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JANUARY 2011

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2010 REFLECTION ON THE YEAR



Without a doubt you could say that my run as the Chair of the Board started unlike any other in some time. After forty years of exemplary service and leadership of the Chamber, Joe Dalton announced his plan to retire as President just as my tenure began. That news set the tone for how busy the year would be and re-define my idea of what it meant to serve in this volunteer role!

After a nationwide search conducted by a committee of past board chairs, Angelo Calbone and myself, and affirmed by the Board of Directors, Todd Shimkus was appointed the Chamber's President. Todd brings a wealth of Chamber leadership experience to Saratoga

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Annamaria Dalton
Email Marketing
Bianka Krueger
Database Updates
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Event Registrations
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Tourism
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Health Insurance
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Billing Questions
Todd Shimkus
Advocacy Updates



28 Clinton Street, 2nd Floor
Saratoga Springs, NY 12866
info@saratoga.org, 584-3255

2011 A LOOK TO THE FUTURE



I want to express on behalf of the entire membership our deepest appreciation for the volunteer leadership provided to the Chamber in 2010 by Mike Munter. He is the first chair of this Board in the last 40 years to go through a search for a President. This required him to attend, participate and lead far more meetings than I'm sure he anticipated when he said yes to becoming chair and we are all in debt to him for his skillful management of this crucial search process. Thanks Mike!

With Todd Shimkus as our new President joining an already talented and accomplished professional staff, there is so much we, as one of the leading Chambers of Commerce in the US, can and will attempt to do in 2011 and beyond. In deciding what to do, the key consideration for us has always been and will always be "is it good for our members" and is it "good for our community." When our Board meets, we're tasked with the responsibility of taking actions and authorizing programs that will help our members to succeed, grow and thrive and that will expand economic opportunity for those living and working in Saratoga County.

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2011 EXECUTIVE COMMITTEE

The 2011 Executive Committee for the Chamber's Board of Directors was recently announced. They are:

Angelo Calbone, Saratoga Hospital,
2011 Chair

Susan Halstead, Family Vision Care Center
Chair Elect

Steve Heidorn, Broadway Title Agency
Treasurer

Dennis Albright, T-Shirt Graphics
Secretary

Stephan von Schenk,
Adirondack Trust Company
Vice Chair, Membership

Mike O'Sullivan, The Saratogian
Vice Chair, Communications

Mike Munter, Munter Enterprises
Immediate Past Chair

REFLECTION ON THE YEAR CONTINUED - MUNTER

and we are very optimistic about the future growth of the Chamber's programs and offerings to you our members. Sharing half the year with both Joe and Todd, I am truly fortunate to have had the perspective of working with two excellent Presidents with different leadership styles.

Even as we conducted this search process and transition in leadership, our Board, our committees and most notably our Chamber's staff accomplished some incredible goals. For instance, I had the pleasure of appearing before 150 employees and spouses of GLOBALFOUNDRIES at an event we co-hosted with GLOBALFOUNDRIES in August to welcome our newest neighbors to our wonderful community. My family and I have also signed up for the Chamber's "buddy program" to help other families that may be relocating to our region in the near future.

If you happen to frequent, live, work, or play in Saratoga, thank your Chamber for playing an integral part in curbing a proposal to install parking meters downtown. The timely efforts of the Chamber are responsible for preserving these streetscapes that are welcoming and lined with good businesses and charm, not meters.

After ten years of twists and turns, the Chamber played a key role in 2010 advocating in court and with elected officials for

the successful selection of a VLT operator for Aqueduct. You must remember that the Thoroughbred Racing industry generates an economic impact of about \$200 million in this region annually and the selection of a VLT operator for Aqueduct has always been a key step to guarantee the long term future success of this industry and the historic Saratoga Race Meet.

In our role as the County's Tourism Promotion Agency, we printed and distributed hundreds of thousands of maps, visitor guides, dining, shopping, and wedding brochures to prospective visitors from across the US. We led the Hats Off and Final Stretch Music Festivals, along with a new Travers Eve Festival, bringing tens of thousands of people to Saratoga. We distributed 10,000 "buy one get one free" museum passes and helped 11,000 visitors at our information booth on Broadway.

Our Job Zone provided hundreds of employers and thousands of job seekers with the opportunity to post jobs or search for local jobs for free. Our Energy Alliance program helped hundreds of local companies reduce their energy bills. And our 2010 Business Showcase was again a sell out for booth space at the Saratoga Springs City Center.

