

when you want answers

www.saratoga.org

JULY 2011

businesses, residents and travelers - everything for saratoga county

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Controller
Todd Shimkus
President



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THE CHAMBER WORKING FOR YOU

CONNECTING TO ALL THE COMMUNITIES

We held a networking mixer in Clifton Park on Wednesday, June 15th with about 100 attendees. The attendees were appreciative of our outreach and for making it more convenient for those who live and work in that section of our County to take part in our networking events. We will be hosting another membership mixer in Clifton Park in August. Check the website for more details.

Additional events throughout the remainder of 2011 will be taking place in some of the southern areas of Saratoga County to continue to act as the "Chamber respected for being effective, accessible, inclusive and connected to all of the communities within our County," as our strategic plan reads. By hosting educational and networking events in a variety of communities within our County, we are increasing the availability and ease of our members from all over the County to participate.

VOCAL AND VISIBLE PROMOTER

At the Chamber's suggestion, the Saratoga Builders Association led by Barry Potoker has created a new map identifying all of the new housing developments in Saratoga County.

www.jimapco.com/maproom/saratogabuilders

This great new resource will be very helpful to the many people relocating to our county that are interested in building or buying a new home.

A LEADING VOICE

The Business Review's annual list of chambers again has the Saratoga County Chamber of Commerce with 2,718 members as the number one chamber in the Capital Region. The next closest is Albany-Colonie with 2,323 members.

A HIGHLY CAPABLE PARTNER

The Presidents of 12 Capital Area chambers traveled to Washington, DC, Tuesday, June 21st to speak with our Congressional delegation about trains, planes and energy prices.

TOURISM UPDATE

ADVERTISING

While you are thinking of your summer vacation so are many other travelers across the northeast region and around the country. That's why the Saratoga County Tourism Department has been working hard to promote our County through many different media outlets including print, radio and online; including a new HD video featured in various online ads. Between our cooperative and general advertising efforts we have booked over \$250,000 in placements to date in print publications such as: *USA Weekend*, *Yankee Magazine*, *National Geographic Traveler*, *New York Times Magazine*, *People*, *Good Housekeeping* and *Reader's Digest*. Major online and radio portals include the: *New York Post*, *Boston.com*, *MontrealGazette.com*, *NJ.com*, *Philly.com*, *Google* and *Facebook*, as well and *ESPN Radio* and *CHOM Radio* in Montreal. We have pitched travel editors of major publications across the country and will be following up with them over the next few weeks. We have also secured approximately \$20,000 in free promotional and contest advertising in New York and New Jersey.

INFORMATION BOOTH

A veteran staff has returned for another season of serving visitors to Saratoga County. Marti Ladue, Ann O'Brien, Cindy Wall, Jerene Thelen and Tammy Magnano are back with their expert advice and helpful tips on enjoying Saratoga. The booth recently opened to support ArtsFest weekend and opened for the season on June 23rd. It is located in front of Congress Park on Broadway.

CHAMBER STAFFING CHANGES

There have been some staffing changes that have taken place over the last few months at the Saratoga County Chamber of Commerce. The staff is always here to serve you. We want to be certain you know our new staff and know the responsibilities of some of the friendly faces to whom you have become accustomed. As always, feel free to contact us even if you aren't sure who you should speak with - we will take care of that for you as well as get the answers you need to your questions.



ANNAMARIA DALTON BELLANTONI, Vice President of Tourism

Annamaria is a veteran staff member of the Chamber with over 22 years experience. Her most recent position was as Communications Director and she brings a broad spectrum of expertise to her new position. Replacing Greg Dixon as Vice President of Tourism, her responsibilities will include managing the Saratoga County leisure tourism marketing and media campaign and promotion, facilitating the Saratoga County Film Commission and overseeing the redesign of the Chamber's website, among others.

