

when you want answers

# www.saratoga.org

NOVEMBER 2011

businesses, residents and travelers - everything for saratoga county

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## Contact Us

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## THE CHAMBER WORKING FOR YOU

The Saratoga County Chamber of Commerce is pleased to report that the Albany International Airport has been awarded a \$750,000 Small Community Air Service Development (SCASD) grant. The grant, from the U.S. Department of Transportation, will be used to help attract a new airline to serve Albany International Airport or to improve Albany's existing service with the addition of a new non-stop destination.

Senators Charles Schumer and Kirsten Gillibrand, along with Congressmen Paul Tonko and Chris Gibson were instrumental in assisting the Airport to obtain the grant. The award of this grant is the result of a successful partnership between the Airport and the Albany-Colonie Regional Chamber of Commerce, the Center for Economic Growth, the Chamber of Schenectady County, the Rensselaer County Regional Chamber of Commerce and the Saratoga County Chamber of Commerce, and that together assembled pledged funds totaling \$253,500 in cash from local businesses and \$291,600 in in-kind advertising from local broadcast, newspaper and billboard firms.



The Authority's grant award will be used to provide a revenue guarantee to an airline that establishes new direct service from Albany to Houston or Denver or Dallas-Fort Worth. These locations were selected following a thorough review of Albany's passenger traffic that showed a sufficient number of passengers were already using these hubs and the hub's ability to improve connectivity for business and leisure travelers to other locations in the Southwest that are not served by direct air service from Albany.

F. Michael Tucker, President of the Center for Economic Growth, notes that better transportation options will improve the region's competitiveness by helping local businesses grow and attracting new industry. "CEG is delighted to have worked with our Chamber of Commerce partners and key business supporters to help make the airport's proposal a strong one. This program will help to address the needs of the business community and is important to the long-term growth of Tech Valley," he said.

"This award demonstrates how much we can accomplish as a region when our organizations collaborate to get things done. Kudos to the Albany International Airport for taking the lead in filing this grant application and to the dozens of local companies who agreed to invest in this unique and very important economic development project," said Todd Shimkus, President of the Saratoga County Chamber of Commerce. "Now the real work begins as our partnership seeks to attract new flights, new carriers and lower rates to those using the Albany International Airport."

## NEW MEMBERS

Auster Wang Business and Consulting Services, LLC  
Phyllis Wang  
16 Leaward Way  
Saratoga Springs, NY 12866  
469-9961  
p.auster.wang@gmail.com  
www.austerwangbcs.com  
Educ/Meeting Strategic Planning

Adirondack Fuels  
Paul Przbylo  
P.O. Box 4213  
Queensbury, NY 12804  
793-4612  
Delivery Fuel/Oil/Kerosene Prod.

Custom Renovations  
Daniel Camarota  
21 Meditation Way  
Saratoga Springs, NY 12866  
587-8357  
dcamarota@crsaratoga.com  
www.crsaratoga.com  
Remodel Kitchen/Baths/Base/Addit

DeLorenzo & Associates  
Nancy DeLorenzo  
23 Young Road  
Middle Grove, NY 12850  
581-0163  
Tax Accounting Services

Elite Property Care  
Vincent Santandrea  
20C Vatrano Rd  
Albany, NY 12205  
218-7301  
VinceS@epropcare.com  
www.epropcare.com  
Lawncare Landscaping Snowplowing

Endorphin Advisors  
Erik Bunaes  
P.O. Box 11347  
Albany, NY 12211-0347  
250-9035  
erik@endorphinadvisors.com  
www.endorphinadvisors.com  
Bus Develop Strategy/Intern Mark

GSS Infotech Inc.  
Michael Murray  
52 Native Dancer Ln.  
Saratoga Springs, NY 12866  
724-3126  
Mike.Murray@gssinfotech.com  
www.gssinfotech.com  
IT Consulting/Services/Solutions

Jim Flanagan at Sterling Manor Financial  
Jim Flanagan  
18 Division Street, Suite 202  
Saratoga Springs, NY 12866  
583-4040  
jim@sterlingmanorfinancial.com  
www.sterlingmanorfinancial.com  
Financ Plan/Invest/ Life Ins

Kinderhook Bank  
Robert Hayes  
46 Lake Avenue  
Saratoga Springs, NY 12866  
306-5790  
rhayes@nubk.com  
www.yourkindofbank.com  
Mrtg/Home Equity loans

