

when you want answers

# www.saratoga.org

businesses, residents and travelers - everything for saratoga county

FEBRUARY 2011

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## SMALL BUSINESS COUNSELING

The Chamber's local SCORE volunteers met with 96 new clients and provided 345 hours of face-to-face counseling services to local entrepreneurs at the Chamber in 2010. While the number of new clients seeking assistance is up just a little, the number of face-to-face meetings is up 24% versus 2009.

*"SCORE was not only instrumental at the planning and beginning stage of our business, but in fact they are still to this day an amazing mentoring resource. We take different marketing projects and programs to them and run these ideas through their "sanity check" machine. SCORE is an amazing resource as you are building your business but also as you continue to grow your business."*

*Danny Jameson, President  
Saratoga Specialties Company*

To setup your own free counseling session, please call the Chamber at 584-3255.

## Contact Us

**Annamaria Dalton**  
Email Marketing  
**Bianka Krueger**  
Database Updates  
**Bridget Devaney**  
Event Registrations  
**Greg Dixon**  
Tourism  
**Jeff Shinaman**  
Membership and Energy Savings  
**Kathleen Lucey**  
Chamber Events  
**Linda Page**  
Community Calendar  
**Linda Toohey**  
Leadership Saratoga  
**Sheila Whinnery**  
Insurance Questions  
**Susan Rowland**  
Health Insurance  
**Terri Tommell**  
Billing Questions  
**Todd Shimkus**  
Advocacy Updates



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## RACING IN SARATOGA

At the invitation of Senator Roy McDonald, the Chamber assembled a team of 10 local elected officials and business leaders who traveled to Albany to meet briefly with the new Senate Majority Leader Dean Skelos, one week into his tenure. The local delegation spoke with the Senator specifically about the development of the Luther Forest Tech Park and the importance of the Saratoga Race Course and the Thoroughbred racing industry to our local economy. The delegation urged the Senate Majority to work with us to create a premier racing product, a robust NYS breeding program and increased revenues to the State.

## INTERNATIONAL TRADE ASSISTANCE

The Saratoga County Chamber of Commerce recently joined the Tech Valley Global Business Network as a way to provide members with access to monthly seminars on issues related to International Trade. The TVGBN is a collaboration of the Albany-Colonie Regional Chamber of Commerce, Center for Economic Growth, the Rensselaer County Regional Chamber of Commerce, the Chamber of Schenectady County, the Chamber of Southern Saratoga County and the Saratoga County Chamber of Commerce. The next seminar will be held on Thursday, February 17th, and will feature a panel presentation by local companies that have received awards for their expertise and success in International Trade.

For details, please contact Kathleen Lucey at 584-3255.

## TOURISM PROMOTION

The Chamber, serving as the County's Tourism Promotion Agency, has been notified by New York State that a grant application prepared by Greg Dixon, VP for Tourism, has been approved to provide \$55,000 in matching funds for our countywide tourism marketing program. Beyond advertising, the Chamber is preparing a new media-outreach effort featuring HD-video testimonials from local organizations including the Historic Saratoga Battlefield, NYRA, the Saratoga Convention and Tourism Bureau, the Saratoga Performing Arts Center, and others.

# FEBRUARY CHAMBER EVENTS

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## YOUNG PROFESSIONALS NETWORK

Tuesday  
5:00 - 6:30 pm  
Sabina's Woodfired Restaurant  
237 Union Avenue  
Saratoga Springs

Angelo Calbone  
President of  
Saratoga Hospital  
and Networking

The Saratoga Hospital has undergone some major enhancements recently in both building expansion as well as new technology. These improvements to our state of the art facility are continuing. Calbone will explain what improvements have been made recently and what we can look forward to in the near future. It is great to know that not only is Saratoga County a wonderful place to live, work and play but it is also a great place for healing and getting well should it be needed. There will also be time for networking with each other and experiencing the woodfired specialties Sabina's offers. Cost is \$10. Reservations made with the Chamber by January 28th are appreciated.

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## WOMEN'S BUSINESS GROUP

Tuesday  
9:00 - 10:00 am  
Hilton Garden Inn  
125 South Broadway  
Saratoga Springs

Time Management

How is it possible that some people seem to have more hours in the day to get everything done? What are the ways we can help ourselves to accomplish more, be more efficient and more effective? Prioritizing is key, how do we do it best? Come and learn and discuss ways to better structure your time. There is no charge for this event. Reservations by Friday, February 4th are appreciated.

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## NETWORKING LUNCHEON

Friday  
11:30 - 1:00 pm  
Courtyard by Marriott  
11 Excelsior Avenue  
Saratoga Springs

Networking

In business, so much of making things happen is due to the other business people you know. Luncheons allow you to share your one minute commercial with the people at your table as well as with the whole group after lunch. This is a great way to meet new contacts and much more interesting than leftovers at your desk! Please reserve by 5:00 pm February 9th. \$15 with reservations, \$20 after the reservation deadline.

