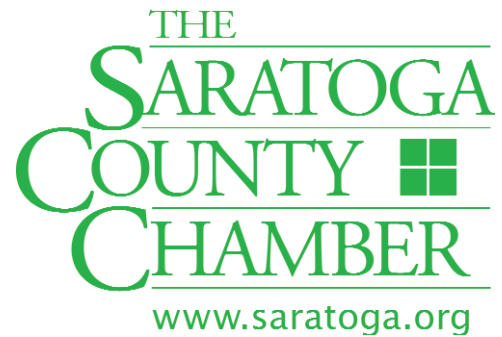


March 2008

Forward to:



2008 PROGRAM OF WORK

Your Chamber board members are addressing important issues that affect our well being as business people and as citizens in and around Saratoga County. We are the second largest Chamber in the state so when we express our views on issues that affect our members, elected officials do listen.

The Chamber board brings experts together to tackle issues of concern across the county. They serve as the collective force to make known the physical needs of the county such as roads, utilities, water, economic development, safety, transportation, affordable housing, recreation, entertainment, preservation of character and many other needs.

In January, your Chamber board met in a planning session and chose the top twelve issues to research, discuss or act on. They are listed here in no particular order:

- ◆ Thoroughbred racing
- ◆ Luther Forest Technology Campus
- ◆ Labor shortage
- ◆ County tourism
- ◆ Saratoga Springs City Center
- ◆ Energy
- ◆ Housing affordability
- ◆ Character and future of our downtowns
- ◆ State business environment
- ◆ Taxes
- ◆ Growth and green space
- ◆ Health insurance

Part of the mission of your Chamber is to ensure the place you chose to live or to do business remains strong economically and continues to provide the quality of life we've come to enjoy. If you have input on any of these or other issues, your board wants to hear from you. E-mail them to info@saratoga.org or go to "Hey Joe" in the Members-only section online at www.saratoga.org and let Chamber President Joe Dalton know how we can serve you.

Saratoga's Young Professional Network

March 4
5 - 6:30 p.m.
Tiznow Restaurant

Women's Business Luncheon

March 18
11:30 a.m. - 1p.m.
Longfellows Inn & Restaurant

Third Thursday Breakfast

March 20
7:30 - 8:45 a.m.
Longfellows Inn & Restaurant

Tour and Mixer

March 27
4:15 p.m. Tour
5 - 6:30 p.m. Mixer
Tang Museum, Skidmore College

Seminars

March 5 Starting a Business
March 26 Outlook

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

Other Upcoming Events

April 1 Saratoga's Young Professionals Network
April 8 Women's Business Roundtable
April 9 New Media Seminar
April 11 Friday Networking Luncheon
April 17 Thursday Breakfast
April 24 Orientation & Mixer

MARCH EVENTS

- 4 Saratoga's Young Professionals Network.** Tiznow Restaurant, 84 Henry Street, Saratoga Springs
Provides the County's young business people with a forum for personal and career development. Bring a guest day! Do you know someone who would benefit from attending the Young Professionals' events or the Chamber? If so, bring them along to this special get together. Guests do not have to be members of the Chamber to attend. Only one guest per attendee, please. Your guest gets in free with a business card!
Time: 5 to 6:30 p.m.
No speaker, strictly networking
Cost: \$10 per person, space is limited. **Reservation Deadline:** February 29 at 5 p.m.
- 18 Women's Business Luncheon.** Longfellows Inn and Restaurant, 500 Union Avenue, Saratoga Springs
Luncheons feature dynamic women in leadership positions discussing how they got to where they are and the obstacles they overcame.
Time: 11:30 a.m. to 1 p.m.
Topic: "How Far We've Come: Tales from Almost 30 Years in Business."
Speaker: Pamela Sawchuk, Founder, President & CEO, Sawchuk Brown Associates
Cost: Reservations \$20; Without \$25 **Reservation Deadline:** March 14 at 5 p.m.
- 20 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: "2008 Economic Report"
Speaker: Roy Rotheim, Professor of Economics, Skidmore College
Cost: Reservations \$7; Without \$10 **Reservation Deadline:** March 18 at 5 p.m.
- 27 Tour and Mixer.** Tang Museum, Skidmore College, 815 North Broadway, Saratoga Springs
Mixers provide an excellent networking opportunity with an average of 260 attendees in a relaxed environment. Arrive early to receive a tour of the campus and learn how you can take advantage of Skidmore's free programs.
Time: Tour 4:15 p.m.; Mixer 5 to 6:30 p.m.
Cost: Reservations \$5; Without \$10 **Reservation Deadline:** March 25 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

STARTING A BUSINESS

Wednesday, March 5 5 to 7 p.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 for Chamber members and \$30 for non-members
RSVP: Monday, March 3 at 584-3255 or e-mail info@saratoga.org

Outlook as a Life Organizer

Wednesday, March 26 8 to 10 a.m.

