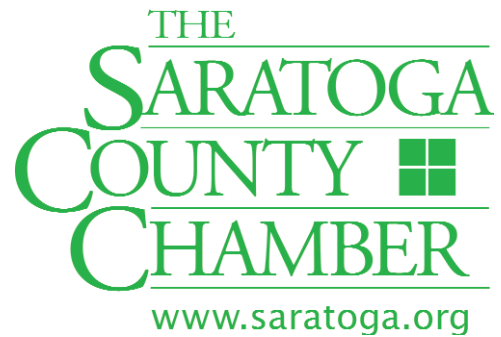


April 2007

Forward to:



WILL OUR KIDS BE READY?

Concerns have been raised about whether our children will be ready for the high tech jobs of the future. The answer seems to be that we have been getting there for the last decade. Tech companies looked at third and fifth grade test scores and like what they saw in Saratoga County. A recent rating by the U.S. Chamber gave an "A" to our teachers as being a 21st century teaching force. There are also many technology elective courses available in our high schools.

The Saratoga Economic Development Corporation and the Center for Economic Growth have taken educators and community leaders to learn what the schools were teaching in high tech centers in California, Arizona and Washington states and models are being copied.

Although our educational system is one of the most costly in the nation, it has and is preparing our students for the future. While high tech companies will only offer a small percentage of jobs in the future, all other jobs are going to require technological skills. The car mechanic of tomorrow is going to be using computers as much as a wrench.

Innovations like the Nano Technology College, SEMATECH, and a Tech Valley High School will all stimulate advances in education across the board, but our greatest educational challenge will be on a community college level.

Community colleges are traditionally innovators and will have to be even better in the future. They must be able to change direction as quickly as technology changes. Community Colleges must specialize in specific technological fields to produce the graduate's high tech companies already here demand.

Are we ready? We're on our way.

Saratoga's Under 40 Network

April 3
5 - 6:30 p.m.
Forno Toscano Restaurant

Women's Business Roundtable

April 10
8 - 9 a.m.
Saratoga County Chamber Offices

Networking Luncheon

April 13
11:30 a.m. - 1 p.m.
Lillian's Restaurant

Third Thursday Breakfast

April 19
7:30 - 8:45 a.m.
Longfellow's Inn and Restaurant

Orientation and Mixer

April 26
4 to 5 p.m. Orientation
5 to 6:30 p.m. Mixer
National Museum of Dance & Hall of Fame - Sponsored by NBT Bank

SEE PAGE 3 FOR CURRENT EVENT DETAILS AND GUIDELINES.

Seminars

April 11
Starting a Business
April 25
The Art of Negotiation

See page 2 for Seminar details

Other Upcoming Events

- May 1, Saratoga's Under 40 Network
- May 1-3, Membership Blitz
- May 17, Third Thursday Breakfast
- May 17, New Member Mixer and Orientation
- May 24, Monthly Orientation & Mixer
- June 4, Spring Golf Day
Page 8 for details

SEMINARS

STARTING A BUSINESS SEMINAR

Wednesday, April 11 5 to 7 p.m.

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

Presented by: Joseph W. Dalton, Jr. President, Saratoga County Chamber of Commerce
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$15 for Chamber members and \$30 for non-members
RSVP: Monday, April 9 at 584-3255 or e-mail info@saratoga.org

THE ART OF NEGOTIATION

Wednesday, April 25 8 to 10 a.m.

Negotiating is a vital part of any business. Improving your negotiation skills will only benefit your business. Join us for an opportunity to learn specific tips and techniques to strengthen your negotiation skills.

Presented by: Stephen Coffey, Attorney, O'Connell and Aronowitz PC
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$10 per person, members only
RSVP: Monday, April 23 at 584-3255 or e-mail info@saratoga.org

MEET YOUR DIRECTORS

Every month, your Chamber will highlight a few of your Board of Directors in the newsletter. Your Board works hard to fulfill the Chamber's mission by initiating new strategies to make Saratoga County a better place to work, live and play.

