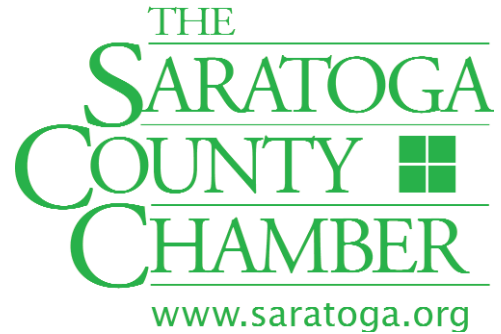


December 2006

Forward to:



VOLUNTEER INITIATIVE

Providing programs and services that help make Saratoga County a better place to work, live and visit is an important part of the Chamber's purpose. To help fulfill that mission, your Chamber has launched an ongoing initiative to encourage and develop volunteerism among new and established residents in the county.

A ten-minute DVD highlighting the benefits of volunteerism has been produced by the Chamber and is available for \$2.50. It's great to show to new employees or anyone who might have an interest in volunteering. A free directory of member non-profit organizations with volunteer opportunities has also been published.

Chamber member non-profits can post their specific volunteer opportunities on the Chamber's website at www.saratoga.org. Individuals interested in getting involved in the community are being instructed to check the website, or contact the Chamber for a Volunteer Opportunities Directory, to learn more about volunteer needs.

Invitations were mailed to a group of new residents and a reception was held in October giving an introduction to Saratoga County's history and the importance of volunteerism. The DVD was also shown. The program was presented at the Chamber's Third Thursday Breakfast in October and at a public event in November. Other gatherings are being scheduled throughout the county.

If you are a new resident to Saratoga County, or even if you have lived here for years, and would like to learn more about volunteer opportunities, please go to the online Volunteer JobZone at www.saratoga.org, call the Chamber at 584-3255 or email info@saratoga.org.

Saratoga's Under 40 Network

December 5
5 - 6:30 p.m.
Dinner by Design

Orientation and Mixer

December 21
4 - 5 p.m., Orientation
5 - 6:30 p.m., Mixer
Holiday Inn - Saratoga Springs

**SEE PAGE 3
FOR CURRENT
EVENT DETAILS AND
GUIDELINES.**

Business Development Program

Year-long seminar series
See page 2 for details

Other Upcoming Events

- January 18 Third Thursday Breakfast
- January 20 Bartender's Ball
- January 25 Annual Dinner
SEE PAGE 7 FOR RESERVATION FORM
- February 9 Networking Luncheon

Season Greetings!

May you and yours have a healthy, peaceful and happy holiday season.



SEMINARS

BUSINESS DEVELOPMENT PROGRAM

8 to 10 a.m.

Space is still available in the 2007 Business Development Program. The year-long seminar series is taught by industry experts and held in local hotels and conference spaces.

The cost is \$200 per person. Payment is due in advance to confirm your reservation.

"Excellent use of time. The Chamber provided a very efficient program to have access to a wide variety of experts willing to share their knowledge and experience."

Bruce Clements, Clements Insurance Brokers, Inc.

"The networking and educational components of this program have been extremely helpful to my business."

Cindy Taylor, Creative Cleaning Solutions

1. Leadership: A Way of LifeJanuary 23
2. Use of Technology in Small BusinessesFebruary 27
3. Selling Yourself, Selling Your Product, Increasing the Bottom LineMarch 27
4. Marketing 101April 24
5. Legal Issues in Small BusinessMay 22
6. Human Resources Hot TopicsJune 26
7. Insurance for Businesses and IndividualsSeptember 25
8. Planning for Growth and Keeping Taxes LowOctober 9
9. Time ManagementOctober 23
10. Managing Your BusinessNovember 27

For more information and to register, please contact Jennifer Joseph Perry at 584-3255 or email jperry@saratoga.org.

