

when you want answers

www.saratoga.org

SEPTEMBER 2011

businesses, residents and travelers - everything for saratoga county

In this Issue

Chamber Working for You
New Members
Anniversaries
Saratoga Lip Dub
Business Showcase Form
Upcoming Events
Albany Airport Update

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
Assistant of Office Operations

Susan Rowland
Health Insurance Manager

Terri Tommell
Controller



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

THE CHAMBER WORKING FOR YOU

CHAMBER PLAYS KEY ROLE IN NEW PARKING DECK

In September, the Saratoga Springs City Council will consider adopting a Capital Project budget for 2012 that includes up to \$2.6 for the construction of a new two-level parking deck on the City's Woodlawn Street parking lot. If approved, these City funds will be combined with more than \$2 million in private funding to make this long sought-after project a reality. In total, 180 new parking spaces will be added if this deck is constructed.

The Chamber has long been an advocate for expanding free parking options in the downtown and played a key role in helping develop this public-private partnership. This current plan was unveiled at a press conference led by Mayor Scott Johnson and attended by all of the City Commissioners. Besides the Chamber, the professional staff and key volunteer leaders of the following organizations also participated in this press conference: Saratoga Economic Development Corporation, the Downtown Business Association, the Special Assessment District, the Saratoga Convention and Tourism Bureau, and the Saratoga Springs City Center.

"We're so appreciative of the willingness of the Mayor and members of the City Council to partner with the private sector to advance this plan this year," said Todd Shimkus, President of the Chamber. "These new parking spaces will be in high demand and will help local businesses to conveniently serve more customers, more often. The increased sales resulting from this increase in business will in turn increase the sales tax revenues paid to the City and the County. It's a real win-win and we look forward to continuing to be a vocal and visible promoter of this plan until the new deck is constructed."

RESIDENT/INTERNATIONAL STUDENT BUDDY PROGRAM ANNOUNCED

Saratoga County is a global destination for talent, tourists and trade. For instance, the incoming Class of 2015 at Skidmore College this September includes the largest number of international students in the college's recent history. As part of the Chamber's efforts to be more welcoming to visitors and residents coming here from around the world, we're pleased to announce a partnership with Skidmore College whereby our members can be matched with an incoming international student as part of the college's Friendship Family Program.

According to Skidmore College, the responsibilities of local families and individuals are light but the rewards can be many. New international students will be joining our community from; Jordan, Libya, Ghana, Turkey, Jamaica, India, Cameroon, China, Switzerland, Nepal, Hong Kong, Sierra Leone, Myanmar, Namibia, Ethiopia, Bangladesh, Switzerland, and more. Friendship Families will be matched with students and given the chance to meet them early in the new semester at a welcome picnic. Then, throughout the school year, the college will host optional Friendship Family gatherings. At your own schedule and pace, you may arrange to check-in with your student as needed.

For more details, the Chamber invites you to visit
www.cms.skidmore.edu/academic_services/international/iffp/host.cfm

NEW MEMBERS

Callidora Enterprise LLC, WLS
Ruta Narbutaite
503 Willow Lane #A
Fraser, CO 80442
(970) 531-7217
www.wlscorporation.com
Consultant for Logistics and
Transportation

Chamber Lane Motel
Laura & Glen Zampino
2142 Rt. 9
Round Lake, NY 12151
899-2520
chamberlane.motel@gmail.com
www.chamberlanemotel.web.officelive.
com
Rustic Charm Accomodations Motel
& Cabins

CinquiStudio
Victor Cinquino
36 Phila Street, 2nd Floor
Saratoga Springs, NY 12866
435-5170
info@cinquiStudio.com
CinquiStudio.com
Boutique Gallery of Modern Art

Daniel Spillane
Dan Spillane
637 Lake Avenue
Saratoga Springs, NY 12866
(519) 583-1650
Multi-Use Commercial/Residential
Development

Edible Arrangements
JoAnna Prazenica
6 Lowe's Drive, #2
Saratoga Springs, NY 12866
583-6777
www.ediblearrangements.com
We Know Fruit

GCOM Software
Melissa Simonian
24 Madison Avenue Extension
Albany, NY 12205
869-1671
melissa@gcomsoft.com
www.gcomsoft.com
IT Recruiting & Project Expertise

