



Creative Marketing a Must in 2009

Promoting your business does not have to cost you a lot of money. Four Chamber members, who specialize in public relations and marketing, offer low or no-cost suggestions to put into use now.

These public relations ideas are offered by **Maureen Lewi**, Executive Vice President of Ed Lewi Associates, Inc. Publicity, the most cost-effective and believable way to present a message, can be utilized extensively if businesses can objectively analyze whether the message is one that you would normally read in an ad – or is it really a subject which one would see in a newscast or in a newspaper or magazine article. Tie-ins with national issues, celebrities, cross promotions with other businesses, or promotions

involving charitable causes can provide newsworthiness and credibility needed to keep within the criteria of editors who deplore (and deep six) blatant commercialism.

Everyone (even when selling luxury products and services) wants to project the perception of “value” in their advertising and promotional messages in these days of economic challenges, but unless you are a big box store or supermarket, avoid cheapening your brand with huge BOGO’s (buy one, get one free) and XYZ% off messages.

Develop more creative approaches to projecting the value message, like offering season passes or starting a frequent customer program – or giving a complimentary extra hotel night . . . position it as a gift to your valued or long-time customer or as a timely expression of gratitude tied to a season/holiday (e.g. break from Winter, heart-healthy gift, Valentine’s Day). And to save dollars, come up with creative ways to promote it on the Internet through websites, e-mail blasts, social networks like Twitter, etc.

Using email to direct market to customers is encouraged by **Kristin Phillips**, Account Director of Palio. Hopefully, you already have a list of your customers’ email addresses. Direct marketing of your product or service to your existing customers is a cost-effective promotional strategy. Using email eliminates printing costs! Encourage customers to “forward to a friend” and your target audience increases exponentially—for free.

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COVER STORY continued

Including a short survey in your email can help you gain valuable insight about what you can do to serve your customers better. Online services, such as SurveyMonkey.com and Zoomerang.com, are inexpensive and easy-to-use. Provide an incentive for responding to the survey, such as a coupon, to stimulate business now. Use the survey responses to tailor your future business to meet your customers' desires. Give people what they want to build a loyal source of revenue.

Focusing on branding and networking are stressed by **Missy Shorey**, CEO of Shorey Public Relations.

Having a core message allows for effective branding that is reinforced by every member of your team. Make sure each team member knows the core message by heart (in words they are comfortable saying). This will help market your company through brand recognition.

Networking can be an effective way of picking up new business. Having a networking strategy in place increases efficiency and allows your company to attend events that will be most beneficial to your business.

Additional suggestions from **John D'Alessandro**, VP, Public Affairs at Zone5 are the following:

Focus. As marketing resources get tighter, this is the time to focus on only your most fertile opportunities and abandon efforts with marginal benefit.

Creativity stretches budgets. A creative idea gets noticed and talked about. It will do the work of ten mediocre ideas at a fraction of the cost.

PR versus advertising? We typically advocate for both, fully integrated. But today's economy seems to be favoring earned media over paid. Less cost, more credibility. The benefits are clear.

The time is right for *social marketing*. What better time to experiment with a medium that costs nothing, creates relevant communities and connects consumers with you and your brand.

Know your target. Don't get swayed by the medium. Sometimes the best way to reach your target does NOT cost a lot of money.

In putting these money-saving and revenue producing ideas to use, take advantage of your Chamber's services as well. The membership directory that was mailed to you last month, and is also at www.saratoga.org, includes members by category with whom you can strategize for networking or seek further marketing, public relations and Internet advice. If you would like a media list to use in sending news releases, contact adalton@saratoga.org

SHARE YOUR EXPERTISE

Every Chamber member has expertise in some area of doing business or providing a service. Why not share your knowledge with other Chamber members by submitting a few tips or a brief article for the newsletter or our website.

If you are an auto mechanic, you could share tips on how to conserve energy and expenses while maintaining or driving a car; if you are a retailer, you could share tips on inventory control; and any business or professional person could share tips on saving money through effective purchasing, or increasing revenue through effective hiring. Think of what you do best, and share it. You'll be promoting your business at the same time.

