

when you want answers

www.saratoga.org

FEBRUARY 2012

businesses, residents and travelers - everything for saratoga county

CHAMBER HOSTS FORUMS WITH NYS COMMISSIONERS

NYS Commissioners Hosted
Respite Program
Malta Noise Ordinance
Annual Report Video
Exit 9 Visitors Center
Bartender's Ball Save the Date
Anniversaries
New Members
Upcoming Events
Summer Fun Stay and Play
Showcase

CONTACT US

Todd Shimkus
President

Annamaria Bellantoni
VP of Tourism

Bianka Krueger
Marketing Director

Bridget DeVaney
Director of First Impressions

Deb Zeman
Director of Office Operations

Denise Romeo
VP of Member Services

Jeff Shinaman
VP of Membership and Marketing

Kathleen Lucey
VP of Community Development

Linda Toohy
VP of Leadership Saratoga

Sara Thornton
Office Operations Assistant

Susan Rowland
Director of Health Insurance Services

Terri Tommell
Controller



28 Clinton Street, 2nd Floor
Saratoga Springs, NY 12866
info@saratoga.org, 584-3255

One week after Governor Cuomo delivered his 2012 State of the State Address in Albany, the Saratoga County Chamber of Commerce was invited to host two forums as top level leaders from the Cuomo Administration sought to provide Saratoga County leaders with details about the Governor's plans for 2012. The first of these two forums featured NYS Commissioner of the Office of Government Services RoAnn Destito who spoke to nearly 75 attendees at the Chambers Women's Business Group meeting on January 10th. The second featured a presentation by the President and Commissioner of Empire State Development Ken Adams before more than 50 local business leaders and elected officials at the GLOBALFOUNDRIES/M&W Fab 8 Construction office in the Luther Forest Tech Park.

While both Commissioners used similar power point presentations to review the Governor's address, Commissioner Destito provided more details about plans by her office to provide \$200 million in additional support for minority and women owned businesses in 2012. She also addressed the Governor's goal of having all state agencies set aside at least 20 percent of the contracts they award for minority and women owned businesses. Similarly, Empire State Development President Adams spoke in more depth about plans to work with the state's ten regional councils to provide additional grant funds to implement the regional plans they created in 2011. Following his presentation, Commission Adams toured the Luther Forest Tech Park and Fab 8 with officials from GLOBALFOUNDRIES. It was his first visit to the worlds most advanced semiconductor facility since construction began.

NATIONAL GUARD RESPITE PROGRAM WELCOMES SOLDIERS AND THEIR FAMILIES

The Saratoga County Chamber of Commerce recently partnered with the New York State National Guard and the Saratoga Convention Bureau to organize a community respite program for National Guard soldiers and their families who served overseas since the 9/11 terrorist attacks. The first of the 350 participants began arriving in Saratoga County - - from Clifton Park, to Malta, to Saratoga Springs - - for special weekend getaways in late January. Thanks to the generosity of area hotels, restaurants and donors to the Chamber's original respite program for first-responders in 2001, we're pleased to announce that all food and lodging expenses for these soldiers and their families is being covered by the community. In addition, the Chamber has pulled together gift bags with lots of donated items from other chamber members that will be distributed to the hotels where these families are staying in advance of their arrival. With additional families scheduled to take their respite in our community in February, March and April there is still time for chamber members to donate to this effort. Please contact Denise Romeo at 584-3255 or dromeo@saratoga.org to help.

ACTION ON MALTA NOISE ORDINANCE POSTPONED

As first suggested by the Chamber at a public hearing in November, local officials in Malta recently indicated that the proposed noise ordinance is "unenforceable" as it was written. The Chamber has been a vocal critic of the proposal which initially would have prohibited all exterior construction and landscaping by everyone in Malta on Sundays, including residents. A later draft of the revised ordinance allowed for some exterior construction on Sundays but also included rules relative to approved decibel levels and distances at which such levels would be in violation of the ordinance. The Chamber published an opinion-editorial in the Saratogian, on December 18th, suggesting the new rules would require businesses and residents doing exterior work on Sundays to have a decibel reader and tape measure in order to avoid a fine. The Chamber will continue to monitor any effort by the Town of Malta to reconsider this unreasonable and unenforceable noise ordinance.

