

when you want answers

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MARCH 2011

businesses, residents and travelers - everything for saratoga county

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28 Clinton Street, 2nd Floor
Saratoga Springs, NY 12866
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RACING IN SARATOGA

Todd Shimkus and Greg Dixon of the Chamber staff met with the Saratoga County Board of Supervisor's Racing Committee at the invitation of Committee Chairman Bill Peck to brief the committee on the Chamber's meeting with Senate Majority Leader Dean Skelos, Senator Roy McDonald and Senator Hugh Farley. The Chamber drafted a series of suggestions for state leaders to consider to protect and enhance Saratoga's position as a premier destination for world-class racing. After reviewing these suggestions, the Committee voted to support the Chamber's position.

TOURISM UPDATES

Marcia White, Rita Cox, Todd Garafano, Cindy Hollowood, Greg Dixon and Todd Shimkus were among the more than 75 tourism leaders asked to participate in a brainstorming breakfast hosted by Senator Betty Little, Chair of the Senate's Tourism Committee. The issues discussed included: opposition to the Governor's proposal to impose a new \$3 million tax on horse racing purses; improved marketing of local cultural attractions; and an effort to push Amtrak to allow riders coming to Saratoga to bring their bikes with them.

Thank you to NYRA and Saratoga Arms for making it possible for us to promote Saratoga as a global destination for tourists with the help of Drew Carey on an episode of The Price is Right. The 2/17 show is online at CBS.com where you can see just the Saratoga section at about the 32 minute mark. A special thank you to Mark Bardack, owner of Ed Lewi Associates, in securing some great local coverage of this event.

PROTECTING YOUR INVESTMENT

The Chamber's Board of Directors has formed two new committees; a Finance Committee and an Audit Committee. These committees are charged with overseeing the financial operations of the Chamber to make sure that your membership investment in this organization is managed appropriately and efficiently. The members of the Finance Committee include: Steve Heidorn, Broadway Title Agency, Bruce Boghosian, Boghosian Brothers, Susan Slovic, Ballston Spa National Bank, and Dan Collins, D.A. Collins Companies. The members of the Audit Committee include: Brian Nealon, The Wesley Community, Susan Halstead, Family Vision Care Center, and Gary Ferguson, Saratoga National Bank.

VOCAL PROMOTER

Beyond paid advertising, Greg Dixon works to help travel writers find local destinations that might fit stories they are writing for various publications. Recently, an article appeared in AAA Car and Travel promoting a local sugar maple farm in Corinth as a result of these efforts. This publications' circulation is over 900,000. Similarly, the Chamber worked with an author to help with her research on exceptional local cuisine and unique recipes leading to the promotion of Saratoga in the Sun Gazette in Washington DC.

BUSINESS - EDUCATION PARTNERSHIP

Business-Education Partnership – The Chamber recently provided a strong letter of support to Dr. Joseph Dragone, Superintendent of the Ballston Spa Central School District. They are seeking grant funds to partner with Hudson Valley Community College to expand a Clean Tech and Sustainable Industries program for grades 9 - 12.

NEW MEMBERS

Adirondack Lyme Disease Foundation, Inc.
Linda McAllister
102 Fifth Ave.
Saratoga Springs, NY 12866
580-9731 FAX: 580-9731
info@adirondacklymediseasefoundation.com
www.AdirondackLymeDiseaseFoundation.com
Advocacy/Education/Support

Atkins Landscaping
Kurt Atkins
1788 Rte. 196
Hudson Falls, NY 12839
761-9522
info@atkinslandscaping.com
www.atkinslandscaping.com
Full Service Landscaping Contractor

Bottomline Bookkeeping
Nancy Oglesby
112 Middle Grove Rd.
Greenfield Center, NY 12833
306-5103 FAX: 584-3204
nancy@nancyland.net
www.nancyland.net
Payroll/Reports/Billing/Rec./Payables

CBS6-WRGB, CW15-WCWN
Vincent Nelson
1400 Balltown Rd.
Schenectady, NY 12309
346-6666
www.cbs6albany.com
CBS & CW Network Affiliates

Colonial Life / Paul Revere
Mark O'Connell
376 Broadway, Ste. 16
Saratoga Springs, NY 12866
859-1500 FAX: 684-9333
mark.oconnell@coloniallife.com
Benefit Commun Co/Insurance

Community Care Physicians, PC
Alexis Musto
711 Troy-Schenectady Rd.
Ste. 201
Latham, NY 12110
213-0322 FAX: 782-3798
amusto@communitycare.com
www.communitycare.com
Medical Group-Locations Throughout Region

