

November 2008

Forward to:



AMD UPDATE

A great deal has appeared in the media about the announcement that AMD is committed to creating a chip fab plant in Malta in partnership with Abu Dhabi investors. We would like to report some of the facts you probably haven't seen or heard.

The plant, presently called a foundry, will be built on a 200-230 acre parcel and will take a year and a half to build. Two additional chip fab plants can be built on this parcel in the future. There are also another 500 acres of developable land on the campus.

The 1465 fab jobs will generate an \$88 million annual payroll with another 550 local support industry jobs generating a \$22 million payroll annually. Chip fab plants usually generate four types of jobs: fab operators (45%), engineers (40%), management (9%), and support (6%). Almost every job will require at least a two year degree.

The State is providing \$650 million in cash over a period of years which it will recover in less than 6 years. Another \$650 million in incentives is available if they meet pre-established conditions of performances. Countries around the world, like Germany, have and will offer these and other incentives to secure this type of employer. Our competition for high tech jobs is overseas, not in North America.

While everyone is talking about the announcement, major construction continues on the 1350 acre site with the \$33 million bypass road to be completed by Spring 2009. Gas lines, transmission lines and water lines are being buried while 5.5 miles of roadways continue to spread across the site. In total over \$100 million will be spent preparing the campus, which will create the best site in North America for high tech companies and jobs for our residents.

After 18 months of construction, involving approximately 1600 workers, there will be another 18 months of equipment set-up, with specialists by the hundreds being brought in to install equipment and train local employees. The first chips will come off the line in 2012.

Abu Dhabi investors initially committed \$2.1 billion to AMD with another \$3.6 – \$6 billion over the next five years. That will entitle them to a 20% interest in AMD and a 55% interest in the foundry. At the new foundry company, AMD and its new investors will have equal voting power. In addition, the plant will have the ability to manufacture chips for anyone of nine companies in its trade alliance, with the understanding that AMD chips will always take priority.

With AMD's announcement of \$5 million in gifts to the local towns over the next five years, its high interest in education, and its awards from EPA for environmental excellence, things are looking good in Saratoga County.

Thanks go to Ken Green and Jack Kelley, Senator Joe Bruno, the State of New York, our progressive Saratoga County Board of Supervisors, the staff and Board of Saratoga Economic Development Corporation, and Mike Relyea and Jon Dawes of Luther Forest Technology Campus for making this project happen.

DECEMBER EVENTS

December 2	Non Profit Seminar	December 9	Women's Business Group
December 2	Young Professionals Network	December 18	Benefits Showcase and Holiday Mixer

NOVEMBER EVENTS

Saratoga's Young Professionals Network

November 4
 5 - 6:30 p.m.
 Universal Preservation Hall

Women's Business Group

November 12
 9 - 10 a.m.
 Saratoga County Chamber Office

Networking Luncheon

November 14
 11:45 a.m. – 1 p.m.
 Saratoga National Golf Club

Third Thursday Breakfast

November 20
 7:30 - 8:45 a.m.
 Gideon Putnam Resort and Spa

Orientation and Mixer

November 20
 Orientation 4 - 5 p.m.
 Mixer 5 - 6:30 p.m.
 Saratoga National Golf Club

Seminars

November 18
 Starting A Business Seminar

**SEE PAGE 2
 FOR CURRENT
 EVENT DETAILS AND
 GUIDELINES.**

All events listed are open to any member. We just need a call or email letting us know you will be attending.

INSURANCE OPEN ENROLLMENT

Members have the opportunity to save substantial dollars on health and dental insurance available to sole proprietors and small businesses with up to 50 employees through plans offered by your Chamber.

Eligible members can take advantage of these programs during Open Enrollment this month.

Applications will be accepted between November 1 and November 21 for insurance to take effect on January 1, 2009.

For information and applications, contact Susan in the insurance benefits office at 584-3255, Ext. 211, or by email, srowland@saratoga.org.

The next Open Enrollment will be held during May for a July 1, 2009 effective date.

