

when you want answers

www.saratoga.org

JUNE 2011

businesses, residents and travelers - everything for saratoga county

In this Issue

Health Insurance
Dental Plans
Flexible Spending Plan
Eyecare Discounts
Energy Discounts
Small Business Consulting
Blitz Thank You's
Upcoming Events
Anniversaries
Job Zone and HR Consulting
New Members

Contact Us

Annamaria Dalton
Email Marketing
Bianka Krueger
Database Updates
Bridget Devaney
Event Registrations
Deb Zeman
Director of Office Operations
Denise Romeo
Programs to save you money
Greg Dixon
Tourism
Jeff Shinaman
Membership
Kathleen Lucey
Chamber Events
Linda Page
Community Calendar
Linda Toohey
Leadership Saratoga
Susan Rowland
Health Insurance
Terri Tommell
Billing Questions
Todd Shimkus
Advocacy Updates

CHAMBER PROGRAMS

During the Chamber's Membership Blitz, 227 new businesses joined the Chamber. Although networking is the most frequently listed reason that organizations join, it is just the beginning of the member benefits and services we offer. The following are some money saving, helpful and available programs for you and your staff.

HEALTH INSURANCE

As a Chamber member, you and your eligible employees may apply for group health coverage. Through various programs, you can realize major savings. Information can be found on our website. Call Susan Rowland at 584-3255, ext. 211 or email srowland@saratoga.org.

DENTAL PLANS

The Chamber offers 2 group dental plans. Information can be found on our website. Call Susan Rowland at 584-3255, ext. 211 or email srowland@saratoga.org.

FLEXIBLE SPENDING 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 pre-tax wages. Call Jeff Shinaman at 584-3255, ext. 202 or email jshinaman@saratoga.org for more details.

EYECARE DISCOUNTS

Members in the optical field provide 15-20% discounts to Chamber members and their employees on eye exams, glasses, and lenses. Call Kathleen Lucey at 584-3255, ext. 201 or email klucey@saratoga.org.

ENERGY DISCOUNTS

By combining the electrical and natural gas usage of thousands of employers, your Chamber can pass savings on energy sources to its members. Members can save 7-8% on their electric and natural gas bill. Call Denise Romeo at 584-3255, ext. 208 or email dromeo@saratoga.org for details.

SMALL BUSINESS CONSULTING

For those firms already in business looking at expansion or problems with growth, Counselors to America's Small Business (SCORE) offers free consulting by senior executives from the private sector. Information and contacts with the Small Business Administration are also available through the Chamber.

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

BLITZ RESULTS 2011

51 Volunteers recruited 227 new members during the Chamber's Annual Membership Blitz that ended April 27.

Thank you to all of our volunteers for a job well done.

TOP INDIVIDUALS

Deborah Iuliano, 22 new members, \$8186
Jessica Petroccione, 1st National Bank of Scotia, 18 new members, \$6069
Chris Harmon, Stadium & West Side Stadium Café, 16 new members, \$5359
Bruce Boghosian, Boghosian Bros., Inc., 16 new members, \$5151

TOP ROOKIES

Kathy Sherman, HR One Consulting, Inc., 10 new members, \$3681
Maureen Ginter, 1st National Bank of Scotia, 10 new members, \$3460

Team Results: Top Team was Team #1

Team 1 Co-captained by Jessica Petraccione and Lisa Boyle	61 new members,	\$19,200 in dues
Team 5 Co-captained by Steve Heidorn and Sam Charbonneau	48 new members,	\$16,293 in dues
Team 2 Co-captained by Christine Cunningham and Jamie Beale	40 new members,	\$13,293 in dues
Team 4 Co-captained by Dan Wagner and Peg Bacon	33 new members,	\$11,729 in dues
Team 3 Co-captained by Peter Goutos and Kiley Wittig	23 new members,	\$8,193 in dues
Deborah Iuliano	22 new members,	\$8,186 in dues

