



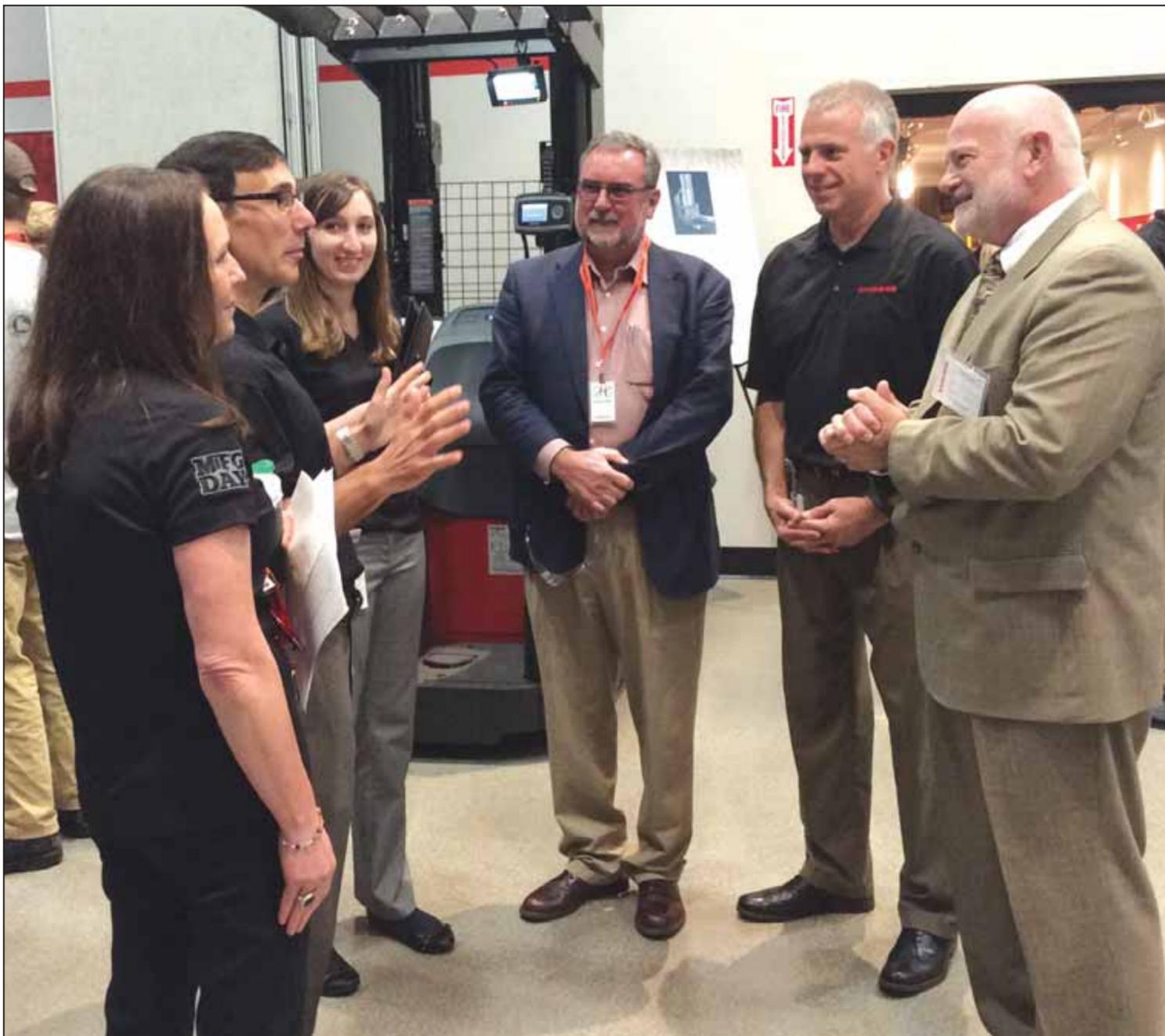
Harrold Campus Culinary Team lands 3rd Place at 2016 Junior Iron Chef Competition at SUNY Cobleskill.

Progress Chenango

04

Published by The Evening Sun 2017

The Raymond Corporation: Dedication and innovation



By **MATTHEW WHITE**
Sun Staff Writer

Few businesses in Chenango County can claim that they been a part of the county's industrial success for nearly a decade, and even fewer can boast changing the way the world standards of commerce, but for the a humble manufacturer tucked away in the unassuming valley that forms the tiny Village of Greene, the Raymond Corporation has steadfastly plugged away—decade by decade—quietly doing just that.

When we think of the typical blue collard job, often a flash from a John Steinbeck novel appears—deprived and un-educated folks with enough hands and worn overalls reluctantly punching in at the beginning of a twelve hour shift; their only reprieve: a tin lunchpail and a noon whistle; maybe some downtime on the weekend.