Konet Architecture  
Reggie Konet  
3 Horicon Avenue  
Glens Falls, NY 12801  
409-6129  
konetarchitecture@gmail.com  
www.konetarchitecture.com  
Residential Architect

Loca Luna Grille  
Rebecca Kane  
388 Milton Ave  
Ballston Spa, NY 12020  
490-2073  
localunagrille@yahoo.com  
www.localunagrille.com  
Casual American/Mexican Catering

Mechanicville Stillwater Chamber of Commerce  
Barbara Corsale  
312 North Third Avenue  
Mechanicville, NY 12118-664-7791  
barbaracorsale@verizon.net  
Promoting Quality of Life Issues

MetLife Home Mortgage  
Christopher Lang  
18 Division Street, Suite 206  
Saratoga Springs, NY 12866  
225-0908  
clang4@metlife.com  
Res Mrtg includ Revers Mrtg

The Mine  
Catherine Harris  
388 Broadway  
Saratoga Springs, NY 12866  
871-1430  
www.TheMineSaratoga.com  
Great Food Drink & Entertainment

NAPM-ENY (National Association for Purchasing Managers-Eastern NY Affiliate)  
Douglas Axelson C.P.M.  
28F Hollandale Lane  
Clifton Park, NY 12065  
280-9223  
Axelson.Douglas@gmail.com  
www.ism.ws/sites/eamny/index.htm  
Supply Chain Ed. & Research

Pizza Works  
Ed Rovetto  
88 Henry St.  
Saratoga Springs, NY 12866  
584-6650  
guest1@rovettoesdesigngroup.com  
www.pizzaworks.org  
Take Out Pizza Restaurant

Plaza 15 Self Storage  
Mary Ann Lawrence  
30 Gick Road  
Saratoga Springs, NY 12866  
587-6086  
plaza15ss@verizon.net  
Self Storage

Rainbow International of the Capital Region  
1080 Rock City Road  
Rock City Falls, NY 12863  
Russell Justin  
490-2279  
www.rainbowintl.com  
Fire/Water Rest., Carpet Clean

Realty Realty  
Stuart & Karen Thomas  
555 Maple Avenue  
Saratoga Springs, NY 12866  
587-5543  
sold@realityrealty.org  
www.realityrealty.net  
Home Staging/Buy/Sell/Rental

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Saratoga Hybrid Cab  
Byron Norsworthy  
P.O. Box 698  
Saratoga Springs, NY 12866  
698-4122  
info@saratogahybridcab.com  
www.saratogahybridcab.com  
Cleaner/Greener/Afford Taxi Ser

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www.difiabiolaw.com  
Wills/Probate/Commer Trans/Inco

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Margaret La France  
1049 Cascade Creek Trail  
Ballston Spa, NY 12020  
288-3096  
www.themagiqueflute.com  
Flute inst/wedding/child/Corp Events

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90 East Ave.  
Saratoga Springs, NY 12866  
david.wolfe@coldwellbankerprime.com  
www.coldwellbankerprime.com  
Real Estate Sales Saratoga Springs

Zapp Insurance Group  
Warren W. Zapp  
61 Rowland St.  
Ballston Spa, NY 12020  
885-1188  
ww3z@nycap.rr.com  
www.ZappQuote.com  
Home/Auto/Ins Services

## NOVEMBER ANNIVERSARIES

### OVER FORTY YEARS

McGregor Links Country Club

### OVER THIRTY-FIVE YEARS

Mohican Hill Apartments

### OVER TWENTY FIVE

Ballston Lake Baptist Church  
Butler Rowland Mays Architects, LLP  
The Charlton School  
Sarah B. Foulke, Esq., MBA  
Fragomeni Insurance &  
Financial Services, Inc.  
John J. LaBoda Jr., Attorney  
Publik House  
Van Voast House Bed & Breakfast

### OVER TWENTY YEARS

Burnt Hills-Ballston Lk. Bus. &  
Professional Assn.  
Susan Farnsworth  
Graffiti's Graphix, Inc.  
Saratoga Springs Teacher's  
Association  
Simmons Elevator Company

### OVER FIFTEEN YEARS

A - N Productions  
Ambrosino Design, Inc.  
Antiques at 30B  
Dean M. Coon Law Offices  
Cornell's Used Auto Parts &  
Towing Service  
Russell Denea, MD  
European Language Connection for  
French, German and Italian  
Galway Golf Club  
Greyhouse Productions, Inc.  
Holiday Inn Catering Service  
Jim's Garage  
John McPherson  
Operating Systems Technologies, Ltd  
Gregory L. Pinto, M.D.