Community Care Physicians,
PC - Burnt Hills Pediatric and Internal
Medicine
Kim Hipwell
1184 State Route 50
Ballston Lake, NY 12019
384-1281 FAX: 384-0321
www.communitycare.com

Community Care Physicians,
PC - Community Care Family
Medicine
Joanne Peluso
5 Southside Dr. Ste. 204
Clifton Park, NY 12065
371-9355 FAX: 373-9139
www.communitycare.com

Community Care Physicians,
PC - Community Care Pediatrics
Barbara Lurz
1735 Route 9
Clifton Park, NY 12065
371-5437 FAX: 383-6737
www.communitycare.com

Community Care Physicians, PC-
Clifton Park Family Medicine
Barbara Swan
1735 Route 9, Ste. 105
Clifton Park, NY 12065
383-2366 FAX: 383-6022
www.communitycare.com

Community Care Physicians, PC-
Community Care Pediatrics Malta
Diane Ethier
Parade Ground Village, Bldg. 3
Ste. 123
Ballston Spa, NY 12020
584-0355 FAX: 583-7665
www.communitycare.com

Community Care Physicians, PC-
ImageCare Medical Imaging
Kim Fusco
1735 Route 9, Ste. 104
Clifton Park, NY 12065
213-0395 FAX: 373-1470
www.communitycare.com

Community Care Physicians, PC-
OB/Gyn Health Center Associates
Susan Padula
5 Southside Drive, Ste. 204
Clifton Park, NY 12065
274-0476 FAX: 274-0497
www.communitycare.com

Community Care Physicians, PC-
Physical Therapy
Michelle Green
1735 Route 9, Ste. 101
Clifton Park, NY 12866
373-2042 FAX: 373-1293
www.communitycare.com

Elise Ember Abreu, Licensed Speech-
Language Pathologist
Elise Ember Abreu
55 Wineberry Lane
Malta, NY 12020
522-0851 FAX: 899-2823
Speech Language Pathologist

Five Guys Burgers and Fries
TJ Hada
3057 Rte. 50
Saratoga Springs, NY 12866
583-3135 FAX: 583-3136
www.fiveguys.com
Hamburgers/Hot Dogs & Sandwiches

Greenfield Animal Hospital
Dr. Frank Akawi
3100 Route 9N
Greenfield Center, NY 12833
893-6228 FAX: 893-6227
greenfieldvet@aol.com
www.greenfieldvets.com
Vet Clinic Full Svc Animal Hosp

Holiday Inn Resort Lake George
Bruce VanWormer
2223 Canada Street
Lake George, NY 12845
668-5762
bvanwormer@turfhoteles.com
www.lakegeorgeturf.com
Full Service Resort Hotel

Lumberjack Films
Patrick Willems
116 Parkhurst Rd.
Gansevoort, NY 12831
253-1230 FAX:
info@lumberjackfilms.net
www.lumberjackfilms.net
Exciting affordable video production

Minerva Coins & Jewelry, Ltd.
Anthony J. Swiatek
P.O. Box 684
Saratoga Springs, NY 12866
587-9451 FAX: 587-9451
uscoinguru@aol.com
www.anthonyswiatek.com
Buy Sell Appraise Coins-Jewelry

Stephen Perrino
P.O. Box 4697
Saratoga Springs, NY 12866
581-2812
stephen_perrino@live.com

Present Sun Stables
Peter H. Stolzar
161 White Rd.
Ballston Spa, NY 12020
885-1903
Horse Boarding/Lessons/Leasing/
Sales

Saratoga Fine Art
Peter Bazar
15 Saddle Brook Drive
Saratoga Springs, NY 12866
542-4025
Private Art Dealer

Senior Whole Health
Meg Wallinford
200 South Pearl St., Ste. 201
Albany, NY 12202
472-5207 FAX: 426-4717
www.seniorwholehealth.com
Health insurance

Three Olives Family Restaurant
Nick Renda
2100 Doubleday Ave.
Carousel Village
Ballston Spa, NY 12020
www.threeolivesrestaurant.com
Full Service Italian Family Restaurant

Web Services Group, Inc.
Jim Gile
Ste. 203,201 Congress St.
Saratoga Springs, NY 12866
435-0682
info@wsg.net
www.wsg.net
IT/Network Support & Web Site
Consult

CORRECTIONS

We inadvertently left a very valued member out of 25+years anniversaries. Clements Insurance Brokers, Inc. have been very supportive Chamber members for almost 60 years. They are getting ready to celebrate their 60 years in business and support of the Saratoga County Chamber of Commerce this year.

