



The QUILL

NEWSLETTER

Spring: A New Beginning



Spring is here. Birds are building new nests and flowers and trees are beginning to bloom. Spring is a time for new beginnings. The cities of Cortland and Ithaca are in the midst of their own new beginnings and it's an exciting time to be involved in these communities.

With last year's announcement of a \$10 million NYS Grant to supplement local private and public projects, Cortland's Main Street corridor received a big boost in its already ambitious downtown revitalization efforts. Projects by McNeil & Company, David Yaman and other developers, as well as several new restaurants and upper floor apartments will all be completed soon.

Meanwhile, it's often difficult to navigate through downtown Ithaca due to ongoing construction projects. Contractors have found long-term work in the area, working on a new hotel, a bank building and significant renovations to Harold's Square on the Commons, among other projects. It appears that investors are realizing what we have known all along. Central New York is a great place to live and raise our families.

This construction and investment in our communities are providing jobs and increasing the tax base, and will soon provide an even greater quality of life to our residents. Spring is an exciting time, and it's followed by hot weather. This summer, and for many years to come, Cortland and Ithaca will be some of the hottest places around in Central NY.

Stephen D. Franco, CIC
President

Ahoy Area Boaters! Stay Safe With the Ithaca Flotilla

With the snow finally gone, CNY residents are thinking ahead to fun in the sun. Here in the Finger Lakes region, that means boating on one of our many beautiful lakes. While boating can be a fun and relaxing hobby, it can be dangerous if you're not properly equipped and trained.

The Ithaca Flotilla of the US Coast Guard Auxiliary is the volunteer arm of the Coast Guard. With the exception of law enforcement, they can do everything the active duty Coast Guard does. Based out of Ithaca

and Cayuga Lake, their primary concern is improving recreational boating safety in our communities. Two important programs the Flotilla focuses on are Vessel Safety Checks and safe boating classes.

The Flotilla's Coast Guard trained vessel inspectors meet with boat owners, and inspect their boats for Coast Guard required equipment. If the vessel passes, the boat owner will get a decal, good for one year, to display on their boat. If they don't pass, they will get a written report of the discrepancies so they know what needs attention, they will NOT get a citation. There is no cost for this service, the boat need not be in the water to be inspected, and inspectors will go to where the boat is located.

The 'About Boating Safety' class meets the New York State requirement for a safe boating certificate. It is held over two weekend days, several times throughout the spring and summer, at their base on the Cayuga Lake Inlet. There is a cost of \$40, part of which pays for the textbook. The rest is a charitable donation. If a couple/pair shares a book, there is a discount. The class is required for boaters born after May 1, 1996 and Personal Water Craft operators of any age. Upcoming classes are being held May 5-6; June 9-10; July 7-8 and August 4-5.

Since the 1940s volunteer members have been the Coast Guard's primary presence in the region, promoting safe boating and environmental protection. To schedule an inspection or to register for a safety class you can call Kim at 703-405-8875, or e-mail Kevin at KevWalsh@aol.com. To volunteer, or learn more about the Flotilla, you can follow them on Facebook.



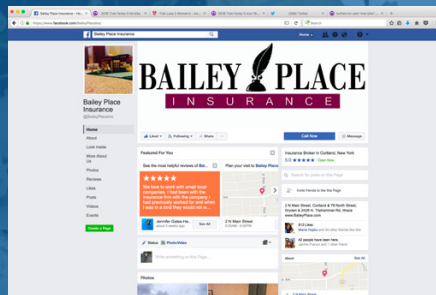
The Ithaca Flotilla of the US Coast Guard Auxiliary provides free safety checks on your water craft.

Cold Feet Won't Leave You Out In The Cold

We've all seen a movie where the bride or the groom gets cold feet and the wedding is called off. An inconvenience for the guests, but a financial disaster for the families. Planning a wedding, graduation, or even a birthday party can be a big investment, and many insurance companies are now providing insurance to protect against all sorts of catastrophes, like some of these provided by our friends at Traveler's Insurance.