These are the types of moving pictures the majority of us conjure in our heads; shuddering when we read the phrase “entry level manufacturing” in the classifieds; but companies like Raymond are bucking the trend through a comprehensive system of education, training, employee inclusion and innovation that serves to break the chains of the typical industrial diorama.

Through lean times and boom, The Raymond Corporation continues to hedge its bets on the dedication of its dedicated workforce, a wager that has proven to pay back dividends for decades.

The companies long-term to the dedication and investment in education are forged the underpinnings of its great American success story.

According to Harrington, what's evident is that success—and more importantly the innovation that keeps

CONTINUED ON PAGE 3

Submitted Photo

DCMO District Superintendent, Perry Dewey, hit the ground running his first week on the job, joining the National Manufacturing Day celebration at The Raymond Corporation. Over 200 students from regional school districts benefited from manufacturing career and job information. Dewey congratulated the team for a first class event and for investing in the future workforce.

Chenango County Financial Report

Bill Craine, Chenango County Treasurer and Budget Officer

We are pleased to report that Chenango County's 2017 Budget complies with the New York State Property Tax Cap for the sixth straight year. Property taxes in New York State are among the highest in the United States. To help mitigate the rise in County property taxes, the Board of Supervisors has adopted six “Guiding Financial Precepts” to

shape its financial policy.

These precepts are as follows:
Have a balanced budget using reasonable revenue and expense expectations.
Other than in exigent circumstances, adhere to the tax cap.
Maintain a NY State Comptroller's rating of “not in fiscal stress.”
Remain debt free.

Have an adequate general fund balance to meet daily operations.
Over the next several years, reduce the application of our general fund surplus applied to the following year's budget to less than 2% of the budget.
Our 2017 budget adheres to all of the above guidelines.
In terms of program highlights, this year we are opening cell four of the County landfill in

Pharsalia. The cost of this project was just over \$4 million which we financed using our own funds. No money was borrowed for this project. We are one of the only two debt free counties in New York State.
Another significant program scheduled for 2017 is to have fully operational mental health clinics located at the Norwich, Otselic Valley and Oxford Central

schools. These clinics are anticipated to break even financially using both school contributions and insurance reimbursements.
Chenango County employees are a dedicated group who endeavor every day to do the best job possible for our taxpayers and residents.

Dedication & Innovation –

CONTINUED FROM PAGE 19

them on top of the market—is a direct result of that investment. And Raymond aids the advancement of its technologies by supporting numerous educational and vocational programs that are poised to revolutionize the future workforce. Whether it be through the conduit of financial contributions, facility tours, mentoring, a cooperative or other programs, Raymond continually collaborates with high schools, trade schools, colleges and universities; both in an around Chenango County, to foster the next batch of tomorrows talented employees.

“It’s my belief that there’s still a lot of work to be done at the local school level to help us dissolve the negative stigma attributed to blue colored manufacturing fields, said Harrington who serves as Senior Vice President of Operations for Raymond. “In my opinion, there’s been a bit of bashing of manufacturing with regard to manufacturing jobs in the last 10-15 years, but the fact is; manufacturing is still a core part of our economy here in the U.S.”

One trend that Harrington says is becoming more evident among companies that have outsourced some or all of their manufacturing processes offshore is that they are beginning to realize that the labor to make those parts is much less a part of the equation than originally thought. Many of the in hindsight are waking up to the fact that there are a number of other costs associated with manufacturing that can be addressed to bring overall costs down and profitability up. “Moving manufacturing offshore isn’t always the most cost effective solution,” said Harrington.

Harrington agrees that guidance counselors are out of touch with the advancements that are shaping tomorrows technologically superior manufacturing vacancies.

“Many of today’s high school juniors and seniors do not understand what a manufacturing job in a state-of-the-art facility really looks like,” said Harrington. “A lot of the laser cutting, welding and various processes involved with today’s manufacturing are very sophisticated and require a high degree of intellect that what they might expect. When they get onto the manufacturing floor and see all of this technology and

how important the human interface-meets-automation is to making a very high quality product, they’re a bit surprised.

“I think we have to get the word out to high school and even college level guidance counselors that manufacturing is still a very viable and important career. It’s not just about turning wrenches or laying down welds.” He went on to say that being a part of the manufacturing culture leads hundreds of Raymond employees to interface with a global supply chain, work in quality control labs along with a host of other duties that don’t necessarily fit the traditional mold of blue colored work.

Raymond places such an emphasis on this future development and talent acquisition that its annual Innovation in Manufacturing Event—a hands-on career day of sorts specifically for high schoolers in grades 10–12—was one of the most replayed scenes of its 2016 highlight reel. In fact, the event drew more than 250 student from 12 area high schools; so many that the programs capacity was quickly met.

“The future of manufacturing requires a talented workforce that builds upon the knowledge of our current team with advanced processes and technologies. We have growing concerns over filling the next generation of advanced jobs,” Michael Field, CEO of Raymond. “Encouraging students through manufacturing education is important to ensure we’re able to address the skills gap in this growing industry.”