We've done our fair share of hosting as well. Earlier in the year we hosted an open house at HVCC's new TEC-SMART facility at

Luther Forest Technology Campus and a joint mixer for more than 150 people from the Ballston Spa, Burnt Hills-Ballston Lake, Malta, and Greenfield Business and Professional Associations. Most recently, and for the first time in ten years, the Chamber hosted a volunteer fair for more than 50 nonprofit organizations in our community. Leadership Saratoga selected its 25th class of participants bringing the total number of graduates to close to 600, and we logged a record-breaking membership Blitz back in May thanks to the hard work of dozens of the finest volunteers in the area!

So you might say that we've been busy, and reflecting on the year I have come to realize why it has gone by so quickly- my calendar was always full with Chamber activities! But this time has been well spent and it's safe to say that I loved almost every minute of this great opportunity. I learned more about our great community, our extraordinary staff, and the important role of our highly regarded Chamber than I ever imagined I would just 12 months ago. We are fortunate and have so much for which to be proud and I thank all of you for giving me the chance to serve in this role.

Cheers!

Mike

A LOOK TO THE FUTURE CONTINUED - CALBONE

Specifically as I think about 2011, I think our members will benefit if we can be a leader in promoting increased partnerships and collaboration. Just as Saratoga Hospital and Albany Medical are about to embark on a groundbreaking partnership to build a new healthcare facility in Malta, the Chamber will also explore ways to collaborate with other organizations believing that two or more organizations working together can oftentimes do more than when we all work alone.

From GLOBALFOUNDRIES, Tech Valley and the TEC-SMART Campus to the Saratoga Race Course and SPAC, our region has become a global destination attracting talent, investment, people and businesses. It's critical that we as a Chamber take the lead in preparing our community to roll out the red carpet to everyone who wants to

invest here and to join our extraordinary community. Our "buddy program" and www.saratogawelcomesyou.com are just the beginning and in 2011 we expect to do a lot more to enhance our position as a global destination. Additionally, we are providing an opportunity for our members and the community to learn more about what the global market looks like by putting together a 9 day trip to China in October of 2011.

The excitement of becoming a global destination attracting investment and jobs must also be balanced by the realization that we need to simultaneously enhance growth opportunities for our small businesses and enhance our quality of life. We need to work to preserve and protect our agricultural sector, our historic architecture, and to expand our hiking and biking trail network.

What attracts people to our County is that we're different, in many positive ways, from the places from which they are coming.

Lastly and perhaps most importantly, the Chamber must continue to be a leader in creating and hosting powerful and productive networking opportunities. We need to be an advocate for employers, particularly at the local and county level. We need to be innovatively marketing our region and our members to visitors, tourists, and those relocating to our County. We need to be a champion, cheerleader and catalyst for change that is of direct benefit to our members and the long term interests of our communities. That's what I see looking forward to 2011. I can't wait to get started.

Angelo

NEW MEMBERS

Albany Devils
John Patterson
51 S. Pearl St.
Albany, NY 12207
433-8457
jpatterson@thealbanydevils.com
Sports Entertainment

Emma Brodwin
12 Stratton St.
Saratoga Springs, NY 12866
587-7157
Piano Studio

Robert Davis, LCSW
4 Franklin Square, Ste. D
Saratoga Springs, NY 12866
587-8402
robertdavis@msn.com
Traditional & Intuitive Psychotherapy

High Rock Sports & Fitness
Chad Stevens
165 High Rock Ave.
Saratoga Springs, NY 12866
877-3016
highrockfitness@aol.com
www.hrsfitness.com
Health Club

Homestead Animal Hospital
Pamela Nelson
442 County Rte. 76
Mechanicville, NY 12118
664-2122 FAX: 664-2722
pbuck@nycap.rr.com
Vet Med & Surg for companion
animals

International Institute for Human
Empowerment, Inc.
Sue Shipe
P.O. Box 3920
Albany, NY 12203
393-9491
sueshipe@humanempowerment.org
www.humanempowerment.org
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Greenfield Center, NY 12866
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Stillwater, NY 12170
(877) 664-6116 FAX: (877) 664-6116
jessicadavis@onebox.com
www.meliorafamilymedicine.com
Integrative Fam Med/
Med Acupuncture

One Big Roof
Amanda Mody
454 Broadway
Saratoga Springs, NY 12866
581-3180 FAX: 581-3182
www.oneroofsaratoga.com
Holistic Health Center

Tina Pamper
587-5882
Home and Office Cleaning

Clifford Passen, MD
Clifford Passen
268 Broadway, Ste. 202
Saratoga Springs, NY 12866
583-3002
cpassen1@nycap.rr.com
Private Practice of General & Child
Psychiatry