Volunteers Recruiting 5 or more new members

Bruce Boghosian, Boghosian Bros., Inc.
Chris Harmon, Stadium Cafe & West Side Stadium Café
Christine Cunningham, The Williams Inn
Dan Collins, D.A. Collins Companies
Dan Wagner, State Farm Insurance, Dan Wagner Agency
Deborah Iuliano
Elizabeth Macy, Image Photo & Events
Gary Ferguson, Saratoga National Bank Trust Co.
Jessica Petraccione, 1st National Bank of Scotia
Kathy Sherman, HR One Consulting
Lisa Boyle, Boyle Group
Maureen Ginter, 1st National Bank of Scotia
Peter Goutos, CASmith, LLC

Sam Charbonneau, Bricks & Mobile Payments
Steve Heidorn, Broadway Title Agency
Trodder Furlong

Volunteers Recruiting 3-4 new members

Allison Bradley, Select Sotheby's International Realty
Dan Bruno, New York Life
Dan Van Wie, Saratoga National Bank & Trust Co.
Dewey Walling, C. Gerard Marketing/ You Name It
Garth Ellms, Saratoga Festivals
Judy Wentworth Welles, Gideon Putnam Resort
Mark Sidoti, Time Warner Cable Business Class
Patty Mangino, Mangino Buick

Peg Bacon, Saratoga Business Journal
Susan Halstead, Family Vision Care Center

Volunteers Recruiting 1-2 new members

Cecil Provost, Saratoga Modular Homes
Chris Liberty, East Ellm Interiors
Dan Fortier, Longfellows Hotel and Restaurant
Dorothy Rogers-Bullis, drb Interiors
Eileen Long, Arbonne International
Harry Weinhagen, Construction Information Systems, Inc.
Ian Murray, Brookside Nursery
Jamie Beale, Grey Gelding
Jim Pabis, Saratoga Source
John Burke, Select Sotheby's International Realty
John Myers, Oasis Associates

Kara Lais, FitzGerald Morris Baker Firth P.C.
Kiley Wittig, The Print Republic
Linda Ambrosino, G. Willikers
Mark Sperry, H2Pump, LLC
Meg Mahoney, Adirondack Trust Company
Merilee Koss, Souder's Promotions
Mike Baxter, Heber Associates, Inc.
Rebecca DuBois, The Coffee News
Rebeckah Foster, Longfellow's Hotel and Restaurant
Rod Bacon, Saratoga Business Journal
Shawn Beebie, Beebie Printing
Susan Slovic, Ballston Spa National Bank
Theresa Skaine, Lemery Greisler, LLC
Vicki Aldrich, Weichert Realty

THANKS

We appreciate the generous donation of prizes by the following members for this year's Membership Blitz

TOP PRIZE PROVIDERS

Hal Schultz, H.R. Schultz Inc.
Captain Bob Allen
Mirror Lake Inn

VOLUNTEER PRIZE PROVIDERS

Wild Birds Unlimited
Whalen's Horseradish Products
Westside Stadium Café
Upstate Transit of Saratoga
Universal Preservation Hall
TreePaad Fun Center
Treasures
Top Dog Pet Fence
Sushi Thai Garden
Sundaes Best Hot Fudge Sauce
Stadium Café
Springwater Bed and Breakfast

SPAC
Spa Brauhaus Restaurant
Six Flags Great Escape Lodge & Indoor Water Park
Saratoga Statement
Saratoga Spring Water Co
Saratoga Specialties Company
Saratoga Spa Golf
Saratoga Skydiving Adventures
Saratoga Savoy Center of Dance
Saratoga Restaurant Diner
Saratoga Lake Golf Club
Saratoga Festivals, LLC
Saratoga Eagle Sales & Service Inc
Saratoga Casino & Raceway
Saratoga Business Journal
Saratoga Arms
Sam's Club
Roosevelt Inn & Suites