Gore Mountain
Emily Stanton
793 Peaceful Valley Rd.
North Creek, NY 12853
251-2411
emily@goremountain.com
www.goremountain.com
Skiing, Snowboarding, Tubing,
Summer/Fall Activities

IP Logic, Inc.
Sandra Spinelli
17 British American Blvd.
Latham, NY 12110
724-2339
sspinelli@iplogic.com
www.iplogic.com
Communications, Data Entry &
Virtualization, Cloud Services Security

Jolt Consulting Group
Jeff Oskin
PO Box 1217
Saratoga Springs, NY 12866
693-7477
www.joltconsultinggroup.com
Strategy Enablers for Field Service

KCO Resource Management
Jill Osterhout
10 Maxwell Drive, Suite 104
Clifton Park, NY 12065
348-7800
josterhout@kcoresource.com
www.kcoresource.com
Technical, Professional, Management
& Executive Recruiting

Law Office of Kimberly B. Allen
Kimberly Allen
376 Broadway, Suite 211
Saratoga Springs, NY 12866
583-7300
Divorce/ Family/Real Estate/ Criminal

Living Lily/LaSalle Consulting &
Training
Gayle Lasalle
16 Kempton Place #3
Saratoga Springs, NY 12866
225-6537
glasalle@livinglily.com
www.livinglily.com
Motivational Speaking, Leadership
Coaching

Love Gives Hope, Inc.
Laurie Lundquist, LCSW-R
P.O. Box 59
Galway, NY 12074
332-4825
ldlundquist@gmail.com
lovegiveshope.us/
Human Rights and Health Care
Reform

McGillycuddy's Naturals
Kendal McGillycuddy
454 Broadway, Suite 14
Saratoga Springs, NY 12866
584-8485
mcgillisoap@yahoo.com
www.mcgillycuddysoap.com
All Natural Bath & Body Products

NuClean Solutions
Roger Tarte
Wilton, NY 12831
583-4419
nucleansolutions@aol.com
www.nucleansolutions.com
Residential & Commercial Cleaning
Services

Pasta Pane Rustic Italian Bistro
Nancy Bambara
18 Park Avenue
Clifton Park, NY 12065
371-5762
contact@pastapane.com
www.pastapane.com
Authentic, Rustic, Italian

Pool & Spa Rx
Bob Richards
18 Hills Road
Ballston Lake, NY 12019
441-4782
mgr@nycap.rr.com
www.poolandsparx.com
Pool & Spa Service Company Offering
CPO Training

Saratoga & North Creek Railway
Sarah Munley
3 Railroad Place
North Creek, NY 12853
(877) 726-7245
www.sncrr.com
Scenic Train Excursions

Amy Sutton, Roohan Realty
519 Broadway
Saratoga Springs, NY 12866
527-3564
asutton@roohanrealty.com
www.roohanrealty.com
Commercial Broker Specializing in
Sales & Leases

Tone Creative
Daniel Vidali
P.O. Box 1255
Saratoga Springs, NY 12866
633-4844
www.tonecreative.com
Graphic Design & Website Design
Services

Travel Leaders - Child Travel / Albany
Travel
Pam Waring
30 Corporate Drive
Clifton Park, NY 12065
371-3720
pam_saratoga@albanytravel.com
www.albanytravel.com
Full Service Travel Agency

The Whiteface Group, LLC
Peter Dean
24 Hamilton Street, Suite 5A
Saratoga Springs, NY 12866
290-0151
peter@whitefacegroup.com
www.whitefacegroup.com
Digital marketing consulting firm

Sign up now for the Chamber's Business Showcase

**This annual event is the best attended with over 1,200 attendees.
The show is Thursday, October 6 at the newly renovated Saratoga Springs City Center.**

It is open to members and the public from 4:30-7:00pm (Vendors-only show 3:00-4:30pm).
Booths can be reserved for \$190 by completing the application on page 4 and sending it to the Chamber.
If you are offering food or beverage at your booth, please contact Jeff Shinaman at the Chamber for a
special application and rate, jshinaman@saratoga.org or 584-3255.