Pompa Brothers, Inc.
Marianne Pompa LaRoche
5 Petrified Gardens Rd.
Saratoga Springs, NY 12866
587-3043 FAX: 587-1208
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Peter Riposa
Realty USA
296 3rd Street
Troy, NY 12180
928-9891
pripasa@yahoo.com
www.pripasa.com
Sale & Mngmt of Res/Comm

Rte. 67 Country Store & Cafe'
Erin Wasserman
1958 Amsterdam Rd.
Ballston Spa, NY 12020
882-7347
Rest/Beer Alley/Car Show/Cntry Store

The Saratoga Film Forum
Meghan Mahoney
320 Broadway
Saratoga Springs, NY 12866
584-3456 FAX: 583-7907
films@saratogafilmforum.org
www.saratogafilmforum.org
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Burnt Hills, NY 12027
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True Sales Agency
Dave True
6 Vanderbilt Ave.
Saratoga Springs, NY 12866
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Laurie Shilling
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For details contact Leslie Forbert Miller
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<http://cwp.marriott.com/albsa/womensgetjan>

JANUARY ANNIVERSARIES

OVER FIFTY YEARS

Adirondack Trust Company
Bank of America Corporation
William J. Burke & Sons/Bussing & Cunniff Funeral Homes
Carusone & Carusone
Community Court Motel
Cudney's Launderers & Dry Cleaners
D'Andrea's Liquor Store
Dehn's Flowers, Inc.
Duval Amusements
Espy Mfg. & Electronics Corp.
Fasig Tipton Company, Inc.
Grand Union Motel
Hattie's Restaurant
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 Gaming & Raceway
Saratoga Golf & Polo Club
Saratoga Hospital
The Saratogian
Sherman Tile Associates, 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
Walbridge Building Inc.
Washington Inn
Wishing Well Restaurant
Yaddo

OVER FORTY FIVE YEARS

Carriage House Inn
Saratoga Performing Arts Center

OVER FORTY YEARS

Alpine Lake RV Resort
Cottrell Paper Co., Inc.
Empire State College
Holiday Inn - Saratoga Springs
MLB Construction Services, LLC
Palette Stone Co., Inc.
Price Chopper
Times Union

OVER THIRTY FIVE YEARS

Adirondack Trailways
Charles F. Bryner, D.V.M.
Byrne Orthodontics
Carpetland

Compton's Restaurant
Thomas J. Farone & Son, Inc.
1st National Bank of Scotia
The Great Escape
Guyson Corp. of USA
Image Photo & Events
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 Servicercenter
McDonald's
Minogue's Beverage Center
Navy Housing Welcome Center
Posie Peddler, Inc.
Roohan Realty
Saratoga Eagle Sales & Service, Inc.
H.R. Schultz Inc.
Taylor Made Custom Products, Inc.
Triple Crown Motel
United Way of the Greater Capital Region
Whittemore, Downen & Ricciardelli, LLP

OVER THIRTY YEARS

Bobrick Washroom Equipment, Inc.
Clifton Park Rental Center
R.M. Dalrymple Co. Inc.
Edward Finger, DPM, Podiatrist
Gaffney's
Gardner Management, Inc.
Hamilton Watt, PLLC
Charles H. Harrison
Ed Lewi Associates
Matthews Specialty Graphics
Northern Dean, Inc.
Olde Bryan Inn
Saratoga Bridges, NYSARC, Inc.,
Saratoga County Chapter
Saratoga Economic Development Corp.
Saratoga Polo Association
Saratoga Regional YMCA
Saratoga Springs Preservation Foundation
Saratoga Taxi
Unlimited Potential, Inc.
Wells Fargo Advisors
Wilton Travel Plaza / Scotty's Restaurant

OVER TWENTY FIVE YEARS

Adelphi Hotel
Allerdice Building Supply
Ballston Spa National Bank
Castle & McLennan

Kershner, Grosso & Company
PJ's Saratoga Style Bar-B-Q
River Road Campgrounds

OVER TWENTY YEARS

Bollam, Sheedy, Torani & Co. CPA's
Capital District Physicians' Health Plan, Inc. (CDPHP)
Catholic Charities-Saratoga, Warren, Washington Counties
Fashion Floors of Saratoga
G. Willikers
LaMarco Physical Therapy, P.C.
McConchies Heritage Acres
New Insights, Inc.
Saratoga County Soil & Water Conservation District
Transitional Services Assn., Inc.
Whitney Industries

