

## January 2008

Forward to:

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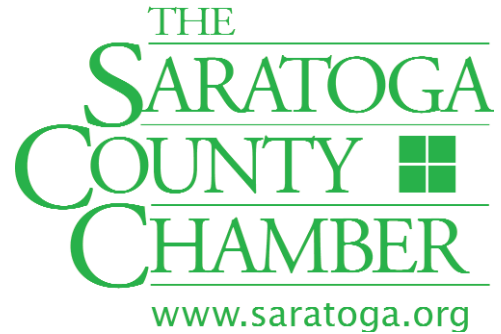
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### RACING'S FUTURE...

Most major challenges or opportunities for a community are addressed over an extended time and in a quiet manner, not in the media.

This was the case with the future of Thoroughbred racing in our state and in Saratoga County. Over two years ago a bipartisan effort of community leaders was organized by your Chamber to address the threat of a cancellation of racing.

The Concerned Citizens for Saratoga Racing was organized, reviewed dozens of suggestions, and developed nine critical points of protection for Saratoga racing. Please see page 8 for the nine points.

The points were communicated to all regional state legislative members and the leaders of the legislative and executive branches of state government.

Personal meetings were held with members of the Pataki task force on racing. Members of the Concerned Citizens also attended every public and governmental meeting and seminar. We met with local and national trainers, owners, and breeders and secured their support of the nine points.

We had an extended conference call with one of Governor Spitzer's senior staff, and forwarded on our points to other members of the Governor's team, as well as the Governor.

A major portion of our time was spent with our State Senator Joseph Bruno who is also the Leader of the State Senate and one of the three most powerful persons in state government. Four long meetings were held with the Senator explaining our concerns and suggesting specific actions. We were also in constant contact with his staff. We stressed the documented economic impact of racing on our county and the state as identified by Saratoga County Government in a professionally prepared study.

Two press conferences, attended by nationally known owners, trainers and jockeys, stressed the protection for Saratoga racing. We, also met with a member of the state appointed NYRA oversight board based on several occasions to discuss our nine points.

Lastly, before a decision on racing was made, all members of the Senate and Assembly racing committees and our elected representatives in the region received special mailings on protecting Saratoga Racing.

So to those who say nothing was being done to protect Saratoga's racing heritage, tell them to remember quiet negotiations and long term commitments were provided by your Saratoga County Chamber and members of the Concerned Citizens.

#### Third Thursday Breakfast

January 17  
7:30 - 8:45 a.m.  
Holiday Inn - Saratoga Springs

#### 90th Annual Dinner

January 24  
6 - 9 p.m.  
The Saratoga Springs City Center

**SEE PAGE 2  
FOR CURRENT  
EVENT DETAILS AND  
GUIDELINES.**

#### Blood Drive

January 30, see page 4  
12 - 6 p.m.  
Wesley Community

#### Seminars

January 15 Starting a Business  
January 22 Business Development Program  
See page 2 for details

#### Other Upcoming Events

February 5	Saratoga's Young Professional Network
February 13	Staff Recruitment & Retention Seminar
February 15	Networking Luncheon
February 21	Thursday Breakfast
February 28	Orientation & Mixer

*"...membership infers that a company is trustworthy, involved in the community and is an industry leader."*

- The Schapiro Group

# JANUARY EVENTS

- 17 Thursday Breakfast.** Holiday Inn - Saratoga Springs, 232 Broadway, Saratoga Springs  
*Monthly breakfasts keep you informed of current issues affecting the County while providing a great opportunity to meet other business and professional people.*  
**Time:** 7:30 - 8:45 a.m.  
**Topic:** Your Chamber's Annual Report Brought to Life  
**Speaker:** Joseph W. Dalton, Jr., President, Saratoga County Chamber  
**Cost:** Reservations \$7; Without \$10                      **Reservation Deadline:** January 15 at 5 p.m.
- 24 90th Annual Dinner.** The Saratoga City Center, 522 Broadway, Saratoga Springs  
*Complete details and reservation form on page 5*  
**Time:** 6 p.m.,  
**Cost:** \$60, reservations required                      **Reservation Deadline:** January 18 at 5 p.m.