Submit your tips as well as your name, title and organization to Linda Toohey at ltoohy@saratoga.org. If you are an experienced speaker on a topic relevant to our general membership - or if you know someone who is, please submit a brief summary of the proposed speaking or seminar topic and your bio (or information about any great speaker) to Kathleen Lucey at klucey@saratoga.org.

TEN MARKETING IDEAS TO USE TODAY

Develop specific marketing goals and write them down.

Implement an annual marketing budget.

Publish a newsletter for your clients/customers - can be emailed to save money.

Provide regular clients/customers with discounts.

Send regular press releases to local newspapers.

Prepare an inexpensive brochure of your services.

Publish an article about your area of expertise.

Print your business name & logo on receipts, bags, everything.

Send personal thank you notes.

Send seasonal greeting cards to clients & customers at unexpected times.

Provided by SCORE, Counselors to America's Small Business. SCORE's counselors volunteer their time and expertise to help small businesses with confidential, free business counseling. To schedule an appointment at the Saratoga Chamber, call the Chamber at 584-3255.

Summer Fun, Stay and Play Showcase

Saturday, April 18
10am-4pm
Saratoga Springs City Center



We apply for exhibit space at The Chamber's Summer Fun Stay & Play Showcase to be held at the Saratoga Springs City Center on April 18. This application becomes binding upon receipt.

Booth Fee: \$150.00 for one draped booth and a covered, 8-foot skirted table. Booths will be assigned as payment is received. To reserve booth space, payment must be received with this application. Space is limited to 150 booths & may sell out. Please reserve early.

Products or Services to be displayed_____

Companies you do not wish to be near_____

EXHIBITOR INFORMATION - Please Print

Company (as it is to appear on map)_____

Street_____

City_____ State_____ Zip_____ Phone_____

Name_____ E-mail_____

Please list up to 2 additional names for name tag_____

Need Electricity?_____ YES. Please remember to bring your own extension cord.

_____ I'd like to donate a door prize to be given away by the Chamber. Prize_____

Credit Card #_____ Exp date_____ Sec Code(3# on back)_____

Signature_____ Phone_____ ext._____

Name on Card_____ Amount to be charged_____ \$_____

Billing Address/Zip_____

Return WITH PAYMENT to:

Summer Fun Stay and Play Showcase
Saratoga County Chamber of Commerce
28 Clinton Street
Saratoga Springs, NY 12866
or fax with credit card info to 587-0318.

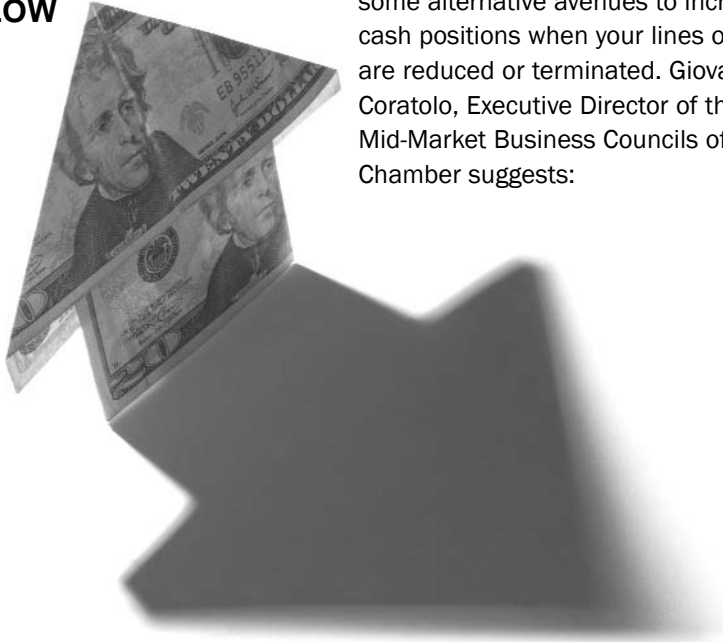


Please indicate # of booths needed: _____1@ \$150, _____2@ \$300

Please contact Jeff Shinaman at the Chamber with any questions: 584-3255 or jshinaman@saratoga.org

