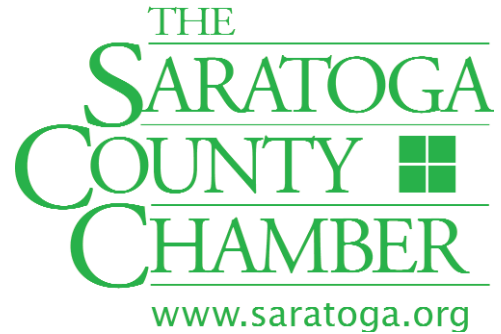


February 2008

Forward to:



CHAMBER'S MEMBERS ONLY SECTION LAUNCHES

In an effort to provide even greater services and value to our members, the Chamber has launched an online section just for you. This Members Only section is for all member firms.

You told us that because you're so busy running your business, you can't always take advantage of every service and seminar the Chamber has to offer. We heard your concerns and now you can reap more of the benefits of your Chamber membership investment with the time you have.

You'll be able to access educational and informational podcasts – with topics ranging from e-marketing to advice on networking. These 5-8 minute audio podcasts will feature past and present Chamber seminar speakers, Chamber staff, area business leaders and government officials. The best part – you can learn about ways to improve your business while in your bunny slippers.

Got great news to share about your company? Let the entire membership know through our Member News section. Chamber members can post new hires, accolades and more online in this new Members Only area of the site.

To get started, go to www.saratoga.org and click on Members Only under the Chamber section of the site. Sign-up to create your account and then once approved, you're ready to reap the rewards of membership from anywhere at anytime.

Saratoga's Young Professional Network	
February 5	5 - 6:30 p.m. Gaffney's
Women's Business Roundtable	
February 12	8 - 9 a.m. Saratoga County Chamber Offices
Networking Luncheon	
February 15	11:45 - 1 p.m. Holiday Inn - Saratoga Springs
Third Thursday Breakfast	
February 21	7:30 - 8:45 a.m. Longfellow's Inn and Restaurant
New Member Orientation	
February 28	4 - 5 p.m. Saratoga Golf and Polo Club
Mixer	
February 28	5 - 6:30 p.m. Saratoga Golf and Polo Club
Seminars	
February 13	Recruitment and Retention
SEE PAGE 2 FOR CURRENT EVENT DETAILS AND GUIDELINES.	
Other Upcoming Events	
March 4	Saratoga's Young Professionals Network
March 20	Thursday Breakfast
March 27	Mixer

FEBRUARY EVENTS

- 5 Saratoga's Young Professionals Network.** Gaffney's, 16 Caroline Street, Saratoga Springs
Provides the County's young business people with a forum for personal and career development.
Time: 5 to 6:30 p.m.
Speaker: Gail Allen, President & CEO, SYSCO, Inc.
Cost: \$10 per person, space is limited. **Reservation Deadline:** February 1 at 5 p.m.
- 12 Women's Business Roundtable.** Saratoga County Chamber of Commerce Offices, 28 Clinton Street, Saratoga Springs
Roundtables provide small, informal group settings to exchange experiences and ideas on career-related and professional development issues. The purpose of this roundtable is to explore the options that business owners have for arranging an estate plan for their business.
Time: 8 to 9 a.m.
Topic: "Estate Planning for Your Business."
Speaker: Patricia Bianchini, Esq., The Bianchini Law Firm, PLLC
Cost: Free, space is limited, reservations required **Reservation Deadline:** February 8 at 5 p.m.
- 15 Networking Luncheon.** Holiday Inn - Saratoga Springs, 232 Broadway, Saratoga Springs
Facilitated networking event with the opportunity to give your one minute commercial to the entire audience.
Time: 11:45 a.m. to 1 p.m.
Cost: Reservations \$10; Without \$15 **Reservation Deadline:** February 13 at 5 p.m.
- 21 Thursday Breakfast.** Longfellows Inn and Restaurant, 500 Union Avenue, 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: "State of the County"
Speaker: County Administrator Dave Wickerham and 2008 Chair of the Board of Supervisors George Hargrave
Cost: Reservations \$7; Without \$10 **Reservation Deadline:** February 19 at 5 p.m.
- 27 Orientation and Mixer.** Saratoga Golf & Polo, 301 Church Street, Saratoga Springs
Orientations are an ideal opportunity to learn more about your Chamber's programs and benefits and how to best utilize those services. Mixers provide excellent networking opportunities with over 200 attendees in a relaxed environment.
Time: 4 to 5 p.m. Orientation; 5 to 6:30 p.m. Mixer
Cost: Reservations \$5; Without \$10 **Reservation Deadline:** February 26 at 5 p.m.