*To make a reservation, call 584-3255 or email [info@saratoga.org](mailto:info@saratoga.org).  
All reservations emailed will be confirmed within 24 hours. Please call if you do not receive an email confirmation.  
Reservations will be billed unless cancelled two business days prior to the event.*

# SEMINARS

## STARTING A BUSINESS SEMINAR

**LAST CHANCE TO SIGN UP**  
Tuesday, January 15 8 to 10 a.m.

If you are interested in starting a business and have questions about formation, financing, promotion, business controls and determining market niche, this seminar is for you.

- Presented by:** Joseph W. Dalton, Jr. President, Saratoga County Chamber of Commerce  
**Location:** Chamber Offices, 28 Clinton Street, Saratoga Springs  
**Cost:** \$15 per person and \$30 for non-members  
**RSVP:** Friday, January 11 at 584-3255 or e-mail [info@saratoga.org](mailto:info@saratoga.org)

## BUSINESS DEVELOPMENT PROGRAM

8 to 10 a.m.

Space is still available in the 2008 Business Development Program. The year-long seminar series is taught by industry experts and held in local hotels and conference spaces.

The cost is \$225 per person. Payment is due in advance to confirm your reservation.

1. Dynamics of Leadership .....January 22
2. Use of Technology in Small Businesses .....February 26
3. Selling Yourself, Selling Your Product, Increasing the Bottom Line .....March 25
4. Marketing 101 .....April 22
5. Legal Issues in Small Business .....May 20
6. Human Resources Hot Topics .....June 24
7. Insurance for Businesses and Individuals .....September 23
8. Time Management .....October 7
9. Planning for Growth and Keeping Taxes Low .....October 28
10. Communication Skills .....November 25

*"Covers every aspect of business ownership as well as topics that will help you grow.  
Also, a great networking opportunity."*

Dan Macdonald, The Affinity Group, LLC

For more information and to register, please contact Jennifer Joseph Perry at 584-3255 or email [jperry@saratoga.org](mailto:jperry@saratoga.org).

# MEMBER NOTES

**REMEMBRANCE** 1988 Chair of the Board Gene Collins passed away in early December at his recent home base of North Carolina. Prior to retiring, Gene and his wife Lois owned and operated the Saratoga Downtowner Motel in Saratoga Springs.

**NATIONAL SEARCH** The Saratoga Economic Development Corporation has begun a search for a new president after the resignation of its president, Ken Green. Ken led a 26 year effort that created over 12,000 new jobs in the County and saved thousands of existing jobs. Through his SEDC team, our county maintained its status as the gem of economic development in upstate New York.

**ADVERTISING** Opportunities are now available to place banner advertisements on [www.saratoga.org](http://www.saratoga.org). These will fill up fast, so be sure to call or email Greg Dixon today. 584-3255 or [gdixon@saratoga.org](mailto:gdixon@saratoga.org).

**NEW DIRECTORS** The following individuals have been elected to three year terms on your Chamber Board: Gail Allen (SYSCO Foods), Susan Halstead (Family Vision Care Center), Brian Nealon (The Wesley Community), Mark Pepin (Time Warner Cable Business Class), Mary Passaretti (Passaretti Geological & Environmental Consulting), Tim Pehl (Roback, Ferraro & Pehl, CPA's), Mark Suprunowicz (Carriage House Inn), Steve Heidorn (Broadway Title Agency).

**THANK YOU!** Special thanks to the Vapor Night Club for hosting the November 2007 Mixer. The festive atmosphere and delicious food made for a terrific event.

**TOURISM** The Chamber recently conducted a romantic getaway campaign throughout the months of October, November and December, placing advertising in New York and Connecticut. All of the results are not yet in, but to date we've had over 1,000 visitors to the special romantic getaway page on [www.saratoga.org](http://www.saratoga.org) as part of the campaign. A similar romantic themed campaign will run in January, February and March of 2008.

**2 MILLION AND COUNTING** As of December 1st, your Chamber web site has had over 2 million visitors, with an average visit of twelve minutes, for the year. This is an all-time high for [www.saratoga.org](http://www.saratoga.org). If you have not had the chance to review the recently redesigned site, be sure to check it out.

**NEWSLETTER INSERTS** You can reach over 3,000 businesses with one easy mailing through the Chamber's newsletter insert. Only 3 firms per month are able to place inserts, allowing for high visibility. The cost is \$400, which is half the cost of first class postage. You must provide 3,400 one-third page inserts, size 3 1/2" X 8". They are accepted on a first-come first-served basis only and are industry exclusive. Call Jane Kreski at 584-3255 ext. 206 for more information.