Raymond’s Innovation in manufacturing event featured interactive stations with engineers demonstrating processes such as 3-D printing. One of the stations showed students a 3-D computer-aided design (CAD) system, which allows engineers to model and design a Raymond forklift in a virtual 3-D space. Other stations allowed students to virtually experience welding or driving a forklift through simulators. Speakers Rick Harrington, senior vice president of operations at Raymond, and Erric Heitmann, vice president of engineering at Raymond, as well as a tour of the manufacturing floor, provided insights to the future of manufacturing and engineering.

“Celebrating and showcasing the manufacturing industry shouldn’t be restricted to a



Submitted Photo

Students watch robotics demonstrations by Ruben Sitts from The Raymond Corporation.

specific day or month. Manufacturing, and its continual innovation, drives our business as well as our customers’ businesses,” said Harrington. “Because of its significance and continuous growth, manufacturing should be shared with our future workforce year round, educating them on and preparing them for the jobs of the future. That’s what we try to do at Raymond.”

“We actually had to turn several students away, we underestimated the amount of interest,” said Harrington.

In light of the positive outcome and increased demand during the 2016 event, Harrington indicated that the company plans to host yet

another Innovation in Manufacturing event in spring 2017. With that in mind, the company continues to provide ongoing opportunities for students, from high school to technical school or university, to visit the Raymond headquarters and manufacturing facility to learn more and spark interest.

But the path to success isn’t just something Raymond markets to those right out of high school. The company is constantly looking to hire qualified employees looking to make Chenango County or it’s surround areas home; especially those looking for long-term employment.

“We understand that the people who really understand what central New York has to offer—even those that may have moved out of the area—if they really enjoy and understand central New York of all it’s wonderful opportunities, those are the ones that tend to stick.. They know what the area is, they know what the area offers, and they are the ones that make the company ‘go,’” said Harrington. We’re always interested in finding ways to retain or even attract those that perhaps have moved out and would like to come back and make Raymond their base of operations in their career.”

One of most important aspects of the Raymond retention strategy is it’s emphasis on continued education and workplace advancement.

“Many of our applicants are a familiar with the fact that we do offer educational education paths for people who perhaps couldn’t afford it right out of high school, and I’m a classic example of that,”

said Harrington. “I complete all of my formal education,—including my MBA—while working right here at the Raymond Corporation.

Harrington went on to say that for many students who find themselves looking to immediately entering in the work force, the idea of a promising future in career advancement along with a great paying job right out of the gate is something of deal sealer.

Handling the uptick in demand for high schoolers looking to get a sneak peak behind the curtain is one thing, but keeping up with global industry demands is something entirely different, and as of 2017 Raymond continues to ride high on the tide of a seven-year growth curve that’s showing no sign of peaking in the near future.

One milestone accomplishment for 2016 was the rolling out of the company’s 500,000th electric lift truck built at the Greene manufacturing plant.

Field and other representatives from Raymond recognized the manufacture of its 500,000th lift truck—a Model 7300 Reach-Fork truck—in a presentation to long-time customer The Home Depot at a presser in April of 2016, underscoring Raymond’s commitment to providing customers with end-to-end solutions that help them run their operations better and manage smarter.

“Our overall focus starts with warehouse design and configuration, assistance in determining the right forklift types throughout a facility, selection of materials handling equipment solutions, a variety of financing choices, and a selection energy storage

options, including lithium ion batteries for all of our product offerings,” said Field during the 2016 Modex trade show trade show; a showcase of the latest manufacturing, distribution and supply chain solutions in the material handling and logistics industry held in Atlanta’s Georgia World Conference Center.

To keep instep with that Raymond legacy of innovation, the company also unveiled three new vehicles in their while at Modex: the Model 8710 for efficient, low-level order picking; the redesigned Model 4750 sit-down counterbalanced truck with enhancements for both ease of maintenance and ergonomics; and the Model 8210 walkie pallet truck, powered by a lithium ion battery, that offers shorter head lengths and longer run times in cold temperatures.

Raymond has witnessed an unprecedented tripling in finished goods output in the last seven years alone. In order to keep up with that demand, the company has implemented a highly engineered footprint reset strategy that’s perpetually being examined and tweaked. Because the corporate campus is literally landlocked on all sides, Raymond production processes have all but taken over the entire first level of the (now) two story facility. In the past few years, Raymond has placed in increased emphasis on utilized every square inch of the building that they can, and as of January 2017 the company is in the midst of preparing the unveiling of a new warehousing facility a few short miles south on State Highway

CONTINUED ON PAGE 21

Skillin's
JEWELERS



WITH ALL MY HEART

Now In Our 95th Year

8 South Broad St.,
Norwich
607-334-2410

Open Mon.-Fri. 9:30 am - 5:30 pm;
Thurs. til 8 pm; Sat. til 5 pm

Financing and layaway available.
Major credit cards accepted.

“Nobody does it do, like we do.”

