

October 2006

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www.saratoga.org

## CHAMBER INITIATIVES

Each month, your Chamber is actively involved in our mission to “initiate and provide programs and services which will enhance members’ ability to successfully conduct their business; and to enhance and promote a healthy economy, making the county an ideal place to live, work and visit.” The following are a few of our recent initiatives.

**PROMOTING VOLUNTEERISM** – Your Chamber has created a new DVD and program on increasing the number of volunteers serving non-profit organizations throughout the region. Please attend this month’s Third Thursday Breakfast on the 19th for the unveiling of this initiative and to preview the video.

**WOMEN’S BUSINESS PROGRAMS** – In response to our members request for a women’s business group, two new programs were launched this year. Bi-monthly luncheons featuring women executives and leaders are offered. The next luncheon is on the 24th. See page 3 for details. On alternating months, roundtable discussions are held in the Chamber boardroom from 8 to 9 a.m.

**HUDSON RIVER DREDGING** – Julie Stokes has represented the Chamber in a joint County/Chamber effort to identify economic needs and strategies for funding river-side projects. Staff has also met with locally elected officials, including six county supervisors and four village mayors along the Hudson River to develop a wish list of projects that could be undertaken during or after dredging. Meetings have begun with state agencies regarding possible grants to support some of the projects.

**SARATOGA RACE COURSE** – A new program of hospitality was initiated at the flat track this summer by your Chamber. We recruited and coordinated up to ten greeters at the entrance gates of the track each day. Attired in red vests, straw hats, and large “May I Help You” buttons, they were busy from 10:30 a.m. to 2:30 p.m. The program was well received by guests and by NYRA and will continue next year.

**PROVIDING VISITOR INFORMATION** – The information booth, located in front of Congress Park in Saratoga Springs, served over 10,000 families between June and early September. Questions and referrals were handled on attractions, hotels, restaurants, shops, services and much more. Brochures were distributed promoting members’ businesses.

### Saratoga’s Under 40 Network

October 3  
5 - 6:30 p.m.  
Brindisi’s Restaurant & Bar

### Business Showcase

October 5  
4 - 7 p.m.  
Saratoga Springs City Center

### Third Thursday Breakfast

October 19  
7:45 - 8:30 a.m.  
Holiday Inn - Saratoga Springs

### Women’s Business Luncheon

October 24  
11:30 a.m. - 1 p.m.  
Saratoga Hotel & Conference Center

### Orientation & Mixer

October 26  
4 - 5 p.m. Orientation  
5 - 6:30 p.m. Mixer  
Mare Ristorante

### Seminars

October 10, 17 & 24  
“Polishing Your Business Writing Skills”  
October 31  
“The Buyer/Seller Dance”  
See page 2 for details

### Other Upcoming Events

November 3 Networking Lunch  
November 7 Saratoga’s Under 40 Network  
November 15 Women’s Business Roundtable  
November 16 Third Thursday Breakfast  
November 16 Mixer  
November 21 Starting a Business Seminar

**SEE PAGE 3 FOR DETAILS.**

# SEMINARS

## POLISHING YOUR BUSINESS WRITING SKILLS

Tuesdays, October 10, 17, and 24 8:30 to 11:30 a.m.

*Through a combination of exercises, lectures and discussions, you will re-learn the basics of good written communications, grammar and usage, and punctuation. You will also learn how to write in a clear, concise, grammatically correct manner. The three session course is offered in conjunction with Adirondack Community College.*

**Presented by:** Donna Clement, Writing Consultant  
**Location:** Adirondack Community College, Wilton Campus, Route 9, Wilton  
**Cost:** \$175 per person  
**RSVP:** Friday, October 6 at 584-3255 or email [info@saratoga.org](mailto:info@saratoga.org)

Registration is limited to 20 participants. Payment is due in advance.  
Reservations will be billed unless cancelled 48 hours prior to the seminar.

## THE BUYER/SELLER DANCE... LEARN HOW TO LEAD

Tuesday, October 31 8 to 10 a.m.

*Learn why sales people fail and what changes can be made to improve prospect attitudes and close deals.*

**Presented by:** Lorraine Ferguson, President, Direct Impact Associates, LLC  
**Location:** Saratoga County Chamber Office, 28 Clinton Street, Saratoga Springs  
**Cost:** \$10 per person  
**RSVP:** Friday, October 27 at 584-3255 or e-mail [info@saratoga.org](mailto:info@saratoga.org)

# BUSINESS TIP

## GET FACE TO FACE FIRST

Meeting someone on the phone (cold-calling them-even from a referral) is not the best way to start any relationship. It can work; it's just not always the best way. When you meet someone face to face, you can see them and hear them at the same time. This is 100 times more insightful. Networking is the best way to create initial face to face meetings. It can be business after hours, lunch, association meetings, even an annual convention. The reason face to face is so powerful is that your prospect can get to like you faster. The more they like you, the more they will buy from you. Networking builds rapport that leads to appointments and sales, lots of sales.