REVENUE PRODUCING TIPS

WHAT TO DO WHEN CASH FLOW IS LOW



The U.S. Chamber of Commerce offers some alternative avenues to increase your cash positions when your lines of credit are reduced or terminated. Giovanni Coratolo, Executive Director of the Small & Mid-Market Business Councils of the U.S. Chamber suggests:

401(k) Hardship Loans – Many plans allow you to take loans for hardship.

Leasing – Equipment dealers may allow you to lease with the option to buy.

Landlords – Landlords may make concessions rather than risk having empty storefronts.

Vendors – Vendors may work out a deal with you on outstanding balances or terms on existing lines of credit.

Invoice Factoring – Turn your accounts receivables into cash. Some companies specialize in purchasing your receivables for a discount.

Most people are willing to work with you during economically trying times, but it will always be at a price. Ensure that you have anticipated your new cost of doing business and that you are still profitable.

TIP: DO WHAT YOU DON'T WANT TO DO - CALL YOUR SLOW PAYING ACCOUNTS NOW!

THREE EASY AND FREE WAYS TO PROMOTE YOUR BUSINESS AT WWW.SARATOGA.ORG

Promote your events, accolades, new hires or specials through the Member News section:

To add a member news item to the Members Only section of www.saratoga.org, log in to the section with your user name and password. If you do not currently have a user name and password, you will need to sign up to do so. Once you've logged in, click on the Member News icon or text. At the top of the Member News page, you'll see the text Add My News Item - click on that link. Fill out the appropriate information and submit your news. If your release is too long, consider using the link function to link to it on your site. Chamber staff will review your submission and will normally approve it within one business day.

Add events to the Community Event Calendar

If you have an event that is open to the general public, you can submit it on our Community Event Calendar. To submit your community event information online, go to: www.saratoga.org and click on the Events icon (horizontal bar in the middle of the page). Once on the events page, look to the left side navigation, where you will see Add An Event. Click on that and fill out the form, following on screen instructions.

Member Spotlight Online

Submit a member spotlight to Jeff Shinaman at jshinaman@saratoga.org to be included on this page: <http://www.saratoga.org/chamber/member-spotlights.asp>.



www.saratoga.org



Building the

Social Networking

Bridges

On January 15, the Chamber's Third Thursday Breakfast featured speaker Kariann Morris. Morris, an expert in Internet marketing with FingerPaint Marketing, discussed some of the most popular social networking sites, what they do and how you can use these to leverage your business.

What is Social Networking?

Examples:

www.FaceBook.com
www.MySpace.com
www.Linkedin.com

An online community of people, a network of who you know and in turn, who they know.

A place where people interact with each other to make connections and create opportunities.

Personal webpages and different ways to communicate with others through instant messaging, email, blogging or sharing photos and videos.

The number of social networking sites has grown as have the number of users linking to them.

How do they work?

There are many social networking sites, each with different features and functionalities but the frameworks are similar:

- Each user creates a profile.
- Searches are conducted for people, interests, businesses and organizations.
- Sending a request to be your friend or join your network then allows communications and sharing email, photos, videos, clubs and groups.
- By viewing the networks of those you are connected to you increase your own network by making new connections and suggesting other possible relationships.

What are some reasons businesses would use Social Networking sites?

- They provide an easy, free way to connect businesses with consumers, consumers with other consumers and businesses with other businesses.
- They open opportunities to connect with people you wouldn't ordinarily meet through traditional networking.
- You can advertise your company and market your product or service to others based on user demographics and interests.
- They help to build and protect your brand as well as create link popularity.
- They generate traffic to your website and can show what key words end users are utilizing to find you.
- They create opportunities for interaction and allow you, as a business, to join users' conversations.
- They are an opportunity for networking with others in your industry and people interested in your product or service.

