

when you want answers

www.saratoga.org

DECEMBER 2011

businesses, residents and travelers - everything for saratoga county

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THE CHAMBER WORKING FOR YOU

THERE'S A MAP FOR THAT!

SARATOGA P.L.A.N. CREATES COUNTYWIDE TRAIL MAP WITH SARATOGA COUNTY CHAMBER OF COMMERCE AND COUNTY PLANNING DEPARTMENT



SARATOGA
P.L.A.N.
PRESERVING LAND AND NATURE

Want to know which hiking trails in Saratoga County allow dogs? Where you can ride your horse? The best place to put your kayak into the Kayaderosseras Creek? There's now a map for that. Saratoga P.L.A.N., in partnership with the Saratoga County Chamber of Commerce and the Saratoga County Planning Department, have created a comprehensive, countywide, online trail map that is accessible to the public.

Last spring, the Saratoga County Chamber of Commerce secured a small grant that allowed Saratoga P.L.A.N. to hire University at Albany graduate student Chris Ferraro to work with the County Planning Department and local town officials to create a single dataset for all trails in the county.

Ferraro spent the summer gathering existing mapped data and capturing GPS data in the field for more than 95% of existing trails in Saratoga County. The result is a geographic information system (GIS) map layer that is now available to the public in three formats. Instructions on using all three of those formats are on PLAN's website, www.saratogaplan.org. This new map layer provides a comprehensive look at all of the county's 200 plus miles of public non-motorized vehicle trails and 124 miles of snowmobile trails, whether the trails are managed by P.L.A.N., the state, the county, a village or town, or another entity. The map viewer provides information on parking, surface, activities allowed and more.

"The Saratoga County Chamber of Commerce is proud to have partnered with Saratoga P.L.A.N., the County and SUNY Albany to support the creation of a countywide trail map. This is a great example of how collaboration between the private, public and nonprofit sectors can allow us all to do something that we could not do alone. This map will be a great resource as we look to be a vocal and visible promoter of the vibrant trail system created by so many local volunteers and elected officials throughout all of Saratoga County," said Todd Shimkus, president of the Saratoga County Chamber.

MEMBERS ONLY OPPORTUNITY

The Chamber is partnering with Colt Recycling to offer our members a free electronics recycling collection event to be held on Wednesday, December 7th from 2:00 p.m. to 7:00 p.m.

This event will be held in the parking lot of Lowe's at Exit 15 in Saratoga Springs. Colt Recycling will also provide free secure data destruction on all hard drives and storage media. This is your opportunity to "Go Green" and dispose of those items that pile up and take up a lot of room.

The following items will be accepted at No Charge:

**Computers, Laptops, Cell Phones, Handheld Devices
Monitors, Printers, Scanners, Stereo Systems
Telephones Systems, Back-up Power Supplies
Microwave Ovens, Radios/MP3 Players**

Please contact Brian Meers at
Colt Recycling at 377-9900 with
questions regarding items accepted.

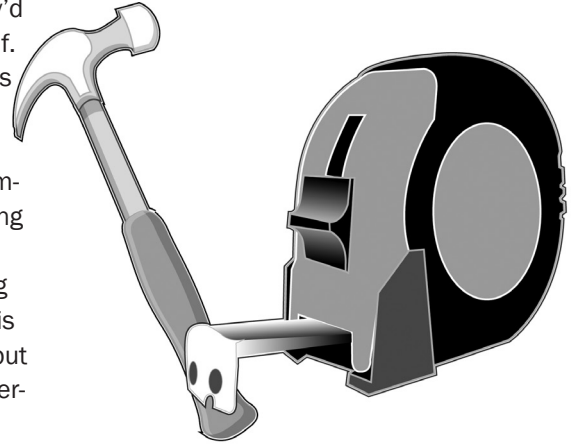


THE CHAMBER WORKING FOR YOU

ADVOCATING FOR BUSINESS

In November, Saratoga County Chamber of Commerce President Todd Shimkus testified before the Malta Town Board in opposition to a proposed local law that would ban all outside construction activities on Sundays within the Town. The idea was put forward by Board members at the request of a couple of local residents who wanted "just one day of peace and quiet." In his remarks, Shimkus noted that "one of the problems with this proposal is that in the quest to be a perfect nuisance free community that you decide to legislate or regulate every act possible deciding where, when and by whom they can be done or cannot be done. With seasonal issues already limiting their business, they don't

need further across the board restrictions. I spoke with a small contractor today who noted that they'd rather not have to work Sundays and if they have employees they'd rather not have to pay them time and half. But the reality is that as the temperatures get colder, in particular, that they have to get work done when it can be done for their business to survive and their customers to be satisfied. The same is true during the summer when increased daylight allows them to work longer either starting earlier or ending later. The passage of this law will hurt small contractors the most but it will also adversely impact larger commercial projects too."