CHAMBER TO PRESENT 2011 ANNUAL REPORT BY VIDEO

Rather than producing a printed 2011 Annual Report, the Saratoga County Chamber of Commerce is preparing to unveil its first-ever Annual Report by video. The video report will featured details about key chamber accomplishments from the prior year with photos and testimonials from some of the key volunteers involved in the success of the Chamber. The report highlights the Chamber's many networking programs, the graduation of the 25th class

of the Leadership Saratoga program, the historic achievements of the Chamber's Membership Committee, as well as information about the National Guard Respite Program, the Chamber's Trip to China, and highlights from the Chamber's tourism promotion program from 2011. The 2011 Annual Report will be uploaded to Youtube for viewing by members and the general public with a link to the video emailed to all members as soon as the video goes live.



2012 Board Chair, Susan Halstead filming a portion of the video

NEW SARATOGA COUNTY DISPLAY GOES UP IN EXIT 9 VISITOR CENTER



When we ask local people if they've ever been inside the Exit 9 Visitors Center, in Clifton Park, on the Northbound side of I-87/The Northway, virtually everyone says no. Therefore, when we ask them if they can name the location with the largest display in the visitor center, they can only guess. People are astounded to learn that instead of Saratoga County, Schroon Lake was the location most prominently featured. Thanks to the Saratoga County Chamber of Commerce, that is no longer the case. There is now a colorful new display promoting Saratoga County like never

before. The Chamber installed two large display booths that feature two large photos from the Chamber's files to promote Saratoga County destinations. The photos have been enlarged with www.saratoga.org printed on them with the goal of directing the thousands of travelers who do use this rest area to use their cell phones as a means of accessing information about Saratoga County destinations. The Chamber will switch the photos periodically to feature destinations throughout Saratoga County and to coincide with key events and seasonal opportunities.

Mark your calendars 15th Annual Bartenders' Ball February 11th, 2012 6:30 pm – 12:00 am Saratoga Springs City Center



This great night out honors the men and women in our hospitality industry who generate over \$110 million each year for our local economy. Over the last fourteen years the Ball has generated more than \$375,000 for local charities. The 2012 recipient of the Ball's proceeds will be Domestic Violence and Rape Crisis Services of Saratoga County (DVRC). The proceeds will be used to support making their shelter more energy efficient.

This year's speakeasy theme includes a partnership with the Saratoga Springs Lion's Club. Gaming tables will be provided for all party-goers. There will also be live music, prizes for our community's Most Valuable Bartenders (have you voted yet?), and plenty of great food. Tickets are just \$50 per person and are available by calling Domestic Violence and Rape Crisis Services of Saratoga County at 583-0280.

MARCH HEADS UP

March 6, Tuesday
5:00 - 7:00 pm
Young Professionals Network

March 13, Tuesday
9:00 - 10:00 am
Women's Business Group

March 15, Thursday
7:30 - 9:00 am
Third Thursday Breakfast

March 15, Thursday
5:00 - 6:30 pm
Clifton Park Member Mixer

March 22, Thursday
4:00 - 5:00 pm Orientation
5:00 - 6:30 pm Mixer

March 26, Monday
5:00 - 6:30 pm
Member Blitz Orientation

Are you celebrating a
**ANNIVERSARY
 RELOCATION
 GRAND OPENING**
 of your business?

The Chamber would like to help you celebrate with a ribbon cutting ceremony to help you receive the exposure you deserve.

For further information, please contact Denise Romeo at dromeo@saratoga.org or 584-3255.

LET US HELP YOU CELEBRATE!



Ribbon cutting at the Holiday Inn in 2011 for the opening of their new patio.

FEBRUARY ANNIVERSARIES

OVER TWENTY FIVE

Dickinson & Company, CPA's
 King, Adang, Arpey, Strickland & Thompson LLP
 Saratoga Financial Services
 Saratoga Hospital Foundation
 SKS Bottle & Packaging, Inc.