Excerpt from *Little Red Book of Selling* by Jeffrey Gitomer, 704 333-1112

# SPOTLIGHTS

### **MARIA BILLIS DESIGNS Saratoga Springs, 879-6360, [www.mariabillis.com](http://www.mariabillis.com)**

Maria Billis Designs is pleased to announce the unveiling of their new website. Maria Billis now offers modern and stylish examples of her contemporary Zen-like, minimalist design projects online. Transport your senses to a place of harmony and balance for your home or business design needs.

### **PROREALTY OF NEW YORK, INC., 125 High Rock Avenue, Saratoga Springs 12866, 583-1200, [www.ProRealtyNY.com](http://www.ProRealtyNY.com)**

ProRealty of New York, Inc. covers upstate NY from Albany to the Adirondacks. The staff includes specialists in residential resale, new construction, equine properties, land development, and commercial real estate. ProRealty has established a Charitable Gifting Program through which they donate \$100 from every transaction to a qualified local charity of their clients' choice.

### **FRONTRUNNER NETWORK SYSTEMS, 40 British American Blvd., Latham 12110, [www.frontrunnernetworks.com](http://www.frontrunnernetworks.com), 785-3500**

A single-source provider of business communications equipment and multimedia integration services for voice, video, data and advanced applications. Their end-to-end network-support solutions include a diverse portfolio of full-service products from the industry's leading manufacturers, as well as value added services that include configuration, design, installation, maintenance and monitoring.

*For information on all Chamber members, go to [www.saratoga.org](http://www.saratoga.org), click on "Business Directory" and search by company name, category or key word. If you'd like your business spotlighted in the newsletter, please e-mail your 50-word profile to [jshinaman@saratoga.org](mailto: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.*

# HEALTH & DENTAL INSURANCE OPEN ENROLLMENT

Applications will be accepted for insurance through the Chamber between **November 1 and November 21** for coverage to be effective January 1, 2007. Contact Susan at 584-3255, ext. 211, for information and applications.

## OCTOBER EVENTS

- 3 SARATOGA'S UNDER 40 NETWORK. Brindisi's Bar & Restaurant, 390 Broadway, Saratoga Springs**  
**Featured Speaker:** Elliot Masie, President, The Masie Center, Inc.  
**Topic:** The Impact of Technology Trends on Business  
**Time:** 5 - 6:30 p.m.  
**Cost:** \$10 per person, Chamber members only      **Reservation Deadline:** October 2 at 5 p.m.
- 5 BUSINESS SHOWCASE. Saratoga Springs City Center, 522 Broadway, Saratoga Springs**  
**Time:** 3 - 4 p.m. exhibitors only; 4 - 7 p.m. open to the public  
*See page 7 and 8 for more information.*
- 19 THIRD THURSDAY BREAKFAST. Holiday Inn - Saratoga Springs, 232 Broadway, Saratoga Springs**  
*Monthly breakfasts keep you informed on current issues affecting the County while providing a great opportunity to meet other business and professional people.*  
**Topic:** "Unveiling of the Chamber's Volunteer Initiative"  
**Time:** 7:30 - 8:45 a.m.  
**Cost:** Reservations \$7.00; Without Reservations \$10.00      **Reservation Deadline:** October 17 at 5 p.m.
- 24 WOMEN'S BUSINESS LUNCHEON. Saratoga Hotel and Conference Center, 534 Broadway, Saratoga Springs**  
*Luncheons feature dynamic women in leadership positions discussing how they got to where they are and the obstacles they overcame.*  
**Featured Speaker:** Deborah Onslow, President and General Manager, WMHT Educational Telecommunications  
**Topic:** "Beyond Sesame Street... How I got Ahead in Public Broadcasting"  
**Time:** 11:30 a.m - 1 p.m.  
**Cost:** Reservations: \$20.00; Without Reservations: \$25.00      **Reservation Deadline:** October 20 at 5 p.m.
- 26 ORIENTATION & MIXER. Mare Ristorante, 17 Maple Avenue, Saratoga Springs**  
*Mixers provide an excellent networking opportunity with an average of 220 attendees in a relaxed environment. Orientations inform members of the Chamber's money saving programs and how to best utilize their membership investment.*  
**Time:** 4 - 5 p.m. Orientation; 5 - 6:30 p.m. Mixer  
**Cost:** Reservations \$5.00; Without Reservations \$10.00      **Reservation Deadline:** October 24 at 5 p.m.