JOHN BAKER

John joined the Board in 2004. He is the Owner/President of Gaffney's Restaurant (Supreme Cuisine, Inc.), located on Caroline St., in downtown Saratoga Springs. John serves on the Caroline St. Association, the Bartenders Ball Committee, and is a past board member of the Downtown Business Association, Saratoga Hospital's Fundraising Committee, and the City of Saratoga Springs Vending Committee.

DR. RAY COLUCCIELLO

Ray joined the Board in 2006. He is the Superintendent of Ballston Spa Central Schools. Ray is a Phi Delta Kappa Foundation representative, a charter member of the Schenectady East Rotary, and serves on the Golub Corporation Scholarship Committee.

CATHY MASIE

Cathy joined the Board in 2006. She is the Vice President and Owner of the The Masie Center, Inc., a learning lab and think tank. Cathy serves on the AIDS Council of Northeastern NY board, Northfield Mount Hermon High School board of trustees, and as Vice Chair of Planned Parenthood Mohawk Hudson board.

BENEFIT OF THE MONTH

BROCHURES

Tens of thousands of brochures are produced each spring and distributed to visitors' centers, hotels/motels, B&B's and mailed to those requesting information. May 3, 2007 is the deadline to be included in the Dine, Saratoga Lake, Antique, Shopping, Golf and Wedding brochures. Contact Annamaria Dalton at adalton@saratoga.org or 584-3255, ext. 203.

APRIL EVENTS

- 3 SARATOGA'S UNDER 40 NETWORK.** Forno Toscano, 541 Broadway, Saratoga Springs
Provides the County's young business people with a forum for personal and career development.
Speaker: David Zecchini, Owner of Chianti il Ristorante, Mare Ristorante, and Forno Toscano
Time: 5 to 6:30 p.m.
Cost: \$10 per person, space is limited **Reservation Deadline:** March 30 at 5 p.m.
- 10 WOMEN'S BUSINESS ROUNDTABLE.** Saratoga County Chamber Offices, 28 Clinton Street, Saratoga Springs
Roundtables provide small, informal group settings to exchange experiences and ideas on career-related and professional development issues.
Time: 8 to 9 a.m.
Topic: Volunteerism - Come prepared to discuss strategies on how to get involved, benefits of giving back, and finding the right balance
Cost: Free, space limited, reservations required **Reservation Deadline:** April 6 at 5 p.m.
- 13 NETWORKING LUNCHEON.** Lillian's Restaurant, 408 Broadway, Saratoga Springs
Facilitated networking event with the opportunity to give your one minute commercial to the entire audience.
Time: 11:45 a.m. to 1 p.m.
Cost: \$10 Reservations; \$15 Without Reservations **Reservation Deadline:** April 11 at 5 p.m.
- 19 THIRD THURSDAY BREAKFAST.** Longfellows Inn and Restaurant, 500 Union Avenue, Saratoga Springs
Monthly breakfasts keep you informed of current issues affecting the County while providing a great opportunity to meet other business and professional people.
Time: 7:30 to 8:45 a.m.
Speakers: Gavin Landry, President, Saratoga Convention & Tourism Bureau and Greg Dixon, Vice President of Tourism, Saratoga County Chamber
Topic: Tourism Update
Cost: \$7 Reservations; \$10 Without Reservations **Reservation Deadline:** April 17 at 5 p.m.
- 26 ORIENTATION AND MIXER.** National Museum of Dance and Hall of Fame, 99 South Broadway, Saratoga Springs
Mixers provide an excellent networking opportunity with an average of 260 attendees in a relaxed environment. Orientations inform members of the Chamber's money saving programs and how to best utilize their membership investment. SPONSORED BY NBT Bank. Catered by Black Diamond Catering.
Time: Orientation, 4 to 5 p.m.; Mixer 5 to 6:30 p.m.
Cost: Reservations \$5.00; Without Reservations \$10.00 **Reservation Deadline:** April 24 at 5 p.m.



*To make a reservation, call 584-3255 or email 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.*

SPOTLIGHTS

KEITH DONATO, DOCTOR OF CHIROPRACTIC, 70 Railroad Place Suite 101A, Saratoga Springs, 580-1233, kdonatodc@aol.com
Newly located in Franklin Square, Keith is a provider of Active Release Techniques, the only medically patented soft tissue technique. Active Release treatments utilize specific patient and joint motions to restore normal, healthy movements. It is effective in treating and correcting carpal tunnel, sciatica, headaches, runners/hikers injuries, shoulder conditions and more.