If you still have questions about how to use these networking sites and want more information,

Join us for our Social Networking - Hands On Seminar.

Thursday, March 12, 9 - 11 am, \$25

Skidmore College

Instructor: Kariann Morris, FingerPaint Marketing

The seminar is limited to the first 30 people. Call to reserve 584-3255

Your Chamber has a presence on LinkedIn and Facebook. Search "Saratoga Chamber" to locate these groups and add them to your profile.

NEW MEMBERS

Adirondack Museum

Kate Moore
Route 28 N/30
Blue Mountain Lake, NY 12812
352-7311 Fax: 352-7653
www.adirondackmuseum.org
Regional Museum of
History/Art

Adirondack Spray Foam, Inc.

Kevin Theriault
83 Rowland St.
Ballston Spa, NY 12020
528-7831 Fax: 884-9851
www.adirondacksprayfoam.com
Spray Foam Insulation

Affiliated Computer Services, Inc.

George Mitchell, III
17 Julians Way
Saratoga Springs, NY
12866
441-6950
Enterprise App./Bus. Process
Outsourcing

Arts Center on the Hudson

Jaimen McMillian
2 South Main St.
Mechanicville, NY 12118
695-4899 Fax: 695-6955
www.artscenteronthehudson.com
Concerts/Theater/Dance

New York Life Insurance

Bill Breheny
26 Century Hill Dr.
Latham, NY 12110
220-4239
www.newyorklife.com
Insurance/Life/Health/Annuities

Curran Electric, Inc.

Jim Curran
P.O. Box 3443
Saratoga Springs, NY
12866
281-7862
Residential/Commercial/Industrial

Demand Marketing

Richard Sellers
69 Hyde St.
Saratoga Springs, NY
12866
859-9218
Marketing Consultant/Coach

DeSantis Forge and Studio, LLC

David DeSantis
P.O. Box 727
Sylvan Beach, NY 13157
(315) 363-3592
Fax: (315) 363-3593
www.desantisforgeandstudio.com
Railings/Doors/Fireplace Screens, etc.

Frank Garrison

241 Middle Line Rd.
Ballston Spa, NY 12020
885-9500
Dairy Farm

Home Energy Advisors, LLC

Dan Gibson
9 Diamond Rd.
Ballston Lake, NY 12019
899-2400
www.homeenergyadvisors.com
Home Energy Audits/Ratings

Involve Marketing, Inc.

Meghan Leary
974 Rte. 67
Ballston Spa, NY 12020
884-4829 Fax: 884-4830
www.involvemi.com
Innovative Marketing Firm

K & D Laundry Equipment, LLC

Don Barnes
201 Maple Ave.
Saratoga Springs, NY
12866
587-3559 Fax: 587-6250
www.kanddlaundry.com
Laundry Equip. Sales/Parts

KG Business Enterprises, LLC

Kenneth Green
12 Iroquois Dr.
Saratoga Springs, NY
12866
505-4669
Economic Dev. Consultant

LH Communicatons

Lee Heller
2 Ascot Circle - Unit 8
Saratoga Springs, NY
12866
306-6106
Cable TV Equipment Broker

M2 Communications

Lisa Miller
181 East Ave.
Saratoga Springs, NY
12866
587-5638
Communications/Writer

Magee Scientific Corp.

Edward Burgher
328 Burgoyne Rd.
Saratoga Springs, NY
12866
583-6040 Fax: 583-6040
Sales/Mkting. for Air Quality Instru.

McDonald Public Relations

Denise McDonald
61 Phila St.
Saratoga Springs, NY
12866
312-1093
Freelance PR & Event
Planning

Miller Mechanical Services, Inc.