Fine jewelry for three generations.
www.skillinsjewelers.com

MASTER JEWELER
NATIONAL JEWELRY ASSOCIATION

Find us on Facebook

'In Your Own Words'

Sheri Howe



Sheri Howe

At a time in our society where police officers are not always shown in a favorable light, or even respected as they once were, I am happy to have recently retired after 21.5 years of service with the Chenango County Sheriff's Office as a Deputy Sheriff. When I made the decision to retire, I knew that my decision was based on one reason;

to be a mom to my children. Never again would I have to work during school breaks, never again would I have to miss a game. I would not have to feel the guilt of missing anything ever again.

As the last day of work neared, I looked around the roll call room, and thought to myself, "I sure am glad to be ending my career in Law

Enforcement, rather than just beginning it". Twenty years ago, police officers were respected for what we represented, the society in which we were entrusted to protect and serve. People were happy to see you. Waved hello, and thanked you for your service, on an almost daily basis. This is not the case anymore. Now, some people group all members of law enforcement as corrupt and "above the law". We aren't all bad apples. I don't know about you, but if I buy a bag of apples and one is bad, then only the one is rotten. It's crazy to think I would throw the entire bag away because of one bad apple.

On April 22, 2016, I signed off for the final time. "104 to Chenango...104 is 10-7 station for the final time". I said that with tears in my eyes and a crack to my voice. It was a bittersweet moment. I would no longer have the word Deputy in front of my name. That was a strange feeling, it still is. While at the same time, I would no longer have the word Deputy in front of my name, WHEW! Only fellow officers can comprehend the weight that was just lifted from my shoulders.

Immediately upon my retirement, I did what any woman would do with the day to herself. I got my nails and hair done. I even dyed a

small section of my hair pink (my daughters were not impressed). Then I had my ear cartilage pierced (again, my daughters were not impressed). I went to my daughter's varsity softball game and I just felt so relaxed and at ease. No longer would I have to feel like I was living in a glass house. I could be, just Sheri Howe, wife of Scott, mom to Ryan, Jessie and Madalynn.

What next... A couple of vacations to South Carolina, and a summer to relax and complete small projects around the house.

Well, okay, that was fun... Time to focus on my future.

I recently became an Independent Ambassador with Plexus Worldwide. It's been a big change of careers for me. Working with a direct marketing company that offers natural vitamins and supplements. A job, where I set my own goals, and individually work towards them. I also went back to the Sheriff's Office on a part-time "as needed" basis to help with their grant program and to continue to help with their car seat program and other traffic safety programs. In addition to those, I began working part-time for NYS Division of Homeland Security and Emergency Services as a Disaster

Assistance Representative. Wait? Did I retire? It sounds like a lot, but really it isn't. For the most part each job allows me a good amount of flexibility to set my own hours and I can work around my kids' schedules. So for the most part, my days are filled with taking my daughters to school, going to the gym for a couple of hours and then working a few hours here and there for each of the three jobs. One day I hope to work only for myself through my Plexus business. But until then, I am enjoying what I'm doing and will continue to enjoy myself as "just" Sheri Howe.

The Raymond Corporation continues to thrive -

CONTINUED FROM PAGE 20

12. This warehouse that we've been investing in on Route 12 is just another way that we're looking to making more manufacturing space here at the main facility," said Harrington.

Additionally, Harrington indicated that in 2016 the company purchased an existing apartment complex on Wheeler Street in the village with ambitions of converting it into a training center for employees.

"We'll have a good high-tech training center available so that we can bring our technical folks in from the field and give them an opportunity to study the trucks, study how

to do routine maintenance on the trucks and actually do hands-on troubleshooting; and that will all be available right here right on the main campus.

Even as many suggest that New York State is a notoriously tough state to do business in, Harrington said interaction with N.Y. Hasn't been all that bad for Raymond. "We've seen a lot of improvement with the Route 12 in recent years, and we're very thankful for that.

On the issues of area that Raymond would love to have address, nothing sticks out quite as much as the company's clamoring for reliable natural gas supply. For decades the lack of access to natural gas a fuel source for both heating and industrial

overs used to cure powder coating, the type of heavy-duty paint film considered a industry standard amount equipment manufacturers, has been a bit of a thorn in the side of Raymond.

"Literally every manufacturing competitor that we have has access to natural gas; and even though we're sitting on top of [natural gas] we just can't seem to get help to put a plan together on how to get natural gas brought down the Route 12 corridor, or the 206 corridor" said Harrington. "Those are two area that I hope that local government will step in and help arrange the pieces to make happen in the near future—not just for Raymond, but for the community as well.

Success Story

Skillin's Jewelers

2016 was a challenging but successful year for Skillin's Jewelers. There are many places to buy jewelry and Skillin's is very grateful for their loyal customers and for new customers that were referred to them.