**CONGRATULATIONS** to Dan Wagner, STATE FARM INSURANCE for being the Top Producer of new members in November on the Chamber's Membership Committee.

**CHAMBER NETWORKING BENEFITS POLICY** Non-members are welcome to attend one networking event as a way to experience the networking opportunities the Chamber offers to members. In order to attend any additional networking events, the non-member must join the Chamber. There are no non-member fees for events. The Chamber does not offer direct benefits to non-members. Each member firm can have two people representing their company at Chamber Mixers for every \$320 they pay in dues.

**CHAMBER EVENT RESERVATIONS** To make a reservation, call 584-3255 or e-mail [info@saratoga.org](mailto:info@saratoga.org) at least two days before the event. All reservations e-mailed will be confirmed within 24 hours. Please call if you do not receive an e-mail confirmation. Reservations will be billed unless cancelled two business days prior to the event. Members without reservations will be charged an additional fee at the door.

**BLACKBERRY** Many email messages coming from hand held computers may be winding up in your spam file. You may wish to double check your spam daily.

**QUESTIONS? PROBLEMS?** Why go through the pain of reinventing the wheel? Call your Chamber. We'll direct you to a member of the Chamber staff who can help you answer questions, solve problems, get the information you need or find that qualified resource. Consider our staff an extension of your staff. Never hesitate to call 584-3255 or e-mail [info@saratoga.org](mailto:info@saratoga.org)

**TEXT MESSAGES** If you are receiving unwanted text messages on your cell phone you are most likely paying for them. You should contact your cell carrier to either block all text messages or those coming from the internet or email address lists.

**SARATOGA READS!** The community voted *Water for Elephants* by Sara Gruen as the 2008 Saratoga Reads! Visit [www.saratogareads.com](http://www.saratogareads.com) for information on where to buy the book the community events.

**SAVE THE DATE!** The 2nd Annual SaratogaArtsFest will be held the weekend of June 13 to 15. Visit [www.saratogaartsfest.org](http://www.saratogaartsfest.org) for more information on the festival and how to get involved.

**2008 CHAMBER EVENT DATES** Mark your calendar for the following:

**Third Thursday Breakfast:** January 17, February 21, March 20, April 17, May 15, June 19, July 17, September 18, October 16, November 20.

**Mixers:** February 28, March 27, April 24, May 22 (New member), May 29, June 26, July 24, September 25, October 23, November 20, December 18.

**Orientations:** February 28, April 24, May 22, June 26, September 25, October 23, December 18.

**Networking Lunches:** February 15, April 11, June 13, September 12, November 14.

# BLOOD DRIVE



**American  
Red Cross**

January 30, 2008

The Wesley Community, 131 Lawrence Street, Saratoga Springs  
12 to 6 p.m.

*The Saratoga's Young Professionals Network, sponsored by your Chamber is working with the  
American Red Cross to hold a blood drive.*

*Please invite your staff, colleagues, friends, and families to join you in giving blood and help save lives.*

Call the Chamber at 584-3255 to schedule an appointment.

## WELCOME NEW MEMBERS

Your Chamber is pleased to welcome the following new members.

Please add their names to your Membership Directory and  
consider calling on them when you need a product or service they provide.

### All Occasions Limousine

Dan Plumley  
24 Bridle Place  
East Greenbush, NY 12061  
(518) 479-LIMO  
[www.alloclimo.com](http://www.alloclimo.com)  
[alloclimo@aol.com](mailto:alloclimo@aol.com)  
*Limousine/Towncars*

### BCP Distributing

Dominic Barber  
13 4th Avenue  
Hudson Falls, NY 12839  
(518) 796-2431  
*Snacks*

### Best Tile Distributors, Inc.

Moira Durivage  
4295 Route 50  
Saratoga Springs, NY 12866  
(518) 584-5941 Fax: (518) 584-6380  
[www.besttile.com](http://www.besttile.com)  
[mdurivage@eastcoasttile.com](mailto:mdurivage@eastcoasttile.com)  
*Ceramic Tile Design Showroom*

### Bohler Engineering, P.C.

Chris Boyea  
5 Computer Drive West, Ste. 203  
Albany, NY 12205  
(518) 438-9900 Fax: (518) 438-0900  
[www.bohlereng.com](http://www.bohlereng.com)  
[cboyea@bohlereng.com](mailto:cboyea@bohlereng.com)  
*Civil/Consulting Engineers*