Elizabeth Miller
55-57 Walnut Street
Glens Falls, NY 12801
792-0430 Fax: 743-9863
www.millermech.com
Metal Fabrication

National Business Equipment & Supply

Craig Zarzycki
505 Bradford St.
Albany, NY 12206
724-6455 Fax: 438-0493
Office Equip. Sales/Service

National Lawn Care

Gary & Susan Barbolt
51 Parkhurst Rd.
Gansevoort, NY 12831
584-6857 Fax: 584-6857
sbarbolt@nycap.rr.com
Landscaping/Reten.
Walk/Walkways

Options With Learning, LLC

Lee-Ann Mertzlufft
P.O. Box 447
Burnt Hills, NY 12027-0447
384-6411 Fax: 384-4611
Special Education Training

Quality Foreign Car Care

Paul Hicks
7 Saratoga Ave.
Ballston Spa, NY 12020
885-1781
Auto Repair & Sales

RFC Services

Robert Coates
410 Walnut St.
Corinth, NY 12822
654-7528 Fax: 654-7528
Install & Remove R.E. Signs

Rob Spring Photography

Rob Spring
103 Washington St.
Saratoga Springs, NY
12866
584-0596
www.robspringphotography.com
Photographer

Thorofan

Michael Armo
P.O. Box 603
Saratoga Springs, NY
12866
(845) 258-7191
www.thorofan.com
Thoroughbred Racing Fan
Assoc., Inc.

Tyll & LaVigne Incorporated

Jim LaVigne
2 Clement Ave.
Saratoga Springs, NY
12866
587-2070
Structure/Fund FHA Insured

Waggs and Woofs, LLC

Alisa Carr
229 County Rte. 76
Stillwater, NY 12170
441-6499
www.waggs-and-woofs.com
Luxury Dog Boarding Daycare Spa

West Point Thoroughbreds, Inc.

Tom Bellhouse
84 Tompion Lane
Saratoga Springs, NY
12866
583-6406 Fax: 207-9026

LEGISLATIVE ISSUES THAT AFFECT YOU

The Governor's proposals to create an **"obesity tax"** and renege on promises made under the **Empire Zone** are just two issues that have been opposed by your Chamber Board of Directors.

The **"obesity proposal"** would, among other things, place an 18% tax on non-diet beverage containers. This would not only affect consumers but locally would close one of the production lines at Ball Metal Container for a three to four month period, resulting in \$1 million in lost wages locally.

The Governor's **Empire Zone proposal** would change the employment and capital investment standards originally agreed to by the State and employers. The new higher standards would eliminate dozens of Saratoga County companies that are a part of the current Empire Zones



and fulfilled all original State requirements.

Attempts at the State level, to allow employees in any size firm to draw disability insurance payments for up to fourteen weeks of **humanitarian leave**, have been opposed by your Chamber. Small firms would be especially hurt by having to hire temporary and unskilled employees to replace skilled workers out for more than three months.

Our Federal legislators have been contacted opposing proposed legislation which would take away an **employee's right to a secret ballot** in an attempt to unionize a company. The most recent figures indicate that 70% of all union votes were at firms with less than fifty employees.

All our local, federal and state legislators have been informed of the above positions.