MARK YOUR CALENDAR

91st ANNUAL DINNER

January 29, 2009 at 6 p.m.
Saratoga Springs City Center

This annual event gives us the opportunity to thank this year's Board Chairman, Brian Nealon and recognize and reward our outstanding committee volunteers who help our Chamber outreach. With a short program and networking before and after the dinner your attendance can be rewarding as well as fun.

Decide to Sponsor!

To have your company prominently visible at this event, contact Kathleen Lucey to secure a sponsorship. klucey@saratoga.org

NOVEMBER ANNIVERSARIES

Please support your fellow members, who believe in your Chamber's goals.

OVER FORTY YEARS

McGregor Links Country Club

OVER THIRTY-FIVE YEARS

Mohican Hill Apartments

OVER TWENTY-FIVE YEARS

Butler Rowland Mays Architects, LLP
The Charlton School
Fragomeni Associates
Publik House
Sweeney Chiropractic

OVER TWENTY YEARS

American Country Collection
Ballston Lake Baptist Church
Susan Farnsworth
Law Offices of Sarah B. Foulke
John J. LaBoda Jr., Attorney
ProRealty of New York, Inc.
Saratoga Quality Hardware, Inc.
Saratoga Springs Teacher's Assoc.
U.S. Postal Service

OVER FIFTEEN YEARS

A - N Productions
Antiques at 30B
Burnt Hills-Ballston Lk. Bus. & Professional Assn.
Galway Golf Club
Graffiti's Graphix, Inc.
Holiday Inn Catering Service
Jim's Garage
Operating Systems Technologies, Ltd
Saratoga Springs Public Library
Simmons Elevator Company
William M. Sullivan, D.D.S.
West Mountain Ski Area

OVER TEN YEARS

Ambrosino Design, Inc.
Dean M. Coon, Attorney
Cornell's Used Auto Parts & Towing Service
Russell Denea, MD
Destinations
European Language Connection for French, German and Italian
Greyhouse Productions, Inc.
John McPherson
Gregory L. Pinto, M.D.
RFB Management Services, Ltd.
Ruckytuck Vending Co.
Staples

Summit Imaging Corp.

Taylor Made Group

OVER FIVE YEARS

A Little Help Computer Services, LLC
A.J. Signs
Advanced Energy Conversion, LLC
Albany Symphony Orchestra
Brindisi's Restaurant & Bar
Melinda Bucknam, CPA
A. Burton Excavation & Landscaping
The Candy Co.
Childs Automotive
Conboy and Mannion Contracting Inc.
Cong. Shaara Tfillle/Jewish Community Center
The Creative Bloc
Curtin Archaeological Consulting Inc.
Davidson & Associates
Design Contracting, LLC
Eastern Copy Products/Global Imaging Systems
Gothic Business Centers, Inc.
Hayes Industries, Inc.
Hinman Straub P.C.
Hopmeier-Evans-Gage Agency
Humpty Dumpty Soft Ice Cream
Jenkins, Beecher & Bethel LLP
Kiskatom Publishing Co.
M & M Tile and Design
Sheila A. McBride (Property Management)
McKinley Griffen Design & Advertising
James V. Miller, MD
mySmartSimulations, Inc.
Orange Motor Co., Inc.
Palio
Pyramid Brokerage Company
Rich Text and Graphics
SAB Consulting Services
Sundaes Best Hot Fudge Sauce
Windrifter Ballooning

OVER ONE YEAR

Adirondack Cardiology Associates PC
Adirondack Theatre Festival
Affordable Adult Day Care
AIM Services, Inc.
Aligned Solutions, LLC
Ballston Spa Veterinary Clinic
Bella Productions
Susan Bokan
Chip's Landscaping
Core Tech Industrial
Creative Connections NY
Fagan Associates, Inc.

FitzGerald Morris Baker Firth P.C.
Donald Fontaine, Firewood/ Snowplowing
Frane Enterprises, Ltd.