She is a Saratoga Springs native and is very enthusiastic about promoting Saratoga County in this new role. She is a graduate of the Leadership Saratoga program and has volunteered for various non-profits in the area over the last several years. Annamaria will graduate from the U.S. Chamber of Commerce Institute of Organizational Management in August of this year as she completes the fourth and final year of the program. She is a Saratoga Springs native. She enjoys many outdoor activities including hiking, biking, snowshoeing and skiing with her husband Mark, their two children and their dog. Cooking, baking and gardening are some of her other interests.

abellantoni@saratoga.org, ext. 203



BIANKA KRUEGER, Marketing Director

Bianka has been a member of the Chamber staff since 1998. She has held a number of different positions, assisting members and other staff during that time. She is a graduate of the 2003 Leadership Saratoga program. Her wealth of knowledge of member needs and organizational goals will be instrumental in her success in her new position. She will handle all media relations and communications which includes both the Chamber needs as well as the design and oversight of all Chamber member brochures. She will also serve as the liaison to Chamber members by assisting them with getting coverage for their press releases and information through the Chamber's blog. If you have any questions about assistance in marketing your business, feel free to give her a call.

She lives in Wilton with her husband Dean and has two children. She enjoys taking advantage of all of the outdoor activities Saratoga County has to offer, working with children at her church and time with her friends and family whenever she can.

bkrueger@saratoga.org, ext. 213



DENISE ROMEO, Vice President of Member Services

Denise Romeo joins us after serving seven years as the Vice President of Membership Development at the Chamber of Southern Saratoga County. Denise is a graduate of the U.S. Chamber's Institute of Organizational Management. "I am excited to join the professional team at the Saratoga County Chamber and look forward to meeting the membership and contributing to the programs and benefits the Chamber offers", says Romeo. Working as the liaison to ensure members are taking the most advantage of the many Chamber benefits, she is a wealth of knowledge on topics such as the Energy Savings Program and has started the Chamber's third leads group in the southern portion of the County. She is also the person to contact if you are having a grand opening, reopening or celebration - she will assist you in coordinating a ribbon cutting ceremony using Chamber ribbon and scissors as well as putting together a guest list.

Denise resides in Clifton Park with her husband Jim and is the mother of three. When she isn't helping members take advantage of benefits, she can be found kayaking, traveling or gardening.

dromeo@saratoga.org, ext. 208

CHAMBER STAFFING CHANGES continued



DEB ZEMAN, Director of Office Operations

Deb's previous position was with the Adirondack Regional Chamber of Commerce where she served as the Director of Finance and Office Operations for eight years. She has an associate's degree in accounting from SUNY Adirondack. Her current position is to manage all administrative staff and office operations, maintain accounting for Tourism and Leadership Saratoga, and assist the Controller and Insurance Manager with anything they may need.

Deb lives in Queensbury with her husband Jim and her cat Lucky. When she isn't organizing everything she sees, she enjoys gardening, knitting and spending time with her family.

dzeman@saratoga.org, ext. 206



SARA THORNTON, Office Operations Assistant

Sara's previous employment included working for Bonacio Construction and Tommell & Associates. In these positions she handled everything from answering phones, accounts receivable, and coordinating and communicating with lawyers, contractors, vendors and clients to ensure a successful project. She has a Bachelors and Masters Degree in Education. Her broad background will be an asset in her new position which will be assisting staff with projects, managing the Chamber's database, working on events and managing the Chamber's social media strategies. "I am learning lots of new things and excited to be part of this strong team at the Chamber."

A new mom of 6 month old Rylie Elizabeth, Sara lives in Gansevoort with her husband Mike and dog Marley. She is happiest during the summer season, being outdoors or on the beach and spending time with family and friends.

sthornton@saratoga.org, ext. 215



SUSAN ROWLAND, Insurance Manager

Susan began working at the Chamber in April of 1993 as the Health Insurance Coordinator in a part-time position. The healthcare industry has evolved in its complexity over the years, requiring more time to accommodate and assist the nearly 900 member participants in the Chamber insurance plans. Susan moved to full time to be more available and effective for our members. She handles all aspects of the various health insurance plans offered to our members including both health and dental. If you need to check on coverage or establish coverage for you or your employees, make an appointment to see Susan.

When Susan is not at the Chamber making sure our members insurance needs are being met she can be found spending time with family and friends and taking advantage of everything Saratoga has to offer.

Susan lives in Wilton with her husband Rich and has two grown children.

srowland@saratoga.org, ext. 211

Thank you and Best Wishes Greg!