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## THIRD THURSDAY BREAKFAST

Thursday  
7:30 - 9:00 am  
Holiday Inn  
232 Broadway  
Saratoga Springs

Todd Shimkus  
The Chamber Program for  
2011

There are some new initiatives, advocacy issues and community interests your Chamber is preparing for in 2011. These include technology changes, watching healthcare and globalization, among many others. Shimkus will discuss the outlook for the year. Reservations by Tuesday, February 15th are appreciated. Cost: \$15, \$20 after reservation deadline.

Thank you to the Rotary Home Show for sponsoring this event.



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## CHAMBER TRAVEL TO CHINA

Tuesday  
5:30 - 7:00 pm  
Chamber Offices  
28 Clinton Street  
Saratoga Springs

Orientation and  
Informational Meeting

The Chamber is planning a member trip to China in October of 2011. Travelers will see cultural and historic sites such as the Forbidden City and the Great Wall. They will also meet Chinese business leaders and learn more about how business is conducted in China and what it means to exist in a Global Market. Time will also be spent investigating Urban and Economic Development. This amazing opportunity is \$2200 and includes airfare, accommodations, all meals and other fees for 9 days. Come and learn more about the trip. Please let us know if you plan on joining us for orientation. No charge.

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## ORIENTATION AND MIXER

Thursday  
4:00 - 5:00 pm  
Orientation  
5:00 - 6:30 pm Mixer  
The Hampton Inn & Suites  
25 Lake Avenue  
Saratoga Springs

Networking  
Catered by  
Jacob & Anthony's  
American Grille

At orientation you receive preferred parking, no admission, a complimentary beverage and find out what the Chamber can do for you and meet the staff who are here to serve you. Network with other members at the mixer - how many new contacts can you make? \$2 beverages and free hors d'oeuvres. Cost is \$5 with reservations, \$10 after reservation deadline. Reservation deadline is 5:00 pm, Tuesday, February 22nd.

This event is sponsored by  
Time Warner Cable Business Class.



To make a reservation, please contact the Chamber offices, 584-3255 or register online, [www.saratoga.org](http://www.saratoga.org).

## NEW MEMBERS

Advanced Performance Solar HD, LLC  
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30 Meadow Lane  
Queensbury, NY 12804  
361-1978 FAX: (856) 809-1081  
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mike.oleary@apsolar.biz  
Author Srv Pro-Home Depot Solar

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Ballston Spa, NY 12020  
584-9178 FAX: 584-0277  
www.alexanderblueline.com  
pattik@alexanderblueline.com  
Digital/Copy/Stamps/Signage/Des/  
Print

Behan Communications, Inc.  
Mark Behan  
86 Glen St.  
Glens Falls, NY 12801  
792-3856 FAX: 745-7365  
www.bهانcommunications.com  
info@beهانcom.com

BNY Electronics, Inc.  
Anthony Barbaro  
24 Hamilton St. Ste. 3  
Saratoga Springs, NY 12866  
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sales@bnyelectronics.com  
Rapid Elec Prototype Assembly/Rep

Building Wellness  
Karen Charbonneau  
P.O. Box 784  
Saratoga Springs, NY 12866  
290-1009

Debbie McNairy Wedding Coordinator  
P.O. Box 4132  
Queensbury, NY 12804  
796-1081  
www.debbiemcnairy.com  
debbie.mcnairy@yahoo.com

Dill Abstract Company  
Jim Dill  
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Greenfield Center, NY 12833  
893-3395 FAX: 893-0542  
Title Insurance Agent

Lauren Ellis  
199 Milton Ave., Ste. 2A  
Ballston Spa, NY 12020  
lee38711215@yahoo.com  
Psychiatric Diagnosis/Medication/Ther

Fine Line  
Casimer Dlugosz  
14 Ellis Ave, Unit 8  
Saratoga Springs, NY 12866  
209-6601  
Auto Wholesaler

GYROTONIC® ALBANY  
Cori Doetzer  
578 New Loudon Rd.  
Latham, NY 12110  
783-1678  
www.gyrotonicalbany.com  
Alternative Fitness/Gyrotonic® Exer.

HERLIFEMAGAZINE  
Angela Beddoe  
65 Long Alley  
Saratoga Springs, NY 12866  
580-0000 FAX: 633-5201  
WWW.HERLIFENEWYORK.COM

The Howard Group  
Howard Carr  
1755 Central Ave.  
Albany, NY 12205  
452-1881 FAX: 452-1940  
Dev/Brok/Mngmt/Leasing&Site Selec

Huntington Learning Center  
Mary Catherine White  
7 Southside Dr., Ste. 101  
Clifton Park, NY 12065  
280-2671 FAX: 280-2679  
www.huntingtonlearning.com  
cliftonparkny@hlcmail.com  
Learning/Tutoring/SAT/Ed.