RFB Management Services, Ltd.  
Ruckytuck Vending Co.  
Staples  
William M. Sullivan, D.D.S.  
Summit Imaging Corp.

### OVER TEN YEARS

A.J. Signs  
Brindisi's Restaurant & Bar  
Melinda Bucknam, CPA  
A. Burton Excavation & Landscaping  
Childs Automotive  
Conboy and Mannion Contracting Inc.  
Cong. Shaara Tfilie/Jewish  
Community Center  
Curtin Archaeological Consulting Inc.  
Design Contracting, LLC  
Hayes Industries, Inc.  
Humpty Dumpty Soft Ice Cream  
Jenkins, Beecher & Bethel LLP  
Sheila A. McBride (Property  
Management)  
McKinley Griffen Design & Advertising  
James V. Miller, MD  
Orange Motor Co., Inc.  
Palio

### OVER FIVE YEARS

A Little Help Computer Services, LLC  
Adirondack Cardiology Associates PC  
AIM Services, Inc.  
Ballston Spa Veterinary Clinic  
Susan Bokan  
FitzGerald Morris Baker Firth P.C.  
Grace Brethren Church  
Howard Remodeling  
Kiskatom Publishing Co.  
Klein Marketing Communications  
Linda L. McTague  
Modern Masonry & Tile, Inc.  
Myshopangel.com

Northeast Information Systems  
Paul's Refrigeration & Air  
Condition Sales & Service  
Rich Text and Graphics  
Rittenhouse Management Consulting  
Sacandaga Rustic Designs  
Subway  
Sundaes Best Hot Fudge Sauce  
Sunnyhill Landscape Innovations  
Turbine Services, Ltd.  
Universal Preservation Hall  
Vintage Daydreams  
Weichert Realtors, Northeast Group  
Windrifter Ballooning  
Terri Zimmerman, Realty USA.com

### OVER ONE YEAR

A. Funciello & Son  
Affordable Adult Day Care  
Aligned Solutions, LLC  
Angelo Bros Inc. Title &  
Abstract Services  
Arbonne International - Eileen Long/  
Pam DiLorenzo  
Askco Electric Supply Co.  
ASPIRe N.Y., Inc.  
Betterbee, Inc.  
BNI Wednesday Saratoga  
Saratoga Springs Chapter  
Bonded Concrete  
Capital Accountants, LLC  
Chip's Landscaping  
Colortyme Rentals  
Community, Work &  
Independence, Inc.  
Core Tech Industrial  
Creative Connections NY  
Marc Delnicki Personal Trainer  
Emerich Sales & Service  
Extra Space Storage  
Greenfield Community & Business  
Association

Michael H. Iacolucci, Financial  
Planners  
The Inn at Erlowest  
J & K Trucking & Excavating  
Jones & 50 Wine and Spirits  
Luther Forest Wealth Advisors, LLP  
Kathryn R. Manning  
Otis A. Maxwell Advertising  
Metroland Business Machines, Inc.  
Minich MacGregor Wealth  
Management  
Paul Davis Systems  
Pinnacle Recruiting and HR Solutions  
Rivet Building & Renovation  
Saratoga County Rural Preservation  
Company, Inc.  
Saratoga Tile & Supplies  
Jean W. Seiler  
Selective Insurance Group, Inc.  
Spa Fine Art  
Tango Fusion Dance Company  
Titan Mechanical Contracting  
Usherwood Office Technology  
Valogix, LLC  
Vanguard-Fine, LLC

# OPEN ENROLLMENT

Chamber members have the opportunity to save substantial dollars on health and dental insurance available to sole proprietors and small businesses through plans offered by your Chamber. Current eligible members can take advantage of these programs during the upcoming OPEN ENROLLMENT.

Applications will be accepted until November 30th for insurance to take effect on January 1, 2012. For information and applications, contact Susan Rowland at 584-3255, Ext. 211, or [srowland@saratoga.org](mailto:srowland@saratoga.org).

## MEMBER BENEFIT SPOTLIGHT



### SARATOGA COUNTY CHAMBER ELECTRICAL SAVINGS PROGRAM

Each month we will highlight a member benefit to encourage you to review it and find out if it can benefit you and your company. Whether you are looking to

increase your network, build your business relationships, make pertinent contacts or save money on everyday necessities, the Chamber is dedicated to you, our members.