OVER TWENTY YEARS

Best Western
 The Country Gentleman
 Six Sisters Bed & Breakfast
 Stanski Transportation, Inc.
 Waldorf School of Saratoga Springs

OVER FIFTEEN YEARS

Alonzo Fireworks
 Amann's Heating
 Bonacio Construction, Inc.
 Sally A. Bouton
 Keytospa.com
 Willard Mountain Ski Area

OVER TEN YEARS

Advanced Appraisals
 AXA Advisors, LLC
 Cool Insuring Agency, Inc.
 Fusco Personnel, Inc.
 Geyser Lodge
 Linell Lands
 Ndakinna Education Center/Greenfield Review
 Opera Saratoga

Providence Remodeling Co.
 Craig E. Roberts, MD
 S.P.G. Technologies, Inc.
 Saratoga Sleigh - A Victorian B & B
 SimplexGrinnell
 Stepwise Farm

OVER FIVE YEARS

April Fresh Cleaning
 Bacon Hill Reformed Church
 Bailey's Cafe
 Burdick Sales, Inc.
 Capital Bank, a division of Chemung Canal Trust Company
 Center for Economic Growth
 Flooring Environment
 NYSERDA
 Park Personnel Services, Inc.
 Party 911 of Saratoga
 Pine Grove Christian Camp
 Preville Technology Services, LLC
 Root Canal Experts D.M.D's, P.C.
 Saratoga Builders, LLC
 Nicola Vacchio, Inc.
 Van Patten Golf Club

OVER ONE YEAR

Abundant Sound & Video
 Academy for Lifelong Learning at Saratoga Springs (A.L.L.)

Best Cleaners
 Burnt Hills Oratorio Society
 Commercial Diving Services, LLC
 Dancer's Hill, LLC
 Deily, Mooney & Glastetter, LLP
 EMBRACE THE RACE®
 Frank Adams Jewelers
 Shari Godgart Consulting
 High Peaks Resort
 Home Helpers and Direct Link
 Hyatt Place Saratoga/Malta
 Jay's Auto Repair
 Orson B. Klender
 Michaels Group
 Midtown Wine and Spirits
 North East Spray Foam
 Northeast Toner, Inc.
 Peachtree Builders, LLC
 Premier Planning Associates
 Present Sun Stables
 Rand Window Fashions, LLC
 Rulyn Design Resources
 Saratoga Springs Lions Club
 Sherman Furniture Rentals
 Subsidiary Technologies, Inc.
 Transworld Systems, Inc.
 Wings Over Saratoga
 World Logistics Services Corp., LLC

**NORTH COUNTRY
 JANITORIAL, INC.**

Est. 1974 By The Montesi Family



WE OFFER THE FOLLOWING SERVICES:

- Complete Building Maintenance
- Commercial & Residential Carpet & Upholstery Cleaning
- Complete Floor Care Maintenance
- Entrance Mat & Dirt Control Services
- Custom Logo Entrance Mats
- Disaster Restoration Services
- Odor Control (Air Freshener Service)
- Construction Cleanup

518-793-8750 • Fax: 518-745-7536 • Email: info@northcountryjanitorial.com
 188 Dix Avenue, Glens Falls, NY • www.northcountryjanitorial.com

NEW MEMBERS

ACCES-VR Albany District Office
Bryan Baszczuk
80 Wolf Road, Suite 200
Albany, NY 12205
485-7748
bbaszczu@mail.nysed.gov
www.acces.nysed.gov
Free Adult Vocational Employment Services

Anastasia Photography
Anastasia Sperry
489 Broadway
Saratoga Springs, NY 12866
852-6034
anastasia@anastasiasperryphotography.com
www.anastasiasperryphotography.com
Fine Art Boutique Photography Studio

The Jack D. Byrne 1st Party SNT
Sharon Byrne
36 Cobble Hill Drive
Gansevoort, NY 12831
583-2325
Care for Traumatic Brain Injury

Corinth Wine & Liquor
Justin Jordan
123 Main Street
Corinth, NY 12822
654-2022
corinthwineandliquor@frontier.com
www.facebook.com/corinthwine
Always an Exceptional Shopping Experience

Deep Blue Communications
Rebecca Douglas
12 Elmwood Road
Menands, NY 12204
434-4300
rebecca@deepbluecommunications.com
www.deepbluecommunications.com
High Speed Internet Service Provider

Edward Jones
Robert Snell
87 Pine Ridge Road
Hadley, NY 12835
584-1129
Financial Svc/Invest & Insurance

Free Form Fibers, LLC
Sharon Jurs
10 Cady Hill Blvd.
Saratoga Springs, NY 12866
690-0396
sjurs@fffibers.com
http://fffibers.com
Manufacture of high performance fibers

Michelle L. Friedman, Ph.D.
Psychological Services, PC
526 Maple Ave.
Saratoga Springs, NY 12866
587-4161
MichelleLoriF@aol.com
www.psychservicespc.com