BUSINESS TIPS

ADVERTISING AND DIRECT MAIL

When using advertising or direct mail to draw in new customers, many business owners look at the number of responses they get. But many of those responses will never turn into an order or sale. It's better to look for quality responses that can result in profits. Make your copy and appearance of the ad or flyer appeal to exactly who you are targeting. Is it better to get a thousand responses and six sales or fifty responses and ten sales? The market method that generated the thousand responses may have been too broad and less targeted. It also gave you and your staff 994 people you had to deal with that resulted in zero sales and profits. There is a chance that some may come back later and turn into a customer but you never know for sure. So when spending your valuable marketing dollars, try to aim as close as possible to the person who is most likely to purchase from you. The name of the game is making sales, not getting responses.

By Barry Thomsen, *Small Business Idea Letter*, October 2006, 877-700-1322

SALES TIP

To ensure a successful sales meeting, the seller should establish an Up Front Contract at the beginning of the meeting. An Up Front Contract is a mutual understanding of the meeting's duration, purpose, agenda and expectations of the buyer and of the seller. There should also be agreement of the possible meeting outcomes. This approach relieves undue pressure on both the buyer and seller, allowing each to focus on the business at hand.

This sales tip is courtesy of Lorraine Ferguson, President of Direct Impact Associates, LLC – the Sandler Authorized Licensee. Lorraine gave "The Buyer/Seller Dance" seminar in October. She can be reached at 229-0516 or Lorraine@sandler.com. Her website is www.directimpact.sandler.com

DECEMBER AND JANUARY EVENTS

- 5 **SARATOGA'S UNDER 40 NETWORK.** Dinner by Design, 3084 Route 50, Suite 5, across from Wilton Mall
Provides the County's young business people with a forum for personal and career development.
Space is limited to 35 individuals. Registration required.
Time: 5 - 6:30 p.m.
Cost: \$15 per person, includes the meal you make and take home **Reservation Deadline:** December 1 at 5 p.m.
- 21 **ORIENTATION AND MIXER.** Holiday Inn - Saratoga Springs, 232 Broadway, Saratoga Springs
Mixers provide an excellent networking opportunity in a relaxed environment. The annual holiday mixer is always one of our most popular events.
Time: 4 - 5 p.m. Orientation; 5 - 6:30 p.m. Mixer
Cost: Reservations \$5.00; Without Reservations \$10.00 **Reservation Deadline:** December 19 at 5 p.m.

MARK YOUR CALENDAR FOR THE FOLLOWING JANUARY EVENTS.

- 20 **BARTENDERS BALL.** Saratoga Springs City Center, 522 Broadway, Saratoga Springs
This January 20 event is a social highlight of the year with a banquet of hors d'oeuvres followed by full food stations and a decadent dessert bar. Live dance music performed all evening, featuring Body & Soul with Jill Hughes. The event is \$50 per person with reservations due by January 16th. Call 584-3255 for tickets.
Time: 6:30 p.m. - 12 a.m.
Cost: \$50 Reservations **Reservation Deadline:** January 17 at 5 p.m.
- 25 **ANNUAL DINNER.** Saratoga Springs City Center, 522 Broadway, Saratoga Springs
Recognition Presentation to Honor 2006 Chair of the Board, Bill Canty and Special Chamber Volunteers. See page 7 for complete details.
Time: 6 - 7 p.m. Reception; 7 - 9 p.m. Dinner & Program
Cost: Table of Ten for \$500; Individual Reservations \$50.00 **Reservation Deadline:** January 19 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.

BENEFIT OF THE MONTH

CONTINUING EDUCATION PROGRAMS

Throughout the year, many Chamber seminars and workshops are offered for introductory and advanced learning and to hone skills. Some topics in 2006 have included Starting a New Business, Best Website Practices, Work/Life Balance, Supervisory Training, Decision Making, Employee Retention, Legal Issues, and Sales Training. Be sure to check your monthly newsletter for more great educational opportunities for you and your employees in 2007.

DVD MOVIES FOR THE TROOPS

Jim Pabis, a past chair of the Chamber who is stationed in Iraq, sent this message recently: "Received another box of DVDs – thank you very much. The troops are enjoying them. It is great to get mail and great to watch movies. But most of all it's great having someone from home remember us."

The Chamber continues to collect DVD's for the troops in Iraq. Please consider donating new and used DVD's and drop them off at the Chamber or call our coordinator Deb Crotty at 691-1564. We'll see they get delivered to our service men and women.