Stop using Sticky Notes to organize your life! This informative session will show you how to use Outlook to get rid of those scraps of paper and keep yourself organized.

Presented by: Kathleen Pingelski, President, MicroKnowledge, Inc
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$10 per person, members only.
RSVP: Monday, March 24 at 584-3255 or e-mail info@saratoga.org

MEMBER NOTES

SARATOGA ECONOMIC DEVELOPMENT CORPORATION Dennis Brobston has been hired effective March 3 as the new president of the Corporation. Dennis was a Vice President of SEDC until he left to head the Wesley Community Foundation three years ago. With his decade plus experience in local economic development, he will hit the road running.

ANNUAL CHAMBER DINNER Special thank you to the 90th Annual Dinner sponsors - **Capital District Physicians' Health Plan, Inc. (CDPHP), HSBC Bank, and Time Warner Cable Business Class**, and to the following businesses for their help in making the dinner a success: Panza's Restaurant, Saratoga Springs City Center, Spiak's Audio Visual Corp., Fine Affairs, and Allerdice Party Rental. Over 450 members enjoyed the networking event that honored past chair Bill Martin.

RACING By the time you read this newsletter hopefully the basis of a NYRA franchise agreement is in place. The problem now is in the details. The Chamber, through its Concerned Citizens for Saratoga Racing, will be reviewing any proposed legislation to assure that the nine points of protections for racing in Saratoga are included in any agreement.

BARTENDER'S BALL Over \$25,000 was raised at the February 2 ball for the Universal Preservation Hall, a new 700 seat performance center in Saratoga Springs. Special thanks to major sponsors: **The Saratogian, SYSCO Food Service of Albany, US Food Service, DeCrescente Distributing, Fine Affairs, and Saratoga Eagle Sales and Service.**

INTERNSHIPS If your organization could use assistance in its daily operations or in completing special projects during the summer months, please contact Penny Loretto, Assistant Director/Internship Coordinator at Skidmore College, 580-5790, ploretto@skidmore.edu

HUMAN RESOURCE CONSULTING HR One offers free confidential advice on all your employment questions regarding unemployment insurance challenges, overtime, disability act requirements, handbooks, performance appraisals, employee training, claims administration, teenage work hours and much more. Call Joe Dalton at 584-3255, ext. 204 for more details.

ADVERTISING Opportunities are now available to place your banner ad on www.saratoga.org. Reach thousands of potential customers each day. Contact Greg Dixon at gdixon@saratoga.org for details.

BLOOD DRIVE The Chamber's Young Professional Network sponsored a blood drive for the American Red Cross on Wednesday, January 30. With 45 successful donors present, the group exceeded their goal and the drive was a huge success! Thank you to Wesley Community for donating the space where the blood drive was held.

2008 DIRECTORY UPDATES Please note these changes in your 2008 directory. **Galarneau Builders, Inc.** was inadvertently left out of the 25 year listing in the directory. Galarneau Builders, Inc. has been a member since 1981.

OSHA The Occupational Safety and Health Administration has a helpful web site. It provides one-stop shopping for the most popular materials for small businesses including free on-site consultation, interactive computer software, technical information and easy-to-follow guides for specific OSHA standards. It also includes links to local OSHA offices and the Small Business Administration. Go to www.osha.gov/dcsp/smallbusiness/index.html.

SPONSORSHIP OPPORTUNITY The Chamber's Annual Business Showcase will be held on October 2, 2008 at the Saratoga Springs City Center. This high-visibility show was sold out last year with 170 vendors and over 1000 attendees. If you are interested in being a sponsor of this event, please contact Jeff Shinaman at 584-3255 or jshinaman@saratoga.org.

BROCHURE AT TRAIN STATION Members are able to display their brochures at the Amtrak train station in Saratoga Springs for an annual charge of \$50. Several openings are available on a first-come, first-served basis. Display racks are checked and filled regularly. If you are interested in placing your brochures, contact Greg Dixon at gdixon@saratoga.org or 584-3255.

