

## July 2007

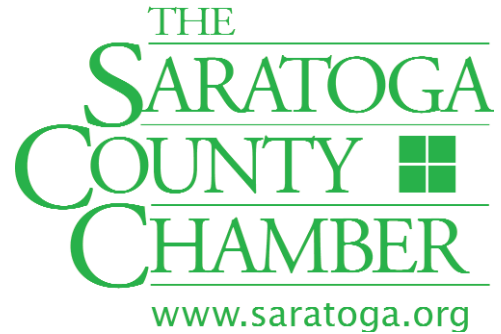
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### CHAMBER UPDATE

**YOUR CHAMBER...WORKING FOR YOU.**

During June, the following groups met:

- ◆ Leads Group - members sharing sales leads
- ◆ Saratoga's Under 40 Network - networking group for young professionals
- ◆ Bartenders Ball - raising funds for charity
- ◆ Burnt Hills/Ballston Lake Business and Professional Association - scheduled the annual Flag Day parade, and networking luncheon
- ◆ Leadership Saratoga - advanced courses on management techniques
- ◆ Medical Office Managers Council - network for specialized industry
- ◆ Women's Business Roundtables - networking and learning for owners and managers
- ◆ Non-Profit Seminar - Board Governance
- ◆ Hospitality Team - hosts at August race meet
- ◆ Ambassadors - communicating with members
- ◆ Membership - Chamber member volunteer sales agents
- ◆ Malta Business and Profession Association - addressing needs of Malta members and networking luncheon

And if you just wanted to meet new potential customers and clients there was: the Spring Golf Outing, a breakfast on tourism, a mixer with 200 plus members and a special polo mixer with the ponies.

If improving your business or practice procedures was your goal, you could have attended seminars, sought the free advice of business executives through SCORE or the Small Business Development Center, or gathered insight into government assistance programs.

While members were participating in all the above, your Chamber staff was helping dozens of members with specific problems that were unique to their businesses.

So whether it is dealing with government regulations or transportation or law enforcement, your Chamber is always working for you on specific or general issues that will indirectly affect you, your family, your organization, business and your hometown.

While staff may always be working on dozens of projects and programs, remember their absolute top priority is service to you. Never hesitate to call.

#### Third Thursday Breakfast

July 19  
7:30 - 8:45 a.m.  
Longfellow's Inn & Restaurant

#### Tour Saratoga Springs

July 26  
3:30 - 5 p.m.  
"Secrets of Saratoga" Tour

#### Mixer

July 26  
5 - 6:30 p.m. Mixer  
Gaffney's

#### Other Upcoming Events

##### NO EVENTS IN AUGUST

- September 4  
Saratoga's Under 40 Network
- September 10  
Fall Golf Day
- September 11  
Women's Business Roundtable
- September 14  
Networking Luncheon
- September 19  
Landlord Seminar
- September 20  
Third Thursday Breakfast
- September 27  
Orientation & Mixer

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

**SEE PAGE 5 FOR  
SEPTEMBER GOLF  
OUTING APPLICATION**

**SEE PAGE 6 FOR  
OCTOBER BUSINESS  
SHOWCASE APPLICATION**

# MEET YOUR BOARD OF 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.

## Bill Canty

Bill joined the board in 2003 and the immediate Past Chair, having served as treasurer in 2001.. He is founder and owner of Canty Financial Management, Inc. Bill currently serves as past president of the Ballston Spa Rotary, where he is an active member. He was the 2004 treasurer and 2006 chair of the Chamber's board of directors.

## Mike Munter

Mike joined the board in 2007. He is vice president of Munter Enterprises. He currently serves as president of Brookside Museum's board of trustees and on the executive committee for the American Building Co. Mike was also honored with Rookie of the Year in the Chamber's 2007 membership blitz drive.

## Howard Pinsley

Howard joined the board in 2001. He is the president & CEO of Espey Mfg. & Electronics Corp. Howard currently serves as the Chamber board's Vice Chair of Communication and on Espey's board of directors.