*To make a reservation, call 584-3255 or email [info@saratoga.org](mailto:info@saratoga.org).*

*All reservations emailed will be confirmed within 24 hours. Please call if you do not receive an email confirmation.*

*Reservations will be billed unless cancelled two business days prior to the event.*

## BENEFIT

### SARATOGA'S UNDER 40 NETWORK

SUN provides the County's young business people with a forum for personal and career development. Professionals under the age of 40 who are at the management level, a licensed professional, or own their own business can improve their networking skills, make contacts among peers from different industries and meet regularly with business leaders in some the area's most popular venues. SUN meets on the first Tuesday of every month from 5 to 6:30 p.m.

# MEMBERS IN THE NEWS

Share your good news with other Chamber members in "Members In The News". If you have been honored at an industry event, celebrated a business milestone, developed a new product, or have earned special awards e-mail it to [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org).

**PJ'S "SARATOGA STYLE" BAR-B-Q** has been chosen by the NYS Restaurant Association as one of two restaurants to represent the state in the National Restaurant Neighbor Awards program. Their "Unsung Heroes" effort recognizes emergency service and education personnel for their unselfish service to the community.

Andrew Brindisi of **BRINDISI'S RESTAURANT & BAR** was Top Producer of new members in August on the Chamber's Membership Committee.

**ABC NURSERY SCHOOL**, providing quality education to children ages 3 to 5 years old, is celebrating 20 years serving the Clifton Park, Halfmoon communities and has recently added a Kindergarten Wrap Around program for children who attend the Shenendehowa school system.

Promotional materials created for the **LAKE GEORGE OPERA** based in Saratoga, by the marketing communications firm **COPPOLA DESIGN**, have won two 2006 American Graphic Design Awards. The honored pieces are a postcard and a commemorative limited edition poster. They will appear in the annual showcase edition of *Graphic Design USA* in December.

**COMMUNITY HOSPICE OF SARATOGA** is in need of volunteers who are available to make friendly visits and to provide emotional support to Hospice patients and their families. Volunteers should be available to make a commitment of 2 to 4 hours per week. Call Linda Andrus at 581-0800.

Salon Owners Mary Ann and Glenn Guerriero of **BROOKLYN ATTITUDE HAIR & BODY** were featured in the August issue of Salon City for their mayoral makeover of Valerie Keehn.

Cathy and John Lanci of **LANCI'S RESTAURANT** were featured in the *I Love NY Culinary Adventures*. There is an ad in the September Gourmet magazine with a quarter page photo of John and Cathy.

**THE NEW YORK STATE MILITARY HERITAGE INSTITUTE** has produced a limited edition, sixteen month 2007-2008 full color "Battle Flag Calendar." Each page explains the history of one of 16 historic flags of New York State. The size is 8.5 x 11, suitable for hanging. The calendar will be available in early October at a cost of \$14.95. Purchase a copy at the museum at 61 Lake Avenue, Saratoga Springs in October.

Chefs Jasper Alexander of **HATTIE'S RESTAURANT** and David Britton of the **SPRINGWATER BISTRO** will be featured at the Pride of New York's 10th Anniversary Food & Wine Fest at the Culinary Institute of America in Hyde Park. The public is invited to attend the two-day event on October 13-14. More information about the celebration and the Pride of New York Program is available at [www.prideofny.com](http://www.prideofny.com).

# MEMBER NOTES

**LUTHER FOREST** When we thanked the major players in the decision of AMD to locate in Malta, we omitted a key business. That was National Grid, which allocated major funding from their economic development fund and loaned us the expertise of their development team.

**SAVE THE DATE!** The 89th Annual Dinner will be held on Thursday, January 25 at the Saratoga Springs City Center at 6 p.m.

**MEMBERSHIP DIRECTORY ADS** Each year the Chamber sells a limited number of full-page ads to firms interested in promoting their services and products. The directory is printed and distributed to the Chamber's members in early January. Additional copies are mailed to economic development prospects, newcomers, purchasing agents and to town and school offices. As an added bonus, directory advertisers will receive a banner ad for one year on one of the pages in the community information section of the Chamber's web site. Those pages attracted over 4,500 users per month in the past year. Cost of a full-page, black and white ad and the web site banner ad is \$1,800. Since ad placement is on a first come-first serve basis, anyone interested in advertising should contact Greg Dixon at 584-3255 or [gdixon@saratoga.org](mailto:gdixon@saratoga.org) immediately. Deadline for space reservation is Friday, October 20.