TO LIFE! 410 Kenwood Avenue, Delmar 12054, 439-5975, www.tolife.org

To Life!, your personal source for breast cancer education and support. They are located at the Mollie Wilmot Radiation Oncology Center at Saratoga Hospital. Abracadabra Boutique sells wigs and hats on Wednesdays for those receiving chemotherapy and support group for breast cancer patients and survivors is held every other Wednesday. Call for appointments.

SPECIALTY BOX AND PACKAGING CO., INC. 1040 Broadway, Albany 12204, 465-7344, www.specialtybox.com

Great things come in small packages. For 50 years Specialty Box and Packaging has supplied local retailers with the boxes, bags, ribbon, bows, giftwrap and labels in which their great things come. Plus "You Dream It, We'll Design It" offers free packaging design that helps a local retailer set themselves apart.

For information on all Chamber members, go to 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, 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.*

MEMBER NOTES

CHAMBER GOES GREEN The Chamber has two ways to save. One is through the Chamber's electricity buying program, and the second is to purchase renewable energy credits. Starting right away, the Chamber is purchasing 100% of its electricity requirements from certified renewable sources, a combination of wind, geothermal, hydropower, biomass and landfill gas. Although we are spending an extra \$157 per year to support renewables, we are saving more than that (about \$200) through your Chamber's electric savings program. So we're 100% "green" with our energy sources, and saving money too. You can as well. Just contact the Chamber office, 584-3255, or our consultants, EnergyNext, Inc. at 580-9244.

MIXER THANKS Thank you to The Parting Glass for hosting the February mixer. Although it was cold and snowing outside, the Parting Glass's cozy atmosphere, delicious comfort food, and great drink specials, warmed everyone up and made for a great evening.

VOLUNTEERS NEEDED Over 100 Chamber volunteers on seven teams will be participating in the 2007 Membership Blitz by recruiting new members between March 30 and May 3. You can help by recruiting a new member using the application in this newsletter. You can also refer them to the Chamber's online application at www.saratoga.org. To be recognized as their sponsor, list your name on the sponsor line of the application. The initial Teams Meeting is March 29, 5-6:30pm at Lillian's Restaurant. Please join us. When you recruit new members during this drive, you will be invited to the Kick-Off Breakfast on May 1st and the Report Session on May 3rd at the Holiday Inn and be eligible to win great prizes including 2 round-trip tickets on Southwest Airlines. If you would like to join an official Blitz team, it's not too late. Contact Jeff Shinaman at jshinaman@saratoga.org or 584-3255 ext. 202.

SARATOGA ENVIRONMENTAL EXPO April 14 and April 15 at the Saratoga Springs City Center. Doors open to the free expo at 10 a.m. on Saturday and 11 a.m. on Sunday and close at 5 p.m. Over 100 exhibitors will include everything from wind power to organic food. The weekend will also include seminars and other special events. Go to www.saratogaexpo.com or call 584-3272 for more information.

BLITZ PRIZES NEEDED Each year nearly 100 volunteers participate in the Chamber's three-day Membership Blitz in April & May. This year, it will begin on March 30 and wrap up on May 3rd. Please consider donating a prize from your business. You will be thanked at the Kick-off Breakfast and the Report Session and will be listed in the Chamber's newsletter. Please mail your certificates to the Chamber or contact Jeff Shinaman at jshinaman@saratoga.org or 584-3255. Thank you.

NEW YORK STATE SCHOOLS GRADED The U.S. Chamber and its partners rated the school systems in each of the 50 states, and New York State did well overall. Our state received "A's" in a 21st century teaching force and rigor of standards. New York received "B's" in academic achievement of low income students and workforce readiness. "C's" were given in academic achievement, truth in advertising of proficiency, and flexibility in management. The only "D" rating was in return on investment.

MEMBERS IN THE NEWS

If you have been honored at an industry event, celebrated a business milestone, developed a new product, or have some other good news about your company, e-mail it to us at jshinaman@saratoga.org. Share your good news with other Chamber members in "Members In The News".