MEMBER NOTES

NOMINATION The following individuals will be voted on for a three-year term on the Chamber Board at the December Board meeting: **John Baker**, Gaffney's Restaurant; **James Cox**, Snyder Kiley Toohey Corbett and Cox; **Chip Ellms**, Ellms Family Farm; **Bill Martin**, The Initiatives Group; **Michael Munter**, Munter Enterprises; **Gene Quirk**, Adirondack Trust Insurance; **Michael O'Sullivan**, The Saratogian; and **Sue Slovic**, Ballston Spa National Bank.

COUNTY FINANCES Congratulations to the County Board of Supervisors for holding the spending line which has created a 6% reduction in real property tax rate in 2007. This is the third year in a row the County Legislators have reduced the tax rate.

MIXER THANKS Thank you to Mare Ristorante for hosting the October Mixer! The lively atmosphere redecorated rooms and delicious food made for a terrific event.

WINDOW SPACE Casswood Insurance has an office on Broadway near the Adelphi in downtown Saratoga Springs. They are offering their storefront window to any non-profit that wants to promote themselves or an event. Contact Jeff, Neil or Ben at Casswood's Clifton Park Office at 373-8700 for more information.

2006 AMBASSADORS Thank you to the 2006 Ambassadors for their commitment and hard work. We would not be able to serve our members without them! **Dewey Walling**, C. Gerard Marketing / You Name It (committee chair); **Rod Bacon**, Saratoga Business Journal; **Dominic Barber**, BCP Distributing; **Colleen Braim**, All The Write Stuff; **Melinda Bucknam**, CPA; **Jeff Clark**, Ameriprise Financial Services, Inc.; **Dick Ellis**, Repeat Business Systems; **Susan Farnsworth**, Media Consultant; **Gary Ferguson**, Saratoga National Bank & Trust Co.; **Linda Ferrara**, Adirondack Cardiology Associates PC; **Tom Kilinski**, Saratoga Art and National Grid; **Judy LeCain**, Saratoga Springs City Center; **Eileen Long**, Citizens Bank; **Nancy Messercola**, Cascades Tissue Group of New York, Inc., Waterford; **Lynn Pohl**, Adirondack Trust Company; **Jay Singh**, Sunmark Federal Credit Union; **Nan Sullivan**, Sparkle, Glisten & Shine, Inc.; **Judy Wentworth Welles**, Capital District Physicians' Health Plan, Inc.

UNEMPLOYMENT INSURANCE TAX New York State employers will pay less in both Federal and State unemployment insurance taxes in 2007. The federal unemployment compensation tax (FUTA tax) will decrease from \$98 per employee to \$56 per employee.

BURNT HILLS/BALLSTON LAKE The Burnt Hills/Ballston Lake Business & Professional Association has elected officers for 2007. They are: Rich Gerlach - President, John Riley - 1st Vice President, Desiree Kelleigh - 2nd Vice President, Jeff Shinaman - Secretary and Cathy Soucy - Treasurer. The association's Holiday Gala is on December 6th at 6:30 p.m. at Good Times Lake View Restaurant.

NOT-FOR-PROFIT DONATIONS of office equipment and other items are being sought. If you have something you would like to donate, call Joe Dalton at the Chamber with the description of the item(s). You will receive a value certificate for tax deductions.

DID YOU KNOW that, according to an online survey conducted by Global Market Institute, 47% of Americans indicated that the biggest factor they consider in determining whether a business is socially responsible is "contributing to the community?"

HUDSON RIVER Towns, villages and a city along the Hudson now have a sophisticated, regional color sales piece to use in soliciting grants and aid for projects along the river. The piece, developed by the LA Group, was a joint effort of supervisors, mayors and the Chamber. It will be critical in convincing funding agencies there is a master plan for riverfront projects in the proposed dredging area.

AMD The chief community relations representative from Advanced Micro Devices recently met with the Chamber Board to answer questions regarding their proposed location in Malta. It appears that construction will begin in 2007/2008 with a two-year build out prior to the first wafer coming off the manufacturing line. The company is prepared to spend over \$500 million on construction and well over \$2 billion on equipment for the high tech facility.

