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**Mohawk Valley Chamber of Commerce
 Adopts Oneida County Airport**



A deserted reservation desk at the Oneida County Airport demonstrates the lack of people who currently "Fly Oneida County." Strategies for Airports and the Chamber of Commerce hope to remedy the situation in the coming months.

The Mohawk Valley Chamber of Commerce has adopted the Oneida County Airport after an extensive survey revealed a potential \$200 million market for the facility.

For the past three months, the Chamber of Commerce has been collecting Oneida County Airport surveys that were distributed to the 2,200 combined members of the Herkimer, Rome, and Mohawk Valley chambers of commerce. After compiling the data from the 127 returned surveys, Strategies for Airports (SFA) discovered that there were more than 36,000 business trips being taken by the respondents alone. With the average business trip costing about \$300, the Oneida County Airport could gain \$11 million annually just from business by the survey respondents.

"In evaluating the potential market for the airport, SFA conservatively estimated that there were 10 more business travelers for every one survey respondent," Chamber Member Relations Director Kevin McDonald said. "This means that the Oneida County Airport could have \$110 million in business annually."

The survey respondents cited more destinations and added flights as the top two services that would bring their business to the Oneida County Airport, business that is now going to Hancock International Airport in Syracuse.

Lou Raya of Strategies for Airports has asked the Mohawk Valley Chamber of Commerce to assist in providing statistical data. The data will be included in an Oneida County Airport profile that will be sent by SFA to ten regional jet operators.

Support from the Mohawk Valley Chamber, and other area chambers, as well as from the regional business community is essential in securing a regional jet operator for the Oneida County Airport.

Just two weeks after the survey results were released, US Airways, the airline that currently runs three daily flights to Philadelphia from the Oneida County Airport, decided to add three daily flights to Newark, N.J. The new route will begin December 5 and is the direct result of information obtained from the Chamber survey. These flights will first stop at Hancock before going on to Newark.

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Seven New Directors Elected to Chamber Board



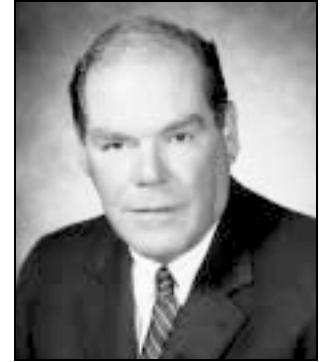
John Buffa



Dr. Todd Hutton



Robert Kelly



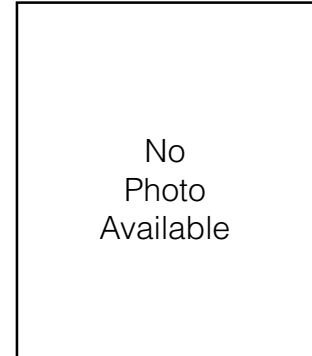
Sheldon Storrier



Jack Tompkins



Brett Truett



Phillip Williams

Seven new directors have been elected to the Mohawk Valley Chamber of Commerce Board of Directors.

The directors will each replace departing directors and finish their unexpired terms.

The seven new directors are:

John F. Buffa, Vice President of Commercial Banking for NBT Bank;

Dr. Todd S. Hutton, President of Utica College of Syracuse University;

Robert D. Kelly, Commercial Account Executive for IKON Office Solutions;

Sheldon F. Storrier, Vice President of Aspen Events Unlimited;

Jack L. Tompkins, President of the Mohawk Valley Prowlers;

Brett B. Truett, Founder and President of Soft-Noze USA, Inc.;

Phillip M. Williams, President of the Utica School of Commerce.

Buffa is a member of the American Institute of Banking and the Chamber's Small Business Council. He is a graduate of Mohawk Valley Community College. He resides in Utica with his wife, Nancy, and their two children.

Dr. Hutton was vice president for academic administration at Willamette University in Salem, Ore. before becoming president of Utica College in

August of 1998. He received a doctorate in the field of education from Duke University. He resides in New Hartford with his wife, Jennifer.

Kelly is a director for the Utica Zoological Society and the CYOS Athletic Board. He also serves as co-chair for the Boilermaker Road Race. Kelly and his wife, Janne, live in Whitesboro with their two sons.

Storrier is the former general manager for WKTV. He is the director of the Salvation Army and first vice chairman for WCNY in Syracuse. He resides in New Hartford with his wife, Mary Jane.

Tompkins, a University of Illinois at Chicago graduate, is a member of the Young Entrepreneurs Organization

and the Fort Schuyler Club. He and his wife, Jill, reside in Clinton with their two children.

Truett, a graduate of the State University of New York Morrisville, is an active member of the American Society of Mechanical Engineers, Central New York Community Arts Council, and Munson-Williams-Proctor Institute. He has lived in Utica since 1987.