**JOB OPENINGS** Engineers, computer specialists, office managers, and sales reps have all been offered jobs after their resumes were found by a Chamber member at the Job Zone section of your Chamber's web site. This service is FREE to member firms. You can list or blind list an opening and then review, by skills, available people to fill a job opening. You can also find seasonal or part-time employees, and non-profits may list volunteer openings. Just follow the online instructions at [www.saratoga.org](http://www.saratoga.org) or contact Annamaria Dalton at 584-3255, ext. 203 or [adalton@saratoga.org](mailto:adalton@saratoga.org).

**SARATOGA READS!** Nominations are sought for the 2007 book of choice, which the community would be encouraged to read during the coming year. Nominations can be made at [www.saratogareads.org](http://www.saratogareads.org), Saratoga Springs Public Library, Barnes & Noble in Wilton, Borders in Saratoga Springs, the Lyrical Ballad Bookstore, Saratoga Springs High School, the Senior Center of Saratoga Springs, and Empire State College and Skidmore College. Nominations will be announced on November 1, followed by a two week voting period to select one book.

**INFORMATION BOOTH** The Saratoga County Chamber of Commerce Information Booth assisted over 10,800 families this summer. Thanks to Marti Ladue, Ann O'Brien, Jane Olson, Cindy Wall and Sally Biggie for their efforts to help visitors feel welcome.

# WELCOME NEW MEMBERS

Your Chamber is pleased to welcome the following new members.  
Please add their names to your Membership Directory and  
consider calling on them when you need a product or service they provide.

## **ABC Restaurant Equipment & Refrigerator Co.**

Rick Burr  
28-30 Elm St.  
Glens Falls, NY 12801  
793-3456 Fax: 793-3493  
*Restaurant Equip. & Supplies*

## **About Face**

Peggi Perrone  
Saratoga Springs, NY 12866  
605-0608 Fax: (501) 325-4367  
[www.aboutfaceexercise.com](http://www.aboutfaceexercise.com)  
[info@aboutfaceexercise.com](mailto:info@aboutfaceexercise.com)  
*Natural Beauty Through Facial Exercise*

## **ADP**

Justin Philo  
3 Pinewest Plaza  
Albany, NY 12205  
464-7675 Fax: 869-6036  
[justinphilo@yahoo.com](mailto:justinphilo@yahoo.com)  
*Payroll/Tax Filing/Other Bus. Srvs.*

## **American Heart Association**

Anita Manpel  
440 New Karner Rd.  
Albany, NY 12205  
869-4043 Fax: 869-8180  
[www.americanheart.org](http://www.americanheart.org)  
[anita.manpel@heart.org](mailto:anita.manpel@heart.org)

## **Arrangements**

Julie Delfs  
280 East High St.  
Ballston Spa, NY 12020  
322-7937  
[www.juliedelfs.com](http://www.juliedelfs.com)  
[julie@juliedelfs.com](mailto:julie@juliedelfs.com)  
*Floral Artistry w/Service Galore*

## **Australian Country Outfitters**

Sabine Soddemann Rodgers  
937 Locust Grove Rd.  
Greenfield Center, NY 12833  
893-7640  
[www.outbacksurvivalgear.com](http://www.outbacksurvivalgear.com)  
[sabine@pdoworld.net](http://sabine@pdoworld.net)

## **BDI**

Byron Kempf  
1 Charles Blvd.  
Guilford, NY 12084  
862-9854 Fax: 862-9855  
[www.bdi-usa.com](http://www.bdi-usa.com)  
[albany@bdi-usa.com](mailto:albany@bdi-usa.com)  
*Bering/Fluid Pwr./Pwr. Transmission Supplier*

## **Richard H. Beasley**

250 Angel Rd.  
Greenfield Center, NY 12833  
654-2954 Fax: 654-6753  
*Excavating/Trucking/Hauling Mat.*

## **Blue Canyon Creations, Inc.**

Jim Crawford  
P.O. Box 1096  
Saratoga Springs, NY 12866  
899-6709  
*Manufacturer of Body Tea*

## **Brookfield Farms**

Ami Goldstein  
65 Gibbs Rd.  
Hartford, NY 12838  
632-9101 Fax: 632-5968  
[www.upstatenyfarmvacationrentals.com](http://www.upstatenyfarmvacationrentals.com)

## **The Capital Region Strategic Employee Benefit Services, Inc.**

James Marco  
1201 Troy-Schenectady Rd.  
Latham, NY 12110  
690-7924 Fax: 786-7388  
[www.albany.strategicebs.com](http://www.albany.strategicebs.com)  
[james.marco@nmfn.com](mailto:james.marco@nmfn.com)  
*Employee Benefits/HR Consulting*