Residence Inn by Marriott-Saratoga Springs
Reform, A True Pilates Studio
Queensbury Hotel
Putnam Market
Prime at Saratoga National
Plum Dandy
PJ's Saratoga Style Bar-B-Q
Pizza Hut
Palace Theatre
Olde Bryan Inn
North Country Pest Control
New York Racing Association
National Museum of Dance
Medbery Inn & Day Spa
Mary Kay Cosmetics-Jackie Bennett
Mangino Buick
Mama Mia's Pizza & Café
Longfellows Restaurant

Lake Ridge Restaurant
Impressions of Saratoga
Hyatt Place Saratoga/Malta
Howe Caverns
Hot Yoga Saratoga
Home Made Theater
Holiday Inn-Saratoga Springs
Hannaford Supermarket
Gideon Putnam Resort
Galway Golf Club
Gaffney's
Fifty South Bar & Restaurant
Feigenbaum Cleaners
Family Vision Care Center
Fairfield Inn & Suites by Marriott
Epiphany of Hair Design
Elizabeth Keelan
Double M Western Store and Rodeo

Dehns Flowers
Davidson Bros Restaurant & Brewery
Cudney's Launderers & Dry Cleaners
Crafters Gallery
Cliff's Country Inn
Chris' Coffee Service & Roasters
Century House, a Clarion Hotel
Boxley's Services
Benson's Pet Center
Batcheller Mansion Inn
Arbonne International - Erin Smith
Albany Devils
Alabu Skin Care
Airway Meadows Golf Club
Adirondack Life
9 Maple Avenue

J U N E C H A M B E R E V E N T S

3 **YOUNG PROFESSIONALS NETWORK**
Friday **Networking**
4:30 - 5:45 pm - Tailgate
6:00 pm - Battle of the Bands

For the second consecutive year, SPAC is holding a Battle of the Bands event. Ten bands from the region have been selected as finalists. The Young Professionals group and the SPAC Junior Committee have created a great way to wind down from the week. Join for a VIP tailgate party on the Gideon Putnam Patio with lots of appetizers and open bar. Walk across the lawn to the theater at 6 pm for the performances. Please register by June 1st. Cost for the party and the event is \$30.

7 **YOUNG PROFESSIONALS NETWORK**
Tuesday **Networking**
5:00 - 6:30 pm
Olde Bryan Inn Patio
123 Maple Avenue
Saratoga Springs

Connect with colleagues and make new connections. Join us on Olde Bryan Inn's wonderful patio. They are turning it over to us to use to network. Bring a co-worker that hasn't participated in one of our YPN events! Reservations by Monday, June 6th are appreciated.

8 **LUNCHEON WITH CONGRESSMAN GIBSON**
Wednesday **Addressing issues affecting our area**
11:30 a.m. lunch
12:15 p.m. program
Saratoga City Center
522 Broadway
Saratoga Springs

This luncheon gives members the opportunity to hear from our Congressman on issues affecting our County. It also gives us the opportunity to ask the questions we want answers to. This program is presented in conjunction with the Chamber of Southern Saratoga County and the Adirondack Regional Chamber of Commerce. Cost is \$25. Reservations made by Monday, June 6th are appreciated.

Thank you to O'Connell and Aronowitz for sponsoring this event.



9 **TECH VALLEY GLOBAL BUSINESS NETWORK**
Thursday **Really Useful Websites for International Businesspeople**
7:30 - 9:00 am
Chamber Offices
28 Clinton Street
Saratoga Springs

Barney Lehrer, vice president of FITAonline (the Federation of International Trade Associations) and Mark Lewis, senior trade specialist with the U.S. Department of Commerce, will demonstrate several free websites that provide valuable information to Tech Valley business people involved in global trade. Gain knowledge on the identification of promising export markets, compliance with export control regulations and destinations of U.S. exports of products with classifications similar to yours. No charge. This meeting is part of a regional initiative. Please register with the Albany Colonie Chamber of Commerce to attend, www.acchamber.org

10 **NETWORKING LUNCHEON**
Friday **Networking**
11:30 - 1:00 pm
Saratoga National Golf Club
458 Union Avenue
Saratoga Springs

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 June 8th. \$15 with reservations, \$20 without.

