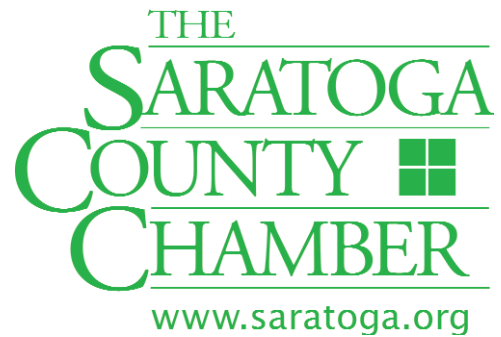


January 2007

Forward to:



MESSAGE FROM BILL CANTY

As 2007 begins, it's time to reflect on last year's Chamber accomplishments.

The enclosed annual report will spell out in detail our accomplishments, but I would like to touch on the three that impressed me the most.

In 2006 the Chamber reached the 3,000 member milestone! We continue to be the largest Chamber within the Capital District and the third largest Chamber in Upstate New York.

In 2006, the Chamber formed the Concerned Citizens for Saratoga Racing and identified "nine strategic points" that are critical for Saratoga to continue offering the best Thoroughbred horse racing program in the world. The nine points were effectively communicated to horse racing stakeholders and the senior elected state officials who will soon make major decisions on the future of New York racing.

In 2006, the Chamber spearheaded a "Volunteerism Awareness Program" and produced a DVD highlighting volunteer opportunities in Saratoga County. The concept has been and will continue to promote volunteerism to new residents within our community.

The enthusiasm, spirit and "can do" attitude that the Chamber generates is amazing, but cannot be easily quantified. Our high energy level is the key to building momentum and helps attract the best quality employers to Saratoga County.

On behalf of the Chamber Board of Directors, I wish you and your family a prosperous year ahead.

All the best!

Bill Canty - 2006 Board Chair

Third Thursday Breakfast

January 18
7:30 - 8:45 a.m.
Holiday Inn - Saratoga Springs

Bartender's Ball

January 20
6:30 p.m. - 12 a.m.
Saratoga Springs City Center
See page 4 for details

Women's Business Luncheon

January 23
11:30 a.m. - 1 p.m.
Gideon Putnam Resort & Spa

Annual Dinner

January 25
6 - 9 p.m.
Saratoga Springs City Center
See page 7 for reservation form

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

Seminars

January 17
Jumper Cables for the Soul ®
January 23
Business Development Program

See page 2 for Seminar details

Other Upcoming Events

- February 9 Networking Luncheon
- February 13 Women's Business Roundtable
- February 14 QuickBooks Seminar
- February 15 Third Thursday Breakfast
- February 22 Mixer & Orientation

SEMINARS

BUSINESS DEVELOPMENT PROGRAM

Limited 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.

Seminars are held 8 to 10 a.m. at various locations.

Payment is due in advance to confirm your reservation.

"The different instructors each month kept things interesting and allowed for a multitude of subjects to be explored. Not only did I learn so much through the diversity of the seminars offered, but many gave me a new perspective on how to run the business."
Joyce Ure, Cudney's Cleaners

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, contact Jennifer Joseph Perry at 584-3255 x 201 or jperry@saratoga.org.

JUMPER CABLES FOR THE SOUL ®

Wednesday, January 17 8 to 10 a.m.

As you prioritize your time and schedule for 2007, take the time to focus on striking a healthy balance between professional and personal responsibilities. Learn how to embrace the moment, celebrate the past, and welcome the future with gratitude, grit and grace.

Presented by: George P. Kansas, Survivor, Author, Inspirational Speaker
Location: Saratoga County Chamber Office, 28 Clinton St., Saratoga Springs
Cost: \$10 per person
RSVP: Monday, January 15 at 584-3255 or email info@saratoga.org

BENEFIT OF THE MONTH

ENERGY COST

With the frigid temperatures, most of us think of the expense of gas and electricity. Can you afford not to take advantage of the substantial energy savings available to commercial energy accounts? There are no hidden fees, no new equipment required, and no hassle along with a 6%- 8% savings in your electrical bill year-round.