To make a reservation, call 584-3255 or email 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

TALENT MANAGEMENT ACROSS THE GENERATIONS AND SEXES

Wednesday, February 13 8 to 10 a.m.

This seminar will teach you how to leverage networking and recruiting for talent attraction, techniques successful for performance management and retention, and workforce development and succession planning.

Presented by: Geoffrey Dubiski, Principal & Managing Director, Sumner Grace & Associates
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$10 members only
RSVP: Monday, February 11 at 584-3255 or e-mail info@saratoga.org

MEMBER NOTES

PLANNING SESSION The full board of your Chamber spent the morning of Sunday, January 6 brainstorming a plan of action for 2008. A complete review of the 2007 program year started the meeting with group discussions and break out sessions filling the morning. Watch future newsletters for more details on results of the plan.

SEDC The Saratoga Economic Development Corporation is presently involved in a national search for a new president. Dozens of resumes have been received for the position which requires at least three years management experience in a respected economic development operation.

RACING Extended meetings continued into January between the Concerned Citizens for Saratoga Racing and Senator Joseph Bruno and also with NYRA President Charles Hayward. The nine points to protect Saratoga Racing were further detailed to all parties and suggestions were made about the makeup of the future racing board.

AMD Michael Relyea has been appointed as Director of the Luther Forest Economic Development Corporation, a subsidiary of the Saratoga Economic Development Corporation. Michael and his staff will oversee the build-out of the Luther Forest 1350 acre site which will be the home of AMD and other high tech companies. Build-out will include massive infrastructure projects including: roads, water, sewer, electrical and site preparation.

FEDERAL AND STATE HOLIDAYS February 18, President's Day; May 26, Memorial Day; July 4, Independence Day; September 1, Labor Day; October 13, Columbus Day; November 11, Veterans Day; November 27, Thanksgiving; December 25, Christmas.

TOP PRODUCERS Congratulations to Mark Pepin of TIME WARNER CABLE BUSINESS CLASS for being the Top Producer for the Year 2007 on the Chamber's Membership Committee! Peg Bacon of the Saratoga Business Journal was the Top Producer for December and for the fourth quarter.

AMERICAN DISABILITIES ACT New regulations went into effect on January 1, 2008 regarding access issues for individuals with disabilities. Small businesses are advised to review a small business guide available at <http://ada.gov>.

WOMEN OF INFLUENCE Saratoga Today is accepting nominations for its inaugural competition which will recognize ten of the most influential women in Saratoga County. Nomination forms are available through Anne Proulx at 581-2480.

2008 AMBASSADOR Your Ambassadors are working hard to continually improve member communication. They are busy collecting your email addresses so that we can keep you better informed of your Chamber benefits.

2008 DIRECTORY UPDATES Please note these changes in your 2008 directory. **Unlimited Potential, Inc.** was inadvertently left out of the 25 year listing in the directory. Unlimited Potential, Inc. has been a member since 1979. Please add **Doc's Steakhouse** to your restaurant listings, there phone is 581-7011, address is 63 Putnam St. visit their website at www.DocsSteakhouse.com

BURNT HILLS-BALLSTON LAKE The members of the Burnt Hills-Ballston Lake Business & Professional Association extend an invitation to join their association. Their mission is to encourage, support and promote business in the towns of Ballston and Glenville as well as in the Burnt Hills school district and to enhance the quality of life in that area. The association's monthly meetings give members an opportunity to network and gain insight into significant events and topics that affect the area. They also sponsor annual and ongoing community events and activities. For more information and an application, go to www.bhblbpa.com or contact Jeff Shinaman at jshinaman@saratoga.org.

2008 PROGRAMS AND EVENTS Networking events such as mixers and lunches and educational programs such as breakfasts and seminars have been scheduled throughout the spring. Take advantage of these low-cost membership benefits and register today for an upcoming event. Visit www.saratoga.org for more information.