### Core Tech Industrial

Laura Schrom  
11 Round Lake Rd.  
Ballston Lake, NY 12019  
(518) 899-9700 Fax: (518) 899-9790  
*Manufacturing Rep.*

### Donald Fontaine

P.O. Box 3170  
Saratoga Springs, NY 12866  
(518) 495-2493  
*Seasoned Hardwood/Firewood/Snowblowing*

### Julie M. Frances, Esq.

Law Office of David A. Harper  
480 Broadway, Ste. 214  
Saratoga Springs, NY 12866  
(518) 587-6670 Fax: (518) 587-6672  
*General Practice Law Firm*

### Happy Hound Pet Sitting Service, LLC

Kathy Lovelace  
12866  
(518) 583-6561  
*Pet Care When You're Not There*

### Humana

Cynthia Staniels  
125 Wolf Rd.  
Albany, NY 12205  
(518) 435-0459 Fax: (518) 435-0412  
[www.humana.com](http://www.humana.com)  
[cstaniels@humana.com](mailto:cstaniels@humana.com)  
*Health Plans to Medicare Eligibles*

### Iparelan Solutions, LLC

Greg Mattes  
P.O. Box 3461  
Saratoga Springs, NY 12866  
(343) 409-3136  
*Computer Software*

### LaMarco Physical Therapy, P.C.

James Markwica  
417 Geysler Rd.  
Ballston Spa, NY 12020  
(518) 587-3256 Fax: (518) 587-5210  
[www.Lamarcopt.com](http://www.Lamarcopt.com)  
*Outpatient Phys. Therapy Srv.*

### The Law Office of Scott Ashby Martin

Scott Martin  
32 Clinton St.  
Saratoga Springs, NY 12866  
(518) 587-7550 Fax: (518) 430-1545  
*Estate Planning/Elder Law*

### Leon's Mexican Restaurant

Roberta Leon  
135 Crescent St.  
Saratoga Springs, NY 12866  
(518) 587-2346  
[www.leonsmexicanrestaurant.com](http://www.leonsmexicanrestaurant.com)  
*Mexican Restaurant*

### Lockwood Landscape Designs

Paul Lockwood  
2524 Route 67  
West Charlton, NY 12010  
(518) 882-9295 Fax: (518) 882-6975  
*Landscape Design & Maintenance*

### Logos Your Way, Inc.

Pete Cohan  
6 Pine Robin North  
Greenfield Center, NY 12833  
(518) 791-9328 Fax: (518) 893-0392  
[www.logosyourway.com](http://www.logosyourway.com)  
[pete@logosyourway.com](mailto:pete@logosyourway.com)  
*Promo/Ad Spec./Appar./Unif./Imprinted Items*

### Mail USA Direct

Ted & Joan Bury  
P.O. Box 5226  
Clifton Park, NY 12065  
*Mailing Store*

### Maswick Music

David Maswick  
341 Moonlight Dr.  
Ballston Spa, NY 12020  
(518) 885-1623  
*Music Publishing/Production*

### The Mendez Team, Coldwell Banker Prime Properties

Rick Mendez  
15 Berkshire Drive  
Ballston Spa, NY 12020  
(518) 421-9383 Fax: (518) 363-0390  
<http://themendezteam.cbprime.com>  
[prospect4homes@aol.com](mailto:prospect4homes@aol.com)  
*Comm./Res. Real Estate*

### Morrison Dental Care

Dr. Lewis Morrison  
1524 Route 9  
Clifton Park, NY 12065  
(518) 371-3400 Fax: (518) 371-2524  
[www.cliftonparksmiles.com](http://www.cliftonparksmiles.com)  
[lrmds@aol.com](mailto:lrmds@aol.com)  
*Cosmetic & Family /Laser Dentistry*

### Northeast Shuttle Service, Inc.

Dawn Hamel  
360 Fifth Ave.  
Troy, NY 12182  
(518) 235-8100 Fax: (518) 235-8150  
[www.northeastshuttleservice.com](http://www.northeastshuttleservice.com)  
[dhamel6344@aol.com](mailto:dhamel6344@aol.com)  
*All Occasions Limo*

### Precision Concrete Pumping, Inc.

Diane & Jean Pierre Perron  
1 Prospect Ave.  
Albany, NY 12206  
(518) 435-9292 Fax: (518) 435-9393  
*Concrete Pumping - Comm./Res.*