Williams, a graduate of Utica College of Syracuse University, is a member of the Education Committee of the Business Council of New York State, Oneida County BOCES School-to-Work Partnership, and the Association of Proprietary Colleges. Williams and his wife, Diana, reside in New Hartford.

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Publicity/Promotions Council Adopts New Business After Hours Policy

The Chamber's Publicity/Promotions Council adopted a new Business After Hours policy at its October meeting.

The new policy states that the Chamber will, as of October 1999, share the cost of the monthly event with the host organization.

The host organizations must submit a cost estimate for the event in advance to Wendy Sudol at the Chamber.

According to Publicity/Promotions Council Chairman Paul Drejza, the policy was adopted by his Council to enhance the quality of Business After Hours events.

Months still available for year 2000 Business After Hours include April, June, August and November.

Organizations interested in hosting an After Hours should contact Wendy Sudol at 724-3151.

Chamber Gears Up for 2000-2001 Membership Directory

The Mohawk Valley Chamber of Commerce is gearing up for the publication of its 2000-2001 Membership Directory/Buyer's Guide.

The publication, a trusted reference guide for businesses throughout the Mohawk Valley, contains a complete listing of Chamber members and a separate buyer's guide for individuals searching for specific services.

Copies of the Membership Directory/Buyer's Guide are distributed to 1,500 Chamber members, as well as to various individuals and organizations throughout the area. Previous advertisers will receive a 10 percent discount for space reservations made by December 1.

Please see the rate sheet enclosed in this month's *Chamber Action*, or contact Laura Pantzer at the Chamber for more details.

Chamber Members Enjoy Night with the Mohawk Valley Prowlers



Mohawk Valley Prowlers players socialize with Chamber members and loyal fans at a social hosted by the Mohawk Valley Chamber of Commerce. The Prowlers, members of the United Hockey League, began their season on October 15.

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November

CALENDAR OF EVENTS

FRI 5th	Publicity/Promotions Council meeting, 8:00 a.m., Chamber conference room
MON 8th	A Good Old Summer Time meeting, 5:15 p.m., Chamber conference room
TUE 9th	Board of Directors meeting, Noon, Chesterfield's Restaurant
WED 10th	2000 Business Expo meeting, 8:30 a.m., Chamber conference room
FRI 12th	Membership Council meeting, 8:00 a.m., Chamber conference room
THUR 18th	Tourism/Cultural Affairs Council meeting, 8:00 a.m., Chamber conference room
	Friedlander Group Advantage of Upstate New York and Herkimer County Trust host the November Business After Hours on Thursday, November 18 from 5:30 p.m. to 7:30 p.m. The cost is \$5 for Chamber members and \$10 for non-members. Please make reservations to Wendy Sudol at 724-3151.
TUE 23rd	Executive Committee meeting, Noon, Symeon's Restaurant
WED 24th	Economic Development Council meeting, 8:00 a.m., Chamber conference room
THUR/FRI 25th & 26th	Thanksgiving Day -- Chamber offices closed



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Friedlander Group Advantage of Upstate New York to Host November Business After Hours



Chamber members network at one of the many successful Business After Hours that was held in 1999. Businesses interested in hosting a Business After Hours for the year 2000 should contact Wendy Sudol at 724-3151.

Friedlander Group Advantage of Upstate New York and Herkimer County Trust will host the November Business After Hours on Thursday, November 18.

The Business After Hours will be held from 5:30 p.m. to 7:30 p.m. at the Marcy branch of Herkimer County Trust, corners of Route 49 and Cavanaugh Road.

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

Refreshments and soft drinks will be provided.

Please make reservations to Wendy Sudol at the Mohawk Valley Chamber of Commerce, 520 Seneca Street, Third Floor, Utica, 13502, or call 724-3151, or fax 724-3177.

Please see the flyer enclosed in this month's *Chamber Action* for more details.

December: Open Enrollment for Chamber's Health Care Choices

December is open enrollment month for the Chamber's Health Care Choices program. Members with 50 and fewer employees are eligible to participate.

During the month of December, members may enroll in a health care insurance program, change their coverage, or add employees to the program. Coverage is effective January 1, 2000.

The Chamber offers the following plans: BlueCross/BlueShield of Utica-Watertown Comprehensive (\$100 deductible), HMO Blue, HMO Blue Preferred, PHP, MVP and Guardian Dental.

If your organization qualifies, it may enroll in the Chamber plan at rates traditionally lower than those available to "direct pay" members.

Also in December, the Chamber will offer two free seminars with representatives from various insurance companies for members who would like join or change plans. The seminars will be held on Wednesday, December 1 at 7:30 a.m. and Thursday, December 2 at 5:00 p.m.

CHAMBER *Action*

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