GEM Energy Inc.
Sam Brewer
432 Broadway , Suite 10
Saratoga Springs, NY 12866
490-6446
sbrewer@rlcos.com
www.gemenergy.com
Energy Mgmt & Facilities Svc

Glennpeter Jewelers
Alyssa Blackmore
Wilton Mall
3065 Rt. 50, Ste. E-11
Saratoga Springs, NY 12866
583-1672
wilton@glennpeterjewelers.com
www.glennpeterjewelers.com
Sales/Repair/Wedding Rings/Diamonds

Nini Gridley
Yoga Mandali/Full Spectrum Healing- TM
P.O. Box 264
Saratoga Springs, NY 12866
573-0571
fullspectrumhealing@gmail.com
www.MoonWish.info
Yoga & Holistic Healing Consultations

Liberty HR Services, Inc.
Jason Foster
432 Broadway
Saratoga Springs, NY 12866
689-0157
jfoster@libertymgt.com
www.libertymgt.com
Permanent Placement & Temporary Staffing
Recruiters

LOOK TV
Jesse Jackson
126 Glen St.
Glens Falls, NY 12801
798-8000
www.looktvonline.com
Independently owned local TV station

National Corporate Benefits Administrators, Inc.
Robert Jordan
Rome Plaza
1471 Rte. 9
Clifton Park, NY 12065
383-5432
www.ncbainc.com
Corp. Benefits/Planning & Admin

Plan Ahead Events- Albany & Saratoga
Diane Skiba
432 Broadway
Saratoga Springs, NY 12866
463-3060
diane@planaheadevents-albany-saratoga.com
www.planaheadevents-albany-saratoga.com
Corporate & Social Event Plan/Mgt

Ralph's Lacrosse and Uniforms
Michelle Taylor
2100 Doubleday Ave.
Ballston Spa, NY 12020
884-4575
michelle@ralphslacrosse.com
www.RalphsSportingGoods.com
Retail Lacrosse/Uniforms Screen Prntg Embroidery

Saratoga Medical Weight Loss Center
Linda Hill, D.O.
77 Van Dam Street, Suite 1
Saratoga Springs, NY 12866
791-5755
quilterdoc48@yahoo.com
Medical Supervised Weight Loss/Treatment

Saratoga Wedding Officiant
Reverend Joy Burke
Regent Street
Saratoga Springs, NY 12866
583-4668
info@revjoyburke.com
www.revjoyburke.com
Sara. Wedding Officiant/Interfaith Minister

Sprague Operating Resources LLC
David Pickens
109 Citation Way
Ballston Spa, NY 12020
885-3918
dpickens@spragueenergy.com
Strategic & Consultative Energy Provider

The Springs at Saratoga Hilton
Rajah Sugantharaj
534 Broadway
Saratoga Springs, NY 12866
682-2797
Rajahsugantharaj@yahoo.com
www.TheSprings-Saratoga.com
Steak, Seafood & Chicken for Foodlovers

TechBridge Group
Breanne Mickley-Frichette
11 Computer Dr. West, Suite 208
Albany, NY 12205
320-8480
www.techbridgegroup.com
Computer Software/Hardware/Consulting

Technology with Silicones, Inc. TWSI
Lesa Valade
1050 Elizabeth Street, Ext.
PO Box 631
Mechanicville, NY 12118
664-3135
www.technologywithsilicone.com
Silicone Custom Compounding


Tracey Buyce Photography
Tracey Buyce
70 Mitchell Street
Saratoga Springs, NY 12866
441-2704
tracey@traceybuyce.com
www.traceybuyce.com
Wedding/Engagement/family/Dog Photo

FEBRUARY CHAMBER EVENTS

7 **YOUNG PROFESSIONALS NETWORK**
Tuesday **Networking**
5:00 - 7:00 pm
TBD
Saratoga Springs

People prefer to do business with individuals they like, know and trust - relationships are key! The Young Professionals Network offers you and your employees an opportunity to build those relationships. These are the future leaders of our community and businesses - let's get together so we can work together.

Thank you to First Niagara Bank for sponsoring the Young Professionals Network for the 2012 year.