Hal was able to attend an Independent Jewelers Organization jewelry show in Orlando and the store manager, Kerry Simmons, attended the show in Washington, D.C. We both continue to learn more about the jewelry business at these shows through seminars and by meeting with other jewelers from across our country. We also get to see and purchase the latest in fashion and form personal relationships with leaders in the industry.

This past year we had the pleasure of helping many people design unique and beautifully designed engagement rings. It is always exciting when someone sees their finished creation for the first time. It makes this important time even more special to them. If you can dream it, we can build it!

Skillin's ran some fun contests this past year including the "Perfect Pair" and "Perfect Proposal" contests which got thousands of people involved in voting for local couples. They are some of our favorite contests because we hear from many special couples and hear their love stories. We awarded \$1,000.00 in shopping spree and dinner for two to the lucky winners. Make sure to watch out for your chance to enter our contests this year.

Skillin's Jewelers has a lot of Facebook followers and will continue to reach out to our valued customers in 2017 with more posts on Facebook, Instagram, and Pinterest.

Valentine's Day is fast approaching and Pandora has just released a must have floating locket. This along with many other Pandora options makes a perfect gift. Skillin's also has many quality treasures for your loved one that are also very affordable.

As Skillin's moves into their 96th year, they are excited to be your go to shop for that special someone.

Success Story

SECO Physical and Occupational Therapy

SECO Industrial Rehabilitation opened its doors in Norwich, NY on January 2, 1990 with five part-time employees. Twenty-seven years later, SECO operates seven locations in four counties and employs almost fifty people; thirty five of whom are full-time. SECO is now a group of three separate companies, all with common ownership. SECO Industrial is the management company and billing service while SECO Physical and Occupational Therapy, PLLC and SECO Occupational Therapy, PC employ the clinical staff.

"Our growth has been steady and selective", said Gerard Seager, General Manager. "From Norwich, we expanded to Oneonta, Ilion, and Sidney." All continue to operate as private locations today. A fifth private location in Stamford, NY opened in 2004. Initially, the focus in all locations was on the prevention, evaluation, and treatment of work-related injuries. "We quickly realized that diversification would strengthen the company as well as meet unserved needs in the communities where we are located. So we began providing comprehensive outpatient physical and occupational therapy services," continued Gerard.

"This occurred in the mid-nineties at which time we developed our mission statement, which we continue to live by today," explained Teresa Seager, President. A portion of that statement reads, "SECO commits to continuously assess and respond to the special needs of the communities it serves and to making these services available to all community members". As such, SECO participates with all insurance payers including commercial insurances, Medicare, and most Medicaid products.

"As the healthcare market continued to transform in the late '90s and into the new millennium, we again reevaluated our position as it became clear that for the companies to remain strong we would need to continue to explore alternate business models," said Gerard.

In 2002, SECO embarked on its first partnership and began providing the staffing and rehabilitation management services to UHS Delaware Valley Hospital in Walton. In 2006, SECO began a relationship with UHS Chenango Memorial Hospital that expanded in 2013 when SECO's Norwich office and Chenango Memorial's outpatient facilities merged into a beautiful new modern facility at 26 Conkey Avenue in the Eaton Center. Allison O'Neill, PT, and a SECO partner is Rehabilitation Manager for the facility. She notes, "This facility has 13 clinicians with a wide range of expertise allowing us to comprehensively meet the specialized needs in our community".

In 2006, SECO also began providing the staff and management services at Margaretville Memorial Hospital and Mountainside Residential Care Center. In 2013, a relationship began with Robinson Terrace in Stamford which continues to grow today.

"The key to our success in all locations is our highly trained and committed staff," said Teresa. "We have always sought employees who are committed to their profession, to ongoing training and learning, and to doing whatever it takes to help our patients achieve their goals. The employees we have embrace our mission and this is exemplified by our wonderful retention numbers. Forty-five percent of our current employees have ten years or more of service."

Concludes Seager, "As we look to the future, we know our basic commitment to excellence will not change, but the healthcare environment certainly will, so we know we have to be ready and willing to change with it while being true to our core values."



Are you a business that's serious about protecting the bottom line, or an individual serious about protecting your assets? Having the right coverage in place is the only place to start.

Our Families Live, Work and Play With Your Families!®

Nathan Foote
Account Executive
Office: 607.337.4422
Mobile: 607.373.1668
nathan.foote@nbtmang.com

NBT-MANG
INSURANCE
AGENCY

800.965.6264 nbtmang.com
Home • Auto • Business • Life

DCMO BOCES: Moving forward through transition



Submitted Photo

Skills USA State Welding Competition Champion, Kiersten Maraglio from Unatego Central School from the Harrold Campus welding program at BOCES.

BY MATTHEW WHITE
Sun Staff Writer

Sixteen school districts in the Delaware-Chenango-Madison-Otsego (DCMO) BOCES region patiently worked through a year of leadership transition. After the departure of long time District Superintendent William Tammaro, who

retired in the spring of 2015, multiple teams comprised of educators, school administrators, community leaders, and business partners, were tasked with diligently collaborating in an effort to recruit and interview superintendent candidates for the vacancy to fill the void.