A. Funicello & Son
Grace Brethren Church
Great American Abstract & Title, LLC.
Hawk Resources
Howard Remodeling
Humana
JT's Shrimp Shack
Just Faux
Klein Marketing Communications
lemanrealty.com
Life Christian Center
The Lodge on Echo Lake
Martin's Point Health Care
Massage at Saratoga
Linda L. McTague
Modern Masonry & Tile, Inc.
Morrison Dental Care
Muscular Dystrophy Association
Mysshopangel.com
Northeast Information Systems
Paul's Refrigeration & Air Condition Sales & Service
Plug Power, Inc.
Jeffrey Pollard, Wachovia Securities
Precision Concrete Pumping, Inc.
Progression In Motion
Red Roof Inn
Rittenhouse Management Consulting
Rivet Building & Renovation
Sacandaga Rustic Designs
Sonny & Jeff's Italian Restaurant
Sonny's Restaurant
Spa Cascada
Storyville Cards & Gifts
Subway
Sunnyhill Landscape Innovations
Tango Fusion Dance Company
Betsy L. Tick, Management Training Consultant
Titan Mechanical Contracting
Elizabeth Todd, Pinnacle Realty Saratoga, LLC
Tractor Supply Company
Turbine Services, Ltd.
Universal Preservation Hall
Valogix, Inc.
Vascular Surgery of Saratoga
Vintage Daydreams
Weichert Realtors, Northeast Group
Steven J. Wood, LMHC MA CP
Terri Zimmerman, Realty USA

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1079 Route 9
Queensbury, NY 12804
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Kevin Altamura
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Mechanicville, NY 12118
470-0032 Fax: 541-2017
www.altamurabuilders.com

Altfeld, Inc.
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(800) 397-0010 Fax: 406-5459
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Industrial Strategic Planning

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862-9901 Fax: 862-9907
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406-5229 Fax: 406-5208
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Nancy Breen Lamb
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www.mcgilliganinsurance.com
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SPOTLIGHTS

THE PERSONAL CONCIERGE, 518-369-4376 Dianeassists@aol.com
Saratogians need more quality time to spend with family and friends. The Personal Concierge is available to take care of your time consuming errands and household projects with professionalism and reliability! From getting groceries to completing car inspections or purchasing and wrapping all of your holiday gifts, Diane Lloyd of The Personal Concierge is here to assist you. Gift certificates and weekly appointments are also available for that person that has everything except time.

REDHEDZ DESIGN, P.O. Box 415, Ballston Lake, 399-1828, redhedz@nycap.rr.com
From advertising to print materials, RedHedz graphic design studio works closely with clients to realize their vision and exceed expectations. Rely on RedHedz design for memorable business logos, newsletters, annual reports and more...on time, on budget. Redhedz makes it easy to look good on every project.

TINA CHASE, M.F.T., One West Avenue, Suite 205, Saratoga Springs, 581-8699 ext. 8
Tina Chase, a licensed Marriage and Family therapist for 25+ years, is a founding director of the Collaborative Divorce Association of the Capital District where she sees couples through a divorce process incorporating integrity, honesty and respect with a focus on the future well-being of the family. In private practice in Saratoga Springs, she specializes in adolescents, adults and couples facing issues of loss, depression, anxiety, intimacy, money and affairs.

For information on all Chamber members, go to www.saratoga.org, click on "Business Directory" and search by company name, category or keyword. If you'd like your business spotlighted in the newsletter, please e-mail your 50-word profile to jshinaman@saratoga.org, fax to 587.0318 or send to:

*Saratoga County Chamber of Commerce, 28 Clinton St., Saratoga Springs, NY 12866.
Featured members are selected at random from all received.*

WHAT YOUR CHAMBER HAS BEEN DOING

WHAT HAVE WE BEEN DOING LATELY TO SERVE YOU AND THE COMMUNITY???