It's easy!! Just contact your Chamber for a simple, no obligation form, that requires your electric and natural gas account numbers. Return it, and in two to three weeks, you will receive an offer guaranteeing your savings. If you have questions, our local expert consultants will get you the answers. Call Joe Dalton at 584-3255, ext. 204 for more information and the application form.

JANUARY EVENTS

- 18 THIRD THURSDAY BREAKFAST. Holiday Inn - Saratoga Springs, 232 Broadway, 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.
Speaker: Roy Rotheim, Professor of Economics, Skidmore College
Topic: 2007 Economic Forecast
Time: 7:30 - 8:45 a.m.
Cost: \$7 Reservations; \$10 Without Reservations **Reservation Deadline:** January 16 at 5 p.m.
- 20 BARTENDERS BALL. Saratoga Springs City Center, 522 Broadway, Saratoga Springs**
This 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. Call 584-3255 for tickets.
Time: 6:30 p.m. - 12 a.m.
Cost: \$50 Reservations **Reservation Deadline:** January 16 at 5 p.m.
- 23 WOMEN'S BUSINESS LUNCHEON. Gideon Putnam Resort & Spa, 24 Gideon Putnam Road, Saratoga Springs**
Luncheons feature dynamic women in leadership positions discussing how they got to where they are and the obstacles they overcame.
Speaker: Jennifer MacPhee, Regional President, Bank of America
Topic: "Boardroom to the Family room: Setting Limits & Making Choices"
Time: 11:30 a.m. - 1 p.m.
Cost: \$20 Reservations; \$25 Without Reservations **Reservation Deadline:** January 19 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. Networking 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.

SPOTLIGHTS

SARATOGA HOLISTIC WEIGHT MANAGEMENT, Dr. Joseph Olejak 581-3180 ext. 301.

The holistic weight management program at One Roof Holistic Health Center is designed to provide patients with the nutritional tools to ramp up liver function and burn fat without losing lean muscle mass. Call for a free brochure. Dr. Joseph Olejak Chiropractor / Nutritional Consultant / National Speaker on Nutrition & Wellness, Mobile: 221-7402

GURKA'S ORIGINAL BAR ROOMS, 117 Cobble Hill Drive, Wilton 791-7288

Gurka's Original Bar Rooms specializes in taking your un-finished basements or spare rooms and filling them with billiard tables, HDTVs, arcade games, poker tables, and custom bars. Gurka's designs custom entertainment rooms to make you the envy of your neighbors, and hero to your kids.

ARRANGEMENTS, FLORAL ARTISTRY BY JULIE DELFS, 322-7937, www.juliedelfs.com

Julie provides unique and personalized floral arrangements for any occasion, anywhere in the Capital District area. A full service florist, that specializes in event and wedding planning and design. Julie creates and delivers gifts that express celebration, gratitude or sympathy. Their special services include customizing silk designs for your home or office. Please call for an appointment.

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.*

10th ANNUAL BARTENDER'S BALL

SARATOGA SPRINGS CITY CENTER

SATURDAY, JANUARY 20 2007

6:30 p.m. to Midnight

- THEME:** Celebrate
- FOOD:** First class hors d'oeuvres, 6:30 to 8 p.m. Four food buffets scattered throughout the hall, 8 to 10 p.m. Decadent desserts with coffee buffet, 10 p.m.
- MUSIC:** Featuring Body & Soul with Jill Hughes 8 p.m. to 12 a.m. Dance music during cocktails and all breaks. Sound controlled so table talk is possible.
- BEVERAGES:** Cash Bar
- COST:** \$50 per person, tables of 10 available; limited dance floor tables of 10 at \$550 per table.
- BENEFIT:** All proceeds go to *YMCA of Saratoga*.
- ACCOMMODATIONS:** Overnight accommodations will be available at reduced rates.