RACING FISCAL IMPACT Some of the interesting figures in a recent economic impact study of racing include:

- ♦ Racing generates \$186 million to \$214 million a year to the region
- ♦ It generates \$4.6 million to \$5.6 million a year in total taxes in Saratoga County
- ♦ The Long Island, Hudson Valley and Saratoga regions have approximately 25% of all Thoroughbreds in the state
- ♦ Of 396 Thoroughbred farms in the state, 53 are in Saratoga County zip codes
- ♦ The Race Course generates between 2,510 and 2,820 full-time equivalent jobs in the region.

2007 DUES Due to excellent new member sales and an above national average member retention rate, the tax deductible Chamber dues in 2007 will only increase 3%.

CHAMBER WEBSITE Take a few moments and go to www.saratoga.org to review the website and navigate through the various options and check your listings. That site this year will probably see 1.9 million different visits each averaging over ten minutes. Once you have reviewed the site, let us know how we can improve the navigation and content. Suggestions should go to gdixon@saratoga.org.

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.

A to Z Wine & Spirit Center
Jeff Novo/Patricia Pendergast
772 Saratoga Rd.
Rte. 50
Burnt Hills, NY 12027
399-7550 Fax: 339-9031
Unique Retail Wine & Spirit Shop

Arbonne International
Jean McMahon
P.O. Box 1179
Saratoga Springs, NY 12866
605-4822
jeanc620@msn.com
Skin Care, Health & Wellness

Avon
Stacey Mullady
115 West Circular St.
Saratoga Springs, NY 12866
583-2514
stacey.mullady@avon.com
Cosmetic Home Based Emp./Recruit.

Back in Balance Therapeutic Massage
Jen Hathaway
1714 Route 9
Clifton Park, NY 12065
371-6325
www.bibtherapeuticmassage.com
justjen06@aol.com
Therapeutic Massage

Brothers Two Electric and Home Services
Dave Kreski
384 Leroux Rd.
Middle Grove, NY 12850
466-4835
Full Service Electrical Contractor

Clinical Research Consulting Services, Inc.
Tom Malatesta
112 Wilbur Rd.
Stillwater, NY 12170
587-2381 Fax: 581-8074
Manage Clinical Trials

Conner Networks, NY Inc.
Marcel Adams
974 Route 67
Ballston Spa, NY 12020
885-4070 Fax: 884-4830
www.connernetworksnyc.com
madams@connernetworksnyc.com
Network Des./Admin./Installation & Security

Conti Appraisal & Consulting, LLC
Jacqueline R. Conti, MAI, JD
420 Route 9W
Glenmont, NY 12077
434-4440 Fax: (866) 218-5370
www.contiappraisal.com
jackie@contiappraisal.com
Appraisal Firm

Dehn's Flowers and Gifts
John Mishoe
15 Trieble Ave.
Ballston Spa, NY 12020
885-6222 Fax: 885-6222
www.dehnsflowers.com
dehns@aol.com
Gifts and Florist

Jason G. Dexter, Esq.
Law Office of David Harper
480 Broadway, Ste. 214
Saratoga Springs, NY 12866
587-6670 Fax: 587-6670
jasongdexter@verizon.net
General Prac. Incl. Personal Injury

Distinctive Apron Designs
Jamie Parish & Linda Petralia
34 Piping Rock Circle
Saratoga Springs, NY 12866
587-8127
www.distinctiveaprondesigns.com
distinctaprons@msn.com
Handcrafted Kitchen Couture

Keith Donato, Doctor of Chiropractic
70 Railroad Place
Suite 101A
Saratoga Springs, NY 12866
580-1233 Fax: 580-1344
kdonatodc@aol.com
Care Focused on Biomechanical Causes

Dwyer Electric
Thomas Dwyer
10 Pinehurst Dr.
Saratoga Springs, NY 12866
857-1685 Fax: 581-1989
Electrical/Stand-by Generator Contrac.