As we head into the cold winter months, the Chamber's Energy Savings Program offers members the best prices for electricity and natural gas supplies. You can be sure that no matter how

much energy you use, or how little, you will spend less with the Chamber program than from any other source. The Chamber initiated the savings plan over ten years ago, and since then, hundreds of members have participated.

"The Chamber program works because group buying forces suppliers to cut prices. With hundreds of Saratoga County businesses involved, and twenty Chambers working together across upstate New York, we are able to get real savings," said Gordon Boyd, President of EnergyNext, Inc., the Saratoga Springs consulting firm that helps manage the Chamber's program.

If you are interested in learning more about this member benefit please contact Denise Romeo, Vice President of Member Services, (518) 584-3255, ext. 205 or [dromeo@saratoga.org](mailto:dromeo@saratoga.org).

## Business Showcase 2011 THANK YOU!

Thank you to our 160 exhibitors for participating in last month's show. This continues to be the Chamber's best attended event with over 1000 people.

Special thank you to our

**Major Sponsors:** Adirondack Technical Solutions, Adirondack Trust Company, AM&J Digital, Inc, Black Diamond Caterers, Capital District Physicians' Health Plan, Inc., Digital X-Press, ILogic with Gold Partner NetApp, The Lofts at Harmony Mills/90 State Street, Saratoga.com/Mannix Marketing, SEFCU, Wesley Community

**Media Sponsors:** The Saratoga Business Journal, STAR 101.3, Anastos Media Group, The Saratogian, Wilton, Geysler/Milton Reports, Saratoga Today, Coffee News of the Capital Region

**Additional Thanks to:**

Judy LeCain and the **Saratoga Springs City Center** staff for hosting us, Darryl Leggieri and staff from **The Saratoga Hilton** for providing the two cash bars, Kathy Frodey and staff from **Clifton Park Rental** for providing the booths and set up, Dom D'Andrea and **Spa.Net** for providing free wifi and Tiffany Garland from **Saratoga Today** for creating the show map.

We hope you all enjoyed the show.

**Business Showcase 2012 – Thursday, October 4. Look for your application in July.**

### DISPLAY YOUR BROCHURES AT SARATOGA AMTRAK STATION

**For only \$50 you can display your brochures through December of 2012.**

Brochures can be placed now which means all of your 2011 exposure is FREE.

Not only will you reach thousands of AMTRAK customers, but also visitors that travel on Greyhound, Trailways, CDTA and the new the Saratoga Northcreek Railway.

This is a great low cost promotional opportunity. If you are interested please contact Annamaria Bellantoni, [abellantoni@saratoga.org](mailto:abellantoni@saratoga.org) or call 584-3255, ext. 234.

# NOVEMBER CHAMBER EVENTS

1

**YOUNG PROFESSIONALS NETWORK**

**Tuesday**  
**5:00 - 6:30 pm**  
**Paddock Lounge**  
**6 Caroline 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. At this event we will also be seeking input about issues in the county and finding out what is most important or concerning to you. Cost is \$10. Registrations by Monday, October 31st are appreciated.

9

**WOMEN'S BUSINESS GROUP**

**Wednesday**  
**9:00 - 10:00 am**  
**Franklin Community Center**  
**10 Franklin Street**  
**Saratoga Springs**

**Networking and Community Education**  
**Bo Goliber**

Franklin Community Center offers a variety of services to many people in our community. An overview of the organization will be given. Ways to be involved and help others in our community will be shared. We will also receive a brief tour of the buildings that are used by the group. Feel free to bring a non perishable item for their pantry or an item from their wish list. This list can be found on their website, [www.franklincommunitycenter.org](http://www.franklincommunitycenter.org). There is no charge for this event and it is open to all female members of the Chamber and employees of member firms. Reservations by Tuesday, November 8th are appreciated.

10

**NETWORKING LUNCHEON**

**Thursday**  
**11:30 - 1:00 pm**  
**Jacob and Anthony's**  
**38 High Rock**  
**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 Tuesday, November 8th. \$15 with reservations, \$20 after the deadline.

17

**THIRD THURSDAY BREAKFAST**

**Thursday**  
**7:30 - 9:00 am**  
**Gideon Putnam - Arches**  
**24 Gideon Putnam Road**  
**Saratoga Spa State Park**  
**Saratoga Springs**

**Viral Promotion**  
**Saratoga Lip Dub**

On September 1st, downtown Saratoga Springs was filled with thousands of county residents that came out to sing, dance, act and show the world what makes our county so special. More information about this can be found on the back page of this newsletter. This panel will discuss what's being done now to use this promotion to promote how much fun it is to live and play in Saratoga County. The panel will also provide tips about organizing a huge community event, using social media to promote your organization/business/community, and share a few fun stories about what went right, wrong and how they got lucky in some instances. Cost is \$15 with reservations, \$20 without. Reservation deadline is Tuesday, November 15th.