Deadline for reservations is January 16, 2007
Please make checks payable to **Bartender's Ball**
Send your reservation and payment to:
Bartender's Ball
c/o Saratoga County Chamber of Commerce
28 Clinton Street, Saratoga Springs, NY 12866

MEMBER NOTES

DOWNTOWN TRANSPORTATION Upon the request of the Saratoga Springs Planning Board, your Chamber coordinated a meeting of five downtown groups to comment on the proposed plan. Each component of the plan was rated by the group and results delivered to the Board and the City Council members.

QUESTIONS? PROBLEMS? Why go through the pain of reinventing the wheel? Call your Chamber. We'll direct you to a member of the Chamber staff who can help you answer questions, solve problems, get the information you need or find that qualified resource. Consider our staff an extension of your staff. Never hesitate to call 584-3255 or e-mail info@saratoga.org.

NEWSLETTER INSERTS You can reach over 3,400 businesses in one easy mailing with a Chamber newsletter insert. Only 3 firms per month are able to place inserts, allowing for high visibility. The cost is \$400, which is one-third the cost of first class postage. You must provide 3,400 one-third page inserts, size 3 1/2" x 8". They are accepted on a first-come first-served basis only and are industry exclusive. Call Jane Kreski at 584-3255 ext. 206 for more information.

THANK YOU! Special thanks to the Hall of Springs for hosting the November 2006 Mixer. The elegant atmosphere and delicious food made for a terrific event. Angelo Mazzone did it again with class.

CHAMBER NETWORKING BENEFITS POLICY Non-members are welcome to attend one networking event as a way to experience the networking opportunities the Chamber offers to members. In order to attend any additional networking events, the non-member must join the Chamber. There are no non-member fees for events. The Chamber does not offer direct benefits to non-members. Each member firm can have two people representing their company at Chamber Mixers for every \$311 the firm invests in the Chamber.

RESERVATIONS To make a reservation, call 584-3255 or e-mail info@saratoga.org at least two days before the event. All reservations e-mailed will be confirmed within one business day. Please call if you do not receive an e-mail confirmation. Reservations will be billed unless cancelled two business days prior to the event. Event costs without reservations are \$5 more for Mixers and Luncheons and \$3 more for breakfasts.

JURY DUTY SCAM If you get a call that an arrest warrant has been issued for you, because you didn't report for jury duty, it is probably a scam to get your social security number and date of birth. Get the phone number of the caller, if possible, because it is a crime of probable identity theft.

MILEAGE The IRS Standard business mileage deduction for 2007 is 48.5¢ per mile.

HIGH SCHOOL INTERNS If you are interested in securing a high school senior intern for up to seven hours a week, call the Chamber. These qualified interns provide unpaid labor in exchange for experience. It's your investment in our future workforce and an opportunity to undertake that project you could never find the time to initiate.

SARATOGA READS! The votes are in for the 2007 book of choice... "*Caramelo*". Visit www.saratogareads.org for more information on the book and community events.

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.

Adirondack Dundee

Craig Coon
17 Bowman St.
Ste. 1
Saratoga Springs, NY 12866
584-5201
www.adirondackdundee.com
craigcoon@adirondackdundee.com
Nuisance Wildlife Specialists

Allstate Insurance - The Lofrumento Agency

John Lofrumento
1859 Route 9, Ste. B
Halfmoon, NY 12065
877-7447 Fax: 877-3833
www.allstate.com/jlofrumento
jlofrumento@allstate.com
Allstate Insurance Agency

Avanna, LLC

Amber LaPointe
61 Rowland St.
Ballston Spa, NY 12020
885-3048 Fax: 885-3097
www.avanna.com
amber@avanna.com
Residential/Commercial Title Ins. Svc.

Bush & Sons, Inc.

Rita Bush
385 Malta Avenue
Ballston Spa, NY 12020
885-0787 Fax: 884-9290
rbush2@nycap.rr.com
Electrical Contracting/HVAC

Chip's Landscaping

Chip DuBois
P.O. Box 7
Greenfield Center, NY 12833
339-4869 Fax: 893-2064
www.timesunion.com:searchchipslandscaping
chipland@nycap.rr.com
Landscape/Watergarden Designs

CornerStone Development

Daniel Grannis
309 Bradford Parkway
Syracuse, NY 13224
(315) 436-2374
Fax: (315) 446-2248
d.grannis@hotmail.com
Sales, Mtg./Business Develop.