ECONOMIC IMPACT STUDY FINDINGS RELEASED

The Saratoga County IDA recently released the results of the 2011 Economic Analysis of the Saratoga Race Course. The study is an update of a previous study published in 2006. The study covers a nine county area (Saratoga, Warren, Washington, Albany, Rensselaer, Schenectady, Columbia, Greene and Montgomery) and the econom-

ic impact of the Saratoga Race Course on the regional economy is estimated to be between \$186 million and \$213 million annually. The study covers the entire reach of the Thoroughbred industry as an economic driver in the region which not only includes Saratoga Race Course and the tourism industry; but agriculture,

Thoroughbred breeders, owners, trainers, related services and more.

To read the full study please visit www.saratoga.org and visit the Chamber's Blog where you will find a link to the report.

MEMBER BENEFIT SPOTLIGHT

SMALL BUSINESS ASSISTANCE



you with issues ranging from creating a business plan, understanding and planning your finances, developing a marketing strategy and resources for available financing. SCORE mentors deliver FREE, confidential, valuable advice for your business needs. Whether you are a start-up company or an existing business, mentors will help you develop your plan, find and reach your customers and achieve your goals.

SCORE is a nonprofit association dedicated to educating entrepreneurs and helping small businesses start, grow, and succeed nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA), and has been mentoring small business owners for more than forty years.

SCORE is a valuable network of 13,000+ volunteers who have the knowledge and experience to help any small business owner get the help they need. Their dedicated volunteers represent over 270,000

years of experience across 62 industries. SCORE also provides local workshops and events throughout the country to connect small business owners with the people and information they need to start, grow, and maintain their businesses, as well as online workshops available 24/7. They can also provide resources, templates and tools to assist entrepreneurs in developing tools and plans they need to navigate their way to small business success.

The Chamber is proud of our relationship with this organization and encourages you to take advantage of what they offer.

Please contact Denise Romeo, dromeo@saratoga.org for more information.

Through the Chamber's partnership with SCORE, Counselors to America's Small Business, you can speak with seasoned private sector executives who can assist

NEW MEMBERS

2 Bead or Not 2 Bead
Deborah Kibble
14 Terrace Court
Ballston Lake, NY 12019
877-7242
beads@2beadornot2bead.com
www.2beadornot2bead.com
Online Beads & Beading Supplies

Angelo's Prime Bar & Grill
Susan Baker
30 Clifton Country Rd
Clifton Park, NY 12065
371-7777
Tamic@onereputation.com
www.angelosprimebarandgrill.com
Hilton Garden Inn in C.P. Center

Bloom: A Movement Space
Audrey Mangini
153 Regent St. Suite 100
Saratoga Springs, NY 12866
598-6325
dancingbloom@gmail.com
www.dancingbloom.com
Fitness/Dance/Studio/Space Rental

Bryant Asset Protection, Inc.
Jeff Bryant
1280 New Scotland Road
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439-1141
jeff@bryantasset.com
www.bryantasset.com
Ins. & Financial Services

Capital District Manufactured Housing
Outlet, LLC
Ray Jones
2110 Saratoga Rd. Rte. 50
Ballston Spa, NY 12020
885-0615
Sales/Srv/Install/Trans Mobile Homes

Chiropractic Care & Sports Rehab of
Clifton Park, PLLC
Alison Brown
1603 Route 9 #1
Clifton Park, NY 12065
348-0287
alisonpassantedc@gmail.com
www.cliftonparkchiro.com
Chiro Care Emphas. Rehab & Peds.

Clean N Simple
Leslie Tiedeman
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leslietiedeman.norwex.biz
Chemical-Free Allergy Control/Afford
Clean

Clifton Park Center
Rob Ristau
22 Clifton Country Road, Ste. #79
Clifton Park, NY 12065
371-7010
www.shopcpc.com
Shopping Cntr/Dining/Entertain

Colt Refining & Recycling
Brian Meers
405 C Street
Scotia, NY 12302
377-9900
bmeers@coltrecycling.com
Full Service Elect. Recycle Providers

Design 'N Colors
James Fortino
280 Ballston Ave.
Saratoga Springs, NY 12866
584-2911
Design/Dimension/Correct/Text/
Recond

Drumm's Turf
Shane Drumm
193 Casey Rd
Schuylerville, NY 12871
580-TURF
sdrumm0117@gmail.com
Sod/Irrigat/Drainage/Grading/
Lawncare