EARN GREAT PRIZES by participating in this year's Chamber Membership Blitz campaign. The Membership Committee is looking for 75 enthusiastic volunteers to serve on six recruiting teams. It's an opportunity for great fun and great networking. The teams will meet together at Lillian's Restaurant on March 20th for an overview of how it all works. The recruiting starts March 21st. This year's official Kick-Off Breakfast is May 6th and the Wrap-Up Session is May 8th. To join fellow members in the festivities, contact one of the committee members (listed below) or Jeff Shinaman at the Chamber today at 584-3255 or jshinaman@saratoga.org.

2008 AMBASSADOR COMMITTEE Rod Bacon, **Saratoga Business Journal**; Vicki Beyer, **Capital District Physicians' Health Plan, Inc. (CDPHP)**; Melinda Bucknam, **CPA**; Jeff Clark, **Ameriprise Financial Services, Inc.**; Susan Farnsworth, **Media Consultant**; Gary Ferguson, **Saratoga National Bank & Trust Co.**; Jim Flanagan, **UBS Financial Services**; Karen Foster, **Adirondack Self Storage, Inc.**; Gail Hessney, **Northeastern Association of the Blind At Albany, Inc.**; Judy LeCain, **Saratoga Springs City Center**; Diane Lloyd, **The Personal Concierge**; Eileen Long, **Citizens Bank**; Suzanne Mangini, **Home Instead Senior Care**; Lynn Pohl, **Adirondack Trust Company**; Jay Singh, **Sunmark Federal Credit Union**; Dewey Walling, **C. Gerard Marketing / You Name It**; Judy Wentworth Welles, **Gideon Putnam Resort & Spa**.

2008 MEMBERSHIP COMMITTEE Andy Brindisi, **Brindisi's Restaurant & Bar**; Christine Cunningham, **The Williams Inn**; Peg Bacon, **Saratoga Business Journal**; Dan Wagner, **State Farm Insurance**; Elizabeth Macy, **Image Photo**; Lisa Boyle, **Accent Furniture Inc.**; Jessica Petraccione, **First National Bank of Scotia**; Kiley Wittig, **Digital Imaging Technologies, LLC**; Peter Goutos, **CASmith, LLC**; Mark Pepin, **Time Warner Cable Business Class**; Sam Charbonneau, **Capture Systems, LLC**; Shelly Walker, **East Elm Interiors**.

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.

Bardino Motors, Inc.

Chuckie Bardino
40 Excelsior Ave.
Saratoga Springs, NY 12866
584-3400 Fax: 584-6333

Bohler Engineering, P.C.

Chris Boyea
5 Computer Drive West, Ste. 203
Albany, NY 12205
438-9900 Fax: 438-0900
www.bohlereng.com
cboyea@bohlereng.com
Civil/Consulting Engineers

Boxley's Polishing Service, Inc.

Steve Boxley
19 State Street
Saratoga Springs, NY 12866
265-5382 Fax: 306-5014
www.boxleys.com
Auto Detailing/Cust. Home/Office Cleaning

New York Life, Daniel Bruno, CLU

7 Court St.
Saratoga Springs, NY 12866
587-9295 Fax: 584-4073
Life Ins./Annuities/Mutual Funds

Community Partners Realty

Fred Miller
634 Plank Rd., Ste. 202
Clifton Park, NY 12065
Comm./Res. & Invest. Real Estate

Daisy Dry Goods

Laurence or Kathleen Eberle
28 Front St.
Ballston Spa, NY 12020
885-2782
www.daisydrygoodsballstonspa.com
lkeberle@daisydrygoodsballstonspa.com
Antiques, Cards, Gifts

Edward J. Martone, CPA

Ned Martone
106 Spring St., #6
Saratoga Springs, NY 12866
584-1105 Fax: 584-4510

Steven Ellwanger, CPA, PLLC

Steven Ellwanger
80 Ash St.
Saratoga Springs, NY 12866
932-1079 Fax: 207-0687
www.ellwanger.us
steve@ellwanger.us
Full Service Accounting Firm

Julie M. Frances, Esq.

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

Happy Hound Pet Sitting Service, LLC

Kathy Lovelace
Saratoga Springs, NY 12866
583-6561
Pet Care When You're Not There

Herkenham & DeAngelus

Melissa Murdock
3 Franklin Square, Ste. 2
Saratoga Springs, NY 12866
587-0316 Fax: 583-2936
Law Firm

Iparelan Solutions, LLC

Greg Mattes
P.O. Box 3461
Saratoga Springs, NY 12866
(434) 409-3136
Computer Software

Lafayette Associates

Peter Hammell
15 Lafayette Street
Saratoga Springs, NY 12866
587-8678
Museum Consultants

Logos Your Way, Inc.