Creative Connection

Karen Ward
238 Round Lake Rd.
Ballston Lake, NY 12019
877-0963
www.creativeconnectionny.com
karen-creative@nycap.rr.com
Design/Advertising/Web Graphics

Dubray's Auto Body & Detailing

Earl Dubray
211 Fellows Road
Mechanicville, NY 12118
665-1111
dubraysauto@aol.com
Auto Detail and Clean Up Service

Getty Gas

Dave Grewal
54 Church Street
Saratoga Springs, NY 12866
581-7036 Fax: 581-7037

Great American Abstract & Title, LLC.

David Wilcox
89 Pepperbush Place
Ballston Spa, NY 12020
364-2599 Fax: 899-2864
dwilcox@nycap.rr.com
Full Service Title Agency

Herbalife

Nancy & John Komara
70 Greene Rd.
Greenfield Center, NY 12833
893-7065 Fax: 893-0201
nancy51@nycap.rr.com
Better Health and Wealth

Here's My Card

Business Card Displays
Dave De Lozier
38 Tamarack Trail
Saratoga Springs, NY 12866
858-6866 Fax: 587-2296
heresmymcard@nycap.rr.com
Business Card Dispensing Machine

Jardine Lloyd Thompson Benefits

Brent Borawski
13 Cornell Rd.
Latham, NY 12110
782-3047 Fax: 782-3032
Employee Benefits Broker

Make and Take Gourmet

Lisa Clark
52 Crossings Blvd., Ste. S
Clifton Park, NY 12065
280-9508
www.makeandtakegourmet.com
jbrif@nycap.rr.com
Meal Assembly Kitchen

Mehigan, Bellone & Associates, Inc.

Lisa Mehigan
249 Green St.
Schenectady, NY 12305
370-0108 Fax: 370-1471
www.mehiganbellone.com
lisa@mehiganbellone.com
Advertising & Web Development

Eric Mower and Associates

Robert Bellafiore
7 Southwoods Blvd., Suite 300
Albany, NY 12211
449-3000 Fax: 449-4000
Advertising and Public Affairs

MWHdesign

Mike Hosier
598 Sand Hill Rd.
Greenfield Center, NY 12833
893-2810 Fax: 893-7577
www.mwhdesign.com
mike@mwhdesign.com
Graphic/Web Design/Creative Svc.

Northeast Home Enterprises, Inc.

Gina Grogan
298 Malta Ave.
P.O. Box 175
Ballston Spa, NY 12020
885-4328 Fax: 885-3027
www.NortheastHomeEnt.com
Heating/AC/Fireplaces/Plumbing

Vikki Perrino, Distributor

Mia Bella's Candles
2239 Route 50, South
Saratoga Springs, NY 12866
884-0357
www.vikkiperrino.scent-team.com
vikki54@excite.com
Gourmet Soy Candles

Rivet Building & Renovation

Jeff Rivet
100 White St
Saratoga Springs, NY 12866
584-1126
Construction/Renovation

Roger Schwarz & Associates

Matt Beane
22 McLean St.
Ballston Spa, NY 12020
265-8322
www.schwarzassociates.com
matt@schwarzassociates.com
Organizational Psychologists

Richard A. Serian

Personal Coverage, Inc.
11 Cottage Street, Apt. 3
Saratoga Springs, NY 12866
376-7054 Fax: 602-0236
Business, Auto, Home, Life

Sonny's Restaurant

Bob Furlani
43 Round Lake Rd.
Ballston Lake, NY 12019
899-7799 Fax: 899-5130
www.sonnyspizza.com
rf-sonnys@verizon.net
Italian/Pizza/Wings/Lunch & Dinner

Stockade Imports and Curtain Exchange

Catherine Remillard
268 Broadway
Saratoga Springs, NY 12866
583-2044 Fax: 583-1147
Oriental Carpets and Curtains