GREG DIXON

The County of Saratoga, the Chamber of Commerce and the tourism industry have been fortunate to have Greg at the helm of our leisure tourism, working for Chamber members and with the Chamber staff for the last six years. He has stepped down from his position as Vice President of Tourism to open his own media consulting and marketing company, Noonmark Group, LLC. This move will allow him to continue his interests and make use of his talents and experience while also spending time with his wife Lesley and their three children.

Greg brought new insight, knowledge as well as technical know how that helped push the Chamber forward. He worked to create and grow the Chamber's mobile site and helped the Chamber's positioning - we now receive over 1.2 million unique visitors a year. He ran the Film Commission and the Chamber's Human Resources Council. He regularly kept a smile on the faces of the staff and members with his wit and sense of humor. Greg will continue to provide some of his expertise to the Chamber as a contractor through the end of this year.

We wish you the best Greg and look forward to continuing to work with you in the future!

greg@noonmarkgroup.com, www.noonmarkgroup.com

JULY CHAMBER EVENTS

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YOUNG PROFESSIONALS NETWORK
Wednesday
5:00 - 6:30 pm
Jacob and Anthony's
38 High Rock Avenue
Saratoga Springs

Networking
Cost is \$10

If you or your employees fit the following description, they should join us for the next YPN mixer: licensed professional, management level, business owner, eager to meet new people and make new professional relationships with other similar peers under 45. Join us and connect! Networking mixer, cash bar and free hors d'oeuvres. Reservations by Tuesday, July 5th are appreciated.

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CAPTIAL REGION YOUNG PROFESSIONALS POLO MATCH
Friday
5:00 pm - check in
5:30 pm - match
Saratoga Polo Fields
2 Bloomfield Road
Greenfield Center

Networking Reception and World Class Polo
Cost is \$30

Network and enjoy an evening at Saratoga Polo, where legends and sport unite. Traditions of 113 years and today's talented players come together on the historic Whitney Fields, delighting loyal fans and newcomers alike with the excitement of world-class polo. Attend a private networking reception featuring great hor d'oeuvres and cash bar at the Clubhouse and make world class connections.

This event is co-hosted with GenNEXT and the Saratoga County Chamber's Young Professionals Group. Please make reservation through the Albany-Colonie Regional Chamber of Commerce, www.acchamber.org.

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WOMEN'S BUSINESS GROUP
Tuesday
5:00 - 6:30 pm
Springwater Bed and Breakfast
94 George Street
Saratoga Springs

Networking Reception
Cost is \$10

The best way to do business is through building relationships. This idea is a focus of the Women's Business Group and was a workshop topic at our recent retreat. Bring a friend and come and start or continue building those relationships in the setting of the lovely 2 year old Springwater Bed and Breakfast. Wine and light refreshments will be served. Reservations by Monday, July 11th are appreciated.

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SPECIAL GLOBAL PROGRAM
JACK KEOGH
Wednesday
Living Together - Successful Strategies to Create a Welcoming Community
7:30 - 9:30 am
Selling Across Cultures
11:30 - 1:30 pm

Gideon Putnam Resort
24 Gideon Putnam Road
Saratoga Spa State Park
Saratoga Springs

Morning Program, including breakfast, \$20.
Afternoon Program, including lunch, \$30

As the Capital Region continues to attract business investment, talent and tourists from around the world, now is a critical time for local businesses and our community leaders to understand how we can be more welcoming to people from other cultures. Jack Keogh is a recognized leader in cross-cultural training and multi-cultural team building. He's worked with HSBC Bank to help them serve clients and customers through their branches in 87 different countries. He's also worked with leaders and in cities throughout the world and he knows from firsthand experience what strategies communities should use to be more welcoming as well as how businesses must adapt to sell across cultures. Reservations by Monday, July 11th are appreciated. This event is co-hosted by the Albany-Colonie Chamber of Commerce, the Chamber of Schenectady County, the Rensselaer County Chamber of Commerce and the Saratoga County Chamber of Commerce and is presented by: HSBC. **The world's local bank**



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CELEBRATION CRUISE, 12 CHAMBERS, 1 RIVER
Thursday
Boarding 5:30 - 6:00 pm
Cruise 6:00 - 8:00 pm
Captain JP's Dock
Front and State Street
Troy