According to Martha Ryan,

who serves as the BOCES District It wouldn't until October of 2016 that the Board of Education culminated the search and appointed Perry T. Dewey, as their new leader. Linda Zaczek, Board of Education President, shared the board's comments about Dewey's selection, "I am delighted to introduce our new leader. His strategic planning skills and his deep passion for improving opportunities for our students will be our asset."

For the interim, BOCES was guided by an special interim supervisory team, staffed by a number of district wide educational professionals, and together, the team coordinated educational support services for more than 12,000 students from Pre-K through 12 grade attending public schools throughout BOCES four-county region. These services include preparing teachers with professional development education, sharing office services for payroll and other accounting tasks, purchasing school cafeteria and transportation resources just to mention a few. At the two regional campuses, in Norwich and in Masonville, the Career and

Technical Education (CTE), Alternative Education and the Special Education Program enrolled more than 1,200 full time students in the 2015-16 school year.

Digging up examples of how the BOCES formula works to the benefit of high school student seeking an alternative path to long term career-focused advancement isn't hard to find, and in 2016 several success stories validated DCMO-BOCES's commitment to education and successful student outcomes. Students like Kiersten Maraglio, who won first place at the SkillsUSA State Welding Competition are a great example that attest to

the investments being made. In the fall of 2016, DCMO BOCES celebrated with forty four students from CTE their induction into the National Technical Honor Society, an organization that strives to bring well-deserved recognition, scholarships, and career opportunities to students who excel in one of the 108 career and technical educational fields.

Additionally, DCMO-BOCES's development of stronger business-school partnership resulted in collaborations with CTE program Alumni Ruben Sitts who now works at The Raymond Corporation. Sitts engaged with middle school students

to teach 21st Century work skills while demonstrating the roles and importance of the close relationships between trade schools and the manufacturing industry. BOCES focus in on boarding competent and interested students into industry was a catalyst that eventually engaged community leaders like Steve Palmatier of Commerce Chenango to volunteer in coaching staff in the areas of workforce educational initiatives related to manufacturing. Educators connected with arts, with industry and with business to enhance the

CONTINUED ON PAGE 23

Success Story

Rolling Antiquers Old Car Club

The Rolling Antiquer's Old Car Club (RAOCC) will be holding its 52nd Annual Auto Show during the 2017 Memorial Day weekend. The 28th Muscle Car & Street Rod Show will be on Saturday, May 27th, with the 52nd Annual Antique Auto Show held on Sunday, May 28th. The Club encourages folks to bring and show off their vintage vehicles. The two day event will bring gleaming chrome and vivid auto colors to the Chenango County Fairgrounds in Norwich, N.Y. AACA National Award Winners have displayed their vehicles at the annual RAOCC shows. The Car Parts and the Antiques & Collectibles Markets run both days.

The RAOCC represents the local Norwich Region of the national Antique Automotive Club of America (AACA). As with its parent organization, the Club aims to further interest in and the preserving of classic and antique automobiles. "Automobile" includes all self-propelled vehicles designed for passenger use and powered by gasoline, diesel, steam or electric sources. Hence, an "Old Car" can be a car, race vehicle, truck, bus, fire vehicle, motorcycle, etc. The RAOCC has complete local autonomy in planning and running its own events and programs, which include the Annual Car Shows and its Automotive Scholarship Awards.

Each year the RAOCC offers two \$1000 Scholarship Awards to DCMO BOCES students interested in furthering their education in the automotive field or pursuing a career in the automotive industry. The scholarship may be applied to tuition of the college selected by the student or received as a set of automotive tools. One award is given to a Senior Student from the Automotive Technology Program and one award for a Senior Student from the Automotive Collision Program.

Restored and original condition show vehicles are drawn from every decade and include motorcycles, tractors and trucks. Saturday will feature Muscle Cars and Street Rods (2003 and older) such as Mustang and Corvette. Sunday will highlight the Antique and Classic Cars (1992 and older) from Model A to Studebaker. The RAOCC Show draws more than 1000 vehicles and their proud owners from across New York State, and further afield from Pennsylvania, New Jersey, the New England region, and the Mid-Atlantic States.

Alongside the RAOCC Car Shows, the local NY-PENN Military Vehicle Collectors Company exhibit restored military vehicles and equipment. The Antique Engine display presents gas powered hit-and-miss engines used in the early days of agriculture and industry. Top-notch food will be served by a variety of local food vendors. All of these events will occur against the musical backdrop of a DJ service. Rain or shine, the show runs 8 a.m. to 5 p.m. each day. General admission: \$5 each day per person. Admission is free for children under 12 years old.

During 2017, the Club will meet the third Sunday of each month at the North East Classic Car Museum. Guests or prospective members are welcome. For show registration forms, scholarship information, and other Club information, visit the website www.raocc.org; email raocc@frontiernet.net; or write to RAOCC, PO Box 712, Norwich, NY 13815.