Energy
Monique Boulet-O'Malley
333 Daniels Rd.
Saratoga Springs, NY 12866
312-6309 Fax: 584-6824
moniqueboulet@hotmail.com
Nutrition, Fitness & Wellness

First National Mortgage Sources, LLC
Arthur Strasnick
4 Joshua Rd.
Saratoga Springs, NY 12866
587-1900 Fax: 587-2488
www.firstnationalmortgage.org
art@firstnationalmortgage.org
Licensed Mortgage Broker

Linda Hosmer
16 Sweet Rd.
Stillwater, NY 12170
584-7095 Fax:
ljhtcnms@aol.com
Tennis Instruc. for Adult Learners

Innovative Control Systems
Larry Curran
26 Corporate Drive
Clifton Park, NY 12065
383-8078 Fax: 383-5966
Control Systems for Turbines

JCB Specialties
Stacy Myron
8 Sand Creek Rd.
Albany, NY 12205
459-0566 Fax: 459-0019
www.jcbspecialties.com
smyron@jcbspecialties.com
Brand Building Marketing

Lauren Fields Decorative Painting
Lauren Fields
P.O. Box 631
Clifton Park, NY 12065
383-4901
www.lf-decorative-painting.com
laurenfie@adelphia.net
Faux Finishes/Murals/Hand Painted Accents

Lighthouse Painting
Daniel Kerley
285 West Ave. #1
Saratoga Springs, NY 12866
316-0355
Interior/Exterior Paint Finishes

Line of Sight
Tim Jaques
8307 Main St.
Ellicott City, MD 21043
(800) 434-7126 Fax: (800) 434-7126
www.directlineofsight.com
tjaques@directlineofsight.com
Project Mngmt./Facilitation/Proc. Imp.

Muscular Dystrophy Association
Laura Cooke
One Marcus Blvd., Ste. 203
Albany, NY 12205
489-5495 Fax: 453-1477
www.ais-md.org
lcooke@mداusa.org
A Voluntary Health Care Agency

MVP Consulting Plus, Inc.
Dan Magruder
435 New Karner Rd.
Albany, NY 12205
217-1700 Fax: 218-1900
www.mvpconsultingplus.com
danm@mvpconsultingplus.com
Comp. Info. Tech. Consulting Services

Newkey Media Solutions, LLC
Antoinette DiMascio
55 Raylinsky Rd.
Ballston Lake, NY 12019
248-1034
www.newkeymedia.com
antoinette@newkeymedia.com
Web/Multi-Media/Graphic Des./Hosting

North Country Xerographics, Inc.
Fred Valastro
9 Diamond Plaza
P.O. Box 1267
South Glens Falls, NY 12803
792-9101 Fax: 792-8773
www.ncxi.com
fred.valastro@ncxi.com
Complete Bus. & Personal Doc. Sol.

Northern Pines Group
Dave Hopper
3 Erinn Court
Wilton, NY 12831
584-3475 Fax: 584-2609
www.northernpinesgroup.com
dhopper@northernpinesgroup.com
Internet Solutions Group

Timothy O'Keefe, MD PC
214 Nelson Ave.
Saratoga Springs, NY 12866
339-6906
timokeefes@aol.com

Plug Power, Inc.
Cynthia Mahoney White
968 Albany Shaker Rd.
Latham, NY 12110
782-7700 Fax: 690-4445
www.plugpower.com
Manufacturer of Backup Fuel Cell Systems

Saratoga Business Advisors, LLC
Charles Barringer, CPA
28 Clinton St.
Saratoga Springs, NY 12866
490-1151 Fax: 490-1157
Accounting/Tax Services

Saratoga Peanut Butter Company
Jessica Arceri & Chris Kaiser
Saratoga Springs, NY 12866
www.saratogapeanutbutterco.com
saratogapeanut@yahoo.com
Gourmet Flavored All Natural Peanut Butter

Say No More
Francine Grinnell
1561 Rte. 9N
Saratoga Springs, NY 12866
587-9494
www.saynomore.biz
cbeam@nycap.rr.com
Residential/Commercial Photographs

Six Flags Great Escape Lodge & Indoor Water Park
Jeff Bartone
89 Six Flags Drive
Queensbury, NY 12804
824-6000 Fax: 824-6060
www.sixflagsgreatescapelodge.com
jbartone@sftp.com
Adirondack Theme Lodge/Waterpark