## **Cognos Corporation**

George Mitchell III  
17 Julians Way  
Saratoga Springs, NY 12866  
320-2854  
*Business Intelligence Software*

## **Computer Professionals International**

John Perfetto  
2165 Technology Drive  
Schenectady, NY 12308  
346-7799 Fax: 881-1708  
[www.comproinc.com](http://www.comproinc.com)  
[jperfetto@comproinc.com](mailto:jperfetto@comproinc.com)  
*Comp. Consult. & Hardware/Software Sales*

## **Denise Correll**

Re/Max Champions  
191 Church St.  
Saratoga Springs, NY 12866  
(888) 426-7735 Fax: (888) 426-7735  
[www.denisecorrell.com](http://www.denisecorrell.com)  
[denise@denisecorrell.com](mailto:denise@denisecorrell.com)

## **CTX Mortgage Company**

Joe Landy  
376 Broadway  
Schenectady, NY 12305  
347-1390 Fax: 347-1396  
[www.josephlandy.com](http://www.josephlandy.com)  
[joe.landy@ctxmort.com](mailto:joe.landy@ctxmort.com)  
*Mortgage Consultation*

## **Heather Fort**

Progressive Mode Hair Studio  
44 Cook Circle  
Gansevoort, NY 12831  
507-6020  
*Hair Studio*

## **George N. Habeeb, D.D.S**

100 Sitterly Rd., Ste. 102  
Clifton Park, NY 12065  
383-0160  
*Periodontist*

## **The Meadow View**

Eric Olson  
4316 Rte. 50N  
Saratoga Springs, NY 12866  
584-3395 Fax: 584-3395  
*Affordable Quality Apt. for over 20 yr.*

## **Newstone PET Imaging**

Patrick McNamara  
1020 Raymond Rd.  
Malta, NY 12020  
(401) 954-6473  
*Mobile Diagnostic Imaging PET/CT*

## **Paige Heating and Cooling**

William Paige  
3359 Lake Rd.  
Delanson, NY 12053  
583-COOL Fax: 689-5696  
[wpaige1@aol.com](mailto:wpaige1@aol.com)  
*Heating/Plumbing/AC-24 Hour Service*

## **RealtyUSA.com Administration**

Albert Picchi  
P.O. Box 402  
Clifton Park, NY 12065  
877-4101 Fax: 877-4925  
[www.realtyusa.com](http://www.realtyusa.com)  
[apicchi@realtyusa.com](mailto:apicchi@realtyusa.com)

## **Samaritan Counseling Center of the Capital Region**

Patty Gillen  
220 N. Ballston Ave.  
Scotia, NY 12302  
374-3514 Fax: 374-9193  
[www.samaritancounselingcenter.org](http://www.samaritancounselingcenter.org)  
[office@samaritancounselingcenter.org](mailto:office@samaritancounselingcenter.org)  
*Mental/Spiritual Health*

## **SEFCU**

Jim Alexson  
7 Lowes Drive  
Wilton, NY 12831  
(800) 727-3328  
[www.sefcu.com](http://www.sefcu.com)  
[sefcuhelp@sefcu.com](mailto:sefcuhelp@sefcu.com)  
*Full Svc. Credit Union*

## **Spire Restoration**

Tim Lucey  
141 Lincoln Avenue  
Saratoga Springs, NY 12866  
583-4393 Fax: 583-4393  
[www.spirerestoration.net](http://www.spirerestoration.net)  
[info@spirerestoration.net](mailto:info@spirerestoration.net)  
*New Construction/Renov./Restor.*

## **Squiz Management**

Christopher Hardisty  
112 Powers Lane  
Burnt Hills, NY 12027  
(914) 489-0282 Fax: (866) 263-0008  
*Real Estate Investing/Management*

# OCTOBER ANNIVERSARIES

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

## OVER THIRTY-FIVE YEARS

Sondra Silverhart, Roohan Realty

## OVER TWENTY YEARS

Empire State Sales  
Energy Guard Insulation LLC  
Esthetiques, Inc.  
John Grady Incorporated  
Jerome Roofing Siding & Insul, Inc.  
MVP Health Care  
Phillips Associates  
Prudential Manor Homes  
Roback, Kumlander & Pehl CPA's, LLP  
Spring Valley Power Equip. Inc.  
Wilton Floorcovering, Inc.