NYS Veterans' Home at Oxford



- Dedicated Alzheimer's Unit
- Medicaid and Medicare
- Skilled 24 HR Nursing Care
- Rehabilitation Therapy
- Vision, Dental and Podiatry
- Medical & Dietitian Services
- Recreation Therapy
- Chaplain Services

For more information
please call or visit us at:

4207 State Hwy 220
Oxford, NY 13830
P 800.NYSVETS (697.8387)
F 607.843.3194



We would be honored to give back the same dedication you have given us

PROGRESS CHENANGO 2017

Thank You

A big thank you to all of our advertisers that have shown their support and pride in Chenango County by being a part of one of the best Progress Chenango editions ever. I look forward to assisting you in the coming year with all your advertising needs. Thanks again.

Brad Carpenter

Retail Advertising Consultant
The Evening Sun/ Gazette / Wharton Valley Pennysaver / Norwich Pennysaver
29 Lackawanna Ave., Norwich
337-3021 • FAX 336-7318
e-mail: bcarpenter@evesun.com



"Let's Work Together To Help Your Business Grow."

DCMO BOCES moving forward –



Submitted Photo

Harrold Campus Culinary Team lands 3rd Place at 2016 Junior Iron Chef Competition at SUNY Cobleskill.



Submitted Photo

Both teachers and students learn at BOCES STEM technologies with robots.

CONTINUED FROM PAGE 22

experience and expand learning horizons.

DCMO BOCES Special Education program is yet another good example of collaboration with community leaders. In 2016, the summer program invited Olympic Medalist Dan Ketchum to inspire students with the story of his victory with the 2004

USA 4x200 freestyle relay team who won the gold.

For mouch of 2016, DCMO BOCES weaved multiple initiatives for educational enrichment and innovation. Examples of learning activities include participation in competitions like the SUNY Cobleskill Iron Chef event where the Harrold Campus "Team Cuisine" took third place. Technology in the

classroom initiatives inspired educators like Connie Hulburt, Licenced Teaching Assistant in the Norwich CNA program, to apply BUZZ Student Learning Management System to develop interactive education and to closely track individual student progress. Hulburt's successful implementation granted her a presenter's opportunity at a NYS

Technology in the Classroom Conference giving her the opportunity to inspire others to embrace technical applications.

The year culminated with new leadership and increased demand for school collaborative support services. As component school districts face the challenges of serving students with less financial resources, DCMO BOCES

will be developing a strategic plan to support their needs. New District Superintendent Perry Dewey commented about his new journey at DCMO BOCES by saying, "The opportunity I received to lead an organization like DCMO BOCES comes with great responsibility and commitment. To impact our student's lives and opportunities is our ultimate responsibility,

to build trust and collaboration with all stakeholders is my personal commitment. Leading this organization is not the job of one person but a journey I will embark on with our school leadership, their team members, our educators, and my staff. We share the passion to connect every student to success."

TEAMWORK

That's how we do it.
Together, we each do our best so we can deliver our best to you. We pride ourselves on giving our customers the attention and service they need in today's competitive marketplace.

Whether it's one of the seven editions of the Pennysaver, My Shopper, The Evening Sun, The Gazette, Circulars Unlimited, New Media Retailer, or Sun Printing, the same dedication and commitment to service, quality and value is evident throughout.

That's teamwork... working for you!

Pennysaver **CU** **NEW MEDIA RETAILER** **THE EVENING SUN**

My Shopper **SUN PRINTING** **THE GAZETTE**

STAGE'S
AUTOMOTIVE SERVICES, LLC
"24 Years in Business & Over 38 Years Experience"

SAVINGS GOING ON NOW!

CLIP & SAVE

STAGE'S
AUTOMOTIVE SERVICES, LLC
\$24.95

STAGE'S SPECIAL: Lube, Oil, Filter Special
now through 12/31/17
Offer good on up to 5 qts. oil, tax excluded.

Also Specializing In All Areas of Car Care

- BRAKE SERVICE • TUNE-UPS
- TRANSMISSION SERVICE
- LUBE, OIL, FILTER • MUFFLER WORK
- SERVICING ALL BRANDS - FOREIGN & DOMESTIC
- NYS INSPECTIONS

94 North Main Street, New Berlin www.randysautomotive@frontiernet.net **607-847-6911**
Randy & Nick Stage, Owners Open Weekdays 8 am to 5 pm

Kuntriset Kitchens & Baths Design Center *We design, create & install*

Proud To Be Serving This Area Over 45 Years

Together We Will Continue To Create Your Dream Design

Designer Floors

CHOOSE FROM OVER 100 NEW TILE SAMPLES
Carpet, Vinyl, Ceramic Tile, Hardwood & Laminate, Bamboo, Carpet Remnants.

BEYOND CLOSETS

We will design, create and install a closet to your space and budget.

"A place for everything and everything in its place."