- Policies can be written to cover the cancellation or postponement of your wedding or event due to family illnesses, severe weather or military deployment.
- Photographers and videographers that either do not show up for the event or do not deliver photos and videos when promised.
- Coverage for lost or damaged dresses or attire and special jewelry coverage that includes lost or damaged wedding rings.
- Lost deposits, such as those paid to bakers, caterers, bridal boutiques and wedding venues that went out of business.

And, what event would be complete without the one guest that goes a little too far? Liquor Liability coverage is an optional coverage designed to protect the honorees and named insured against on premises alcohol-related accidents. For example, if an accident is caused by an intoxicated guest at the event site, that could result in liability for you. Liquor Liability coverage is available up to the liability limit on the policy. Liability coverage must be purchased to acquire this additional coverage option.



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The advertisement features a woman sitting at a desk with a laptop. The laptop screen displays a play button icon and the text '10% Insurance Discount' and 'Play Video'. The background is a solid blue color.

Homer Center for the Arts: Bringing Big Names to a Small Town

A church is a place that should bring people together for a common cause. And that is exactly what is happening every week at the Homer Center for the Arts.

In 2001 the First Baptist Church of Homer outgrew its space in the historic Main Street location, leaving many to wonder what was to become of the iconic building. But a group of visionary community members had a plan. Seventeen years later the Center for the Arts has established itself as one of Upstate New York's premier performance spaces, bringing artists, art lovers, music makers and listeners from around the world.

The 400-seat “Whiting Theater,” with its outstanding acoustics and diverse series of main stage programs, attracts and thrills audiences with world-renowned acts, including Judy Collins, Arlo Guthrie, Tim Reynolds & TR3, Leon Russell, Colin Hay, SpyroGyra, David Sedaris, Hot Tuna, and Rusted Root, as well as other notable and emerging artists.

Additionally, the Center features film screenings, a community theater program (Center Players) and showcases artwork by regional, national, and international visual artists in the art gallery. The Center also hosts classes, workshops and programs throughout the year, adding to the economic vitality of Central New York. The facilities are available to other community organizations and individuals for a variety of educational purposes, events and private functions.

Customer Spotlight



The Homer Center for the Arts has a busy and exciting summer planned, with national and regional music and arts shows.

The Center is run by Executive Director Ty Marshal, with a small dedicated staff, and a lot of help from hundreds of volunteers and members. From selling tickets, managing concessions, staffing events and fundraisers, to organizing workshops and beautification projects, they are always looking for new volunteers and members.

“Together, Center for the Arts’ volunteers are the true heart, soul and spirit of the organization, and the reason that the Center is a vibrant, dynamic, efficient and effective community arts center and venue,” Marshal said.

The Center for the Arts can be found at 72 S. Main Street in Homer. You can learn more about the Center and a very busy spring and summer line up at www.center4art.org. This year upcoming acts include The Devon Allman Project, Carbon Leaf and The Bacon Brothers, among many others.

GreenScene Lawn & Garden: Making Your Scenes Green

As summer approaches we're all looking forward to backyard barbecues and the smell of a freshly mowed lawn. Rick Bayo has made a career out of it. For the last 19 years Rick has been the owner of GreenScene Lawn and Garden.

Born in northeast Pennsylvania, Rick began working at his uncle's landscaping company when he was only 11-years-old. Later, he would team up with Bill Austin to open GreenScene in Freeville, NY. Bill was instrumental in the formative years of GreenScene and continues to be a key member of the GreenScene team, with Rick being the sole owner now.

"We visited Central New York and fell in love with it," Rick said. "The Fingerlakes area was the perfect place for us."

Today, Rick prides himself on the quality of work and the scope of services his business provides. GreenScene Lawn & Garden is a full service landscape/hardscape company that focuses on installation and year round maintenance for both residential and commercial clients. The almost 40 employees do everything from routine mowing, to design and installation of outdoor patios and decks, fencing, outdoor kitchens, dining areas and lighting.

"I love designing projects for our clients, and then seeing them through to completion," Rick said. "We're helping create something that our clients can enjoy and we enjoy the creativity of designing and installing outdoor living spaces. At the end of the day, it is all about giving the client what they want."