Sumner Grace & Associates LLC

Geoffrey Dubiski
1650 Perth Rd.
Galway, NY 12074
882-1254
www.sumnergrace.com
geoffrey.dubiski@sumnergrace.com
Recruitment, Retention, HR Services

Tango Fusion Dance Company

Diane Lachtrupp
42 White St.
Saratoga Springs, NY 12866
306-4173
www.tangofusiondance.com
stepdl@aol.com
Lessons and Performances

Touch Therapies of Saratoga, LLC

Christopher Tomchik
8 Butler Place
Saratoga Springs, NY 12866
373-8122
Massage and Touch Therapies

JANUARY ANNIVERSARIES

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

OVER FORTY YEARS

The Gormley Agency a division of
Amsure Association
Holiday Inn - Saratoga Springs
Saratoga Performing Arts Center

OVER THIRTY-FIVE YEARS

Alpine Lake RV Resort
Cottrell Paper Co., Inc.
Empire State College
Image Photo & Digital Lab
MLB Construction Services, LLC
Palette Stone Co., Inc.
Price Chopper
The Saratoga Associates
Saratoga Hansel & Gretel Inc.
Times Union

OVER THIRTY YEARS

Adirondack Trailways
Charles F. Bryner, D.V.M.
Byrne Orthodontics
Carpetland
Chez Sophie
Compton's Restaurant
Thomas J. Farone & Son, Inc.
First National Bank Of Scotia
Gaffney's
Guyson Corp. Of USA
Charles H. Harrison
Alan F. Justin, D.M.D. PLLC.
Paul E. Komorny, Accountant
Lake George Steamboat Co., Inc.
Landmark Motor Inn
Robert F. Lesniak, D.M.D.
Lillian's Restaurant
Loss Prevention Experts, Inc.
C.T. Male Assoc., Engineers
Matt's Servicenter
M & J Adirondack Dental Group, PC
McDonald's
Minogue's Beverage Center
Navy Housing Welcome Center
Posie Peddler, Inc.
Rickett's Fabric Care Services
Roohan Realty
Saint Clement's Saratoga Horse Show
Saratoga Bridges, NYSARC, Inc.,
Saratoga County Chapter

H.R. Schultz Inc.
Taylor Made Custom Products, Inc.
Triple Crown Motel
United Way Of Northeastern NY, Inc.
Whittemore, Downen & Ricciardelli, LLP

OVER TWENTY-FIVE YEARS

Clifton Park Rental Center
R.M. Dalrymple Co. Inc.
Ferrara & Nigro, PLLC
Edward Finger, DPM, Podiatrist
Gardner Management, Inc.
Kimberly Inn
Ed Lewi Associates
Matthews Buses, Inc.
Racemark International
Saratoga Economic Development Corp.
Saratoga Polo Club
Saratoga Springs Preserv. Foundation
Saratoga Taxi
Unlimited Potential, Inc.
Wachovia Securities
Wilton Travel Plaza / Scotty's Restaurant
YMCA of Saratoga

OVER TWENTY YEARS

Adelphi Hotel
Allerlice Building Supply
Ballston Spa National Bank
Castle & McLennan
Corinth Central School District
Kershner, Grosso & Company
Literacy NENY
McConchies Heritage Acres
New Insights, Inc.
PJ's Saratoga Style Bar-B-Q
River Road Campgrounds

OVER FIFTEEN YEARS

Bollam, Sheedy, Torani & Co. CPA's
Capital District Physicians' Health
Plan, Inc. (CDPHP)
Catholic Charities-Sara,Warren,Wash
Collectibles By Constance M.
Cornell Excavating & Paving
Fashion Floors of Saratoga

G. Willikers
LaMarco Physical Therapy, P.C.
McMurry, Inc.
Mountain Pond Eyewear
Saratoga County Soil & Water
Conservation District
Transitional Services Assn., Inc.
Whitney Industries