KITCHENS & BATHS

From dreams to completion we will work with you.

Ask About "Pick A Premium" Savings Event

ALSO • Custom Window Treatments **40% OFF** with any flooring purchase
• Countertops - granite, marble & concrete

NKBA 607-336-4197
Rte. 12- 3 miles south of Norwich
Open: Mon.-Fri. 10 am-5 pm, Thurs. till 8 pm, Sat. 10 am-2 pm
Mike Stockin, CKD, Owner • www.kuntriset.com

SECO

PHYSICAL & OCCUPATIONAL THERAPY



SECO Physical & Occupational Therapy is a private, clinician-owned organization dedicated to providing comprehensive physical rehabilitation and consulting services.

SECO commits to continuously assess and respond to the special needs of the communities it serves and to make these services available to all community members.

**26 CONKEY AVE.
FIFTH FLOOR, SUITE 136
NORWICH, NY 13815
(607) 334-5010**

www.secophysicaltherapy.com

STAMFORD • MARGARETVILLE • ONEONTA • SIDNEY • ILION • WALTON • NORWICH

The Eaton Center has been through many changes since the late 1800s, when a piano fortes manufacturer stood on this site.



Today, The Eaton Center, owned and operated by Who's We? LLC, is poised to enter yet a new era. With a long history as an economic hub in Norwich, NY, **The Eaton Center is the perfect place...**

With offices as small as 200-square feet or as large as 10,000-square feet The Eaton Center has spaces to fit every need in one convenient location. Existing tenants include an array of physicians, dentists, professional service providers as well as a café, fitness center and other businesses that make The Eaton Center an attractive place to work.



Your 21st Century Business Village

Located in Norwich, New York, The Eaton Center is a professional office complex that offers:

- 100% Handicapped Accessible offices and common areas
- 100% Sprinkler-equipped offices and common areas for Fire Protection
- Multiple elevators • Video surveillance
- Flex space • State Of The Art Access Systems • Climate Controlled Atmosphere
- Friendly, Courteous, and Professional Staff



We work with small-, medium-, and large-sized businesses to help them either get started or expand into new territories. Start your next chapter now. Looking for a Real Estate Broker opportunity? We have very aggressive commissions and welcome all inquiries.

No business is an island - we know that better than anyone. We are always looking for complementary services to offer our clients. Contact us today at info@eatoncenter.com or 607-334-1419

Where you are headquartered says a lot about how your business perceives itself. Are you making the right statement about your company?

If you are looking for a great area into which to expand your portfolio, our commercial real estate deserves some serious consideration. Find out more about the opportunities we offer.

EATON AVENUE SIDE

First Floor	
At Home Care, Inc.....	607-334-6681
DCMO BOCES - 23 Eaton Ave.....	607-373-3176
Joseph Gunther, CFP - LPL Financial.....	607-336-2434
Lentini, James Dr. (Podiatrist).....	607-336-9098
Martha Sichta, M.S.W.....	607-334-9554
Southern Tier Care Coord.....	607-798-1706
Tri-Bro, Inc.....	607-336-5244

Third Floor	
CMH Business Offices.....	607-337-4512

Fourth Floor	
Cushman, James (Attorney).....	607-334-2562

Basement	
BARBELL Inc.....	607-316-1070
Barb McGuire, Fitness Consulting LLC	

13 EATON AVE / BLDG. 27	
Chenango County Courts.....	607-337-1825
(use entrance with ramp)	

CONKEY AVENUE SIDE

First Floor	
Serendipity Café.....	607-336-9116
Staffworks.....	607-334-5055
UHS Therapies.....	607-337-4227
UHS Home Care.....	607-336-5130
Finger Lakes Technologies Group, Inc.....	800-653-6124

Second Floor	
Bothar Construction, NYS DOT.....	607-723-5013
Chenango Health Network, Inc.....	607-337-4128
District Attorney.....	607-337-1745
Kruse, FH.....	607-336-2834
Liberty Resources.....	607-334-7779
Probation.....	607-337-1733
Public Defender.....	607-337-1870

Third Floor	
Acupuncture Clinic.....	607-436-9698
Chenango Dental Care, PLLC.....	607-336-5858
Chentronics, LLC.....	607-334-5531
Coachmaster Transportation.....	800-729-6364
Deborah Schlesinger, LCSW-R.....	607-373-5354
David Davis, LCSW-R.....	607-316-5823
Kiernan Hamilton, LCSW-R.....	315-308-0112
Michelle Brown Beauty.....	607-847-9388
Mind Matters Neurofeedback Centers.....	607-437-3305
STIC-Southern Tier Independence Center.....	607-373-3143

Fourth Floor	
Bassett Health Navigation.....	877-547-1753

Fifth Floor	
SECO.....	607-334-5010

CONKEY PARKING LOT / BLDG. 28	
CMH Dental Center.....	607-337-4173
CMH ENT. Services-Dr. Sweet.....	607-337-4368