Clothes Horse has been dressing the women of Saratoga Springs since 1977. This year the business will be celebrating its 30 year anniversary. Lisa Schroeder-Bevis has been the owner/operator of this clothing boutique since the beginning. The store recently moved to a larger location at 396 Broadway, in the heart of the Downtown Business District.

The Business Review announced its 40 under Forty. Congratulations to the following Chamber members: Don Adams of **Creighton Manning Engineering, LLP**; Dan Austin of **Albany Broadcasting Co.**; Nancy Bambara of **DZ Restaurants**; Phil Barrett of **KeyBank N.A.**; John Bove of **G.A. Bove & Sons, Inc.**; Brendan Brader of **hostrocket.com** and **ViaTalk, LLC**; John Frye of **Frye Cos. Inc.**; Matthew Fuller of **FitzGerald Morris Baker Firth, P.C.**; Scott Lander of **MapInfo Corp.**; David Marks of **Clipper Magazine**; Brian Palazzolo of **Classe Catering Ltd.**; Carl Stewart III of **Turner Construction Co.**; Rachel Zimolka of **Sunmark Federal Credit Union**; Dawn Vavala of **Tuxego of Clifton Park**; Robert Shofield of **Whiteman Osterman & Hanna** and Elizabeth Mankin of **Sawchuck Brown Associates**.

January 2007 marked the beginning of **HAVE, Inc.**'s 30th year in the Audio Video MultiMedia Technologies business. Over the years, HAVE has grown to three interconnected divisions in the audio, visual and web fields.

Wilton Medical Arts, a service of Saratoga Hospital located just north of Exit 15 off the Northway, recently hit a new milestone by treating 100,712 patients. The largest increases in 2006 were seen in Urgent Care, up 20%.

Chip's Landscaping owner Chip DuBois was recently awarded the Concrete Pavement Institute's (ICPI) Concrete Pavers Installer Certification for his knowledge of industry guidelines in building segmental concrete patios, driveways, and walkways.

Deb Morris, writer and producer for **imMEDIATE productions**, Saratoga Springs, has been awarded Honorable Mention in the Writer's Digest Popular Fiction Awards - in the Crime/Mystery Category. Her short story, *Rising from the Rubble*, is about a woman who was presumed dead after 9/11 only to resurface.

David T. Biggs, P.E., Principal, and Jack C. Healy, P.E., Principal Associate, of **Ryan-Biggs Associates, P.C.**, in Troy, NY, authored an article titled "Splicing Options for Masonry Construction" for January's *Masonry Construction* magazine.

MaryAnn and Glenn Guerriero owners of **Brooklyn Attitude Hair & Body** are now Contributing Media Artists for the new consumer friendly *Salon City Magazine* which can be found nationwide in over 3000 retail locations.

Ballston Spa Veterinary Clinic has moved to their new facility at 365 Saratoga Avenue in Ballston Spa.

Bruce McClellan of **Pinnacle Realty Saratoga LLC** has successfully completed the REALTOR e-PRO course to become one of a select few real estate professionals to earn the prestigious certification offered through the National Association of Realtors.

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.

Abundant Sound & Video

Roger Jensen
8 Wilson Ave.
Albany, NY 12205
588-2051
www.abundantsoundandvideo.com
rjensen@abundantsoundandvideo.com
Audio/Video Install & Sales

Academy for Learning in Retirement

Empire State College
111 West Ave.
Saratoga Springs, NY 12866
587-2100 Fax: 580-0105
www.esc.edu/alr
marcia.greensan@esc.edu
Non-Credit Academic Courses/Older Learners

Access Health Systems

Kathryn Gorman
776A Watervliet Shaker Rd.
Latham, NY 12110
782-2224 Fax: 218-9230
www.accesshealthsystems.com
kgorman@accesshealthsystems.com
Occupational Health/Safety

American General Financial Services, Inc.