LaGio Services  
Yvette Giovanni  
P.O. Box 2261  
510 Locust Grove Rd.  
Greenfield Center, NY 12833  
681-9653 FAX: 893-2046  
www.lagioservices.com  
Person/Bus Evt Plan & Srv

Liberty Tax Service  
Brian Muller  
2100 Doubleday Ave.  
Ste. 13  
Ballston Spa, NY 12020  
288-3651 FAX: (800) 719-2060  
www.libertytax.com  
wecare@libertytax.com  
Retail Tax Preparation

Lifetime Seamless Gutters  
Tony Parella/John Meyers  
3 Merchant Rd.  
Gansevoort, NY 12831  
695-6081  
www.lifetimegutters.com  
st\_john43@hotmail.com

Lighthouse Advisors  
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693 Ridge Rd., 2nd Floor  
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798-8704  
mcruz@mybusinessfriend.com  
Practical, Profess Support for Bus

LinkedInMarketingInc.com  
Collin Ausfeld  
12 Avis Dr. Ste. 9  
Latham, NY 12110  
786-7220 FAX: 786-7223  
www.linkedinmarketinginc.com  
myresume@linkedinmarketinginc.com  
Energy Broker for Direct Energy

Mainframe Photography  
Mark Morand  
24 Firestone Lane  
Clifton Park, NY 12065  
322-5894

Milton Veterinary Hospital  
Lori Langdon, DVM  
610 Route 29  
Middle Grove, NY 12850  
587-6673  
www.miltonveterinary.com  
miltonveterinary@gmail.com  
Small Animal Med & Surg

Mohawk Hospital Equipment, Inc.  
Thomas Spellman  
355 Columbia St.  
Utica, NY 13502  
(800) 962-5660 FAX: (315) 797-0365  
www.emohawk.com  
Medical Equipment & Supply Power

Moreau Family YMCA  
Brian Bearor  
1433 State Rte.9  
Fort Edward, NY 12828  
761-9622  
www.moreauymca.org  
info@glensfallsymca.org  
Prog for all ages. Health/Wellness

Nature's Way Pest Control  
Jason or George Sankey  
155 Broad St.  
Glens Falls, NY 12804  
745-5958 FAX: 615-0537  
www.natureswaypestcontrol.com  
jay@natureswaypestcontrol.com  
Pest Control Services

North Country Pest Control  
Don Bolduc  
29 Surrey Rd.  
Corinth, NY 12822  
654-9046 FAX: 654-9046  
donald12822@yahoo.com  
Residential & Commercial Pest  
Control Services

Onward & Upward, Inc.  
Laurie Cornell  
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Saratoga Springs, NY 12866  
584-8018  
Pro Org & Sr Move Mngmt

Christina Papadopoulou  
Roohan Real Estate  
519 Broadway  
Saratoga Springs, NY 12866  
587-4500 FAX: 587-4509  
www.roohanrealty.com  
Res/Inv Rep for Buyer/Sellers

Patriot Pride Jewelry, LLC  
Anne Moon/Nancy Holsberger  
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Niskayuna, NY 12309  
727-2802  
www.patriotpridejewelry.com  
customerservice@patriotpridejewelry.com  
Military Jewel. for Moms/Wives/  
Supporters

The Pressroom  
Eric Butler  
35 Bath St.  
Ballston Spa, NY 12020  
885-8526 FAX: 885-2576  
www.thepressroomonline.com  
Comm Offset/Dig Prin/Dir Mail

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Jamie and Gina Wallace  
15 Farmington Ave.  
Wilton, NY 12831  
424-8620  
www.saratogachimneysweep.com  
Chimney Clean&Inspec/Dryer Vent/  
Screen Caps

Saratoga Living Magazine  
Maria & Harry Bucciferro  
P.O. Box 5  
Saratoga Springs, NY 12866  
584-7500 FAX: 587-1348  
www.saratogaliving.com  
managingeditor@saratogaliving.com  
Cele Life in Today™ Saratoga Region

Saratoga Speech Pathology  
Rebecca Lozier  
550 Maple Ave. Ste. 102  
Saratoga Springs, NY 12866  
450-0297  
Evaluate/Treat Speech Disorders

Shorey Public Relations  
Missy Shorey  
24 Hamilton St. Ste. 5A  
Saratoga Springs, NY 12866  
587-1011 FAX: 583-3417  
www.shoreypr.com  
info@shoreypr.com  
PR Technology/Govt./Wifi