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

<p>Tuesday February 3 YOUNG PROFESSIONALS NETWORK <i>5 - 6:30 p.m.</i> <i>Max London's Restaurant</i> <i>466 Broadway</i> <i>Saratoga Springs</i> <i>\$10 with reservations</i></p> <p>Networking Event</p> <p>Spend some time with the other Young Professionals in our community. Getting to know one another increases our exposure for our own companies and our connections with others in the area. Each month we meet at some of the most exciting venues in the county. Young? Professional? Chamber Member? Come and join us!</p>	<p>Tuesday February 10 WOMEN'S BUSINESS GROUP <i>9 - 10 a.m.</i> <i>Chamber Offices</i> <i>28 Clinton Street</i> <i>Saratoga Springs</i></p> <p>Communications</p> <p><i>Linda Toohey,</i> <i>Saratoga County Chamber</i></p> <p>You've scheduled a meeting to ensure all working on the project are in alignment. You're not just going to show up at the meeting and assume it will run smoothly, are you? Effective meeting organization is key to accomplishing what you want. Toohey is an expert; hear her tips, experience and suggestions.</p>	<p>Wednesday February 11 NETWORKING LUNCHEON <i>11:45 - 1 pm</i> <i>Hilton Garden Inn</i> <i>125 South Broadway</i> <i>Saratoga Springs</i> <i>\$15 with reservations</i> <i>\$20 without</i></p> <p>Networking Event</p> <p>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. A great way to meet new contacts and more interesting than leftovers at your desk!</p>	<p>Thursday February 19 THIRD THURSDAY BREAKFAST <i>7:30 - 9 a.m.</i> <i>Holiday Inn</i> <i>232 Broadway</i> <i>Saratoga Springs</i> <i>\$10 with reservations</i> <i>\$15 without</i></p> <p>Leadership</p> <p><i>Bill Martin,</i> <i>The Initiatives Group, LLC</i></p> <p>General (Retired) Bill Martin will speak on the leadership lessons he acquired from leading soldiers for over 20 years. During these dynamic times of declining resources and economic volatility, the need for sound leadership at the grass roots level is essential.</p>	<p>Thursday February 26 ORIENTATION AND MEMBER MIXER <i>4 - 5 pm - Orientation</i> <i>5 - 6:30 pm - Mixer</i> <i>Hyatt Place</i> <i>20 State Farm Place</i> <i>Malta</i> <i>\$5 with reservations</i> <i>\$10 without</i></p> <p>Networking Event</p> <p>Find out what the Chamber can do for you and meet that staff that are there to serve you.</p> <p>Mixers provide an excellent networking opportunity with an average of 260 attendees in a relaxed environment. \$2 beverages and free hors d'oeuvres.</p>
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To make reservations for a Chamber Event, please call the offices, 584-3255 or register online, www.saratoga.org

S E M I N A R S

FINANCIAL PLANNING AND TAX STRATEGIES FOR SUCCESSFUL BUSINESSES

Thursday, February 12, 8-10 a.m.

Come learn as an accountant and financial planner team up to help business owners learn the essentials they need to know about retirement plans and reducing their tax liability. This event will also cover the following topics:

New tax incentives on saving for retirement.

Tax Savings still available for the 2008 tax year (thru 10/15/09)

The advantages and disadvantages of different types of retirement plans available to businesses.

Retirement plans available for different types of business entities.

Presented by: Melinda Bucknam, CPA & Adam McNeill, AAMS

Location: Chamber Offices, 28 Clinton Street, Saratoga Springs

Cost: \$10, Chamber Members Only

RSVP: Tuesday, February 10th, please contact the Chamber at 584-3255

STARTING A BUSINESS

Wednesday, February 18, 5 - 7:15 p.m.

If you are interested in starting a business and have questions about formation, financing, promotion, business controls and determining market niche, this seminar is for you.

This seminar is offered quarterly.

Presented by:
Joe Dalton, President, Saratoga County Chamber

Chamber Offices, 28 Clinton Street, Saratoga Springs

Cost: \$15 - Chamber members
\$30 non members

RSVP: Monday, February 16 to 584-3255 or www.saratoga.org

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Mark Suprunowicz
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Marcia White
Saratoga Performing Arts Center

Top Volunteer Producers for 2008 are:
Mark Pepin: Time Warner Cable Business Class
Kiley Wittig: The Print Republic
Christine Cunningham: The Williams Inn
Jessica Petraccione: 1st National Bank of Scotia

FEDERAL AND STATE HOLIDAYS

Monday, February 16 President's Day	Monday, October 12 Columbus Day
Monday, May 25 Memorial Day	Wednesday, November 11 Veterans Day
Saturday, July 4 Independence Day	Thursday, November 26 Thanksgiving
Monday, September 7 Labor Day	Friday, December 25 Christmas.

ANNIVERSARIES

Over Twenty-Five Years

Dickinson & Company, CPA's
King, Adang and Arpey
Saratoga Army & Navy
Outfitters
Saratoga Hospital
Foundation

Over Twenty Years

Best Western
Krystal Motors
Saratoga Financial Services
SKS Bottle & Packaging, Inc.