Ray Marsh
15 Trieble Ave., Ste. 4
Ballston Spa, NY 12020
885-0469 Fax: 885-0764
Home Equity/Personal Loans

Budget Bookkeeping

George Koshuta
10 Seymour Dr.
Saratoga Springs, NY 12866
588-9104
www.budgetbookkeeping.biz
georgekoshuta@yahoo.com
Bookkeeping for Small Businesses

Maggie Chasse

4 Old Route 146
Clifton Park, NY 12065
321-3902
Color and Hair Design

DeGraff, Foy, Kunz & Devine, LLP

Terence Devine
47 West Harrison St.
Saratoga Springs, NY 12866
581-3200 Fax: 581-9435
www.degraff-foy.com
tdevine@degraff-foy.com
Full Service Law Firm

Deily, Mooney & Glastetter, LLP

Richard Maider
8 Thurlow Terrace
Albany, NY 12203
436-0344 Fax: 436-8273
www.deilylawfirm.com
maider@deilylawfirm.com
Commercial Legal Services

Frank Adams Jewelers

Eric Henderson
21 Stuyvesant Plaza
Albany, NY 12203
435-0075 Fax: 435-0078
Luxury Jewelers

Frederick Wildman and Sons, Ltd

Marc Simone
2 Simone Court
South Glens Falls, NY 12803
(212) 355-0700 Fax: (212) 230-0959
www.frederickwildman.com
m.simione@frederickwildman.com
Importer of Fine Wine

Green Energy Outreach Services (GEOS), LLC

Marion Trieste
PO Box 15
Saratoga Springs, NY 12866
584-7817
www.triesteassociates.com
mtrieste@nycap.rr.com
PR and Education

Greenfield Country Medicine, PLLC

Jama Peacock Birsett, M.D.
Box 159, 3100 Rte 9N
Greenfield Center, NY 12833
893-7599 Fax: 893-7699
Family Medicine Practice, inc. Pediatrics

High Rock Construction

Robert Moran
9 Grants Way
Gansevoort, NY 12831
337-6965
Construc. Mngmt./Des. Consult.

Home Helpers and Direct Link

Debra Obenhoff
P.O. Box 3451
Saratoga Springs, NY 12866
584-5885 Fax: 584-5886
Non-medical Home Care Services

Jade Global Trading Corporation

Melissa Tinsley
855 Route 146
Clifton Park, NY 12065
373-9200 Fax: 373-7909
www.jadeglobal.com
info@jadeglobal.com
Commodities Trading

List Innovative Solutions

Dave Druzynski
1610 Cheltenham Court
Malta, NY 12020
(571) 275-6599
www.listinc.com
ddruzynski@listinc.com
IT Consulting

Matrix Communications Group

Justin Albano
12 Jupiter Lane #4
Albany, NY 12205
218-0076
www.matrixcommunications.com
sales@matrixcommunications.com
Telephone Sys./Networking/Cabling

The Medical Center at Wilton

Christine Morine
135 North Rd.
Wilton, NY 12831
926-1900 Fax: 926-1905
www.glensfallshospital.org
cmorine@glensfallshosp.org
Multi Specialty/Primary Care Srvc.

Michaels Group

Heidi Harkins
10 Blacksmith Drive
Suite 1
Malta, NY 12020
899-6311 Fax: 899-6260
www.michaelsgroup.com
Home Builder

North East Spray Foam

Doug Kwazneski
P.O. Box 2074
Saratoga Springs, NY 12866
(888) 516-7194 Fax: 623-7015
www.northeastfoam.com
info@northeastfoam.com
Spray Foam Insulation

Rowlands & Barranca Agency, Inc.

Anthony DeCicco
6 Tower Place
Albany, NY 12203
482-5192 Fax: 482-1599
www.rowbarinc.com
adecicco@rowbarinc.com
Specializing in Employee Benefits

Saratoga Notecards

Linda Spokane
104 North St.
Saratoga Springs, NY 12866
581-0511
www.saratoganotecards.com
info@saratoganotecards.com
Note Cards/Fine Art Prints

Saratoga Springs Lions Club

Patrick Piper
P.O. Box 166
Saratoga Springs, NY 12866
495-LION
www.saratogalions.com
Dedicated to Supporting Eyesight/Hearing/Youth

Saratoga Supply, LLC

Allen Look
336 Charlton Rd.
Ballston Spa, NY 12020
(888) 665-7269 Fax: (888) 665-7329
www.saratogasupply.com
sales@saratogasupply.com
Tools/Tractors/Outdoor Equip.