Skin Essentials by Reisa
Broadway Salon/Reisa Mehlman
445 Broadway
Saratoga Springs, NY 12866
366-8410
skinbyreisa@aol.com
Skin Care/Waxing/Eyelash/Extensions/Weddings

Sonny & Jeff's Italian Restaurant
Jeffrey Young
Rte. 50, Carousel Village
Ballston Spa, NY 12020
885-5747
jyoung212@msn.com
Lunch/Dinners/Homemade Pizza/Catering

State Farm Insurance
Dione Ramsdill
The Shoppes at Wilton
3076 - 3 Route 50
Saratoga Springs, NY 12866
840-6477
Insurance/Financial Services

State Farm Insurance
Nicole Della Porta
3303 Route 9
Saratoga Springs, NY 12866
587-0136
nicole.dellaporta.czlu@statefarm.com
Insurance/Financial Services

Tony T's on Caroline
Tony Tran
42 Caroline St.
Saratoga Springs, NY 12866
587-5321
Barber Shop

Traditional Acupuncture and Oriental Bodywork
Dave Ostrowski
P.O. Box 3244
Saratoga Springs, NY 12866
580-0184 Fax: 893-7255
daveostrowski@aol.com
Sole Proprietorship

Tuscan's Grill
Michael Powers
1760 Rte. 9
Clifton Park, NY 12065
371-5672 Fax: 371-9146
www.tuscansgrill.net
tuscansgrill@nycap.rr.com
Italian Steak and Seafood

Douglas G. Underhill
23 Ruggles Rd.
Saratoga Springs, NY 12866
584-4454
Property Mngmt./Construction

Jon Weilbaker & Associates, Inc.
Jon Weilbaker
2 Amanda Ct.
Saratoga Springs, NY 12866
587-2720 Fax: 691-8403
jon@crownatm.com
Credit Card Processing/ATM's

Steven J. Wood, LMHC MA CP
462 Maple Ave.
Saratoga Springs, NY 12866
435-5584 Fax: 587-8030
swood7@nycap.rr.com
Counseling, Consultation and Workshops

DECEMBER ANNIVERSARIES

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

OVER FORTY YEARS

Mullen MayFlower Moving, Storage & Logistics Company, Inc.

OVER THIRTY-FIVE YEARS

M & J Construction Co.

OVER TWENTY-FIVE YEARS

Washington-Saratoga-Warren-Hamilton-Essex BOCES
Foundation For Baroque Music

OVER TWENTY YEARS

Adirondack Balloon Flights
Ballston Spa Central School District
John J. Cromie, Attorney
The Humor Project, Inc.
Malta Supply, Inc.
Roma Food Imp.
Saratoga Springs City Center

OVER FIFTEEN YEARS

Accent Commercial Furniture Inc.
Adirondack Advanced Chiropractic AM&J, LLC
Bayou Cafe
Ben & Jerry's Of Saratoga
Sharon Byrne, Inc.
Cadmus Interactive Systems, Inc.
Carney's Restaurant, Inc.
The Children's Museum At Saratoga

Command Security Corp.
Greater Grace Community Church
Marvin & Company, P.C.
Myrtle Street Obstetrics & Gynecology, PC
Olsen Associates
James P. Reynolds, DDS, PLLC

OVER TEN YEARS

Adirondack Girl Scout Council, Inc.
Aztech Technologies, Inc.
Capital Construction
CB Richard Ellis - Albany, NY
Mitch Frasier Entertainment
Paul Gamsey & Son, Inc.
Louise Lincoln Jordan Interior Design
9 Maple Avenue
The Saratoga Chapel
Sisson Heating & Cooling Co, Inc.
Sparkle, Glisten & Shine, Inc.