# BENEFITS OF THE MONTH

**LINK TO THE CHAMBER'S WEBSITE** and get connected to the over two million users who will visit our site this year. For a nominal \$25 one-time fee to list and link your website on your directory listing, you can continually promote your product or service to these potential clients at the click of a mouse. Let the internet work for you 24 hours a day, 7 days a week. If you would like to link, please e-mail your company name and website address to [info@saratoga.org](mailto:info@saratoga.org). We will link you within 48 hours and invoice you for \$25 one-time charge. You may also mail us the information along with your payment to the Chamber offices. As an added bonus, you will get your website listed in our annual Membership Directory and Community Guide. If you send us your e-mail address, you will also receive very brief e-mails from the Chamber from time to time on events, benefits and money saving programs. Our electronic and mailing lists are never sold or shared with other organizations; so you don't need to worry about receiving tons of junk mail or spam.

# 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](mailto:jshinaman@saratoga.org). Share your good news with other Chamber members in "Members In The News."*

**Saratoga National Bank & Trust Co.** has named Raymond O'Connor Chairman of the Board.

Customers of **Bentley's Tavern** in Malta who let their servers know that they are Designated Drivers will be given special stadium cups. The cups may be filled with free soft drinks all night, thanks in part to the generous support of **DeCrescente Distributors**.

Chef David Britton, managing partner of the **Saratoga Polo Catering and Events** and **The Springwater Bistro**, assisted Celebrity Chef Robert Irvine in the season finale of Irvine's television program "Dinner: Impossible" which debuted on May 16 on the Food Network.

**TAG Solutions**, a leading provider of data, voice and technology infrastructure services has achieved Gold Partner status with Symantec based on its demonstrated experience in Symantec's technologies and after completing a rigorous application and certification process.

Ground has been broken for the new and greatly expanded **Moreau Community Center**. The facility will open next year with expanded services including recreational and educational opportunities to more demographic groups over a wider geographic area.

Michael P. Naughton, Esq. of **Owens, McHugh, Naughton & McQuade, PLLC** has opened a local office in downtown Saratoga Springs at 358 Broadway, Ste. 206, Saratoga Springs.

**Signature Kitchens of Saratoga** has been chosen to become the exclusive Heritage Custom Cabinetry dealer for New York's Capital Region.

Jay Verro, CCIM, of **Larkin Commercial Properties, Inc.** was elected to the Board of Directors of CCIM Institute, the governing body of the largest commercial real estate network in the world, at business meetings held in Indianapolis, Indiana.

**Chez Pierre Restaurant**, Route 9, Wilton has begun offering a "Petit Menu" with smaller portions of traditional favorites, along with many new menu items. For reservations or more information call 793-3350.

Little-known history and obscure facts about the Spa City are features of Saratoga Springs: The Complete Visitor's Guide. The pocket-sized guidebook, just released in its second edition for 2007-08 by **KISKATOM PUBLISHING** and written by Field Horne

Mike Brewster of **Gil's Garage** was listed in *Top Shops Magazine* as one of the top ten auto shops in the country. Mike can be reached at his Burnt Hills location at 399-3363

**Tech II Business Services**, a leading Capital Region based computer and telephony company, has achieved 3Com Corporation's IP Telephony Elite Partner Status and is currently ranked #1 in the Northeast.

# BUSINESS SHOWCASE 2007

Presented by Premier Sponsor **Time Warner Cable Business Class**. Major Sponsors to date: **Adirondack Trust Company, CEI Computer Services, Champion Buick Pontiac GMC, Courtyard by Marriott - Saratoga Springs, ImageCare Saratoga, Mannix Marketing Inc., MVP Health Care/MVP Gold, Saratoga Imaging/Saratoga Vein Centers, and Saratoga Online SPA.NET.**  
Junior Sponsors: **Capital District Physicians Health Care, Interactive Media Consulting, LLC and SEFCU.**  
Media Sponsors: **Anastos Media Group/STAR 101.3, The Saratoga Business Journal, Saratoga Today and The Saratogian.**

**THURSDAY, OCTOBER 4, 2007**  
**3 to 4pm Vendor only show**  
**4 to 7pm Open to the public**  
**Saratoga Springs City Center**

## First chance to register!

This is a premium opportunity as a member to rent a booth and display your company's products and services to over 1,000 people for only \$190! Fill out the application that appears in this newsletter and return it to the Chamber with payment. The show is limited to 150 spaces and is sold out each year. Reserve your booth today. It's open to the public so invite customers, prospects, employees and co-workers to attend. Two cash bars provided by the Saratoga Hotel will be open and door prizes will be given away throughout the Show. Food & beverage providers should contact Jeff Shinaman at the Chamber at [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org) or 584-3255, for a special rate and application. Sponsorships for this event are still available. Contact Jeff.