SEPTEMBER ANNIVERSARIES

OVER FORTY FIVE YEARS

Spa Brauhaus Restaurant

OVER THIRTY FIVE YEARS

HSBC Bank USA

OVER TWENTY FIVE

Environmental Service Systems, Inc.
Saratoga Historic Properties
Spa Cleaners & Laundromat
Vahanian & Associates Financial
Planning

OVER TWENTY YEARS

Four Seasons Natural Foods Store
and Cafe
Fredette, Sankowski & Co., CPA's
New York Life, William Galcik, CLU
Saratoga Family Physicians

OVER FIFTEEN YEARS

Casswood Insurance Agency, Ltd.
Friends of Ulysses S. Grant Cottage
Northern Mechanical Services
Passaretti Geological & Environmental
Consulting
Saratoga Apple, Inc.
Saratoga Central Catholic High School
Saratoga County Economic
Opportunity Council, Inc.
Sev Auto
Teal, Becker & Chiamonte CPA's PC
U-Stor-It Self Storage, LLC

OVER TEN YEARS

Adirondack Allergy & Asthma Assoc.
Adirondack e-Payment Solutions
Canty Financial Management
Creative Office Systems
Dovegate Inn
Hoffman Builders LLC
Home Health Care Partners, Inc.
Hudson Valley Community College
Lee Investment Management LLC
M & R Coulombe Dry Wall
Mailings Made Easy, Inc.
Munter Enterprises, Inc.
Nixon Peabody LLP
Olde Saratoga Brewing Company
Psychological Services, PC
Spiak's Audio Visual Corp.
Jyl Sullivan, CSW
Target Distribution Center
A Video View Production

OVER FIVE YEARS

Assured Profits
BodyEase Massage Therapy
The Computer Guy
Concord Pools, Ltd
CV Golf
FingerPaint Marketing
Nancy E. Griffis Massage Therapy
Harbour Roads
Hear for You
Iseman, Cunningham, Riester & Hyde,
LLP

J & R Carpet & Drapery Cleaners
MINOR Improvements PT
Mortgage Network, LLC
Naval Fleet & Family Support Center
Northway Animal Emergency Clinic
PR Marketing Associates
Rotary Club of Saratoga Springs
Springer Waste Management
Starr Electric
Travers, O'Keefe & Associates
Tri-Tech, Inc.
David Tyburski
The Williams Inn

OVER ONE YEAR

Abele Limited Partnership
American Heart Association
The Appraisal Company
AT & T
BCI Construction, Inc.
Belisama Bodyworks
Bokland Custom Visuals
Champlain Wealth Management, Ltd.
Designs by Barb
East Elm Interiors
Extra Innings
Faddegon's Interior Plantscaping
Fifty South Bar & Restaurant
Lisa French, CPA
G & R Impressions I
GLOBALFOUNDRIES
Gurka's Original Bar Rooms
Hamel Resources, LLC

Henry Bros. Electronics, Inc.
Hunt Income Properties
Insurance Agency Group of NY, LLC
Jos A. Bank
Junior League of Schenectady and
Saratoga Counties
Karl Wolf's Pro Shop
Keehan Fuels, Inc.
LaQuinta Inn & Suites Latham -
Albany Airport
The Lazy Dog Cookie Co., Inc.
Morgan Stanley Smith Barney
North Country ENT, PC
The Professional Security Training
Institute
Reinhart & Associates, LLC
W.M. Schultz Construction, Inc.
Select Sotheby's International Realty
Seven Horse Pub
Shelters of Saratoga
Siemens Building Technologies, Inc.
Soul Session Edu-tainment, Inc.
State Farm Insurance, Mike
McGilligan Agency
Verizon Wireless
Wheatfields Bistro & Wine Bar
Window World of the Capital District
Workforce Compliance Associates
Zack's Sports, Inc.

SARATOGA LIP DUB

www.facebook.com/SaratogaLipDub

This promotional music video, shot in one take by Modern Mix Marketing, will incorporate thousands of people and represent the various activities, organizations and people that make our County so unique and special.

Join us at Congress Park on Thursday September 1st at noon to be part of the action.

Stay tuned for a Premiere Event - Video Launch in the next month. Once it is completed and available online, the goal is to have more than 10 million views - lots of people who will see first hand why Saratoga County is the exceptional place that it is to visit, work and play.

SARATOGA COUNTY CHAMBER OF COMMERCE BUSINESS SHOWCASE 2011 APPLICATION

Thursday, October 6, 2011
Vendors only 3 to 4:30 PM, Open to public 4:30 to 7 PM

We apply for exhibit space at Business Showcase 2011, to be held at the Saratoga Springs City Center on October 6, 2011, 3 to 7 PM. This application becomes binding upon receipt.