Additional corrections to the recently printed Member Directory are:

Gerber Family Chiropractic, 2nd Location
78 B Church Street
Saratoga Springs, NY 12866
306-5322

The Springwater Bed and Breakfast
94 George Street
Saratoga Springs, NY 12866
583-3661

Holmes Painting - Kevin Holmes
29 Magnolia Drive
Saratoga Springs, NY 12866
kholmes@nycap.rr.com

MARCH CHAMBER EVENTS

1 **YOUNG PROFESSIONALS NETWORK**
Tuesday
5:00 - 7:30 pm
Longfellow's Hotel and Restaurant
500 Union Avenue
Saratoga Springs

Bruce Parsons
Parsons Associates
and Networking

The Young Professionals are hosting a joint event with Adirondack Regional Chamber of Commerce's Young Professionals Organization. This is part of the professional development series being sponsored by SUNY Adirondack. Parson's workshop focuses on; "How to Outperform and Outlast the Competition; Embracing Change & Thriving". Topics to be covered include: how to exploit change for maximum growth, the 4 reasons people resist change and how to overcome them and 5 strategies for organizational change. Registration will begin at 5pm, the presentation will start at 6 and last 30 minutes, there will then be time for Q & A. Networking to follow, cash bar and free hors d'oeuvres. Cost is \$10. Please rsvp by Monday, February, 28th.

8 **WOMEN'S BUSINESS GROUP**
Tuesday
9:00 - 10:00 am
The Inn at Saratoga
231 Broadway
Saratoga Springs

Creating your Brand
Theresa Agresta Marshall
Allegory Studios

What's Your Story? Learn how the culture and personality of your company (or yourself!) can become the foundation of your brand story. Join Theresa Agresta from Allegory, a Saratoga brand development and marketing communications firm, as she leads the Women's Business Group through a fun, interactive quiz that will get you thinking about new and creative ways to promote your business or talk about your strengths. There is no charge for this event. Reservations by Friday, March 4th are appreciated.

17 **THIRD THURSDAY BREAKFAST**
Thursday
7:30 - 9:00 am
Gideon Putnam
Arches Room
Saratoga Spa State Park
Saratoga Springs

Spencer Hellwig,
Saratoga County
Administrator
Tom Wood
Chair of Board of
Supervisors

What can we expect to see in 2011 in our County? What changes, improvements or challenges do we need to be prepared for as business people? Our new County Administrator and 2011 Chair of the Board will present a State of the County and also be available for our questions. This event is co-hosted with the Chamber of Southern Saratoga County. Reservations by Tuesday, March 15th are appreciated. Cost: \$15, \$20 after reservation deadline.

24 **ORIENTATION AND MIXER**
Thursday
4:00 - 5:00 pm
Orientation
5:00 - 6:30 pm Mixer
National Museum of
Dance
99 South Broadway
Saratoga Springs

Networking
Catered by
Lily and the Rose

At orientation you receive preferred parking, no admission fee, 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, March 22nd.

28 **MEMBERSHIP BLITZ ORIENTATION**
Monday
4:00 - rookie volunteers
5:00 - 6:30 pm - teams
orientation
Lillian's Restaurant
408 Broadway - upstairs
Saratoga Springs

Informational Mixer

The Chamber's volunteer Membership Committee has lined up five recruiting teams and they need your help. Join the committee, the Chamber Board and over 50 additional fellow members in recruiting some new members during the month of April. This informational mixer will give you all the ammunition and leads you'll need to invite prospective members to join. Enjoy free food and drinks, get some tips on sponsoring new members and meet some of the most interesting and outgoing volunteers at this free event. There are over 100 prizes to be given away during this campaign and at the Finish Line Prize Party on April 27. Call Jeff Shinaman at 584-3255 or e-mail jshinaman@saratoga.org. Please join us. Your team is waiting.

APRIL HEADS UP

April 5, Tuesday 5:00 - 6:30 pm Young Professionals Network	April 12, Tuesday 9:00 - 10:00 am Women's Business Group	April 21, Thursday 7:30 - 9:00 am Third Thursday Breakfast	April 28, Thursday 4:00 pm Orientation 5:00 - 6:30 pm Mixer
April 8, Friday 11:30 - 1:00 pm Networking Luncheon	April 14, 8:00 - 9:00 am Blitz Kick Off Breakfast	April 27, Wednesday 4:30 - 6:30 pm Blitz Prize Party	

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

CAPABLE PARTNER

Kathleen Lucey and Jeff Shinaman of the Chamber hosted a meeting of the Presidents and some Vice Presidents of the Malta, Ballston Spa, Greenfield and Burnt Hills/Ballston Lake Business and Professional Associations. The group plans to hold a cooperative networking mixer for the members of these BPA's. They discussed other challenges associated with

membership recruitment, taking positions on local public policy issues, and ways to get more members to participate in local events.