14 **WOMENS BUSINESS GROUP**
Tuesday **Full Day Retreat Taking Care of YOU**
9:00 - 4:30 p.m. **Cost: \$40**
Wiawaka Holiday House
3778 State Route 9L
Lake George

Women can tend to spend a lot of time taking care of others. This day is for YOU. Three topics will be covered and a continental breakfast and lunch will be provided. Topics include: Leadership - Balancing different styles while keeping life in balance, Networking and Etiquette and a Personal Space activity. There will be time as well to tour the property and grounds of Wiawaka. Space is limited to 40 women. Cost is \$50. Please rsvp by Friday, June 10th.

15 **NEW MEMBER BREAKFAST**
Wednesday **Networking and Information**
8:00 - 9:00 am
Chamber Offices
28 Clinton Street
Saratoga Springs

Have you joined the Chamber since January 2011? Join us for an informational meeting at the Chamber offices. This is your opportunity to meet your Chamber staff, locate the offices where seminars are held and have any questions you have answered. We look forward to getting to know our new members and finding out how we can assist you and your business. Please call to reserve a space.

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

JUNE CHAMBER EVENTS

15

SPECIAL MIXER
Wednesday
5:00 - 7:00 pm
Wheatfields Bistro and Wine Bar
54 Crossing Blvd.
Clifton Park

Networking

The Chamber's new strategic plan calls upon the organization to be a vocal and visible promoter of its members and to be inclusive, effective, accessible and connected to all of the communities throughout Saratoga County. One of the ways the Chamber will accomplish these goals is to host networking events throughout Saratoga County such as this event on June 15th. Join us and connect with people from various parts of our county. Cost with reservation is \$5, without reservation is \$10. Registration deadline is Monday, June 13th.

16

THIRD THURSDAY BREAKFAST
Thursday
7:30 - 9:00 am
National Museum of Racing
191 Union Avenue
Saratoga Springs

Charles Hayward
President/CEO NYRA
A look forward to this year's racing season

The racing industry has an impact throughout Saratoga County and beyond. This event will provide members the opportunity to hear what updates and changes we might expect as well as a forecast for how the season looks. Cost is \$15 with reservations, \$20 after the reservation deadline. Registration deadline is Tuesday, June 14th.

Thank you to the Showcase of Homes for sponsoring this event.

Thank you to Longfellow's Hotel and Restaurant for catering this event.



23

ORIENTATION AND MIXER
Thursday
4:00 - 5:00 pm
Orientation
5:00 - 6:30 pm Mixer
Universal Preservation Hall
25 Washington Street
Saratoga Springs

Networking

Attending orientation will get you preferred parking, no admission fee, a complimentary beverage and lots of information about what the Chamber can do for you. Do you have questions, specific needs or an idea? Come and let us know. Veteran members are also welcome. Meet new contacts at the mixer - bring lots of business cards! \$2 beverages and free hors d'oeuvres. Cost is \$5 with reservations, \$10 after reservation deadline. Reservation deadline is 5:00 pm, Tuesday, June 21st.

Thank you to Carter Conboy for sponsoring this event.

Thank you to Classe Catering for catering this event.