VOLUNTEER INITIATIVE Volunteer opportunities have been posted on the Chamber's website at www.saratoga.org. Go to "Jobs" then "Volunteer Jobzone." If you are interested in donating some time to one of our non-profit members, please take a look at this site. They need your help. Let us know if you have any questions by e-mailing info@saratoga.org or call 584-3255.

MEMBERSHIP COMMITTEE Congratulations to Peg Bacon of the Saratoga Business Journal for being elected chair of the 2008 Membership Committee and for being the Top Producer of new members in January.

SAVE THE DATES The date for this year's Spring Golf Outing is June 2. The Chamber's Fall Golf Outing will be September 8.

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.

AFLAC New York

Rosann Curran
15 Maple Dell, Ste. 2
Saratoga Springs, NY 12866
689-3251 Fax: 691-0314
rosann_curran@us.aflac.com
Insurance Benefit Consultation Srvc.

Amedore Homes, Inc.

Cindy Tyler
1900 Western Ave.
Albany, NY 12203
321-7565 Fax: 824-5868
Dedicated to Quality Srvc. & Homeowner Satisfaction

Bette & Cring, LLC

Matthew Bette
22 Century Hill Drive Ste. 201
Latham, NY 12110
213-1010 Fax: 213-1050
Design Build/Construction

BP Marketing & Communications

Barry Potoker
25 Arrowhead Rd.
Saratoga Springs, NY 12866
587-3233
Adv./Mkting./Commun. Consul.

CP Energies, LLC

Charles Pimentel
136 Circular St.
Saratoga Springs, NY 12866
378-9003
www.cpenergies.com
charles@cpenergies.com
Recruiting to High Tech/Renewable Energy Ind.

Elegant Landscapes

Brandon Smith
P.O. Box 1083
Saratoga Springs, NY 12866
275-9687
Landscape Design/Construction

Jill Fahey Marketing Communications

Jill Fahey
79 Wineberry Lane
Ballston Spa, NY 12020
669-2934
Marketing & Graphic Design

Feast Gallery and Meeting Space

Leigh Ollman
142 Grand Ave., Floor 2
Saratoga Springs, NY 12866
(718) 344-6310
www.feastgallery.com
info@feastgallery.com
Gallery & Meeting Space

Goldentouch Plumbing & Heating

Ray Ever/Rob Burnell
245 Ridge St.
Glens Falls, NY 12866
798-4466 Fax: 798-4467
www.goldentouchplumbing.com
info@goldentouchplumbing.com
Plumb./Heat./Elec./Srvc./Install.

Greystone Strategies, LLC

Paula Jacot
4 Franklin Square, Ste. A
Saratoga Springs, NY 12866
682-2200 Fax: 682-2202
www.greystonestrategies.com
pjacot@greystonestrategies.com
Environmental/Business Mgmt.

The Henry Dorr Alliance

Candace & Steve Zlotnick
20 Timber Lane
Saratoga Springs, NY 12866
487-1644
Consulting & RE Investments

Hoffman Technical Associates

Ed Hoffman
52 Rolling Hills Drive
Gansevoort, NY 12831
583-6389 Fax: 587-5447
www.hoffmantechanical.com
ed@hoffmantechanical.com
Recruiter - Engineering

Hyatt Place

Justin Smith
22 State Place
Malta, NY 12020
885-1109 Fax: 885-1110
Self Check In option/Mtg. Space/WIFI/Bus. Ctr.

The Local Pub & Teahouse

Michael Hall
142 Grand Avenue
Saratoga Springs, NY 12866
587-7256 Fax: 587-7250
Lunch & Dinner Pub Fare

Sara Marchand

Weichert Realtors, Northeast Group
3 Franklin Square
Saratoga Springs, NY 12866
879-3533 Fax: 691-0303
smarchand@weichertne.com
Res./New Construc./Buyers Agent

Movin Ads & Signs

Marc Trinchillo
17 Lower Hudson Ave.
Green Island, NY 12183
274-1431 Fax: 274-1431
www.bannersstore.com
movinads@yahoo.com
Signs/Banners/Mobile Billboards/Lettering

New Dawn Equestrian Center

Tina Cristiani Veder
350 Gurn Spring Rd.
Saratoga Springs, NY 12866
581-9815 Fax: 587-2415
www.newdawnequestrian.com
info@newdawnequestrian.com
Horse Boarding/Exhibitions/Train./Sales

Overland Leasing Group, LLC

Rebecca Pedersen
85 Railroad Place
Saratoga Springs, NY 12866
348-1972 Fax: 348-6927
www.overlandcapital.com
rpedersen@overlandcapital.com
International/Domestic Finan. Srvc.