- Reviewed NYRA Franchise agreement and compared it with State Law
- Attended Modern Maturity Show to secure new senior listings for job zone
- Met with area associations to share program and organization ideas
- Held two planning sessions with staff to develop new systems of service for members
- Hosted the Chambers 2008 Business Showcase with 170 exhibitors and over 1200 attendees
- Met with New York State Department of Labor regional representative to discuss improved partnership
- Sponsored Fall golf day with 94 attendees
- Provided Empire State Development Corp. with input on possible development projects
- Critiqued the past summer season with information booth staff, major attractions and hotels and track greeters
- Sold out seminars for the Women's Business Group and a Positive Coaching full member seminar
- Organized Leadership Saratoga, a two day retreat to kick off the 23rd year of the program
- Participated in a full day of activities with AMD staff and CEO
- Attended a two-day tourism economic development summit
- Pitched article ideas on fall travel to travel media contacts

MEMBER NOTES

DO YOU MAKE A PRODUCT? If you manufacture a product in the area and individual consumers can purchase the product directly or through a distributor, we want to promote it. Simply contact Greg Dixon at gdixon@saratoga.org or at 584-3255 and we'll explain how we may help get your product out to more customers.

ADVERTISING OPPORTUNITY If you wish to advertise in the 2009 Membership Directory, please contact Greg Dixon before November 10th at gdixon@saratoga.org. Don't miss out on this opportunity to reach over 3,000 businesses and area newcomers.

IMPORTANT TAX CHANGES Public charities and tax exempt organizations will have a new 990 form to fill out with your 2008 taxes. It is important that you are aware of this now so you are not caught off guard at tax time. The new form is a significant redesign in format and content compared to the current form. Major changes include a front page summary that provides a snapshot of key financial and operating information, a governance section, and revised compensation and related organization reporting. The required use of the form will be phased in over a three year period. More organizations will be able to file the form 990-EZ than have been able to in the past. Organizations can file form 990-EZ in 2008 if their gross receipts are less than \$1 million and the total assets are less than \$2.5 million at year end. This may help save some additional money. For more information about the new form, visit: www.irs.gov

HOW TO ELIMINATE JUNK MAIL If you are receiving junk mail you would like to eliminate, go to <http://ecocycle.org/junkmail/> or <http://www.dmchoice.org> to get your name off many lists. To stop credit card offers, go to <https://www.optoutprescreen.com>.

MIXER HOSTS Would you like a new opportunity to showcase your business? Is your space large enough to hold 250 people? Host a mixer at your facility - show the membership who you are and what you do first hand. If you are interested, contact Kathleen Lucey, klucey@saratoga.org, to learn more.

OCTOBER MIXER Thank you to Longfellow's Inn and Restaurant for hosting a great Orientation and Mixer. The food and ambiance were wonderful as always.

FACTORY GIVEAWAY Local manufacturer Racemark International is donating excess carpet inventory to the local community. This is high-end carpet in widths approximately 48" wide. It can be used as runners or seamed for wider installation. Please call 899-3540 or email carpet@racemark.com to schedule a pick up.

TOURISM COVERAGE Year to date our ongoing travel media efforts have led to Saratoga articles in: Greenwich (CT.), Buffalo, Rochester, Washington (D.C.), New York City (3), Philadelphia, Palm Beach, Hamilton (ON), Central Pennsylvania, Burlington (VT.), and Quebec City. Magazine articles have appeared in: *Rachael Ray*, *Spa*, *Spirit*, *Town & Country*, *Forbes Traveler*, and *Yankee Pedlar*.

MEMBER NOTES CONTINUED

MATURE LIVING Attendance by the Chamber at the October show has allowed staff to add dozens of mature individuals to our job zone. These experienced individuals are looking for full-time, part-time, seasonal or volunteer positions in Saratoga County. Go to the Job Zone at www.saratoga.org to review two sentence resumes of these proven workers.

ASSOCIATIONS Leaders of the Ballston Spa, Malta, Greenfield and Burnt Hills/Ballston Lake Business Associations recently sat down at the Chamber offices to discuss their programs, events and structure with each other. These associations have Chamber staff participation.

BUSINESS REVIEW Congratulations to Curtis Lumber for being chosen as the 2008 Large Business of the Year by the Business Review.