Linda Toohey, Jeff Shinaman and Todd Shimkus, Chamber staff, recently attended the Malta BPA's Annual Dinner at Panza's. The dinner included a celebra-

tion honoring those who helped create the organization 25 years ago. Paul Loomis, MBPA's President, specifically thanked the Saratoga County Chamber of Commerce for their leadership in the creation and advancement of the organization.

WEBSITE UPDATE

www.saratoga.org - We have the statistics for 2010 and www.saratoga.org recorded over 28 million hits and 1.2 million

visits, both up from 2009. Unique visits to the site were over 400,000. Our job zone, membership directory and events page

remain the three most popular areas of our site.

MARCH ANNIVERSARIES

OVER FIFTY YEARS

Saratoga Downtowner

OVER THIRTY FIVE YEARS

Bill O'Donnell Creative Ideas

OVER TWENTY FIVE YEARS

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

OVER TWENTY YEARS

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

OVER FIFTEEN YEARS

The Anglican Bibliopole
The Ballston Spa Country Club Inc.
Bethesda Episcopal Church
Domestic Violence Services and Rape Crisis of Saratoga County
Greater Capital Assoc.-Realtors Inc
The Hyde Collection
Town of Malta

Nickerson Corporation
Northern Roads Productions
J.W. Pfeil & Company, Inc.
Putnam Market
Richard Sears Tree Experts, Inc.
John W. Sutton, Attorney
Systems Integrity, Inc.
Verhaeg Building & Remodeling, Inc.
Winkle Construction

OVER TEN YEARS

Adirondack Resource Mgmt. Assoc., LLC
American Cancer Society
American Diabetes Assn.
Appolo Heating, Inc.
Arnoff Moving & Storage of Albany, Inc.
Village of Ballston Spa
Bedrock Construction
Bob Ewell Photography
Garden Time
Hall of Springs
Huskie Engineering
Lemery Greisler, LLC
MJ Engineering & Land Surveying
Mr. Sandman-USA, Inc.
New York State Recreation & Park Society
Revered Business Solutions
Saratoga Marketing Group
Smith Barney
WAMC NE Public Radio

OVER FIVE YEARS

Ballston Spa Business & Professional Association

Boathouse Bed & Breakfast
Cipriano and Brown, P.C.
Copeland Environmental, LLC
The Doane Stuart School
E & J Power Source
Highland & Company, Inc.
The Initiatives Group, LLC
Janney Montgomery Scott, LLC.
The JG Group, Inc.
Liberty Mutual
Chris Mangini Design
Mud Creek Enterprises, LLC
nfrastructure technologies, inc.
Northeast Promotional Group
Plank, LLC
Presbyterian New England
Congregational Church
Purdy Realty, LLC
Raymond James Financial Services, Inc.
Kristin V. Rehder & Associates, LLC
Repeat Business Systems
Jan Roth
The Saratoga City Tavern
Saratoga Rowing Association
Law Office of Matthew J. Sgambettera
Signature Cabinet Group
The Sports Page Ski & Patio Shop
Timeless Weddings
Visual Element
What's Cooking
Windsor Development Group, Inc.

OVER ONE YEAR

AB Distributing
Adirondack Health & Wellness

ADP, Inc.
AMC Pest Control
Cantina
Cecile Window Couture, Ltd.
Christ the King Spiritual Life Center
Color and Hair Designs by Maggie
Creative Land Care
Desmond Media
Favata's Bakery in Saratoga
Commissary
Law Office of Daniel S. Glaser, PLLC
Heineken USA
Integral Controls, Inc.
Jack Werksman Marketing
Jersen Construction Group, LLC
Johnston Paper
Kelly & Leonard, LLP
Macica Consulting LLC
K A Martin Engineer, PLLC
MeetMax Conference Software
Minnowbrook Conference Center
Pine Lake Stoves
Pinnacle Realty Saratoga, LLC
PuroClean Certified Restoration, LLC
Rebuilding Together Saratoga County
Saratoga Center for Social Therapy
Saratoga FMS, Inc.
Saratoga Mini Storage
Saratoga Strategic Planning
Smile Sanctuary
Tark's Indoor Golf Club
Theatrical Stagehands of SSNY