OVER FIFTEEN YEARS

Gerald H. Berger, Ph.D.
Cornell Excavating & Paving
McMurry, Inc.
Mountain Pond Eyewear
Saratoga Landscape Co.
Wal-Mart #01-2056

OVER TEN YEARS

B & B Plumbing, Inc.
Birch Hill Woodworking
The Birches Motel
Consulting in Behavioral Healthcare
Delaware & Hudson Railway
Focus Environmental Services, Inc.
Glens Falls National Bank & Trust Co.
R. Jamie Green, D.D.S.
Next Step North America, Inc.
Saratoga Business Journal
Whalen's Horseradish Products LLC
Wiring Concepts, LLC

OVER FIVE YEARS

Adirondack Showcase
Bass Manor Bed & Breakfast and Art Museum
Lynn Benevento Gallery
CLA SITE Landscape Architecture, Engineering & Planning, PC
Creative Cleaning Solutions, LLC
Ferrara & Nigro, PLLC
First New York Federal Credit Union
Fox n Hound Bed and Breakfast
Gabryshak Construction, Inc.
The Hungry Eye
Laker Development Group, L.L.C.
MAI Computing Service
Scoville Jewelers
Sorel's Restaurant
Sportsplex of Halfmoon
Stonebridge Farm

Law Office of Nancy C. Sutin
True North Financial Services
2 Doors Music Enterprises
WMHT

OVER ONE YEAR

AFLAC New York
Bardino Motors, Inc.
Bean Software Development, Inc.
Berkshire Bank
Boxley's Services, Inc.
BP Marketing & Communications
New York Life, Daniel Bruno
Capital Advocates, LLC
CleanBright Surface Restoration
Club K-9 and Feline Pet Sitting Service
Coldwell Banker Prime Properties
Craig Investigations, Inc.
The Creative Calendar
Crush & Cask
Daisy Dry Goods
DLG Wealth Management
Elegant Landscapes
Empire Tech Solutions, Inc.
Greenfield Village Antiques, Ltd.
Lafayette Associates
The Local Pub & Teahouse
Location Sound Recording
Peggy Madson
Maple Tree Funding
March of Dimes
Mike's Mercedes Service, Inc.
The Mill on Round Lake
Muggsy's Antiques & Collectibles
Overland Leasing Group, LLC
Petraccione Plumbing & Heating
Pizzeria Uno Chicago Bar & Grill
Prestige Motor Car Co.
Prime Waterfront Properties, Inc.
Ritell Associates, Inc.
Rockabella
Sharon Russell
Saratoga Railroad Engineering, P.C.
Saratoga Today
SensibiliTeas
The Siding Edge, Inc.
Signature Homes Realty
Spoon & Whisk
To Life!
Tropical Beat Steel Band
Tuxego of Clifton Park
Vinnick Construction Co., Inc.
Violet's of Saratoga LLC
WellWed - New York's Wedding Magazine
Westaff
Zincastle Software Systems

FEBRUARY HEADS UP

| | | | | |
|--|--|---|---|--|
| February 1, Tuesday 5:00 - 6:30 pm Young Professionals Network | February 8, Tuesday 9:00 - 10:00 am Women's Business Group | February 11, Friday 11:30 - 1:00 pm Networking Luncheon | February 17, Thursday 7:30 - 9:00 am Third Thursday Breakfast | February 24, Thursday 4:00 pm Orientation 5:00 - 6:30 pm Mixer |
|--|--|---|---|--|

JANUARY CHAMBER EVENTS

4

YOUNG PROFESSIONALS NETWORK

Tuesday
5:00 - 6:30 pm
Olde Saratoga Brewery
131 Excelsior Avenue
Saratoga Springs

Networking and Brewery Tours

There are lots of businesses in our county making a great product. Olde Saratoga Brewing Company is one of them. Come and network, sample some of their craft and take a behind the scenes tour of their beer making facility. Cost is \$10 and includes appetizers and beer samples. Reservations are appreciated.

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WOMEN'S BUSINESS GROUP

Tuesday
9:00 - 10:00 am
Hampton Inn and Suites
25 Lake Avenue
Saratoga Springs

Clarity - Defining Expectations
Karen Carey
Life Work Coaching

By focusing and evaluating, we gain clarity in our lives. In doing so, we can better define our expectations. These expectations can be about where we want our business to grow, how we see it operating in the next 3 years or personal expectations about goals we want to set for ourselves. By creating defined expectations, we have a better chance for success. Paths are easier to create to reach your goals when there is a clear understanding of what they are. Additionally, defining expectations also means being realistic – asking a reasonable amount from ourselves, not unattainable goals that doom us to failure. There is no better time to think about this than the beginning of the year – starting the year out with clarity. There is no charge for this event. Reservations by Friday, January 7th are appreciated.