OVER FIVE YEARS

Patricia K. Adams
Adirondack Mortgage Service
Air Quality & Environmental Services, LLC
Automated Cash Technologies
Behan Planning Associates, LLC
Business Automation Services, Inc.
Choice One Communications Inc.
Columbia Development Companies

Cozy Cottages
ES11, LLC
Farm Family Insurance Company
Feigenbaum Cleaners, Inc.
John P. Franck, Cert. Public Acct.
Frost Architecture
HAPPY Software, Inc.
HSBC Mortgage Corporation (USA)
Hudson Valley Resources
Imagine That Marketing & Communications
Little India
Merle Norman Cosmetics
New Horizon Church
Northway Funding, LLC
Outer Zone
Nick Paravalos
Rev. William Harrel
Rose & Kiernan, Inc.
Rossi Marketing Services, Inc.
Phyllis L. Ryan
Saratoga Green, LLC
Saratoga Mobile Park
Saratoga P.L.A.N.
Schuyler Pond
Spa City Spa
Sylvan Learning Center - Saratoga Springs
Thorn, Gershon, Tymann & Bonanni LLP
Turf King, Inc.
Michael Van Patten, CPA

We Build Pages
Vicki K. Wolfe

OVER ONE YEAR

AAA Northway Storage, LLC
H. Rick Albertson Dressage
Articulate
The Ayco Company, L.P.
Ballston Area Community Center
Jack Celeste
Cobalt Growth, LLC
Creating Genius, Inc.
Doc's Steakhouse
Ed's VCR Clinic
Diana Grec Esthetics
Intelligent Data Design, Inc.
JPR Recruiting & Consulting, Inc.
K-Y Writer
Octech Corporation
Paraco Gas
Saratoga Ear & Sinus Surgery, P.C.
Saratoga Shakespeare Company, Inc
Saratoga Women's Care, P.C.
Lee H. Schechter, D.V.M.
Schmidt Management, L.L.C.
T & E Associates, Inc.
The Talking Phone Book
Karen Weltman, PhD
Wild Birds Unlimited

SPOTLIGHTS

APPLIED THINKING SKILLS 52 Canterbury Rd., Clifton Park 12065, 877-0521, www.appliedthinkingskills.com.

An organization dedicated to helping people and organizations achieve more through improved thinking skills. Very flexible workshops are now offered for 1-3 days for individuals and companies alike. See our website for more details and to register.

SANCTUARY SPA OF SARATOGA SPRINGS 72 Railroad Place, Saratoga Springs 12866, 587-5219, www.sanctuariesaratoga.com
Sanctuary Spa offers a complete program of skin care including laser hair reduction, laser treatments for vascular and pigment lesions, anti-aging and skin rejuvenation programs, microdermabrasion, medical facial peels, sclerotherapy, Botox, Restylane as well as a complete line of skin rejuvenation products for your new look. They also offer manicures, facials and massages.

CHESTWOOD REMODELING CO., LLC, P.O. Box 3199, Saratoga Springs 12866, 587-3788

"Your hometown handyman," we're ready for those repairs, maintenance, and home improvement projects. Whether it involves carpentry, electrical, plumbing repairs, painting, or windows, just about any job you have, we are prepared to do it. Please call for a free estimate.

GIRLS INCORPORATED OF THE GREATER CAPITAL REGION® 962 Albany Street, Schenectady, NY 12307 374-9800

Girls Inc. is a non profit organization that provides educational and researched based programs for girls ages 5-18. Programs provided at two sites and at Camp Brookledge in eastern Galway. Professional outreach team delivers programs off site in Saratoga and surrounding counties. Corporate sponsors for events and programs needed. Inspiring all girls to be strong, smart and bold.

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.

89TH ANNUAL CHAMBER DINNER

Thursday, January 25, 2007
Saratoga Springs City Center
522 Broadway, Saratoga Springs

Recognition Presentation to Honor 2006 Chair of the Board, Bill Canty and Special Chamber Volunteers

Master of Ceremonies – Brien Hollowood

Networking Reception, Cash Bar & Hors d'oeuvres – 6 to 7 p.m.

Dinner and Program – 7 to 9 p.m.

\$50 per person. \$500 table of ten.

Advance reservations and payment required.

R.S.V.P by Friday, January 19.

Please call 584-3255 or email info@saratoga.org.

PROUD SPONSORS



2007 Saratoga County Chamber Annual Dinner Registration Form

Names: _____

Firm: _____

Phone: _____

____ Please reserve a table of 10 in my name

Dinner entree will be a duet of Filet Mignon and Grilled Salmon.