Over Fifteen Years

Amann's Heating
Sally Bouton Engelhardt
Cha-Bert Inc.
The Country Gentleman
Keytospa.com
Six Sisters Bed & Breakfast
Stanski Transportation, Inc.
Sutton's Marketplace, Inc.
Waldorf School of Saratoga
Springs
Willard Mountain Ski Area

Over Ten Years

Advanced Appraisals
Alonzo Fireworks
AXA Advisors, LLC
Bonacio Construction, Inc.
Protection One Security
Craig E. Roberts, MD

Over Five Years

Bacon Hill Reformed Church
Bailey's Cafe
C & S Construction Ltd.
Center for Economic Growth

Cool Insuring Agency, Inc.
Robert Courtney Enterprises,
Inc.
Creative Photo and Graphic
Empire Vision Centers
Fusco Personnel, Inc.
Geyser Lodge
Lake George Opera at
Saratoga
Lanci's Ristorante
Linell Lands
Tom Mullan Tree & Stump
Removal
Ndakinna Education
Center/Greenfield Review
O'Shea & French Insurance
Agency
Preville Technology Services
Providence Remodeling Co.
S.P.G. Technologies, Inc.
Saratoga Sleigh - A Victorian
B & B
SimplexGrinnell
Trudi Smith, Art
Spring City Realty
Stepwise Farm
Nicola Vacchio, Inc.
Van Patten Golf Club

Over One Year

Abundant Sound & Video
Academy for Lifelong
Learning at Saratoga
Springs (A.L.L.)
Access Health Systems
Aloha Remodeling
American General Financial
Services, Inc.
April Fresh Cleaning
Atlantic Energy Solutions,
Inc.

Bette & Cring, LLC
BST
Burdick Sales, Inc.
Burnt Hills Oratorio Society
Capital Bank & Trust
Sheila Conolly
Deily, Mooney & Glastetter,
LLP
FJY Architecture
Flooring Environment
Focus Softnet, LLC
Frank Adams Jewelers
GMAC Mortgage Corp.
Goldentouch Plumbing &
Heating
Greystone Strategies, LLC
The Henry Dorr Alliance
Hoffman Technical
Associates
Home Helpers and Direct
Link
Hyatt Place Saratoga/Malta
Orson B. Klender, Pro Realty
of NY
Melanie LaFond, Couch
White, LLC
List Innovative Solutions
M.A. Davis
Bruce McDonough
Photography
The Medical Center at Wilton
Michaels Group
Midland Paper Company
Midtown Wine and Spirits
Muddy Acres Farm
NYSERDA
North East Spray Foam
Northeast Technology Sales,
LLC
Park Personnel Services, Inc.

Party 911 of Saratoga
Passero Associates
Pine Grove Christian Camp
Premier Planning Associates
Rand Window Fashions, LLC
Reed Asset Management
Robinson & Son, LLC
Root Canal Experts D.M.D.'s,
P.C.
Saratoga Builders, LLC
Saratoga Notecards
Saratoga Springs Lions Club
Servpro of Southern
Saratoga County
Special Olympics New York
Steeplechase at Malta
Strategic Media Sales Group,
Inc.
Subsidiary Technologies, Inc.
Sunflower Stamping - Rubber
Stamps
Brian Sweeney
Tatra Properties, LLC
thirteen
Tough Traveler, Ltd.
Truck & AutoWares, Inc.
Union Gables Bed &
Breakfast
Victoria's Decorating Corner
Wings Over Saratoga
Woodmen of the World

MARCH HEADS UP

March 3 Tuesday, 5 - 6:30 pm
Young Professionals Network

March 10 Tuesday, 9 - 10 am
Women's Business Group

March 12 Thursday, 9 - 11 am
Social Networking Hands On

March 18 Wednesday, 8 - 10 am
Sales Tips Seminar

March 19 Thursday, 7:30 - 9am
Third Thursday Breakfast

March 26 Thursday
Orientation and Mixer
4 - 5 p.m. - Orientation
5 - 6:30 p.m. - Mixer

March 30 Monday, 5 - 6:30 pm
Blitz Orientation