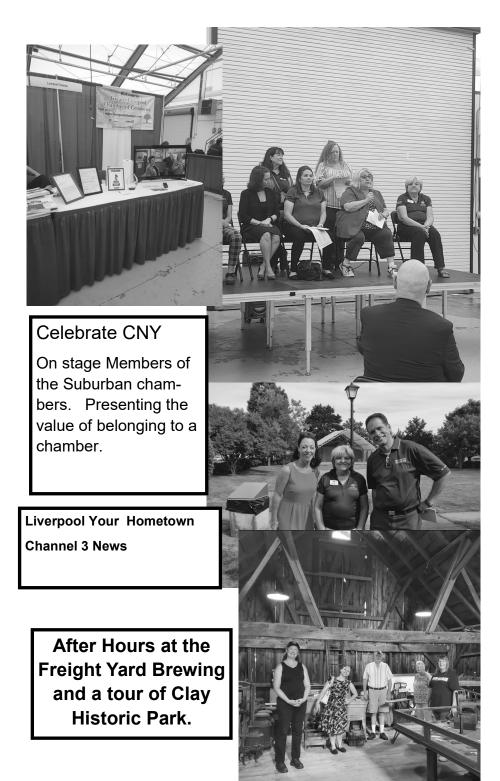
UMEA

Innov8tive Nutrition, The Patch-Lady

Blink Fitness

North Area Meals on Wheels

Aetna





Blue Moon Apothecary, below Isola Cryo Studio and Rosie's Trackside, and right is Freight Yard Brewery!



Mind Your Own Business.

Staff Leasing is a Professional Employer Organization (PEO) serving business owners and employees as an outsourced human resources department. By streamlining your personnel costs through vendor consolidation and offering a comprehensive employee benefit package, we become your trusted business advisor and partner, allowing you to concentrate on the business you know best...your own.



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