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

Send reservation and payment by Friday, January 19 to:

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

Type of Card: **MC VISA AMEX DISCOVER** Amount to be charged: _____

Credit Card #: _____

Exp. Date: _____ 3 digit security code: _____

Name on Card: _____

Billing Address (with zip code): _____

Signature: _____

MEMBERS IN THE NEWS

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

Christine Cunningham with **THE WILLIAMS INN** has been nominated to a two year term as Chair of the Berkshire Visitors Bureau Group Sales Committee and to a two year term on the Board of Directors. Ms. Cunningham has a regional sales office in her hometown of Saratoga Springs and has been with the Saratoga County Chamber of Commerce Membership Committee for the past 13 years.

AirTran is considering expanding service to include **ALBANY INTERNATIONAL AIRPORT**. To add Albany International Airport on AirTran's destination list you can cast your vote at www.AirTran.com and click on Where Would You Like to Go Next?

Bill Losey of **BILL LOSEY RETIREMENT SOLUTIONS, LLC** in Wilton was recently interviewed by radio stations in Texas, South Carolina, Minnesota and New Jersey about his book, *101 Stock Market Guarantees*, and *The 10 Biggest Mistakes People Make When Retiring & How To Avoid Them*. A free 23-page report by the same name is available for download at www.MyRetirementSuccess.com.

SEFCU opened its newest financial service center in October at 7 Lowe's Drive in Wilton. The new branch incorporates a number of service channels, including four drive up lanes and two 24-hour ATMs.

BILL O'DONNELL CREATIVE IDEAS publishers of the Wilton and the Geysers/Milton Reports is always looking for new story ideas. Call Brendan at 587-3132 or email: brendan@wiltonnewyork.com

AMTEK HUMAN RESOURCE CONSULTANTS is celebrating its 20th year of providing clients with innovative HR services. To better identify their organization, AMTEK will be transitioning to a new name - HR One - as of January 2007. The new name is a strategic move designed to align AMTEK with its new payroll processing systems. AMTEK's Human Resource Hot Line: 1.800.457.8829.

Scott Varley of **REALTY USA** has introduced a new reality type fall TV series called "Open House" airing on TWTV 7 twice every evening at 6:15pm and 11pm.

Chef David Britton, Managing Partner of the **SPRINGWATER BISTRO** and **SARATOGA POLO CATERING AND EVENTS**, was one of 20 chefs invited to participate in Celebrating Great Taste: The Pride of New York's 10th Anniversary Food & Wine Fest that took place in October at the Culinary Institute of America in Hyde Park.

TECH II BUSINESS SERVICES, a leading Capital Region based computer and telephony company, has been named the #1 producer in the Northeast region by IWATSU Voice Networks for voice and data networks.

THE SARATOGA BUILDERS ASSOCIATION, INC. announced the 2006 Showcase of Homes award winners recently. The big winners were **CAPITAL CONSTRUCTION, Inc.** taking eight first place and runner-up awards in the over \$700,000 price range while **VASILIOU HOMES, Inc.** in the under \$700,000 price range took seven of the awards.

THE MUTUAL FUND STORE (TMFS), an independent full-service investment management and advisory firm has opened one of its newest locations at 6 Executive Park Drive, Suite B in Clifton Park, phone: 518-371-2004. The store is one of 48 TMFS locations across the country.

The **CDPHP** commercial health plan was rated fifth in the country, and top rated in New York State, in a collaborative report released by U.S. News & World Report/NCQA America's Best Health Plans 2006®.

The former **CENTURY HOUSE INN & CONFERENCE CENTER** is now **THE CENTURY HOUSE, A CLARION HOTEL** and continues to be owned and operated by The O'Hearn Family which also own and operate the well known, adjoining Century House Restaurant.

Eric Simonds, CCIM, a consultant with **CONLEY ASSOCIATES**, the Albany-based commercial real estate company, has been awarded the Certified Commercial Investment Member (CCIM) designation by the CCIM Institute.

Peg Bacon from **THE SARATOGA BUSINESS JOURNAL** was the Top Producer of new members on the Chamber's Membership Committee for October.

SEROTTA COMPETITION BICYCLES strikes a deal with MacLean Quality Composites. This deal will be bringing a leading composite maker together with a world renowned premier bicycle manufacturer.