BARTENDERS BALL The Chamber committee has selected Domestic Violence and Rape Crisis Center as the beneficiary of the annual event which has donated over \$280,000 to local charities over several years. Domestic Violence will take over the majority of the clerical details of the event while the committee will continue setting policy.

MEMBERSHIP Valerie Oropallo of Javao Consulting Services & Dan Wagner of State Farm Insurance were the Top Producers for new member recruiting on the Chamber's Membership Committee in September. Valerie was also the Top Producer for the third quarter.

SARATOGA RESTAURANT WEEK is December 5 to 11. Participating restaurants will offer a three-course dinner for \$18.19 and lunch specials for \$9.09. For a list of participating restaurants, go to: <http://www.discover-saratoga.org/restaurantweek>.

BUSINESS SHOWCASE 2008 The Business Showcase 2008 was held on October 2 at the Saratoga Springs City Center. 170 booths were occupied by member exhibitors displaying their products and services to over 1000 guests. Our thanks to Candice Schillinger, Peg & Rod Bacon of The Saratoga Business Journal, Judy LeCain and the entire staff at the Saratoga Springs City Center, Darryl Leggieri and crew at the Saratoga Hilton, Linda Gibeault and Barbara Lombardo at The Saratogian, Bill & Brendan O'Donnell of Bill O'Donnell's Wilton/Geyser Report, Chad Beatty & crew at Saratoga Today, Fran Dingeman & crew at Anastos Media Group, Debbie Strom and crew at Allerdice Rent-All, Michael Esposito and staff at Aramatic Refreshment Services and Dave Reynolds from PSAV Presentation Services.

Special thanks to our Major Sponsors: Saratoga Imaging/Saratoga Vein Centers, Topix.com, The Hill Family Allstate Agency, AT & T Mobility, Capital District Physicians' Health Plan, Inc. (CDPHP), ImageCare Saratoga, Mannix Marketing Inc., Adirondack Trust Company, Courtyard by Marriott-Residence Inn, First New York FCU, Wesley Community, Time Warner Cable Business Class and SPA.NET. **Media Sponsors:** Saratoga Today, The Saratoga Business Journal, The Saratogian, Anastos Media Group/STAR 101.3.

BUSINESS SHOWCASE 2009 is scheduled for October 1. Look for the application in the July 2009 issue of the newsletter. Space is limited and will sell out. If you are interested in being a sponsor of this event next year, contact Jeff Shinaman at the Chamber at jshinaman@saratoga.org or 584-3255, ext.202.

CREDIT CARDS The Chamber accepts all major credit cards for membership investments and renewals.

BUSINESS BUDGET The end of the year is quickly approaching and it's time to start thinking about Holiday shopping, New Year's resolutions, and budget planning for 2009! If you're making your list and checking it twice, then we would like to remind you to put your Saratoga County Chamber of Commerce on that list. Your membership in the Chamber is a tax deductible business expense.

LEADS GROUP The Chamber's Leads Group has openings for salespeople interested in exchanging business leads for the purpose of gaining new prospective customers and clients. The group meets on the first and third Tuesday of every month from 8 to 9 a.m. Please e-mail Jeff Shinaman at the Chamber at jshinaman@saratoga.org to indicate your interest in participating.

VANDALS Your Chamber, in cooperation with the Downtown Business Association, Saratoga Springs City Center Board, Special Assessment District, and Saratoga Convention and Tourism Bureau has established a cash reward program for anonymous information on individuals causing any vandalism in the Saratoga Springs Downtown area. Information may be called to 584-TIPS, and arrangements for anonymous cash rewards will be made upon arrest of the vandals.

NOMINATING COMMITTEE

The Chamber committee has nominated the following individuals to serve three year terms on the Chamber's Board of Directors: Vicki Aldrich, Weichert Realty Northeast Group; Marcia White, Saratoga Performing Arts Center; Linda Ambrosino, G. Willikers; EJ Harkins, Saratoga Eagle; Dennis Albright, T-Shirt Graphics; Angelo Calbone, Saratoga Hospital; and Gary Ferguson, Saratoga National Bank.