20

THIRD THURSDAY BREAKFAST

Thursday
7:30 - 9:00 am
Saratoga Hilton
534 Broadway
Saratoga Springs

Todd Garofano
Saratoga Convention and Tourism Bureau

Saratoga County has become a year round destination spot for both leisure travelers and for conventions. The new expansion of the Saratoga Springs City Center will have an impact on the size of the groups that can be accommodated as well as the functions that can take place in our area. Almost one year into his position as President of the Convention and Tourism Bureau, Garofano will provide an update about convention tourism in our area, how the new City Center will impact this and what we can look forward to in 2011. Reservations by January 18th are appreciated. Cost: \$15, \$20 after reservation deadline.

27

93rd ANNUAL DINNER

Thursday
6:00 pm cocktail hour
7:00 pm dinner
8:00 pm program
8:30 pm dessert reception
Saratoga Springs City Center
522 Broadway
Saratoga Springs

A celebration of the Chamber's 2010 year

The Saratoga County Chamber of Commerce cordially invites you to attend the 93rd Annual Dinner as we celebrate a year of accomplishments and give recognition to our staff, volunteers, board members, outgoing chair and 25 year anniversary members. Cost is \$100 per person. Member Tables of 10 with recognition are available for \$1,000. Proceeds of this event benefit Chamber Programming. For reservations call 584-3255 or register online, www.saratoga.org/events. Reservations and payment must be made by January 18th

Special thanks to our sponsors to date:

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 Saratoga Spring Water Company
 Saratoga's Community Federal Credit Union



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 NBT Bank
 Quad Graphics
 Saratoga Convention and Tourism Bureau
 Saratoga National Bank
 Saratoga Springs City Center
 Sneeringer Monahan Provost Redgrave Title Agency, Inc
 Stewart's
 The Saratogian
 The Wesley Community

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

NEW YORK STATE RACING

The State's Thoroughbred industry, anchored by the 40-day Saratoga Race Course meet, contributes as much as \$214 million to our region's economy. Protecting this engine for economic growth has always been one of the highest priorities of the Saratoga County Chamber of Commerce. This summer after a ten year fight, State leaders finally approved a VLT operator for Aqueduct which is expected to be of significant benefit to NYRA and the Saratoga Race Meet. With this progress, the Chamber has begun working with a coalition of organizations to promote the July

22, 2011, opening of the historic Saratoga Race Course early, often, and everywhere possible. Within the past few weeks, the Chamber has reached out and spoken directly with Capital area State Senators urging them to join the Assembly and Governor in supporting a bill to restructure New York City OTB to resolve another substantial challenge to the state's Thoroughbred industry. We want to thank Senators Roy McDonald and Neil Breslin as well as Senator Eric Adams for their support of this legislation which unfortunately failed to pass by just three votes on

December 7, 2010. We're now continuing talks with a wide range of officials and organizations to determine how to move forward. Simultaneously, the Chamber has also reached out to US Senator Charles Schumer to discuss the potential adverse impact a new casino in the Catskill's might have on the Thoroughbred racing industry throughout New York and here in Saratoga most importantly. As we make progress, we will continue to keep you informed and to let you know as well if there is ever a chance to help us win the fight.

OUTREACH WITH GLOBALFOUNDRIES

The Saratoga County Chamber of Commerce recently hosted a gathering of 15 spouses of GLOBALFOUNDRIES employees in our conference room for them to network among themselves and to hear from AAA about tips for driving in the win-

ter. All but one of these spouses was from Austin, Texas. Shortly after this event, we received an email from one of the attendees which said: "Our thanks again to you all! You all again have offered us such terrific hospitality. We very much appreciated

the opportunity to hear from AAA and feel reassured that we will handle whatever we're faced with this winter. Saratoga is never short of resources!"

BUYING LOCALLY

The 2011 Membership Directory and Buyer's Guide is currently being published and will be coming out in early January. This Directory along with our online Membership Directory provides your business with maximum exposure. We also distribute copies to all of our members as

well as local municipalities, purchasing agents and people that are new to the area. We encourage all members to use this printed Membership Directory or the online Membership Directory as your local resource for doing business. When you shop local you give back to your community

by creating and sustaining employment opportunities, lower municipal taxes, create a strong economy and show fellow Chamber members and the community you care!