### Rifenbary Training & Development

Jay Rifenbary  
12 Bog Meadow Run  
Saratoga Springs, NY 12866  
(518) 587-6411 Fax: (518) 587-6417  
[www.rifenbary.com](http://www.rifenbary.com)  
[jnoexcuse@aol.com](mailto:jnoexcuse@aol.com)  
*Pers./Pro. Motivational Ldrshp. Trng.*

### Elizabeth Todd

Pinnacle Realty Saratoga, LLC  
102 Elm Street  
Saratoga Springs, NY 12866  
(518) 428-3128 Fax: (518) 580-9301  
*Real Est. & Home Staging*

### Valogix, Inc.

Pat Ludwig  
6 Butler Place, Ste. 2  
Saratoga Springs, NY 12866  
(518) 450-0309 Fax: (518) 450-0319  
[www.valogix.com](http://www.valogix.com)  
[pludwig@valogix.com](mailto:pludwig@valogix.com)  
*Adv. Inv. Forecasting/Plan Sftwre.*

# 90TH ANNUAL CHAMBER DINNER

## CELEBRATING 90 YEARS SERVING MEMBERS!!

Thursday, January 24, 2008  
Saratoga Springs City Center  
522 Broadway, Saratoga Springs

Recognition Presentation to Honor William C. Martin, 2007 Chair of the Board, and Special Chamber Volunteers

Master of Ceremonies – Brien Hollowood

Networking Reception, Cash Bar & Hors d'oeuvres – 6 to 7 p.m.

Dinner – 7 to 8 p.m.

Program – 8 to 8:30 p.m.

Special Dessert Reception - 8:30 p.m.

\$60 per person. \$600 table of ten.

Reservations and payment required in advance.

R.S.V.P by Friday, January 18.

Please call 584-3255 or email [info@saratoga.org](mailto:info@saratoga.org).

### PROUD SPONSORS



A plan for life.



The world's local bank



2008 Saratoga County Chamber Annual Dinner  
Registration Form

Names: \_\_\_\_\_

\_\_\_\_\_

Firm: \_\_\_\_\_

Phone: \_\_\_\_\_

Email of contact person: \_\_\_\_\_

\_\_\_\_ Please reserve a table of 10 in my name      Contact person: \_\_\_\_\_

**Dinner entree will be a duet of Filet Mignon and Shrimp.**

**Payment (in the form of credit card or check) must accompany this form to confirm reservation.**

**Send reservation and payment by Friday, January 18 to:**

Saratoga County Chamber of Commerce  
28 Clinton Street  
Saratoga Springs, NY 12866

Type of Card: **MC VISA AMEX DISCOVER**      Amount to be charged: \_\_\_\_\_

Credit Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3 or 4 digit security code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing Address (with zip code): \_\_\_\_\_

Signature: \_\_\_\_\_

# JANUARY ANNIVERSARIES

Please support your fellow members, who believe in your Chamber's goals.

## OVER FORTY-FIVE YEARS

Adirondack Trust Company  
Bank of America  
William J. Burke & Sons/Bussing & Cunniff Funeral Homes  
Carriage House Inn  
Carusone & Carusone  
Community Court Motel  
Cudney's Launderers & Dry Cleaners  
D'Andrea's Liquor Store  
Dehn's Flowers, Inc.  
Duval Vending Company, Inc.  
Espey Mfg. & Electronics Corp.  
Fasig Tipton Company, Inc.  
Grand Union Motel  
Grande Apartment Rentals  
Hattie's  
Richard J. Helenek Electrical Contractor  
National Grid  
New York Racing Assn., Inc.  
Purdy's Discount Wines & Liquors, Inc.  
Saratoga Capital Dist. State Park Reg.  
Saratoga Diner, Saratoga Family Restaurant  
Saratoga Gaming & Raceway  
Saratoga Golf & Polo Club  
Saratoga Hospital  
The Saratogian  
Sherman Tile Company, Inc.  
Skidmore College  
Snyder Kiley Toohey Corbett & Cox LLP  
Spa Motel  
Stewart's Shops  
Sutton & Tarantino Insurance  
Thorobred Feed Sales, LLC  
Turf and Spa Motel  
Valley Acres Garden Center  
Verizon  
Walbridge Building Inc.  
Washington Inn  
Wishing Well Restaurant  
Fred Wolpert, D.D.S  
Yaddo