17

**ORIENTATION AND MIXER**

**4:00 - 5:00 pm**  
**Orientation**  
**5:00 - 6:30 pm Mixer**  
**The Mine**  
**388 Broadway**  
**Saratoga Springs**

**Networking**

The Mine is a 5000 sq. ft. restaurant and event space. Come and see this unique space and connect with other members. Members who attend orientation are not charged an admission fee and receive a complimentary beverage and find out what the Chamber can do for them and meet the staff who are here to serve you. Network with other members at the mixer - who do you need to connect with? \$2 beverages and free hors d'oeuvres. Cost is \$5 with reservations, \$10 after reservation deadline. Reservation deadline is 5:00 pm, Tuesday, November 15th.



**Carter Conboy**  
 Attorneys at Law  
[carterconboy.com](http://carterconboy.com)  
 518.587.8112

Thank you to Carter Conboy for sponsoring this event.

## DECEMBER HEADS UP

December 6, Tuesday 5:00 - 6:30 pm Young Professionals Network	December 8, Thursday 5:30 - 7:30 pm GlobalFoundries Mixer	December 13, Tuesday 5:00 - 6:30 pm Women's Business Group	December 15, Thursday 5:00 - 6:30 pm Member Mixer
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To make a reservation, please contact the Chamber offices, 584-3255 or register online, [www.saratoga.org](http://www.saratoga.org).



Saratoga County Chamber of Commerce  
28 Clinton Street  
Saratoga Springs, NY 12866  
[www.saratoga.org](http://www.saratoga.org)  
Return Service Requested

# SARATOGA LIP DUB

[www.SaratogaLipDub.com](http://www.SaratogaLipDub.com)

The Saratoga County Chamber of Commerce and Modern Mix Marketing collaborated over the summer. What they produced, along with the help of thousands of county residents, is the Saratoga Lip Dub. The music video was premiered on September 27th on the stage at SPAC. If you haven't had the chance to see it yet, [www.SaratogaLipDub.com](http://www.SaratogaLipDub.com). Feel free to share with friends, family, colleagues and co-workers and help Saratoga show why we are such an amazing community.

## Here is what people are saying about our project:

"As a world-class arts organization that draws tens of thousands of guests to this gorgeous city each year, we are so glad that SPAC could host the premiere of Saratoga Lip Dub, a video that will show people across the world, the energy, spirit and culture of this amazing community. From the video's ballet dancers and orchestral musicians, to the music of Train – a band that performed on our stage this summer – SPAC is proud to be represented alongside the thousands of enthusiastic Saratogians who made this effort a huge community 'win'."

[Marcia J. White, SPAC](#)  
President & Executive Director

"NYRA is thrilled that the Saratoga Lip Dub begins at the Historic Saratoga Race Course. We had a very successful race meeting in Saratoga this year and with unique promotions like the Saratoga Lip Dub and "Summer at Saratoga" on NBC and Versus we are optimistic about the future of racing in New York and especially here in Saratoga."

[Charlie Hayward, President,](#)  
New York Racing Association, NYRA

"The Fab 8 project is currently the largest commercial economic development project in the United States and approximately 1,400 new positions are expected to be created once the new facility is in full operation. As part of the ramp-up for Fab 8, GLOBALFOUNDRIES is growing its workforce and recruiting top talent from here and around the world. To recruit talent, we're selling both our company and this community and the Saratoga Lip Dub is a unique, fun, and innovative way for us to showcase this special place."

[Travis Bullard, GLOBALFOUNDRIES](#)  
Corporate Public Relations Manager

On Facebook, [Scott Underwood](#), Saratoga Springs native and drummer for [Train](#), the original musicians of the soundtrack, recently posted the following comment: "Thank you to Jeff Halstead for including my band in this amazing event. I honestly got tears in my eyes seeing all of our friends and neighbors in our hometown singing along to Train songs. I'm very proud. Thanks."

On YouTube, "All of the way to Bahrain, this video made it to me on Facebook. I am so happy to see hundreds of familiar faces. I think we might plan a trip home! Great job capturing my home town!"

[Tari Pacifico tariwait](#)