## OVER FIFTEEN YEARS

EnergyNext, Inc.  
Nichol J. Forsht  
Robin Hood Motel  
Rodriguez & Doern, PLLC  
Saratoga Center For The Family  
Saratoga County Agricultural Soc.  
Saratoga National Bank & Trust Co.  
Spa Paint & Decorating, Inc.  
Witt Construction, Inc.

## OVER TEN YEARS

A.J. Arpey, Inc.  
Always Cleaning Service  
Ameriprise Financial Services, Inc.  
Bayshore's Tropic Hut Restuarant  
Belmonte Builders  
Blue Chip Financial Group  
The Bread Basket Bakery  
Capital Growth & Shelter, Inc.  
Colley Asset Management, Inc.  
Collins Meadowbrook Dairy  
Mark A. Coulombe  
D.C. Dental Supply Co.  
Thomas J. DeGenero, D.D.S.  
Fred D. Dreher, D.D.S.  
Eagle Crest Golf Club  
Flynn Walker Diggins CPA, PC  
Stephen R. Foley, D.C.  
43 Phila Bistro  
Georgia Mills Direct, Ltd.  
The Guardian  
Michael Hagen, Inc.  
Hildreth Restaurant  
Hinman Construction  
Larmon House Movers  
Liberty Canine Care Center

Lockheed Martin  
Joseph P. Mangione, Inc.  
The Masie Center, Inc.  
Metropolitan Property & Casualty Ins  
New York Life, Barry Bruno  
"On-Hold" International  
The Precopia Agency, Inc.  
Promotions Plus, Inc.  
Riberdy Diesel Service  
Ryan-Biggs Associates, P.C.  
Saratoga Hair Transplant Center  
Saratoga Mobile Vet  
Saratoga Sod Farm, Inc.  
C.J. Sass, Inc.  
St. John Architects  
T & T Excavating & Paving Corp.  
Team Howard  
Uncommon Grounds Coffee & Bagels  
Wever Petroleum, Inc.  
Companies of J.J. Young

## OVER FIVE YEARS

ADD Development and Management  
Airway Meadows Golf Course  
Albany International Airport  
Albany Pool Rebuilders  
Allstar Chevrolet Oldsmobile Cadillac  
Kristina Almquist Design  
Apartments Renters Guide  
Architecture+  
Bonacio Landscaping  
Capital Financial Group, Inc.  
Centurion Private Investigators, LLC  
Chestwood Remodeling  
Chianti il Ristorante  
Cleveland Brothers Landscaping, Inc.  
Copperfield Inn  
Cornell Cooperative Extension of  
Saratoga County  
Creatacor, Inc.  
Creative Pension Consultants  
D&R Contracting  
East Side Towing & Recovery, Inc.  
Nicholas Frirsz Violins  
Galusha & Sons, LLC  
C. Gerard Marketing / You Name It  
GHI HMO, Inc.  
Grand Medical and Pediatrics  
H&R Block  
HMA Contracting  
Home Instead Senior Care

Hudson Valley Paper Company  
The Ice Cream Man  
iPress2000  
Jez Flooring Company, Inc.  
Katie's Kitchen  
The Maids  
Malcolm Pirnie Inc.  
Malta Development Co.  
Miles Ahead Communications  
Miranda Realty  
Mohawk Office Products, Inc.  
Molloy Partners  
Morgan Linen Service  
Northeast Seamless Gutters  
Old Homestead  
Opt Art Sports Photography  
Prestwick Chase at Saratoga  
Ravenous  
Reliable Brothers, Inc.  
Rent-A-Center  
Saratoga Living Magazine  
Saratoga Source  
Schindler Elevator Corporation  
Seasons In Saratoga  
Securitas Security Services USA, Inc.  
Sergio's  
Standard Commercial Interiors  
Sullivan Educational Associates  
Sunflowers  
TAG Solutions  
Valerie H. Thompson  
The Towne Law Offices, PC  
Ultramar Energy, Inc.  
Verizon Wireless  
Vermont Pure Springs, Inc.  
Wells Communication Service, Inc.  
Wendy's Landscaping  
Winslow's Restaurant  
Woodlawn Commons

## OVER ONE YEAR

Amtrade Consulting Group/C9 Corp.  
Bacon Hill Inn  
Big Tyme Tees, LLC  
Brown Printing  
CBS Coverage Group, Inc.  
Classic Home Real Estate Group  
Country Comfort Heating & Cooling  
Creighton Manning Engineering, LLP  
Diamond Data Intl. Inc.  
Empress Travel & Cruises