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Estimating

EYP Architecture & Engineering
Joe Volpe
NanoFab East
257 Fuller Road, First Floor
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795-3933
jvolpe@eypae.com
www.eypae.com
Arch./MEP Engin./Struct. Engin./
Energy/Hist.Preserv

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Greg Magin
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Software/Technology/Bus.Consult/
Staff

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Jon Kloptosky
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273-2880
info@gavant.com
www.gavant.com
Cust. Web/Mobile Software Solutions

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Suzanne & Peter Hoffman
100 Glen Street, Suite 3A
Glens Falls, NY 12801
743-8666
suzanne@glenstreetassociates.com
www.glenstreetassociates.com
Comm. Leasing & Apart. Rentals

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Tom Nardacci
39 N Pearl Street, 1st Floor
Albany, NY 12207
694-3034
www.gramercycommunications.com
Strategic Communications Frim

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Robert Blanchard
2100 Doubleday Ave. Rt 50
Ballston Spa, NY 12020
309-3086
robtblanchard@yahoo.com
www.greatindoorsgolf.com
Indoor Golf/Comp Golf Simulat

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Litigation & General Pract.

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Services
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885-6520
www.jacksonhewitt.com
Income Tax Preparation

KAPL
Susan Rankin
West Milton, NY 12020
1-877-527-5522

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Chloe Kettlewell & Kathryn Edwards
13 Phila Street
Saratoga Springs, NY 12866
584-3664
kettlewellandedwards@gmail.com
Custom Framing/Orig Artwork

Lant's Auto Sales, Inc.
John Lant, President
590 Maple Ave., Rte 9
Saratoga Springs, NY 12866
584-7131
lantsauto@yahoo.com
www.lantsautosales.com
Late Model Auto Sales & Service

Lincoln Electric Supply
Vincent Verro
20 Roberts Lane
Saratoga Springs, NY 12866
538-7255
lincoln.electric@aol.com
Hard to find items delivered to job site

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Jackie Thorne
75 Webster Avenue
Glens Falls, NY 12801
506-6873
livingwellwithjackie@gmail.com
www.livingwellwithjackie.com
Health/Nutrition/Lifestyle Counseling

Mabey's Moving & Storage Inc.
JoAnna Phillips
515 3rd Avenue Extension
Rensselaer, NY 12144
283-0017
Jo@mabeys.com
www.mabeys.com
Relocation/Moving/Storage/
Warehousing

Mohawk Sign Systems
Bettina Dill / Neal Dill
5 Dandrea Drive
Amsterdam, NY 12010
842-5303
Large Format Graphic/ada braille

Motorcycle Helmets and Jackets.com
Susan Curley
2100 Double Day Ave
Ballston Spa, NY 12020
885-8888
susan@motorcyclehelmetsandjackets.com
www.motorcyclehelmetsandjackets.com
Motorcross/ATV/SnowMobileGear/
Helmets

NEW MEMBERS continued

Nikita Indoor Outdoor Convertible
Furnishings
Joanne Grigoriev
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796-1887
Joanne@justleanback.com
www.justleanback.com
Localmade-Hardwood Sofabeds &
Futons

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Tracy Passaro
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Saratoga Springs, NY 12866
(800) 973-1534
tracy@passaroinnovations.com
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Social/Corp EventMgt/Production

Prepressology
Jacob Van Ness
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Hudson Falls, NY 12839
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jake@prepressology.com
www.prepressology.com
Creative Services Growing Brand
Recog.

Reynolds Real Estate
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369-0030
Luatthebeach@aol.com
www.LReynoldsrealEstate.com
Res./Comm/Rentals/Vac. Land &
Farm/Real Estate

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James Valachovic
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www.richmor.com
Business Air Charter & Management

Saratoga Real Property, Inc.
Rory O'Connor
199 Milton Ave
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857-6400
rory@saratogarealproperty.com
www.saratogarealproperty.com
Buyer/Seller Rep./Rentals/Property
Mgt.