Networking, Music, Prizes
Cost is \$36

Come aboard as we gather a dozen area chambers of commerce for this annual cruise on the Captain JP II. Here's a rare opportunity to connect with business professionals from all 12 chambers in the greater Tech Valley region. Boarding takes place at the Captain JP's dock located at the intersection of Front Street and State Street, along the river. Register with Kate Ollier, Rensselaer County Chamber, at 274.7474, Chambers participating: Albany-Colonie Regional; Bethlehem; Colonie; Columbia County; Fulton County Regional; Guilderland; Mechanicville; Montgomery County; Rensselaer County; Saratoga County; Schenectady County; and Southern Saratoga County.

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CHAMBER POLO MATCH
Friday
4:00 pm
Saratoga Polo Association
2 Bloomfield Road
Greenfield Center

International Invitational Polo Tournament
Cost is \$15

Join us for this different and unique networking opportunity. Saratoga Polo salutes the international equestrian lifestyle, as they welcome players and guests from Argentina, Canada, Italy, Mexico, Pakistan, and around the world. Tickets should be purchased directly from the Saratoga Polo Association, www.saratogapolo.com. A special promotional price for Chamber members for this event is \$15, use the promotional code INTERNATIONAL. A discounted price will be extended to all Chamber members through the polo season of \$20, use the promotional code CHUKKER.

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

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

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THIRD THURSDAY BREAKFAST

Thursday
7:30 - 9:00 am
Longfellow's Hotel and
Restaurant
500 Union Avenue
Saratoga Springs

Joel Reed
**Public Art in the
Community**
Cost is
\$15 with reservations,
\$20 after deadline

Public art is viewed as one of the many variables that adds to quality of life in a community. Saratoga County will be receiving an addition to our existing public art landscape in September of this year. Reed will discuss public art as well as this project. Reservations by Tuesday, July 19th are appreciated.

This event is sponsored by: Carter Conboy.



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MEMBER MIXER

5:00 - 6:30 p.m.
Gaffney's Restaurant
16 Caroline Street
Saratoga Springs

Networking Event
Cost is
\$5 with reservations
\$10 after deadline

Come and celebrate business in our county, the colleagues you know and ones you have yet to meet at Gaffney's patio. This is always a popular mixer. Reservations by Tuesday, July 26th are appreciated.

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

AUGUST HEADS UP

August 10, Wednesday
7:30 - 9:00 am
Breakfast at the Track
Women's Business Group

August 18, Thursday
7:30 - 9:00 am
Breakfast at the Track
Young Professionals Network
and other area YP Groups

August 16, Tuesday
5:00 - 6:30 pm
Member Mixer in Clifton Park

August 29, Monday
gates open at 11:30 am
Member Day at the Track at the Rail

NEW MEMBERS

Advanced Electronic Technologies, LLC

Jeff Halpin
77 Van Dam St.
Saratoga Springs, NY 12866
587-9879 FAX: 587-9888
jhalpin@aetllconline.com
www.aetllconline.com
Security/Fire Alarm/Access Con/
Video Surveillance

Altamura & Associates, LLC

Kevin Altamura
P.O. Box 2195
Malta, NY 12020
527-9831
kevin@altamurabuilders.com
www.altamurabuilders.com
Residential/Commercial Remodeling

The Body Lounge

Aleah Homer
454 Broadway (Lower Level)
Saratoga Springs, NY 12866
362-7721
info@the-bodylounge.com
www.the-bodylounge.com
Unique Day Spa & Boutique

Brookefield Farms

Ami Goldstein
65 Gibbs Rd.
Hartford, NY 12838
222-5500
ami@brookefieldfarms.com
www.brookefieldfarms.com
Registered Angus Cow/Calf Farm

Callanan Industries, Inc.

Sheila Barkevich
1245 Kings Rd.
Schenectady, NY 12303
374-2222 FAX: 374-1721
www.callanan.com

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Chet Rehm
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www.chetsairportservice.com
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JFL Builders, LLC

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Lane Press of Albany

Robert Beach
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438-7834 FAX: 438-3942
www.lanepressofalbany.com
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Int/Ext Design Org Staging

Truman Solutions

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Human Resources & Financial Consult



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



What day does the Whitney Stakes run?