EXHIBIT SPACE RENTAL FEE: \$190.00 for one (1) 8 foot skirted table, 2 chairs and a sign in an 8'x10' draped booth. No extra charge for electricity. Booths will be assigned as payment is received. Payment must be received with this application in order to reserve booth space. Space will sell out. Reserve early.

Make checks payable to Showcase 2011 & return with this application to the Saratoga County Chamber of Commerce, 28 Clinton St., Saratoga Springs, NY 12866 or fax with credit card info. Space is limited.

PRODUCTS OR SERVICES TO BE EXHIBITED _____

COMPANIES YOU DO NOT WISH TO BE NEAR _____

If your display is so high(over 8' tall) that it might obscure displays behind it, please check here _____. We will find space against a wall for you.

If you do NOT need an eight-foot table in your booth, please check here _____.

Will your display require **electricity**? Yes ___ / ___ 5Amp, ___ 10Amp, ___ 20Amp. If you require electricity, you must indicate it on this form. Unreserved electrical hookups may not be available the day of the Show.

Clifton Park Rental Center is providing booths this year. For other needs, please call Richard at 383-8602.

EXHIBITOR INFORMATION

Company (as it is to appear on sign) _____

Street _____

City _____ **State** _____ **Zip** _____

Name (please print) _____ **e-mail** _____

Please list up to 2 additional names for name tags _____

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

Signature _____ **Phone** _____ **ext.** _____

Name on Card _____ **Amount to be charged** _____

Billing Address/Zip _____

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

Return WITH PAYMENT to: Business Showcase 2011 or fax with credit card info to 587-0318.

Saratoga County Chamber of Commerce
28 Clinton St.
Saratoga Springs, NY 12866

Please indicate # of booths needed:

___ 1@ \$190, ___ 2@ \$380

Will you be donating one **DOOR PRIZE** to be given away by the Chamber (Door prize must be valued at \$50 or more)? _____ Describe door prize _____

These door prizes will be given away by the Chamber during the show. The winner will be sent to your booth. Keep prize at your booth.

Thank you for your participation in this year's show!

SEPTEMBER CHAMBER EVENTS

6

YOUNG PROFESSIONALS NETWORK

Tuesday
5:00 - 6:30 pm
Saratoga Winery
462 Route 29
Saratoga Springs

Networking and wine tasting

Rich and Tara Nimmo have been making and selling wine and offering something different to the area for entertainment and a place for people to meet up. The entrepreneurial couple has come up with out of the box ways to encourage people to visit them and has been so successful that in their first few years they have already added on to their facility. Come and meet them, see the space, try some wine and connect with other area professionals. Cost is \$10. Registrations by Friday, September 2 are appreciated.

9

NETWORKING LUNCHEON

Friday
11:30 - 1:00 pm
Lillian's Restaurant
408 Broadway
Saratoga Springs

Networking

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. This is a great way to meet new contacts and much more interesting than leftovers at your desk! Please reserve by Wednesday, September 7th. \$15 with reservations, \$20 after the deadline.

13

WOMENS BUSINESS GROUP

Tuesday
9:00 - 10:00 am
One Big Roof
433 Broadway
3rd Floor
Saratoga Springs

Selma Nemer and Pierre Zimmerman
Stress Management Techniques

We will focus on mindfulness based stress reduction. Many times daily situations and issues can feel overwhelming, especially when juggling multiple tasks and roles in our lives. Some simple techniques will be shared that can help ease these stresses. This will be an interactive and experiential presentation. Please dress in comfortable, loose fitting clothing. Reservations by Friday, September 9th are appreciated. Limit to this program is 50 people.

14

SPECIAL SEMINAR

Wednesday
7:45 am registration
8:00 - 9:00 am program
Empire State College
113 West Avenue
Room 143
Saratoga Springs

Scott Petersen
Human Resources and Employment Law - 5 Topics Employers Can Not Afford to Overlook

This seminar, the first in a series of discussions focusing on issues and pitfalls facing employers today, will provide a brief overview of some areas often considered an afterthought by employers, including: employment manuals, severance agreements and non-competes, social media policies, employee classification and the Family and Medical Leave Act and Disability Discrimination.

This seminar is free of charge.

Registration deadline is Monday, September 12th.