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Tech Valley Technologies, Inc.  
Barbara Hodge  
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Ste. 2  
Wilton, NY 12831  
584-8899 FAX: 584-8819  
www.techvalleytech.com  
Research/Dev-Real Thermal Targets



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

## NEW MEMBERS continued

Tony Silvanic, Inc.  
 16 Carlyle Terrace  
 Saratoga Springs, NY 12866  
 (413) 822-6791  
 tony@tonysilvanic.com  
 Retail & E-Commerce Bus Consult

Verizon Wireless Cellular Sales -  
 Malta  
 Sandy Lupo/Luke Fletcher  
 519-521 State Rte. 67  
 Malta, NY 12020  
 899-9850 FAX: 899-9852  
 www.cellularsales.com  
 Wireless Products & Services

Waterford Historical Museum and  
 Cultural Center  
 Teri Patton  
 2 Museum Lane  
 Waterford, NY 12188  
 238-0809  
 www.waterfordmuseum.com  
 Historical Town Museum

The Whittaker Appraisal Group, Inc.  
 Rob Whittaker  
 432 Broadway, Ste. 1A  
 Saratoga Springs, NY 12866  
 584-3202 FAX: 863-2652  
 www.whittakerappraisalgroup.com  
 rob@whittakerappraisalgroup.com  
 Service Focused Pro Appraisal Firm

Wolfepack Training, LLC  
 David Wolfe  
 115 Meadowbrook Rd.  
 Saratoga Springs, NY 12866  
 772-9978  
 www.wolfepacktraining.com  
 wolfepacktraining@gmail.com  
 Personal Trng & Ldrshp Devel

## FEBRUARY ANNIVERSARIES

### OVER TWENTY FIVE YEARS

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

### OVER TWENTY YEARS

Best Western  
 Six Sisters Bed & Breakfast  
 SKS Bottle & Packaging, Inc.

### OVER FIFTEEN YEARS

Amann's Heating  
 Sally A. Bouton  
 The Country Gentleman  
 Keytospa.com  
 Stanski Transportation, Inc.  
 Waldorf School of Saratoga Springs  
 Willard Mountain Ski Area

### OVER TEN YEARS

Advanced Appraisals  
 Alonzo Fireworks

### AXA Advisors, LLC

Fusco Personnel, Inc.  
 Opera Saratoga  
 Craig E. Roberts, MD  
 Saratoga Sleigh - A Victorian B & B  
 Spring City Realty  
 Stepwise Farm

### OVER FIVE YEARS

Bacon Hill Reformed Church  
 Bailey's Cafe  
 Burdick Sales, Inc.  
 Center for Economic Growth  
 Cool Insuring Agency, Inc.  
 Linell Lands  
 Tom Mullan Tree & Stump Removal  
 Preville Technology Services  
 S.P.G. Technologies, Inc.  
 Saratoga Builders, LLC  
 Trudi Smith  
 Nicola Vacchio, Inc.  
 Van Patten Golf Club

### OVER ONE YEAR

Abundant Sound & Video  
 Academy for Lifelong Learning at  
 Saratoga Springs (A.L.L.)  
 April Fresh Cleaning  
 Best Cleaners  
 Burnt Hills Oratorio Society  
 Deily, Mooney & Glastetter, LLP  
 Linda Faber, Associate Broker, CBR,  
 SFR  
 Frank Adams Jewelers  
 Shari Godgart Consulting  
 Greystone  
 Home Helpers and Direct Link  
 Hyatt Place Saratoga/Malta  
 Jay's Auto Repair  
 Orson B. Klender  
 Michaels Group  
 Midtown Wine and Spirits  
 My Photo Keeper  
 NYSERDA

North East Spray Foam  
 Northeast Technology Sales, LLC  
 Our Towne Saratoga  
 Park Personnel Services, Inc.  
 Pine Grove Christian Camp  
 Premier Planning Associates  
 Rand Window Fashions, LLC  
 Root Canal Experts D.M.D.'s, P.C.  
 Rulyn Design Resources  
 Saratoga Springs Lions Club  
 Servpro of Southern Saratoga County  
 Sherman Furniture Rentals  
 Steeplechase at Malta  
 Strategic Media Sales Group, Inc.  
 Subsidiary Technologies, Inc.  
 Brian Sweeney  
 Transworld Systems, Inc.  
 Vitaid, Ltd.  
 Wings Over Saratoga  
 World Logistics Services Corp., LLC

## MARCH HEADS UP

March 1, Tuesday 5:00 - 6:30 pm Young Professionals Network	March 8, Tuesday 9:00 - 10:00 am Women's Business Group	March 17, Thursday 7:30 - 9:00 am Third Thursday Breakfast	March 24, Thursday 4:00 pm Orientation 5:00 - 6:30 pm Mixer	March 28, Monday 5:00 - 6:30 pm Blitz Orientation
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