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

Maple Shade Bed & Breakfast

Tom & JoAnn Malatesta
112 Wilbur Rd.
Stillwater, NY 12170
587-9235 Fax: 581-8074
Victorian Farm House Style

McFarland - Johnson, Inc.

Gregory Roy
60 Railroad Place, Ste. 402
Saratoga Springs, NY 12866
580-9380 Fax: 580-9383
www.mjinc.com
groy@mjinc.com
Eng./Planning/Environ. Permitting

Mike's Mercedes Service, Inc.

Michael Cyllyo, Sr.
349 Anthony St.
Schenectady, NY 12308-1026
377-2768
Auto Service and Repair

Petraccione Plumbing & Heating

Vince Petraccione
164 Cordell Rd.
Schenectady, NY 12303
372-6126 Fax: 372-6196
Commercial Plumbing Service

Prestige Motor Car Co.

Sunday Verrillo
1660 Route 9
Clifton Park, NY 12065
399-9945 Fax: 399-9521
www.prestigecorvettes.com
sales@prestigecorvettes.com
Auto Dealer in Corvettes

Rifenbary Training & Development

Jay Rifenbary
12 Bog Meadow Run
Saratoga Springs, NY 12866
587-6411 Fax: 587-6417
www.rifenbary.com
jnoexcuse@aol.com
Pers./Pro. Motivational Ldrshp. Trng.

Sharon Russell

30 East Haystack Rd.
Clifton Park, NY 12065
373-8667
Pediatric Private Duty Nurse

Joanne Wheelock

Realty USA-Scott Varley Group
28 Division St.
Saratoga Springs, NY 12866
306-4504
Real Estate Firm

SPOTLIGHTS

SIENA COLLEGE, 515 Loudon Road, Loudonville, NY 12211, www.siena.edu 783-2300

Siena College is a learning community advancing the ideals of a liberal arts education, rooted in its identity as a Franciscan and Catholic institution. The sole purpose is to develop each student's potential for extraordinary achievements. Siena was recently granted accreditation to the prestigious Association to Advance Collegiate Schools of Business (AACSB).

HAUTE MAMA MATERNITY, 27 Church Street, Saratoga Springs 12866, 691-0395, www.saratogahautemama.com

Let us introduce you to a wonderful approach to pregnancy, where shopping is fun and clothes are exciting! Here we believe you are beautiful, your new curves are magnificent, and you deserve the very best. That is why we scout the latest fashions, opting for great draping fabrics, flattering cuts and a wide selection of colors. Maternity, breastfeeding supplies, baby gifts and a pump rental program are also available.

MLB CONSTRUCTION SERVICES, LLC One Stone Break Road, Malta, 12020, 289-1371 www.mlbconstructionservices.com

MLB is a comprehensive construction services firm that provides general construction, construction management, design-build and development services to the healthcare, retail, education, industrial and commercial markets. Founded in 1947, MLB is headquartered in Malta with offices in North Carolina and Florida. MLB won GBC's 2006 Build New York Award and the 2007 Safety Excellence Award, and 70% of the firm's business is for repeat clients.

For information on all Chamber members, go to 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, 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.

BENEFIT OF THE MONTH

CAFETERIA PLAN

Your employees can save hundreds, if not thousands of dollars each year by paying for everything from eye glasses and daycare to insurance deductibles and co-pays with pre-tax dollars. You, as the employer, will save FICA payments on those wages used to make pre-tax payments. Contact Joe Dalton at jdalton@saratoga.org or 584-3255, ext. 204 for information.