10 **LEADS TO SUCCESS LUNCHEON**
Friday **Networking**
11:30 - 1:00 pm
Inn at Saratoga
231 Broadway
Saratoga Springs


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. After the event you will receive the contact information of all of the other attendees at the lunch. There is no other way to connect with 70 people and have lunch in an hour and a half. Please reserve by Wednesday, February 8th. \$15 with reservations, \$20 after the deadline.

14 **WOMEN'S BUSINESS GROUP**
Tuesday **Goals for the year**
9:00 - 10:00 am **Gayle LaSalle**
Hampton Inn and Suites
25 Lake Avenue
Saratoga Springs

THIS EVENT IS RESCHEDULED FROM JANUARY

Are you looking forward to starting the year off with a bang? The best way to ensure you accomplish what you want is to set realistic and measurable goals for yourself. There is no better time than the first of the year to do this. Gayle will help us brush off the cobwebs, focus on the future and learn how to see and establish the goals for the year as well as ways to help you see them through. This event is free of charge. Registrations by Monday, February 13th are appreciated.

Thank you to Key Bank for Women for sponsoring the Women's Business Group for the 2012 year.



Unlock your possibilities

15 **HR COUNCIL**
Wednesday
7:30 am - registration
8:00 - 10:00 am program
Hyatt Place
Saratoga/Malta
20 State Farm Place
Malta

The Business Case for Wage and Hour Compliance

John Kuznia, CPA
SPHR Truman Solutions
James Marco
Saratoga Human Resources Solutions

Second in a series of Human Resource Seminars, the topic will be a review of State and Federal rules and practical compliance advice.

Complying with federal and state wage and hours laws is cumbersome and time consuming, but the cost of non-compliance is too high for you to ignore. This seminar will alert you to the laws that you need to pay attention to, and give you practical compliance suggestions for use in your daily business activities. Cost to attend the event is \$10. Reservations by Monday, February 13th are appreciated.

16 **THIRD THURSDAY BREAKFAST**
Thursday
7:30 - 9:00 am
Longfellow's Hotel and Restaurant
500 Union Avenue
Saratoga Springs

Dennis Brobston
Saratoga Economic Development Corp.
SEDC

Brobston, President of the Saratoga Economic Development Corporation, will provide insight into the economy in Saratoga County and what we can expect in 2012. He will also discuss SEDC's business retention and expansion efforts for 2012, including new marketing initiatives aimed at National Site selectors and business location advisors and a collaborative national public relations campaign with the Saratoga County Chamber of Commerce and Saratoga Convention and Tourism Bureau. Cost is \$15 with a reservation, \$20 without. Reservation deadline is Tuesday, February 14th. Please call or register online.

23 **ORIENTATION AND MIXER**
4:00 - 5:00 pm
Orientation
5:00 - 6:30 pm Mixer
The Hyatt Saratoga/Malta
20 State Farm Place
Malta

Networking and an opportunity to meet the Board of Directors

This mixer gives members the opportunity to meet the Board of Directors that are serving on your behalf this year at the Chamber. Join us to meet them as well as other Chamber members. Members who attend orientation are not charged an admission fee and receive a complimentary beverage while learning more about what the Chamber can do for you. You will also meet the staff who are here to serve you. \$2 beverages and free hors d'oeuvres. Cost is \$5 with reservations, \$10 after reservation deadline. Reservation deadline is 5:00 pm, Tuesday, February 22nd.

To make a reservation, please contact the Chamber offices, 584-3255 or register online, www.saratoga.org.



Saratoga County Chamber of Commerce
28 Clinton Street
Saratoga Springs, NY 12866
www.saratoga.org
Return Service Requested

Saratoga County Chamber of Commerce Summer Fun Stay & Play Showcase



**Saratoga Springs City Center
New Upstairs Room**

Saturday, March 3, 9am -7pm



*The Chamber has teamed up with the Saratoga Springs Rotary Club Home and Garden Show. On Saturday, March 3 the Chamber will feature 34 member vendors to include **sports, museums & history, amusements, events, entertainment, eateries, attractions, family fun and learning and more.***

The Rotary Home Show runs Friday, March 2 through Sunday, March 4 on the main floor of the Saratoga Springs City Center. The Chamber show will be upstairs on Saturday-only, March 3 from 9am to 7pm. Home Show admission gets you into both shows. Hope to see you there!

*For more information, please contact Jeff Shinaman at the Chamber:
jshinaman@saratoga.org or 584-3255.*

Save \$1 off Home Show admission with the Chamber Coupon on our website here: _____