## OVER FORTY YEARS

The Gormley Agency a division of Amsure Association  
Holiday Inn - Saratoga Springs  
Saratoga Performing Arts Center

## OVER THIRTY-FIVE YEARS

Alpine Lake RV Resort  
Cottrell Paper Co., Inc.  
Empire State College  
Image Photo  
McDonald's  
MLB Construction Services, LLC  
Palette Stone Co., Inc.  
Price Chopper  
Saratoga Associates  
Saratoga Hansel & Gretel Inc.  
Times Union

## OVER THIRTY YEARS

Adirondack Dental Group, PC  
Adirondack Trailways  
Charles F. Bryner, D.V.M.  
Byrne Orthodontics  
Carpetland  
Chez Sophie  
Compton's Restaurant  
Thomas J. Farone & Son, Inc.  
Edward Finger, DPM, Podiatrist  
1st National Bank of Scotia  
Gaffney's  
The Great Escape  
Guyson Corp. of USA  
Hamilton Watt, PLLC  
Charles H. Harrison  
Alan F. Justin, D.M.D. PLLC.  
Paul E. Komorny, Accountant  
Lake George Steamboat Co., Inc.  
Landmark Motor Inn

Robert F. Lesniak, D.M.D.  
Lillian's Restaurant  
Loss Prevention Experts, Inc.  
C.T. Male Assoc., Engineers  
Matt's Servicer  
Matthews Buses, Inc.  
Minogue's Beverage Center  
Navy Housing Welcome Center  
Posie Peddler, Inc.  
Roohan Realty  
Saint Clement's Saratoga Horse Show  
Saratoga Bridges, NYSARC, Inc., Saratoga County Chapter  
Saratoga Economic Development Corp.  
Saratoga Springs Preserv. Foundation  
H.R. Schultz Inc.  
Taylor Made Custom Products, Inc.  
Triple Crown Motel  
United Way of the Greater Capital Region  
Whittemore, Down & Ricciardelli, LLP  
YMCA of Saratoga

## OVER TWENTY-FIVE YEARS

Adelphi Hotel  
Allerdice Building Supply  
Ballston Spa National Bank  
Bobrick Washroom Equipment, Inc.  
Castle & McLennan  
Clifton Park Rental Center  
R.M. Dalrymple Co. Inc.  
Gardner Management, Inc.  
Kershner, Grosso & Company  
Kimberly Inn  
Ed Lewi Associates  
Northern Dean, Inc.  
Olde Bryan Inn  
Racemark International  
River Road Campgrounds  
Saratoga Polo Association  
Saratoga Taxi  
Unlimited Potential, Inc.  
Wachovia Securities  
Wilton Travel Plaza / Scotty's Restaurant

## OVER TWENTY YEARS

Bollam, Sheedy, Torani & Co. CPA's  
Capital District Physicians' Health Plan, Inc. (CDPHP)  
Catholic Charities-Sara, Warren, Wash  
G. Willikers  
Literacy NENY  
McConchies Heritage Acres  
New Insights, Inc.  
PJ's Saratoga Style Bar-B-Q  
Saratoga County Soil & Water Conservation District  
Transitional Services Assn., Inc.  
Whitney Industries

## OVER FIFTEEN YEARS

Gerald H. Berger, Ph.D.  
Cornell Excavating & Paving  
Fashion Floors of Saratoga  
Hudson Mohawk Pediatrics  
J.R. Used Cars  
LaMarco Physical Therapy, P.C.  
Leu Rental Properties  
McMurry, Inc.  
Mountain Pond Eyewear

## OVER TEN YEARS

B & B Plumbing, Inc.  
Birch Hill Woodworking  
The Birches Motel  
Champlain Canal Tour Boats, LLC  
Focus Environmental Services, Inc.  
Glens Falls National Bank & Trust Co.  
Mrs. London's  
National Multiple Sclerosis Society, Upstate New York  
Chapter  
Saratoga Business Journal  
Saratoga Landscape Co.  
Wal-Mart #01-2056  
Wiring Concepts, LLC