Essentials In Cleaning  
Excelsior Park, LLC  
Fairfield Inn & Suites by Marriott  
Fogg's Auto Sales, Inc.  
Frye Companies, Inc.  
The Handyman Specialist  
Hawk Home Inspection  
Hawthorn Alley  
Scott W. Hicks  
imMEDIate Productions, LLC  
Junior Achievement of Northeastern  
New York, Inc.  
Kathryn B. Professional Hair Removal &  
Skin Care Center  
Susan Kiley  
L & P Media  
Lisa's Hair Design  
Malta Animal Hospital  
Malta Health and Fitness, Inc.  
Mama Mia's Pizza and Cafe  
Manifest Station  
MDConnections, Inc.  
Medbery Inn and Spa, LLC  
The Mud Shack  
National Museum of Dance & Hall of Fame  
Nigro Companies  
Northeast Awnings  
1.888.CHUCKIT  
Patriot Glass & Mirror  
Pattison, Sampson, Ginsberg & Griffin, P.C.  
Peabody's, Inc.  
Performance Pianos  
Phinney Design Group  
Professional Massage Associates  
Paul Rappaport, M.D.  
Rem Printing  
Joseph Sacco, Jr. Attorney at Law  
Saratoga Bookkeeping Services  
Saratoga Chem Dry  
Conrad R. Schroeder  
Simple Space Interiors  
SMRT Architects and Engineers PC  
Square One Specialities  
State Farm Insurance, Sherry Hoffman  
Tech Valley Payroll / Powered by GTM  
Thoroughbred Retirement Foundation  
Tiznow Restaurant  
Torkelson & Associates, Inc.  
The UPS Store #152 of Saratoga  
The Wellspring Project/Saratoga  
On the Move

# THANK YOU

The following companies helped make the Chamber Fall Golf Outing on September 8th at Van Patten Golf Club a success:

## Major Sponsor

Time Warner Cable Business Class

## Gifts for Golfers:

MVP Health Care  
NBT Bank  
Hampton Inn and Suites Lake George  
1st National Bank of Scotia  
CDPHP  
Ballston Spa National Bank  
Cook Realty  
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## Beverage Sponsors:

Saratoga Springs Water Company  
Saratoga Eagle Sales and Service  
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Olde Saratoga Brewing  
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## Hole-in-One Sponsor:

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## Companies Donating Raffle Prizes:

Saratoga Bridges  
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Advanced Comfort Systems  
Pirates Cove Adventure Golf  
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Longfellows Hotel and Restaurant  
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Gaffney's  
Galway Golf Club  
1st National Bank of Scotia  
Bookmakers at the Holiday Inn  
CDPHP

Gideon Putnam Resort and Spa  
Upper Hudson River Railroad  
Liberty Ridge Farm  
Hannaford  
El Mariachi Mexican Restaurant  
Holiday Inn - Saratoga Springs  
The Saratoga Hotel and Conference Center  
Saratoga Eagle Sales and Service  
Saratoga Springs Water Company  
Sushi Thai Garden  
McGregor Links Country Club  
Impressions  
Airway Meadows  
Unlimited Potential  
New York Racing Association  
SKS Bottle and Packaging, Inc.  
Roback, Kumlander & Pehl

# BUSINESS SHOWCASE 2006

## YOU'RE INVITED!!!

Thursday, October 5th  
Saratoga Springs City Center, 522 Broadway  
4 to 7 p.m.

(vendors-only show: 3 to 4 p.m.)



**It's time to mix it up, network & have some fun.**

**Open to the Public. Free admission! No registration.**

The show is fun for everyone interested in networking and learning more about the products and services being offered in and around Saratoga County and the companies that provide them.

### Premiere Sponsor:

**Time Warner Cable Business Class**

### Major Sponsors:

Adirondack Trust Company

SEFCU

Courtyard by Marriott - Saratoga Springs

ImageCare Saratoga

CEI Computer Services

MVP Health Care

Saratoga Online - SPA.NET

Saratoga Imaging Center

Mannix Marketing Inc. - Saratoga.com

Capital District Physicians' Health Plan, Inc.  
(CDPHP)

Saratoga Business Journal

Anastos Media Group/STAR 101.3

The Saratogian.

**170 booths** - Exhibits will include something for everybody. *New technology companies, catering, photography, skin care, an elk farm, pet sitting, financial services, home health care, construction, promotional products, office furniture, frames, closets, office products, landscaping, golf, a micro brewery, food, cars, travel, and much, much more!*

Food & Beverage booths will be offering free samples, 2 cash bars will be serving \$1 beverages and over 50 door prizes will be given away throughout the show.