Savemore Beverage, Inc.
Robert Popp
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savemorebeverage@nycap.rr.com
Retail/Wholesale- Beverages/Tobacco/
Lottery

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www.storymavericks.com
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Damon & Sally Brink
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goteambrink@gmail.com
Business Consult/Coaching/Hospitality

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Matthew Tully
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www.tullylegal.com
Business/Civil/Elder/Criminal/Real
Estate Law

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favro.dc@gmail.com
www.TurningPointSaratoga.com
Multidimensional Chiro Care

Waldron Catering, LLC
Bryan & Susan Waldron
21 Highgate Rd.
Wilton, NY 12831
587-6001
bryan@waldron-catering.com
www.waldron-catering.com
Weddings/Banquets/Holiday Parties

Wesley Outpatient Therapy
Tara VanBuren, Director
131 Lawrence Street
Saratoga Springs, NY 12866
691-1451
www.wesleyhealth.com
Physical/Speech/Occup. Therapy

DECEMBER ANNIVERSARIES

OVER FORTY FIVE YEARS

Mullen Wheaton Moving, Storage &
Logistics Company, Inc.

OVER FORTY YEARS

M & J Construction Co.

OVER TWENTY FIVE

Washington-Saratoga-Warren-
Hamilton-Essex BOCES
John J. Cromie, Attorney
The Humor Project, Inc.
Myrtle Street Obstetrics &
Gynecology, PC
Roma Food Imp.
Saratoga Springs City Center

OVER TWENTY YEARS

Adirondack Advanced Chiropractic
Ballston Spa Central School District
Bayou Cafe
Sharon Byrne, Inc.
The Children's Museum At Saratoga
Command Security Corp.
Greater Grace Community Church
Marvin & Company, P.C.

OVER FIFTEEN YEARS

Accent Commercial Furniture Inc.
AM&J Digital, Inc.
Aztech Technologies, Inc.

Ben & Jerry's Of Saratoga
Capital Construction
Mitch Frasier Entertainment
Paul Garnsey & Son, Inc.
Girl Scouts of Northeastern NY
9 Maple Avenue
Olsen Associates
James P. Reynolds, DDS, PLLC
Sisson Heating & Cooling Co, Inc.
Sparkle, Glisten & Shine, Inc.

OVER TEN YEARS

Automated Cash Technologies
Behan Planning and Design
Business Automation Services, Inc.
CB Richard Ellis - Albany, NY
Cozy Cottages
Farm Family Insurance Company
Feigenbaum Cleaners, Inc.
John P. Franck, Cert. Public Acct.
Frost Hurff Architects
HAPPY Software, Inc.
Imagine That Marketing &
Communications
Merle Norman Cosmetics
Outer Zone
Nick Paravalos
Raymond James Financial Services,
LLC
Saratoga P.L.A.N.
Schuyler Pond

Spa City Spa
Thorn, Gershon, Tymann & Bonanni
LLP
We Build Pages

OVER FIVE YEARS

H. Rick Albertson Dressage
The Ayco Company, L.P.
Ballston Area Community Center
ES11, LLC
LocalEdge
Malika International Gift Shop
Octech Corporation
Rose & Kiernan, Inc.
Lee H. Schechter, D.V.M.
Schmidt Management, L.L.C.
State Farm Insurance - Michael A.
Murphy
T & E Associates, Inc.
Karen Weltman, PhD
Wild Birds Unlimited

OVER ONE YEAR

Adirondack Museum
Adirondack Spray Foam, Inc.
Arts Center on the Hudson
Best Tile Distributors, Inc.
Bohler Engineering, P.C.
Collaborations Advertising & Marketing
Debbie McNairy Wedding Coordinator
Demand Marketing

Steven Ellwanger, CPA, PLLC
Empire Building Products
Frank Garrison
Getty Gas
Anita L. Giovannucci
Happy Hound Pet Sitting Service, LLC
K & D Laundry Equipment, LLC
Lesley Dixon Photography
Lockwood Landscape Designs
M2 Communications
Maswick Music
McCombie Construction
McFarland-Johnson, Inc.
McGeorge Consulting, LLC
Miller Mechanical Services, Inc.
National Business Equipment &
Supply
Northeast Shuttle Service, Inc.
Northway Tax Services, Inc.
Options With Learning, LLC
Our Energy Independence Community
Quality Foreign Car Care
RFC Services
Rob Spring Photography
Saratoga Chimney Sweep
Tyll & LaVigne Incorporated
J.F. Valder & Son, Inc.
Waggs and Woofs, LLC
West Point Thoroughbreds, Inc.

DECEMBER CHAMBER EVENTS

6 **GETTING ON BOARD TO RAISE MONEY**
Tuesday
7:30 a.m. - Registration and Full Breakfast Buffet
8:00 - 11:00 a.m. - Seminar
Holiday Inn
232 Broadway
Saratoga Springs

Special Seminar sponsored by the Leadership Saratoga Alumni Association

The first part of the program will explore fundraising from several different perspectives including some basic truths, strategy, and the impact of the current economic landscape on fundraising. The second half of the program will look at the Board's role in fundraising and will include some hands on practice.