OVER TEN YEARS

Gerald H. Berger, Ph.D.
Birch Hill Woodworking
The Birches Motel
Gayle Buckley, M.D.
Charbonneau Recreation Center
Emmanuel United Church
Focus Environmental Services, Inc.
Glens Falls National Bank & Trust Co.
R. Jamie Green, D.D.S.
J.R. Used Cars
Leu Rental Properties
The R.A.M.M. Company
Saratoga Business Journal
Saratoga Landscape Co.
Wal-Mart #01-2056
Wiring Concepts, LLC

OVER FIVE YEARS

Albany Broadcasting
B & B Plumbing, Inc.
Lynn Benevento Gallery
Brooklyn Attitude Hair & Body
C.H.G. Industries, Inc.
Cerasun Video Production
Champlain Canal Tour Boats, LLC
CLA SITE Landscape, Architecture,
Engineering & Planning, PC
Consulting in Behavioral Healthcare
Delaware & Hudson Railway
First New York Federal Credit Union
Fox n Hound Bed and Breakfast
Gabryshak Construction, Inc.
Mrs. London's
McCombie Construction
MJ ARTS' Studio & The Casual Photographer
National Multiple Sclerosis Society,
Upstate New York Chapter
NBS Consultants

New York State Military Heritage Institute
Next Step North America, Inc.
NFB Properties, LLC
Noah's Ark Pet Sitting
Northeastern Association of the Blind At Albany, Inc.
Peckham Materials Corp.
Scoville Jewelers
Senior Solutions Worldwide, Inc.
Robert D. Sowalsky, DDS
Spa City Comics
Stone Bridge Farm
Stanley Trestick, Farrier
True North Financial Services
Whalen's Horseradish Products LLC
Williamson Optical

OVER ONE YEAR

Adirondack Showcase
Allstate Insurance, The Hill Agency
Baskin Livestock, Inc.
Bass Manor Bed & Breakfast and Art Museum
BFS
Capital Public Adjusters
Charmed Life, LLC
M.F. Coleman Painting
Creative Cleaning Solutions, LLC
The Gooley Club, Inc.
The Hungry Eye
Laker Development Group, L.L.C.
MAI Computing Service
McComb & Company
George C. Metcalfe, Jr., LCSW
James M. Morrison, Ebay Sales
ONARA-USA
Raisinhead
Danny Revell
Sportsplex of Halfmoon
The Strand Hair Design
Law Office of Nancy C. Sutin
Dr. Patrick J. Szurek, PLLC
Talbots
2 Doors Music Enterprises
Philip Underwood
WMHT

BUSINESS TIPS

MARKETING THROUGH YOUR CHAMBER'S MONTHLY NEWSLETTER.

1. New members are listed every month in the "Welcome New Members" section.
2. All members are listed in the "Anniversaries" section on the month they joined indicating the number of years they've been a member.
3. "Members in the News" section provides an opportunity to tell fellow members of your accomplishments and milestones. Send to jshinaman@saratoga.org.
4. "Spotlights" section allows you to profile your business or organization in 50 words or less. Three featured members are chosen randomly each month. Send to jshinaman@saratoga.org.
5. Newsletter Inserts (\$400): With a circulation of 3,400, this is a very cost effective way to reach fellow members. Reserve early. There is a limit of three inserts per month. You must supply 3.5" x 8" non-folded pieces. Call Jane Kreski at 584-3255, ext. 206 to reserve your insert space today.

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 of attendees and their firm: _____

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Your Phone: _____ Your Email: _____

____ 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.

The Business Review has named the following Chamber firms as Great Places to Work in the Capital Region: **CURTIS, MURPHY AND JEFFREYS, LLP, CPA'S (CMJ); MICROKNOWLEGE, INC.; NIXON PEABODY, LLP; AMERICAN CANCER SOCIETY; MIRANDA REAL ESTATE GROUP, INC.; TEAL BECKER & CHIARAMONTE, CPA'S P.C.; HOMESTEAD FUNDING CORP., INC.; NORTHEAST PARENT & CHILD SOCIETY; SUNMARK FEDERAL CREDIT UNION; GLENS FALLS HOSPITAL; KEY BANK N.A.;** and **SARATOGA HOSPITAL**. The award recognizes the organizations achievements in creating a positive work environment that attracts and retains employees through a combination of benefits, working conditions and company culture.