## OVER FIVE YEARS

Adirondack Showcase  
Albany Broadcasting  
Allstate Insurance, The Hill Agency  
Lynn Benevento Gallery  
BFS  
Brooklyn Attitude Hair & Body  
C.H.G. Industries, Inc.  
Cerasun Video Production  
CLA SITE Landscape Architecture, Engineering & Planning,  
PC  
Consulting in Behavioral Healthcare  
Delaware & Hudson Railway  
Ferrara & Nigro, PLLC  
First New York Federal Credit Union  
Fox n Hound Bed and Breakfast  
Gabryshak Construction, Inc.  
MAI Computing Service  
McCombie Construction  
New York State Military Heritage Institute  
Next Step North America, Inc.  
NFB Properties, LLC  
Noah's Ark Pet Sitting  
Northeastern Association of the Blind At Albany, Inc.  
Peckham Materials Corp.  
Scoville Jewelers  
Sorel's Restaurant  
Robert D. Sowalsky, DDS  
Stone Bridge Farm  
Law Office of Nancy C. Sutin  
True North Financial Services  
2 Doors Music Enterprises  
Whalen's Horseradish Products LLC  
Williamson Optical

## OVER ONE YEAR

Bass Manor Bed & Breakfast and Art Museum  
Capital Public Adjusters  
Champion Buick Pontiac, GMC  
Charmed Life, LLC  
Cookie Cutters of Saratoga  
Craig Investigations, Inc.  
The Creative Calendar  
Creative Cleaning Solutions, LLC  
Andrea Demick, Coldwell Banker Prime Properties, Inc.  
Empire Tech Solutions, Inc.  
FCW  
First Cardinal Corporation  
The Gooley Club, Inc.  
The Hungry Eye  
L'esperance Tile Works, Inc.  
Laker Development Group, L.L.C.  
Location Sound Recording  
March of Dimes BDF  
McBain Construction Incorporated  
McComb & Company  
McGinn Smith & Co.  
Monarch Custom Homes  
Muggsy's Antiques & Collectibles  
James Murray, MD  
NY Tech Co.  
Philippe Bevan International Salon  
Pizzeria Uno Chicago Bar & Grill  
Retail Client Services, LLC  
Danny Revell  
Saratoga Railroad Engineering, P.C.  
Saratoga Statement  
Saratoga Today  
The Siding Edge, Inc.  
Signature Homes Realty  
Sportsplex of Halfmoon  
The Strand Hair Design  
Dr. Patrick J. Szurek, PLLC  
Talbots  
Tuxego of Clifton Park  
WMHT

## SPOTLIGHTS

**BELLA MATERNITY** 22 Clifton Country Rd, Clifton Park 12065, 383-0103, [www.bella-maternity.com](http://www.bella-maternity.com).

When you're pregnant, your body shape and size change but your style shouldn't have to. At Bella Maternity you'll find trendy maternity fashions as well as nursing tops, bras, breast pumps, Bella Bands, Hotslings, diaper bags and gifts. Bella Maternity, Clifton Park Center. Open Monday to Friday 10 to 7, Sunday 12 to 5. 383-0103.

**phi** 588-2255

phi: fitness counselors representing fitness professionals. phi promotes fitness and nutritional opportunities for the region's personal trainers, gyms and communities. Visit them at the Global Fitness gyms in Saratoga Springs and Queensbury to find out more about personal training opportunities and APEX nutritional programs and products. If you need a personal trainer, contact Bruce Kirkpatrick at 588-2255 or [phifitness07@gmail.com](mailto:phifitness07@gmail.com).

**FRANK ADAMS JEWELERS** is now open for business in Saratoga Springs at The Lofts, 18 Division Street. 583-4099

For three generations Frank Adams has been committed to providing incomparable selection and unmatched service. Experience an exciting collection of designer brands at this beautiful new fine jewelry destination.

*For information on all Chamber members, go to [www.saratoga.org](http://www.saratoga.org), click on "Business Directory" and search by company name, category or key word. If you'd like your business spotlighted in the newsletter, please e-mail your 50-word profile to [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org), fax to 587.0318 or send to:*

*Saratoga County Chamber of Commerce, 28 Clinton St., Saratoga Springs, NY 12866.*

*Featured members are selected at random from all received.*

## BUSINESS TIP

### MARKETING THROUGH YOUR CHAMBER'S MONTHLY NEWSLETTER.

1. New members are listed every month in the "Welcome New Members" section.
2. All members are listed in the "Anniversaries" section on the month you joined indicating the number of years you've been a member.
3. "Spotlights" section allows you to profile your business or organization in 50 words or less. Three featured members are chosen randomly each month. Send to [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org).
4. Newsletter Inserts (\$400): With a circulation of 3,400, this is a very cost effective way to reach fellow members. Reserve early. There is a limit of three inserts per month. You supply the 3.5" x 8" non-folded pieces. Call Jane Kreski at 584-3255, ext. 206 to reserve your insert space today.