For more information, contact Jeff Shinaman at [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org) or 584-3255

# BUSINESS SHOWCASE EXHIBITORS LIST

1st National Bank of Scotia  
A.G. Edwards & Sons, Inc.  
AAA Northway  
Accent Commercial Furniture Inc.  
Adirondack Ad Specialties  
Adirondack Community College  
Adirondack Mobile Shredding  
Adirondack Trust Company  
All the Right Angles/Heather  
Bohm-Tallman Photography  
Allstate Insurance, The Hill Agency  
American Heart Association  
Ameriprise Financial Services Inc  
Anastos Media Group/STAR 101.3  
Aromatic Refreshment Services  
Arbonne International  
Ballston Spa National Bank  
Banfield, The Pet Hospital  
Batcheller Mansion Inn  
Bay Optical  
Big Brothers Big Sisters of the  
Capital Region  
Bill O'Donnell Creative Ideas  
Black Diamond Caterers  
Blue Financial Corp.  
BNI-Saratoga Springs Chapter  
Bookmakers  
Brian Lee Law Firm PLLC  
Brindisi's Restaurant & Bar  
California Closets  
Capital Bauer Insurance &  
Financial Services  
Capital District Physicians'  
Health Plan, Inc.  
Capital Growth & Shelter  
CEI Computer Services LLC  
Ceramic Express  
Champlain Stone, Ltd.  
Chez Sophie  
Christian Brothers Academy  
City of Saratoga Springs  
Classical Concepts Salon & Spa-  
AVEDA  
Colburn National Foundation  
Collaborations  
Computer Professionals International  
Cookie Cutters of Saratoga  
CornerStone Telephone Company  
Corporate Express  
Corporate Health Services-  
Saratoga Hospital  
Courtyard by Marriott - Saratoga Springs  
Creative Cleaning Solutions LLC  
Creek's Edge Elk Farm  
CrestHill Suites  
CV Golf

Eagle Recruiting Services/Financial  
Aid Jobs.com  
Eastern Connection  
Ellms Family Farm  
Empire State College (SUNY)  
EnergyNext, Inc.  
EvensonBest LLC  
Fairfield Inn & Suites  
Fior D'Italia Pasta & Cheese  
First Rate Funding  
Fort William Henry Resort &  
Conference Center  
Friends of Saratoga Battlefield  
Fusion, The Salon  
Gideon Putnam Resort & Spa  
Glen at Hiland Meadows  
Great Escape & Splashwater Kingdom  
Greater Adirondack Home Aides  
Grey Gelding Bistro & Bar  
H.R. Schultz Real Estate Development  
Hardy Construction Services  
Harion Creative Books  
Heslin Rothenberg Farley & Mesiti P.C.  
Hidden Gardens-Antiques for  
Garden & Home  
Holiday Inn-Saratoga Springs  
Home Instead Senior Care  
Hound Dog Graphics  
HSBC Mortgage Corporation  
Huff 'N Puff  
Image Photo & Digital Lab  
ImageCare Saratoga  
Intellisites  
Interactive Media Consulting, LLC  
Invisible Fence  
JT's Shrimp Shack  
Knight Light Custom Garden  
Lighting, LLC  
Living Made Easy Senior Care  
Mannix Marketing Inc./Saratoga.com  
Mare Ristorante  
Marshal & Sterling, Inc.  
Martin's Point Health Care  
Mary Kay  
Meme's Country Florist & Gifts  
Mountain Media  
MVP Health Care  
NBT Bank  
Northeast Association of the Blind  
Northeast Career Planning  
O'Connell & Aronowitz  
Attorneys at Law  
Olde Saratoga Brewing  
Onara  
Parting Glass Racing, LLC  
Paychex, Inc.

Perkins and Perkins Attorneys at Law  
Pinyon Environmental  
Engineering Resources, Inc.  
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Saratoga National Bank &  
Trust Company  
Saratoga Online-SPA.NET  
Saratoga Spring Water  
Saratoga Storage Solutions  
Saratoga Today  
Saratogian  
Sawchuk, Brown Associates  
Seeley Office Systems-SOS  
SEFCU  
Southern Adirondack Tobacco  
Free Coalition  
Sperry Advertising  
State Farm Insurance Dan  
Wagner Agency  
Stock Studios  
Stone Industries, LLC  
Sunmark Federal Credit Union  
Tech II Business Services  
Tech Valley Payroll  
Tender Loving Care Pet Sitting Service  
Time Warner Cable Business Class  
Tough Traveler Ltd  
T-Shirt Graphics  
University at Albany, School  
of Business  
Unlimited Potential  
Verizon Communications  
Welcome Wagon  
Wesley Community  
Wheatfields Restaurant & Bar  
Wild Thyme Whole Food & Tea Co.