Schultz's Sawmill & Logging

John Schultz
204 County Road 67
Stillwater, NY 12170
222-9182
Rough Cut Lumber & Logging

Steeplechase at Malta

Tammy Fredenburg
2400 Steeplechase Blvd.
Malta, NY 12020
584-4470 Fax: 584-2617
Luxury Apartment Homes

Strategic Media Sales Group, Inc.

Michael DeAnzeris III
80 Henry St.
Saratoga Springs, NY 12866
580-4500 Fax: 580-4501
Media Sales and Consulting

Sunflower Stamping - Rubber Stamps

Debra Valder
1745 Amsterdam Rd.
Ballston Spa, NY 12020
884-9488
<http://stampladee.stampinup.net>
stampladee@aol.com
The Art of Crafting with Rubber Stamps

TLC Marketing

Lee Pike
8 Faneuil Hall Marketplace
5th Floor
Boston, MA 02109
(617) 788-9658
www.tlcmarketing.com
lpike@tlcwm.com
Number One in Consumer Incentives

Tyco Healthcare

Carrie Armenio
5439 State Rte. 40
Argyle, NY 12809
638-1202 Fax: 638-8217
www.tycohealthcare.com
carrie.armenio@tycohealthcare.com
Medical Device Manufacturing

Victoria's Decorating Corner

Vicki Miller
247 Maple Ave.
Ballston Spa, NY 12020
885-8090
Inter.Dec./Custom Wind. Treatments

Vortex Technologies

Christopher Chiovloni
52 Main Street
Queensbury, NY 12804
615-0321 Fax: 615-0323
www.vortex-online.com
chris@vortex-online.com
Security

West Avenue Pizzeria

Annette or Dave Carlow
103 West Ave.
West Hill Plaza
Saratoga Springs, NY 12866
581-9999 Fax: 581-9987
Pizza/Wings/Hot & Cold Subs/Calz./Salads

Woodmen of the World

Paul Walker
1732 Western Ave.
Albany, NY 12203
456-2991 Fax: 456-1667
Life Insurance & Financial Services

Zayachek Builders, LLC

Mike Harman
101 Main Street
P.O. Box 321
Argyle, NY 12809
638-6622 Fax: 638-1059
zaybuildmike@aol.com
High Quality Homes/Comm. Construc.

www.saratoga.org 5

BUSINESS TIPS

NEW YORK STATE ENERGY RESEARCH AND DEVELOPMENT AUTHORITY

NYSERDA is an acronym you should remember. It can save you a good deal of money.

You can secure an energy audit, in many cases for free, and then secure low interest loans to purchase energy efficient equipment from furnaces to your own on-site generating system.

This program applies to small, medium, and large firms alike. So whether you are planning on a new heating and cooling system or changing your interior lighting, give NYSERDA a call for more information.

Your NYSERDA contact is Marcia Ruth at 862-1090, extension 3412.

APRIL ANNIVERSARIES

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

OVER TWENTY-FIVE YEARS

Impressions of Saratoga

OVER TWENTY YEARS

Advantage Press, Inc.
Alpine Sport Shop
Anderson Group, LLC.
Beagle School
Samuel S. Caldwell, M.D.
Capitol District Supply Co.
J.N. Corsale, Jr., Realty
Delucia's Grocery-Deli
General Dynamics
Graylyn Motel
Kletter, DMD & Levine, DDS PC
Kubricky Construction Corp.
Mexican Connection
The Movie Store, Pine North Video, Inc.
Paul Okosky, M.D.
Saratoga County Board of Supervisors
Saratoga Farmers Market Assoc, Inc.
Saratoga's Community Federal Credit Union
Thomas Poultry Farms
Upstate Auto Body

OVER FIFTEEN YEARS

Country Corner Cafe
The Drive-In Movie Store
Friends of Saratoga Battlefield
Grove Associates
J. Franco Siding
Larkin Commercial Properties, Inc.
Malta Business & Professional Assn.
New York Thoroughbred Breeders Inc.
Realty USA
Ryder Transportation Services
Schuylerville Central School Dist.
Sunrise Media