28

NEW MEMBER BREAKFAST
Tuesday
8:00 - 9:00 am
Chamber Offices
28 Clinton Street
Saratoga Springs

Networking and Information

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JULY HEADS UP

July 6, Wednesday
 5:00 - 6:30 pm
 Young Professionals Network

July 12, Tuesday
 5:00 - 6:30 pm
 Women's Business Group

July 13, Wednesday
 7:30 - 9:30 am
 11:30 - 1:30 pm
 Special Program with Jack Keogh
 Global Communities

July 14, Thursday
 5:30 - 8:00 pm
 Chamber Cruise on the Hudson

July 15, Friday
 5:30 pm
 Chamber Polo Match

July 21, Thursday
 7:30 - 9:00 am
 Third Thursday Breakfast

July 28, Thursday
 5:00 - 6:30 pm
 Member Mixer

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

ANNIVERSARIES

OVER 50 YEARS

Boyce & Drake Co., Inc.
Gideon Putnam Resort
Panza's Restaurant

OVER 40 YEARS

Curtis Lumber Company, Inc.
Freeman & Shea Co. Inc.
Lee & Lee Associates

OVER 35 YEARS

The Business Review
Campito Plumbing & Heating, Inc.
Soave Faire, Inc.
The Wesley Community

OVER 30 YEARS

Brookhaven Golf Club
CHA
Jeffrey W. Gorss, Photography
The LA Group Landscape Architecture
and Engineering
Saratoga Shoe Depot
Michael J. Toohey, Attorney
West & Company CPA's PC

OVER 25 YEARS

Caroline Street Association
Double M. Western & Feed Store
Duke Concrete Products, Inc.
Dunkin Donuts
Kennedy's Income Tax Service
The Okby Group, Morgan Stanley
Smith Barney
Sage Wealth Management, Inc.
Saratoga Springs City School District
Slocum Publishing Co.
St. Charles Motel
Stewart Title Insurance Company
Superior Coach, Inc.
T-Shirt Graphics
Nelson Yager Construction, Inc.
Zinter Handling Inc.

OVER 20 YEARS

Battenkill Riversports & Campground
Nancy E. Bunting, Attorney at Law

Town of Halfmoon
Robert O. McCabe, D.P.M.
Warren Electric Supply, Inc.

OVER FIFTEEN YEARS

Black Orchid Stable
Cutler Trainor & Cutler LLP
The Fort Miller Group
Great Electric Co.
Hannaford Supermarket
King Enterprises
Kings-Ransom Farm
Lafferty Architect
Lake George Shoreline Cruise
The Olde Stone House Inn
Original Works
Quality Retail Systems
The Sara-Glen Motel
Saratoga Glen Hollow Water Supply
Corp.
Saratoga Guitar
The Saratoga Trunk-Gruppo
Saratoga Vision Associates
Superior Automotive

OVER TEN YEARS

ACE Hardware Corporation
ADT Security Services, Inc.
All Print
Benchmark Printing, Inc.
Black Diamond Caterers
Brown & Brown of New York, Inc.
Cracker Barrel
Fine Affairs, Inc.
Instrumental Software Technologies, Inc.
Liberty Ridge Farm
Longfellows Hotel & Restaurant
Mirror Lake Inn Resort & Spa
New York Long -Term Care Brokers Ltd
Old Saratoga Restorations
Randall Perry Photography
Quiet Run Ltd.
Regent Communications
Saratoga Automobile Museum
Saratoga Lumber Traders, Inc.
Saratoga National Golf Club

Saratoga Springs Veterinary Hospital
City of Saratoga Springs
Symmetry Gallery
Teakwood Builders, Inc.
Turner Construction

OVER FIVE YEARS

Bacigalupo Trucking and Excavating
Balet Flowers and Design, LLC
Raymond Bryan
Nicole Byrne, DMD, PLLC
Capital District Humane Association, Inc.
Clipper Magazine
Crossroads Center For Children
D.J. Rossetti, Inc.
Petra V. Enzien, DMD
Everett J. Prescott, Inc.
Fidelis Care New York
Greater Adirondack Home Aides
Herzog Law Firm, P.C.
Homestead Funding Corp.
Kincaid Network Solutions
Miranda Real Estate Group, Inc.
Mohawk Home Comfort Service
Sue Nazzaro, Music
New York Business Development
Corporation
Town of Northumberland
Northwestern Mutual Financial
Network - The Tronco Financial
Group
Ethel Pregent
Realty Saratoga
Rejuvenescence Massage Therapy
Town of Saratoga
Saratoga-Wilton Elks Lodge #161
SAS Builders, LLC
St. Clement's Regional Catholic
School
Village of Stillwater