The presenter, Tracy Savage, is a Senior Consultant and Principal with Marts & Lundy. She has more than twenty-five years' experience in nonprofit fundraising. Marts & Lundy is an international consulting firm that helps its clients reach and sustain their philanthropic potential. Tracy currently serves as a trustee of Norfolk Academy, the Washington Revels and the Virginia Center for the Creative Arts, and is a former trustee of The Madeira School, St. Peter's School in Philadelphia and the National Cathedral School.

6 **YOUNG PROFESSIONALS NETWORK**
Tuesday
5:00 - 6:30 pm
Capriccio Restaurant & Neapolitan Pizza
26 Henry Street
Saratoga Springs

Networking and Ideas

The Young Professionals group is open to any Chamber member or member employee that is either a licensed professional, management level or business owner. Ages of attendees range from 25 - 45. Does this fit you or some of your staff? The best way to do business is through relationship building. Join us and continue to build yours. Cost is \$10 and includes samples of Capriccio's signature dishes as well as the first beverage. Registrations by Monday, December 5th are appreciated.

8 **SPECIAL MEMBER MIXER**
Thursday
5:30 - 7:30 pm
Hudson Valley Community College's TEC-SMART Campus
STEP Park
345 Hermes Road
Malta

Networking In conjunction with the Chamber of Southern Saratoga County

Attendees will be able to tour the TEC-SMART facility and see firsthand how students in our area are being trained in cutting edge, green technology fields. They will also be able to take a bus tour through the GlobalFoundries property to see the newly completed Administration Building as well as see and hear updates from GlobalFoundries representatives about the progress of the construction. Cost to attend is \$10 and due to space limitations preregistration is required. Member firms are asked to send no more than 2 attendees.

Thank you to **Capital Bank, NYSEDA** and **O'Connell and Aronowitz, P.C.** for sponsoring this mixer. Thank you to **Panza's Restaurant and Catering** for providing the food and beverages for this event.

13 **WOMEN'S BUSINESS GROUP**
Tuesday
5:00 - 7:00 pm
Longfellow's Hotel and Restaurant
500 Union Avenue
Saratoga Springs

Networking and Holiday Reception Celebration

This is an opportunity to connect with each other and celebrate the holiday season. As regular monthly events include a speaker and a program, this networking event provides time for the opposite, ourselves as the program. This event is open to ALL women members of the Chamber so bring a friend! Reservations are appreciated. Cost is \$10 and includes a selection of Longfellow's appetizers as well as the first beverage.

Reservations are appreciated. Please contact the Chamber to let us know if you will be joining in this festive event.

15 **HOLIDAY MIXER**
Thursday
5:00 - 7:00 pm
Gideon Putnam Resort Ballroom
24 Gideon Putnam Road
Saratoga Spa State Park
Saratoga Springs

Networking

The Holiday Mixer is one of the best attended Chamber events of the year. It is an opportunity to celebrate holiday season with friends, clients and colleagues as well as make some new connections with people you have yet to meet. Cost to attend the mixer is \$5 with a reservation and \$10 after the reservation deadline, Tuesday, 5 pm, December 13th.

JANUARY HEADS UP

January 2, Monday Office Closed New Year's Day Observed	January 10, Tuesday 9:00 - 10:00 am Women's Business Group	January 16, Monday Office Closed Martin Luther King Day Observed
January 3, Tuesday 5:00 - 6:30 pm Young Professionals Network	January 11, Wednesday 8:00 - 9:00 am Human Resources Council	January 26, Thursday 6:00 - 9:00 pm 94th Annual Dinner

To make a reservation, please contact the Chamber offices, 584-3255 or register online, www.saratoga.org.



Saratoga County Chamber of Commerce
28 Clinton Street
Saratoga Springs, NY 12866
www.saratoga.org
Return Service Requested

EMAIL ADVERTISING

Did you know for only \$100 you could be reaching thousands of area businesses with one email that your Chamber sends out? To take advantage of promoting your business to over 3,000 area business leaders. Contact [Bianka Krueger, bkrueger@saratoga.org](mailto:Bianka.Krueger@saratoga.org)



Save the Date

*The most anticipated event of the year is fast approaching.
Join the Chamber on **Thursday, January 26th** from 6 - 9 pm
as we celebrate our 94th Annual Dinner.*

Sponsorships are available if you would like to be part of this event.

Formal invitations can be expected shortly.

*We hope to see you there as we celebrate 2011 and the
accomplishments of our County and Members!*

Contact Kathleen Lucey for more information,

klucey@saratoga.org