OVER TEN YEARS

Ablest Staffing
B.I.C. Bowl, Inc.
Bakers Auto Service Center, Inc.
CheckMate Management, Inc.
Cruise Holidays of Saratoga
Draggin Enterprises
Engineering Science & Subsurface Exp.
Forty Caroline St. Antiques
Foundation for Education
Reform & Accountability

The Lily & The Rose
Scott Ventures
Stacey's

OVER FIVE YEARS

Adirondack Adventure Resorts
Adirondack Balloon Creations
Adirondack Sports & Fitness
Bennett's Hallmark
Boston Scientific
Jeffrey E. Brown Realty
Burch Bottle and Packaging, Inc.
Caffe' Lena, Inc.
Coltivare
Criterium, Inc.
D'Andrea's Pizza
Pamela L. Daly, D.P.M.
Days Inn Lake George
The Desmond Hotel & Conference Center
Dixie Contracting
Downtown Business Association
J.J. Dziark, Ltd.
Eagle Mills Cider Co. & Family Fun Center
Empire-Appraisal Network, Inc.
Envisioneering, Inc.
Excel Engineering, P.C.
FedEx Kinko's
Fire Control Systems, Inc.
First Data Merchant Services
Fort William Henry Resort
The Glen at Hiland Meadows
David A. Harper, Esq.
Ivy Vine Ltd.
Keena Staffing
Living Resources Corp.
Loftus Ross LLP
M.V.P. Construction Co., Inc.
MicroKnowledge, Inc.
New School University
Paragon Prime Funding
Pennell's Restaurant
Quad Graphics, Inc.
Ramada Inn - Glens Falls
Resort Maps
Rose Design
Saratoga Farmstead Bed & Breakfast
Saratoga Gift Basket Company
Saratoga Horse and Carriage Co., Inc.
Saratoga Independent School
Saratoga Motor Car, Inc.

Saratoga Rowing Center, Inc.
The Saratoga Salsa Co., Inc.
Saratoga Veterinary Hospital, P.C.
J.E. Sawyer & Co., Inc.
Schuyler Companies
Senior Citizen Center of Saratoga Springs, Inc.
Laurie A. Stillwell, CPA, PC
Suburban Energy Services
Sushi Thai Garden
TenEyck Septic Service, Inc.
Tile Center of Saratoga, Inc.
Tropical Tann
Zangrilli Engineering

OVER ONE YEAR

6N Systems, Inc.
Adirondack Pools & Service, Inc.
Advantage Tractor Service
Keith Aibel, D.M.D.
Aird Dorrance, Inc.
Alonso Studio, Inc.
Jennifer Armstrong, Inc.
Balzer, Hodge, Tuck Architects, PLLC
Bell Energy System Team
Janet Besheer
G.A. Bove & Sons, Inc.
BPA - Harbridge
Carter, Conboy, Case, Blackmore, Maloney & Laird P.C.
Cascades Tissue Group of New York Inc., Mechanicville
Chair Massage Associates
Chameleon on the Lake
Charlton Septic Service, LLC
Ariella Chezart Design
Christian Brothers Academy
CLE Imaging
Coffee Planet, Inc.
Colonie Appliance Service Center
Conley Associates
Coresense
Country Corner Cafe
Cutie Pharma-Care, Inc.
Cutting Edge Tae Kwon Do
Law Office of Karen E.S. D'Andrea, Esq.
Deco Granites, Inc.
Dinner by Design
Eastern Heating and Cooling
Finally Free Electrolysis

John J. Guarracino, DDS, PC
Hayfield Quality Tours
Heather Bohm-Tallman Photography
Hiland Golf Club
Hot Stuff of Saratoga
Hound Dog Graphics
Hyman, Hayes Associates
Interiors By Rene
JBS Business Solutions
Jones & Wilcenski, PLLC
Drs. Kline & Boyd Optometrists, PLLC
Lakeshore Remodeling
Ron Lawrence Marketing, Inc.
Brian Lee Law Firm, PLLC
MacAlister Realty
Miranda Real Estate Group
Modern Convention in Compliance, Inc.
Monast Plumbing Heating & Cooling
Mr. Handyman of Saratoga & the Northern Capital Region
My Other Kitchen
Northeast Furniture Systems
Oligny's Creative Landscapes & Country Gardens
Orthopedic & Spine Physical Therapy, PT
PDI Transport, Inc.
Jeffrey D. Pietrosanto Agency
Redbud Development, Inc.
reduced fat
Linda Reese, Speech Pathologist
Saratoga City Ballet
Saratoga Design-Build
The Saratoga Special
Saratoga Springs Knights of Columbus
Security Integrations
Susan Shanley, LCSW
Sonitrol of Albany
Starfield Exhibitions
Supra Services, LLC
F. Earl Toleman's LTD
Total Events
Unique Catering of Albany, Inc.
United Funding Services
USA Mobility
Valet Park of America
Vanguard Water Associates, LLC
Wheatfields Restaurant
World Parts and Services
Wrobel & Lewis