OVER ONE YEAR

A M MacCormick, LLC
Abele Tractor & Equipment Co., Inc.
AJS Masonry, Inc.
Allegory Studios

Aries Chemical
Auto Haus Motors
Bernard's Way Painting
Candy Factory Productions, LLC
Capital District Human Resources
Professionals
CardiologyCoder.com, Inc.
Carpe Diem Electrolysis & Skin Care
Couch White, LLP
Cowley Engineering, PC
Crockett Enterprises
Easyhome of Ballston Spa
Enterprise Planning Solutions, Inc.
Family Danz Heating and Air
Conditioning
Field View Development, Inc.
First Investors Corp.
Global Health Economic Projects, LLC
Hillcrest Foods, Inc.
Hunt Commercial
IFYL Consulting, LLC
Integrated Staffing Corporation
ITT Technical Institute
Kitchens by Christina, KBC Design
Studio
Kivort Steel, Inc.
M&T Bank
Metro Lacrosse
Parting Glass Racing, LLC
Piedmont Law Firm
Positudes, Inc./Adirondack Spintacular/Lawrence Madeiros Scholarship
Rebath of Albany
Reflections
Roland J. Down, LLC, Service Experts
Sanders Fire & Safety
Saratoga Associates
Saratoga Specialties Company
The Law Office of Joseph C. Scala
Richard A. Serian
The Shaker Group
Shannon-Rose Design
TCAR, Inc.
Upstate Cellular Phones
Ryan E. Wolpert, DDS, LLC
Nicholas P. Zito Racing Stables, Inc.

SPACE FOR LEASE

3-11 Maple Dell, Saratoga Springs



- 1300 sq ft building available this September
- Visibility from Route 50
- Public water and sewer
- On site parking
- \$16 psf plus utilities/taxes

For more information please contact:

Stewart's Development
Jennifer Howard
581-1000 ext. 4415
jhoward@stewartssshops.com



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

JOB ZONE AND HUMAN RESOURCES CONSULTING

When you post a job opening and prepare to conduct interviews, are you sure what questions you can and can't ask of an applicant you may find using the Chamber's job zone? When you hire a new employee, are you sure what forms you need to give them to comply with various federal and state employment laws? If you're using the job zone to promote a new job that came open because you had to terminate another person's employment, are you sure that you followed all of the rules? To make sure you are hiring, firing, or interviewing employees and prospective employees, you might want to consider using the services covered in the Human Resources Consulting benefit. The Saratoga County Chamber and HR-One Consulting, Inc. have paired up to offer you complimentary use of a professional Human Resource firm. The Chamber recognizes that managing employees presents challenges to

all employers, regardless of size. Management decisions can sometimes be made in haste, without an understanding of the potential long-term ramifications. Particularly for the small employer, it has become increasingly difficult to stay abreast of the complexities of federal and state employment regulations.

HR-One's confidential Human Resource "helpline" is offered to you free of charge, for up to four calls per calendar year.

HR-One provides detailed assistance with employee handbooks, wage & salary administration, performance appraisals, training, unemployment claims administration, labor regulation compliance, and more. Call the Chamber for more information.



www.saratoga.myjobzone.net

NEW MEMBERS



The 2011 supplement to the Member Directory and Buyers Guide should be arriving shortly. All members that joined since the Directory was printed, November of 2010, will be included in this publication. Please add the supplement to your Directory and remember to refer to that or our online Directory when looking for a firm with whom you would like to do business.

Thank you for being a member!