Passero Associates

Michael Churchill
125 High Rock Ave.
Saratoga Springs, NY 12866
934-8804 Fax: 934-8803
Full Srvc. Arch./Eng. Des. Firm

Re/Max Premier

Dan Gaba
90 East Ave.
Saratoga Springs, NY 12866
581-0700 Fax: 581-0701
Comm/Res./New Construc.

Select Staffing

Ashley Keating
480 Broadway, Ste. 322
Saratoga Springs, NY 12866
587-1677 Fax: 581-7740
Temporary & Permanent Staffing

Brian Sweeney

111 Old Coach Rd.
Clifton Park, NY 12065
280-6073
Pro. Baseball Player

Truck & AutoWares, Inc.

Casey Gilligan
474 Maple Ave.
Saratoga Springs, NY 12866
580-9000 Fax: 587-0443
www.truckandautowares.com
tawinfo@yahoo.com
Aftermarket Autoparts Retailer

Vista Home Funding, Inc.

Steven McIntyre
480 Broadway, Ste. 206
Saratoga Springs, NY 12866
583-3343 Fax: (800) 974-8208
www.vistahomefunding.com
steve@vistahomefunding.com
Mort./Home Funding/Fin./Res.

SPOTLIGHTS

ALL OCCASIONS LIMOUSINE, 24 Bridle Place, East Greenbush, 479-LIMO, www.allocclimo.com

They are a trusted name in the transportation industry. Their chauffeured limousine and sedan service is prompt, courteous and professional. They provide transportation to and from: airports, casinos, conferences, graduations, outlets, proms, weddings, sporting events, or anywhere you want to go. Make your next outing memorable by arriving in style in one of their stretch limousines.

SAS BUILDERS, LLC, PO Box 4564, Saratoga Springs, NY 12866, 573-0446, www.sasbuildersllc.com

SAS Builders, LLC takes a unique approach to custom home building with its project at The Point at Moss Creek. Alec Stephens, president of SAS Builders, builds homes which are designed with a focus on individual lifestyle, energy efficiency, and natural elements. Two to eight acre lots are available with both water and mountain views.

BROADWAY BANNER & FLAG COMPANY, 1940 Route 32N at Route 50, Gansevoort, NY 12831, 792-1776, www.BroadwayBanner.com

Broadway Banner & Flag Co. has new, large-format, digital output printing capabilities! Their new equipment creates high-quality signs, banners and decals. Truck lettering and magnetic signs are applied indoors all year. Custom-made flags and banners of the highest quality fabrics are made to order. Flagpoles are sold and installed. US flags, military, world, historical and state flags are in stock and made in the U.S.A.

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

CAR RENTAL DISCOUNT

Save 10% with Enterprise Rent-A-Car at any location across the country. To make reservations and receive the Chamber discount, go to www.enterprise.com or call 1-800-RENT-A-CAR. Use Chamber Account Number 24H2COC and pin code "CHA." For more information, contact Jeff Shinaman at the Chamber at jshinaman@saratoga.org or 584-3255.

MEMBERSHIP BLITZ 2008

MEMBERSHIP SALES BLITZ ORIENTATION - MARCH 20

BLITZ DATES - MARCH 21 to MAY 8

TOP OF THE STRETCH BREAKFAST - MAY 6

FINISH LINE PRIZE PARTY - MAY 8

BLITZ PRIZES NEEDED Each year 100 volunteers participate in the Chamber's Membership Blitz Campaign from March 20 - May 8. We're looking for incentive prizes. Please consider donating a prize from your business. Gift certificates are welcome. You will be thanked at the Blitz Orientation on March 20, the Top of the Stretch Breakfast (May 6) and the Finish Line Prize Party (May 8) and will be listed in the Chamber's newsletter in June. Please mail your certificates to the Chamber or contact Jeff Shinaman at jshinaman@saratoga.org or 584-3255. Thank you.

EARN PRIZES Would you like to meet potential new clients, improve your sales skills, mix with the county's most outgoing individuals, have some fun, win great prizes and help your Chamber? The annual spring Membership Blitz is the answer. Scheduled for March 20 through May 8, it includes an orientation, free top of the stretch breakfast, recruiting new members, prizes and lots of fun. The Chamber provides the leads. Join us on March 20 at Lillian's Restaurant at 5pm for the Blitz orientation and teams meeting. Give Jeff Shinaman a call at 584-3255 or e-mail jshinaman@saratoga.org. Your team is waiting.