The Independent Bankers Association of New York State has named Raymond O'Connor, President and CEO of **SARATOGA NATIONAL BANK & TRUST CO.**, to serve as president for the 2007-2008 fiscal year.

SPECIALTY BOX & PACKAGING, a family owned business that has been located in Albany since 1960, recently expanded their company and opened a location in Fort Myers FL.

O'Dwyer's PR Report, a national trade magazine, has listed **SAWCHUK, BROWN ASSOCIATES** among the nation's leading healthcare and medical communications firms.

Buffini & Company, the leading real estate coaching firm in the country, has selected **PROREALTY OF NEW YORK, INC.** to deliver their "100 Days to Greatness" business coaching program locally. Cecil Provost, CEO of ProRealty, has been named a Certified Mentor for their program.

Deborah Iuliano-Crotty, Director of Marketing at **THE WESLEY COMMUNITY**, has been elected to the Board of Managers for the **SARATOGA GOLF & POLO CLUB**. She is also a member of the board for **UNLIMITED POTENTIAL**.

AIRWAY MEADOWS GOLF COURSE recently received a 4 Star rating in the seventh edition Golf Digest Best Places to Play.

CLASSE CATERING will be featured in a DVD that was filmed in November. The DVD will serve as a training tool for catering operations to achieve world-class table service and is aimed at improving the level of service in America.

TEAKWOOD BUILDERS, INC., was recently awarded Gold Level "Best of the Best Design" awards for two local projects by Professional Remodeler magazine which recognizes outstanding design, quality craftsmanship and exceptional value for projects in a variety of categories.

The U. S. Small Business Administration recently recognized **THE ADIRONDACK TRUST COMPANY** as the most active Small Community Bank Lender in the Capital Region for FY 2006. The Bank has now won this award for six consecutive years.

Stephen Topper, Chef de Cuisine at **SARATOGA POLO CATERING AND EVENTS**, won a silver medal/second prize at the recent American Culinary Federation (ACF) sanctioned Culinary Cornucopia at the Albany Marriott.

EMPIRE STATE COLLEGE, State University of New York, was ranked number one in SUNY in more than 40 areas on the 2006 SUNY student opinion survey with higher rankings for satisfaction in a wide range or areas-many of them directly related to educating adult learners.

THE GIVING CIRCLE, INC. was recently honored with a certificate of appreciation for assisting in the ongoing rebuilding efforts by the City of Waveland, Mississippi in appreciation for coming to their aid in the aftermath of Hurricane Katrina.

2007 CALENDAR OF EVENTS

JANUARY

- 18 Third Thursday Breakfast . . .7:30 AM
- 25 Annual Dinner6:00 PM

FEBRUARY

- 6 Saratoga's Under 40 Network . .5-6:30 PM
- 9 Networking Lunch11:45 AM
- 15 Third Thursday Breakfast . . .7:30 AM
- 22 Orientation/Mixer4-6:30 PM

MARCH

- 6 Saratoga's Under 40 Network . .5-6:30 PM
- 15 Third Thursday Breakfast . . .7:30 AM
- 22 Mixer5-6:30 PM

APRIL

- 3 Saratoga's Under 40 Network . .5-6:30 PM
- 13 Networking Lunch11:45 AM
- 19 Third Thursday Breakfast . . .7:30 AM
- 26 Mixer5-6:30 PM

MAY

- 1-3 Membership Blitz
- 1 Saratoga's Under 40 Network . .5-6:30 PM
- 17 Third Thursday Breakfast . . .7:30 AM
- 17 New Member Orientation/
Mixer4-6:30 PM
- 24 Orientation/Mixer4-6:30 PM

JUNE

- 4 Spring Golf Outing
- 5 Saratoga's Under 40 Network . .5-6:30 PM
- 15 Networking Lunch11:45 AM
- 21 Third Thursday Breakfast . . .7:30 AM
- 28 Orientation/Mixer4-6:30 PM