BUSINESS TIP

The beginning of the new year can be a time to rejuvenate your business and drive sales and profits to new heights. Here are a few things you can put on your list to keep your business looking upward:

- ◆ Forget status quo and set new goals
- ◆ Make goals challenging but not impossible
- ◆ Start a new marketing campaign
- ◆ Introduce new products or services
- ◆ Look for future products and services
- ◆ Increase your website exposure
- ◆ Stop wasting money on bad advertising
- ◆ Assess your employees for raises or termination
- ◆ Plan one or two big promotions for the year
- ◆ Look for new customer markets
- ◆ Sell more to existing customers
- ◆ Find a new affordable benefit for your employees
- ◆ Give key employees more responsibility
- ◆ Set aside two separate times during the year to spend with your family
- ◆ Look for new services to provide to customers at no cost to them

Barry Thomsen, *Idea-Letter*, 877-700-1322

FEBRUARY ANNIVERSARIES

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

OVER TWENTY-FIVE YEARS

Dickinson & Company, CPA's
King, Adang and Arpey
Saratoga Army & Navy Outfitters
Saratoga Hospital Foundation

OVER TWENTY YEARS

Best Western
Krystal Motors
Saratoga Financial Services
SKS Bottle & Packaging, Inc.

OVER FIFTEEN YEARS

Amann's Heating
Sally Bouton Engelhardt
Cha-Bert Inc.
The Country Gentleman
Keytospa.com
Six Sisters Bed & Breakfast
Smith Pollard Architects
Stanski Transportation, Inc.
Sutton's Marketplace, Inc.
Waldorf School of Saratoga Springs
Willard Mountain Ski Area

OVER TEN YEARS

Advanced Appraisals
Alonzo Fireworks
AXA Advisors, LLC
Bonacio Construction, Inc.
Judy's Cards & Gifts
Otis Elevator Company
Protection One Security
Craig E. Roberts, MD

OVER FIVE YEARS

Bacon Hill Reformed Church
Bailey's Cafe

The Baker Girls
Mark Bolles, Creative Photography
C & S Construction Ltd.
Center for Economic Growth
Cool Insuring Agency, Inc.
Robert Courtney Enterprises, Inc.
Edge Business Financial Services
Empire Vision Centers
Fusco Personnel, Inc.
Geyser Lodge
Hi-Roc Lanes
Lake George Opera at Saratoga
Lanci's Ristorante
Linell Lands
Ian S. Morton
Tom Mullan Tree & Stump Removal
Ndakinna Education Center/
Greenfield Review
O'Shea & French Insurance Agency
Preville Technology Services
Providence Remodeling Co.
S.P.G. Technologies, Inc.
Saratoga Sleigh - A Victorian B & B
SimplexGrinnell
Trudi Smith
Spring City Realty
Stepwise Farm
Tender Loving Care Pet Sitting Service
Nicola Vacchio, Inc.
Van Patten Golf Club

OVER ONE YEAR

Aloha Remodeling
April Fresh Cleaning
Atlantic Energy Services, Inc.
Billington Family Dentistry
Burdick Sales, Inc.
Capital Bank & Trust

Capital Property Solutions, LLC
Condor Consulting, LLC
Couch White, LLP
El Mariachi Mexican Restaurant
FJY Architecture
Flooring Environment
GMAC Mortgage Corp.
High Rock Construction
Law Offices of Elizabeth L. Fairbanks-
Fletcher, PLLC
The Lyden Group, LLC
M.A. Davis
Mandak Veterinary Services
Bruce McDonough Photography
Muddy Acres Farm
NYSERDA
Northeast Technology Sales, LLC
Park Personnel Services, Inc.
Party 911 of Saratoga
Pine Grove Christian Camp
Proliant Consulting Group
Robinson & Son, LLC
Root Canal Experts D.M.D's, P.C.
Saratoga Builders, LLC
Servpro of Southern Saratoga County
Special Olympics New York
Tatra Properties, LLC
thirteen
Tough Traveler, Ltd.
Union Gables Bed & Breakfast
World Wide Gas Turbine Products, Inc.
GT Parts & Services

VOLUNTEER INITIATIVE

Your Chamber believes that what is good for the community is good for business. Therefore, we are continuing our volunteer initiative launched in the fall of 2006. The directory of Chamber member non-profit organizations that offer volunteer organizations has been updated. We mail hundreds of copies of the directory and the 10-minute DVD highlighting the benefits of volunteerism to hundreds of new residents every quarter.

Member non-profit organizations can post their volunteer opportunities on the Chamber's website at www.saratoga.org/jobs. We encourage community members to frequently visit our volunteer postings to learn about their opportunities to get involved in the community.

To obtain a copy of the non-profit directory, call the Chamber at 584-3255 or visit www.saratoga.org/jobs.