15

THIRD THURSDAY BREAKFAST

Thursday
7:30 - 9:00 am
Comfort Suites
7 Northside Drive
Clifton Park

John O'Donnell
CEO Albany International Airport
Looking ahead to growth and working with the community

In response to the increased air service demands of regional businesses, the Albany County Airport Authority recently announced a multifaceted plan to attract new flights and new airlines to serve Albany International Airport. You can learn some of the background on page 6 and more about what this means for all of us in the County by attending the breakfast. Cost is \$15 with reservations, \$20 after the reservation deadline. Registration deadline is Tuesday, September 13th.

22

ORIENTATION AND MIXER

Thursday
4:00 pm Orientation
5:00 - 6:30 pm Mixer
Union Gables
55 Union Avenue
Saratoga Springs

Orientation and Networking

Attending orientation will get you preferred parking, no admission fee, a complimentary beverage and lots of information about what the Chamber can do for you. Do you have questions, specific needs or an idea? Come and let us know. Veteran members are also welcome. Meet new contacts at the mixer - bring lots of business cards! \$2 beverages and free hors d'oeuvres. Cost is \$5 with reservations, \$10 after reservation deadline. Reservation deadline is 5:00 pm, Tuesday, September 20th.

Thank you to Allerdice Rental for providing equipment for this event.

Thank you to Lily and the Rose for catering this event.

Thank you to Carter Conboy for sponsoring this event.



Carter Conboy
Attorneys at Law
carterconboy.com
518.587.8112



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

CHAMBER HELPS AIRPORT TO RECRUIT NEW AIRLINES AND DIRECT FLIGHTS

David E. Langdon, Chairman of the Albany County Airport Authority recently announced a multifaceted plan to attract new flights and new airlines to serve Albany International Airport. The program, developed in response to the increased air service demands of regional businesses, was established in partnership with the Saratoga County Chamber of Commerce, Albany-Colonie Regional Chamber of Commerce, the Center for Economic Growth (CEG), the Rensselaer County Chamber of Commerce, and the Schenectady County Chamber of Commerce.

The Airport initially created a \$1.5 million incentive and marketing package to encourage airlines to add new routes or attract new airlines to Albany. In partnership with the Chambers and CEG, the Airport Authority has submitted an application to the U.S. Department of Transportation for a Small Community Air

Service Development (SCASD) grant of up to \$1.5 million. The combination of the federal SCASD grant and the Airport's incentive program would be made available to help attract new airlines to Albany International Airport or to support a totally new destination on the part of an existing airline.

The actual amount of federal grant funds for which the Albany International Airport could be entitled to is dependent upon the amount of the community matching funds that are raised. Grant funds are limited and Albany International Airport will be competing with other airports across the country for these funds.

Beginning in early July, the Chambers, CEG and the Airport began reaching out to local business leaders to explain the air service development program and the matching fund component. Businesses and economic development agencies with a clear need

for additional air service were asked to complete pledge forms that included a range of contribution levels. The program also included reaching out to the region's media to secure in-kind advertising which will count toward the community pledge. To date, the Partnership has received cash and in-kind commitments of over \$500,000 from area businesses, print and broadcast media. The cash and in-kind commitments can only be called upon if the Airport is successful in being awarded the SCASD grant and when a new airline begins service at Albany or an existing airline offers a new non-stop destination.

"I want to thank all of you, the Chambers, for doing a tremendous job of soliciting pledges and letters from our elected officials for the Grant. The grant proposal is very impressive and I am confident that we will be met with success. Once again, thank you," said John O'Donnell, CEO of the Albany International Airport.

OCTOBER HEADS UP

October 4, Tuesday 5:00 - 6:30 pm Young Professionals Network	October 11, Tuesday 9:00 - 10:00 am Women's Business Group	October 13, Thursday 5:30 - 7:30 pm Special Mixer with the Chamber of Southern Saratoga at GLOBALFOUNDRIES	October 20, Thursday 7:30 - 9:00 am Third Thursday Breakfast	October 27, Thursday 4:00 - 6:30 pm Orientation and Member Mixer
October 6, Thursday 3:00 - 4:30 Vendors Only 4:30 - 7:00 pm Open to Public Business Showcase	October 12, Wednesday 8:00 - 9:00 am New Member Orientation		October 26, Wednesday 7:30 - 9:00 am Social Media Panel	