Is there a resource that lists hiking trails in the County?

Are there any public restrooms near Broadway in Saratoga Springs?

What day does the Saratoga Polo Association start their matches?

Based on the interest last year in the “Ask Me I’m A Local” campaign, the Saratoga County Chamber is launching a more thorough program this year. Look for “Ask Me” buttons at various locations in the County. Along with the buttons, there will also be a fact sheet provided to help those who wear a button answer any questions they might receive.

Wear a button and help our visitors to feel more welcome in our communities!

ANNIVERSARIES

OVER 35 YEARS

MYRMAR, Inc.
Springs Motel

OVER 25 YEARS

Brunswick Bed & Breakfast
Citizens Bank
Jeff Durstewitz
Lake George Dinner Theatre
Marcel’s Corvette Shop, Inc.
National Museum of Racing & Hall of Fame
Saratoga County Republican Committee

OVER 20 YEARS

AAA Northway
CAPTAIN Youth & Family Services
Chestnut Tree Inn
CRS Refrigeration Service Inc.
Galway Central Schools
Harren Brook Inn & Lodge
Manpower, Inc.
Pizza Hut
Saratoga Arts
Matt Smith, Chiropractor
Spataro Insurance Agency, Inc.

OVER FIFTEEN YEARS

ACO Property Advisors
Budget Blinds of Saratoga

Comfort Inn
Crafters Gallery
Lake George R.V. Park, Inc.
Saratoga Lake Golf Club
Saratoga Surgical Specialists

OVER TEN YEARS

A Perfect Placement
Alta Planning + Design
Centerplate
Hilton Garden Inn-Saratoga Springs
John C. Mannix, Attorney at Law
Pediatric Associates of Saratoga
Pepsi Bottling Group
Prestige Services, Inc.
Saratoga Flag, A Broadway Banner & Graphics Co., LLC
Sunnyview Rehabilitation Hospital
University at Albany Graduate Business Programs

OVER FIVE YEARS

Andy-Winslow Brothers Painting
Bal Four Beatty Communities
Bobcat of Saratoga, LLC
Classical Concepts Salon & Spa, LLC
Cornerstone Telephone Company
Exit 9 Wine & Liquor Warehouse
Fine Interiors
Hampton Inn of Clifton Park

HR One Consulting, Inc.
Hudson River Rafting Co.
Community Care Physicians, PC - ImageCare Saratoga
Indie Consulting, LLC
International Integrated Solutions, Ltd.
Irving Tissue, Inc.
Javao Consulting Services
Juvenile Diabetes Research Foundation
Living Water Photography
Meadow Hill B & B
Town of Moreau
NPA Financial, Inc.
P.T.O. Home Service & Repairs
Putman Enterprises, Inc.
Racing City Chorus
Sandler Training
Saratoga West End Development Corporation
Seasoned Gourmet Firewood
Siena Fence Co., Inc.
Village of Corinth
Whiteman Osterman & Hanna LLP

OVER ONE YEAR

A Seniors Choice
Adirondack “By Owner”
Amsterdam Overhead Door Company, Inc.
Dianna Cristaldi Enterprises, Inc.

Dianna Music
Edinburg Evangelical Wesleyan Church
Hampton Inn and Suites - Lake George
imPress Printing & Graphics
Luxbrush Painting Co., Inc.
Malta Montessori School
Mango 29 Deli
New Dimensions Outdoor Services
Janina Paszkowski, Residential Cleaning
Pinnacle Financial Corporation
Pinyon Environmental, Inc.
Rose T. Place, PLLC
Prime at Saratoga National
Leo J. Quinn, Jr. Enterprises, LLC
Saratoga Statement
Souder’s Promotions
Take Shape for Life
TrackRental, LLC
Uncle Sam Piping Solutions, Inc.
Unitarian Universalist Congregation Saratoga Springs
Anita Vigorito, MD
Water Commissioners, Town of Waterford
Wheats & Sweets Hometown Bakery
Williams Scotsman Inc. - Albany NY Branch