MEMBERSHIP

People like to buy products and services from people they know and trust. That's why it's so important to build relationships. One way to do that is by getting involved in this year's Chamber membership campaign.

MEMBERSHIP If you know someone whose business or organization would benefit by joining the Chamber, please give them this application and offer to be their sponsor. A stronger and more diverse Chamber benefits all of us.

Saratoga County Chamber of Commerce
28 Clinton Street, Saratoga Springs, NY 12866

MEMBERSHIP APPLICATION

Firm Name _____

Member Contact Name _____

Firm Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

e-mail address _____ Website _____

(additional one-time fee of \$25 to list and link your website)

Directory Category _____

4 to 5 word description of your services _____

Number of Employees in Saratoga County _____ *Annual dues _____

Signature _____ Date _____

Visa/MC#/Amex/Disc _____ Expiration _____

Sponsor _____

* Annual Investment Schedule 2007

\$311 for businesses with 1 to 5 people. Add \$7 per employee over 5.

Hotels, Motels & B&B's: \$423 base + \$10 per room over 20

Restaurants/Taverns: \$311 plus 50 cents per chair or stool

Banks: based on deposits

Out of County Business: \$311, Hotels/Motels/B&B's is \$423

Associate Membership: \$175 (Firm must be a member at regular rate)

MEMBER BENEFITS

Networking: Mixers, breakfasts, luncheons, trainings and seminars.

Special Events: Golf days, business showcase, annual dinner.

Group Discounts: Health & dental insurance, energy, internet, eye care, free HR consulting, car rental discounts, cafeteria plan...

Website Exposure: www.saratoga.org. Online directory, links, post job openings.

Small Business Assistance: Free counseling, publications and other resources.

Information: The Chamber is here to help you be successful.

Advocacy: Voice of the business community on important issues.

For more information, go to www.saratoga.org, email jshinaman@saratoga.org or call 584-3255.

SPRING GOLF DAY

THE SARATOGA COUNTY CHAMBER OF COMMERCE SPRING GOLF OUTING

Join us for a casual afternoon of golf, networking, and fun. It's the perfect opportunity to treat your clients or relax with colleagues and friends!

Date: Monday, June 4, 2007

Place: Saratoga Lake Golf Club
Stonebreak Road, Malta

Format: Four person scramble

Time: 11:30 a.m. Lunch and putting contest
1:00 p.m. Shot gun start

Price: \$60.00 per person
Includes green fees, cart and lunch

Registration Form
SPACE IS LIMITED TO 128 CHAMBER MEMBER PLAYERS
First Come (And Paid!), First Served

My information:

Name: _____ **Hdcp** _____

Firm: _____

Phone: _____

Type of Card: **MC** **VISA** **AMEX** **DISCOVER**

Credit card # _____

Exp. Date: _____ Sec. Code (3# on back) _____

Amount to be charged: _____

Name on Card: _____

Billing Address/Zip: _____

Signature: _____

Other members of my foursome include:

Name: _____ **Hdcp** _____

Firm: _____

Phone: _____

Name: _____ **Hdcp** _____

Firm: _____

Phone: _____

Name: _____ **Hdcp** _____

Firm: _____

Phone: _____

Your payment (in the form of check or credit card) must accompany this form to confirm reservation.

Return this form and payment by May 30, 2007 to:

Saratoga County Chamber of Commerce
28 Clinton Street, Saratoga Springs, NY 12866
Questions? Call Jennifer Perry at 584.3255