## BARTENDER'S BALL 2008

**SARATOGA SPRINGS CITY CENTER**

SATURDAY, FEBRUARY 2 2008

6:30 p.m. to Midnight

- THEME:** Winter Wonderland
- FOOD:** First class hors d'oeuvres, 6:30 to 8 p.m. Four food buffets scattered throughout the hall, 8 to 10 p.m. Decadent desserts with coffee buffet, 10 p.m.
- MUSIC:** Featuring Body & Soul 8 p.m. to 12 a.m.
- BEVERAGES:** Cash Bar
- COST:** \$50 per person, tables of 10 available; limited dance floor tables of 10 at \$550 per table.
- BENEFIT:** All proceeds go to **The Universal Preservation Hall**.
- ACCOMMODATIONS:** Overnight accommodations will be available at reduced rates.

Deadline for reservations is January 25, 2008  
Please make checks payable to **Bartender's Ball**  
Send your reservation and payment to:  
Bartender's Ball  
c/o Saratoga County Chamber of Commerce  
28 Clinton Street, Saratoga Springs, NY 12866

# NINE POINTS

The Concerned Citizens for Saratoga Racing have agreed to the following principals as being absolutely necessary to insure that world class Thoroughbred racing thrives in Saratoga for years to come.

1. Continuous racing must be insured. This may seem obvious, but the recent brush with bankruptcy experienced by the N.Y.R.A. must not be allowed to happen again. The racing industry needs to be assured that the New York racing circuit will continue unabated while issues to resolve the franchise in New York are settled. Senator Bruno's loan package to the NYRA should be passed as soon as possible.
2. Saratoga needs to be assured of continued exclusive but limited racing dates. Saratoga's exclusive dates should be increased to match current practice. But additional dates beyond the length of the current meet should not be considered at this time.
3. Current local tax revenues derived from racing must be maintained to provide the local community the funds necessary to defray the costs of hosting the meet. These revenues include, approximately \$1.4 million per year in real estate taxes paid by the NYRA, over \$800K in admission taxes, and almost \$1.8 million in OTB taxes.
4. Some portion of the Aqueduct VLT (video lottery terminal) revenues being earned by the state should be made available to the localities in which the three tracks are located. This should not impact the percentage of VLT profits guaranteed to the horseman, the tracks or the operations of the VLT machines under their 2005 agreement with the state.
5. The Spring and Fall training sessions at Saratoga should be preserved and enhanced. These sessions are an integral part of the racing circuit in New York. They support breeding farms, act as a feeder system for racing, and provide employment during the shoulder seasons to the summer meet.
6. The successful bidder must be required by law to submit all expansion plans to local authorities for approval, such as local planning and zoning boards.
7. The successful bidder must assume a specific obligation to reinvest in capital improvements at the tracks, including fan accommodations, the backstretch, and equine facilities.
8. The three tracks, Aqueduct, Belmont and Saratoga must not be bid out as separate entities. The strength of New York racing is to a very large degree dependent on the circuit of quality racing conducted at all three tracks, Aqueduct, Belmont and Saratoga. If the tracks were to be bid out separately, the strength of the circuit could be damaged, threatening the foundations of the Saratoga Meet.
9. The successful bidder should be an entity whose goal will be to use enhanced revenues from VLT operations to provide reasonable support to government while maintaining New York's position as the premier racing circuit in the United States. Racing must not be allowed to become a sideshow to VLT or casino operations.

## Local Members of Concerned Citizens for Saratoga Racing:

Robert Barney, Meadow Springs Stables  
Joseph Dalton, Saratoga County Chamber of Commerce  
Ed Lewi, Ed Lewi Associates  
James Pabis, Management Recruiters of Saratoga  
Tom Roohan, Roohan Realty

Harry Snyder, ESq, Snyder, Kiley, Toohey, Corbett & Cox LLP  
Rod J. Sutton, Sutton & Tarantino Ins.  
Charles Wait, The Adirondack Trust Co.  
David Wickerham, Saratoga County Administrator  
William Wilmot D.V.M., Stepwise Farm