MARCH ANNIVERSARIES

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

OVER FORTY-FIVE YEARS

Saratoga Downtowner

OVER THIRTY YEARS

Bill O'Donnell Creative Ideas

OVER TWENTY-FIVE YEARS

Home Made Theater, Inc.
The Inn at Saratoga
Mangino Pontiac-Buick
O'Brien Pharmacy
Saratoga Masonry Supply, Inc.
Saratoga Motel
Skidmore Apartments
Tommell & Associates
Wel-Dun, Inc.

OVER TWENTY YEARS

Adirondack Community College
JMZ Architects and Planners, P.C.
New Country Saratoga Auto Park
Saratoga Rose Inn & Restaurant
The Schuyler Yacht Basin
The Westchester House Bed & Breakfast

OVER FIFTEEN YEARS

Adirondack Inn
The Anglican Bibliopole
The Ballston Spa Country Club Inc.
Charlies Office Furniture Inc.
Domestic Violence Services and Rape
Crisis of Saratoga County
Jay Goldman Ice Cream
Greater Capital Assoc.-Realtors Inc
Town of Malta
Nickerson Corporation
Northern Roads Productions
Richard Sears Tree Experts, Inc.
John W. Sutton, Attorney
Winkle Construction

OVER TEN YEARS

Adirondack Resource Mgmt. Assoc., LLC
All Points, Inc.
American Cancer Society
Arnoff Moving & Storage of Albany, Inc.
Village of Ballston Spa

Bethesda Episcopal Church
Burnt Hills Cafe, Inc.
Bob Ewell Photography
Charles Hicks & Company, Inc.
Huskie Engineering
The Hyde Collection
Metroland Painting & Remodeling Co.
MJ Engineering & Land Surveying
J.W. Pfeil & Company, Inc.
Profit Planning Associates
Putnam Market
Revered Business Solutions
Systems Integrity, Inc.
Verhaeg Building & Remodeling, Inc.
WAMC NE Public Radio
The Zucchini Brothers

OVER FIVE YEARS

American Diabetes Assn.
Appolo Heating, Inc.
Bedrock Construction
Boathouse Bed & Breakfast
Broadway Salon, Jazzi Geri's
Christmas Night, Inc.
Cipriano and Brown, P.C.
Copeland Environmental, LLC
Corporate Express
Garden Time
Hall of Springs
Highland & Company, Inc.
The Initiatives Group, LLC
Islander Pools & Spas Plus
Janney Montgomery Scott, LLC.
The JG Group, Inc.
Lemery Greisler, LLC
Liberty Mutual
Metro Movers Inc.
Moreau Community Center
Mr. Sandman-USA, Inc.
New York State Recreation & Park Society
Northeast Promotional Group
Plank, LLC
Presbyterian New England Congregational Church
Purdy Realty, LLC
Kristin V. Rehder & Associates, LLC
Jan Roth
The Saratoga City Tavern

Saratoga Marketing Group
Saratoga Rowing Association
Smith Barney
The Sports Page Ski & Patio Shop
Visual Element
What's Cooking
Windsor Development Group, Inc.
WTEN-TV

OVER ONE YEAR

Allstate Insurance
Alzheimer's Association of Northeastern NY
Carol Ball
Ballston Spa Business & Professional Assoc.
Capture Systems, LLC.
The College of Saint Rose School of Business
The Doane Stuart School
E & J Power Source
Epstein & Associates Research, LLC
Greater Capital Region Building &
Construction Trades Council
H. James Bond Racing Stable, Inc.
Integral Controls, Inc.
Chris Mangini Design
Mare Ristorante
Jane Mehan
Mud Creek Enterprises, LLC
Nemer Motor Group
nfrastucture technologies, inc.
Pinnacle Realty Saratoga, LLC
PuroClean Certified Restoration, LLC
Raymond James Financial Services, Inc.
Repeat Business Systems
Saratoga Photography Associates
Schuylerville United Methodist Church
Law Office of Matthew J. Sgambettera
Sherwin Williams Co.
Signature Kitchens
Song Hill Thoroughbreds, LLC
Stepping Star Gymnastics & Dance
Straight Mortgage Corporation
Theatrical Stagehands of SSNY
Timeless Weddings
D. Vincent Financial

MEMBER ONLY SECTION

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.

Simply go to the Chamber section of the site, click on Members Only and then sign up for access. In this section, you can listen to educational podcasts, post and read member news and more. Access the benefits of membership at any time, from any place.