Projects are designed with the help of Kali Northrup, the company's landscape designer/architect. The art is then realized by installation staff, and the company uses state-of-the-art programs to track the jobs and make sure they are on

Customer Spotlight



The crew at Green Scene Lawn and Garden is ready to help give you the property you've always wanted.

schedule. The automated system tracks job status, efficiency, GPS and budget.

Rick recognizes that his employees are an essential part of the customer's experience, and he puts his money where his mouth is. GreenScene offers employees a 401K retirement plan, as well as other benefits to stay competitive in the industry. "I want people to be able to work their way up the ladder at this company, and that means keeping them here and keeping them happy. They are a big part of what we do."

In the last 5 years GreenScene has really developed their snow removal business in an effort to maintain year round employment for quality staff. This has become a key component to the business and allows GreenScene to provide services to their clients year round.

Green Scene can be found at 2079 Dryden Road in Freeville, and at www.greensceneLG.com.

Employee Spotlight



Meet Bethany Hill

Bethany Hill, a Personal Account Manager, started with Bailey Place in November of 2017, but has more than three years of insurance experience, as well as a degree in Accounting. Bethany enjoys the insurance industry, saying "I like that every day is different. Regardless of how long you've been in the industry, you can learn something new every day. I also enjoy getting to meet so many great people."

Bethany is a dog lover and lives in Moravia, with her husband and three dogs, a Chocolate Lab, a Great Dane mix and a Rottweiler.



Meet Paul Neske

Business Account Manager Paul Neske joined the Bailey Place team in November of 2017. He brought 12 years of insurance experience with him, and he carries certifications as a Certified Insurance Service Representative (CISR) and Certified Insurance Counselor (CIC). He is also working towards his designation as a Certified Risk Manager (CRM). Paul enjoys working with our commercial clients. "I get to see different businesses every day, and learn about what they do, how they operate. This helps us tailor coverage to their specific needs."

Paul lives in Homer with his wife and two boys and enjoys hiking, fishing, hunting and other outdoor activities.



Congratulations Cindy Clayman

It is time to say goodbye to a member of the Bailey Place family, with the retirement of Cindy Clayman, Business Account Manager. Cindy has been with the company for 23 years, and takes with her a total of 48 years of insurance experience. "I'm going to miss working with our customers, and meeting new people," Cindy said. In her retirement Cindy plans on spending more time with family and friends, traveling and taking "mini" vacations, and she's looking forward to having more time to be outside walking, hiking and gardening. Congratulations Cindy!



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Bailey Place named 2018 Agency of the Year

Bailey Place Insurance has been named the 2018 Giving Network Agency of the Year for outstanding community service, by Erie Insurance. The statewide award is given in honor of the agency's efforts to support local charities and not-for-profits. The award includes a \$2,500 donation from Erie Insurance to the Cortland Community Foundation.

At a recent awards ceremony, Erie Insurance recognized Bailey Place not only for the significant financial contributions the agency makes in Cortland and Tompkins Counties, but for the variety of community services the agency provides. The award recognizes independent agencies that demonstrate exceptional commitment to the community through volunteerism.

Bailey Place embraces the philosophy that giving is not just about making financial donations. Collections are done in the offices regularly for local food pantries, Toys for Tots and many more, and employees are encouraged to give back to the community.

"We are honored to be recognized for this award," said President Steve Franco, "and to share the award with the Cortland Community Foundation."

Bailey Place specializes in working with Not-for-Profit agencies and employees donate countless hours to serve on dozens of boards, committees and service groups. The Cortland Community Foundation is the only public foundation responding exclusively to the needs of Cortland area organizations and the people they serve. Grants from the Foundation help support capital improvement



Vice Presidents Tony DeBreo, left, and David Schreyack, right, of Erie Insurance present a check to Steve Franco, President of Bailey Place and Jamie Yaman from the Cortland Community Foundation.

projects and provide many types of equipment, materials and supplies for local organizations.

Cortland Community Foundation member Jamie Yaman thanked Bailey Place, and Erie Insurance at the ceremony. "Bailey Place Insurance has been a model corporate citizen in the Central New York area," Yaman said. "The Foundation is thrilled to be able to enhance our partnerships in Cortland County as a result of this prestigious award."