JULY

- 19 Third Thursday Breakfast . . .7:30 AM
- 26 Mixer5-6:30 PM

AUGUST

- NO SPECIAL EVENTS -

SEPTEMBER

- 4 Saratoga's Under 40 Network . .5-6:30 PM
- 10 Fall Golf Outing
- 14 Networking Lunch11:45 AM
- 20 Third Thursday Breakfast . . .7:30 AM
- 27 Orientation/Mixer4-6:30 PM

OCTOBER

- 2 Saratoga's Under 40 Network . .5-6:30 PM
- 4 Business Showcase4-7 PM
- 18 Third Thursday Breakfast . . .7:30 AM
- 25 Orientation/Mixer4-6:30 PM

NOVEMBER

- 2 Networking Lunch11:45 AM
- 6 Saratoga's Under 40 Network . .5-6:30 PM
- 15 Third Thursday Breakfast . . .7:30 AM
- 15 Mixer5-6:30 PM

DECEMBER

- 4 Saratoga's Under 40 Network . .5-6:30 PM
- 20 Orientation/Mixer4-6:30 PM

Visit www.saratoga.org for a complete listing of events and educational programs.

NEW YEAR'S RESOLUTIONS FOR SMALL BUSINESSES

We recently e-mailed members and asked them to give us some resolutions for their businesses in the New Year. Below are some of them:

1. Identify *one* industry currently not represented by your company and implement a plan to gain someone from that industry as a client in thirty days.
2. Determine the average number of appointments you have to make each month and develop a plan to increase that number by at least *two* each month.
3. Identify the *three* most prevalent stalls, put-offs, and/or objections you receive from prospects and develop a strategy to more effectively deal with them.
4. Obtain *four* referrals from your clients.
5. Identify *five* clients who could benefit from some additional services

Lorraine Ferguson, Direct Impact Associates, LLC

Spend more time attending Chamber functions. Manage more efficiently in order to spend more time with family and friends. *Howie and Sue Charbonneau, Charbonneau Recreation Center*

Complete the "Schedule of Events Calendar" by the closing of January, my road map to an exciting destiny.
Richard Rodriguez, Chameleon On The Lake

Delegate all administrative and operational tasks to other employees so you focus on revenue generating tasks.
Bill Losey, Bill Losey Retirement Solutions, LLC

Make a point to call or stop by to visit one client or supplier weekly for the sole purpose of just saying hello. No requests, no requirements, no questions - just an old fashioned hi - thinking about you - hope all is well. It is easy to forget that it's not just about need, it is about people. All phone messages returned within one half business day.
Peter C. Goutos, CASMITH LLC

Get as many people as I can to know about my business. Get as many people as I can who don't live in the area to know that Saratoga is a great place to vacation. *Ed Plog, Empress Travel & Cruises/American Express*

Provide even better service to our customers. *Michael Esposito, Aramatic Refreshment Services*

Get more organized! Build a better relationship with our customers and between our employees. Be more involved with our community. *Jessica Ryan, Benjamin's Fine Flooring*

To go fishing more and to play golf less! *Bob Wilson, AssistedFishing.com*

Work smarter, not harder. *Stephanie W. Ferradino, Jones Ferradino, Attorneys at Law*

Make retaining existing customers as important as acquiring new ones. *Jennifer Buchanan, BPA-Harbridge*

We will do our best to educate our customers that it is in their best interest to shop locally and insist on American-made.
Tony Spinelli, Broadway Banner & Flag Co.

Treat everyone you work with the way you would want to be treated. Make customer service your #1 priority.
Mary Grupinski, Best Western Clifton Park

My New Years resolution is to seek new markets by building a block of business that is more profitable and not yet being addressed. *Karl Stewart, Gothic Business Centers, Inc*

Focus on my existing customers and ask for referrals to more customers just like them and promote and publicize our accomplishments. *Russell Kirkwood, Creating Genius, Inc.*