## JULY EVENTS

- 19 THIRD THURSDAY BREAKFAST. Longfellow's Inn & Restaurant, 500 Union Avenue, Saratoga Springs**  
*Monthly breakfasts keep you informed of current issues affecting the County while networking.*  
**Time:** 7:30 to 8:45 a.m.  
**Speaker:** Raymond Melleady, Executive Director, CDTA  
**Topic:** Public Transportation and Sustainable Living  
**Cost:** \$7 Reservations; \$10 Without Reservations **Reservation Deadline:** July 17 at 5 p.m.
- 26 SECRETS OF SARATOGA TOUR. Meet in front of Crafters Gallery, 427 Broadway, Saratoga Springs**  
*Join us prior to the Mixer for the tour. Meet Hollis Palmer from Derby Tours for a tour of Saratoga's oldest and most politically influential neighborhood. We will see the homes of a congressman, judges, the builder of some of America's most famous railroads, and much more.*  
**Time:** 3:30 to 5 p.m.  
**Cost:** Free **Reservation Deadline:** July 24 at 5 p.m.
- 26 MIXER. Gaffney's, 16 Caroline Street, Saratoga Springs**  
*Mixers provide an excellent networking opportunity with an average of 260 attendees in a relaxed environment.*  
**Time:** Mixer 5 to 6:30 p.m.  
**Cost:** Reservations \$5.00; Without Reservations \$10.00 **Reservation Deadline:** July 24 at 5 p.m.

*To make a reservation, call 584-3255 or email [info@saratoga.org](mailto: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

**BASS MANOR BED & BREAKFAST AND ART MUSEUM, 30 Rt. 9P, Malta 12020, 581-8045, [www.bassmanor.com](http://www.bassmanor.com)**  
The Bass Manor Museum is an historic estate 15 minutes from downtown Saratoga Springs. The Museum showcases cutting edge, contemporary art and design. It offers a unique presentation of art in a non-traditional setting that combines classical with 20th Century Modernism. Season 2007 features "The New Realism" by Truman Egleston. The opening event is July 29, 2-5pm and August 12 & 19, 2-5pm and by appointment.

**ARBONNE INTERNATIONAL, JEAN MCMAHON, INDEPENDENT CONSULTANT, P.O. Box 1179, Saratoga Springs, [jeanc620@msn.com](mailto:jeanc620@msn.com), 605-4822.**

Arbonne is a 27-year-old Swiss-based company that offers pure, botanically-based wellness products including anti-aging skin care, aromatherapy, nutrition, baby care, and a color line. Arbonne also offers an income opportunity and a top-notch training program to help people achieve their financial dreams.

**MEDICAL EDGE LEGAL NURSE CONSULTING, P.O. Box 762, Saratoga Springs, 12866, 583-7521, [www.medicaledgelnc.com](http://www.medicaledgelnc.com)**  
Medical Edge provides support to the legal and insurance industries. They specialize in merit-based case review, translation of medical records, timeline reports, opinion summaries and medical research. They offer assistance with interrogatories, IME's, demonstrative evidence and location of expert witnesses. Fast, accurate services guaranteed to meet your needs.

*For information on all Chamber members, go to [www.saratoga.org](http://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](mailto: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

**CAFETERIA PLAN** The Chamber is interested in securing information on the availability of a cafeteria plan for small business firms. Interested member firms should contact Joe Dalton at the Chamber, 584-3255.

**FALL GOLF** Sponsorship opportunities are available for the Chamber's Fall Golf outing scheduled for September 10th at McGregor Links. Contact Greg Dixon, gdixon@saratoga.org for more details.

**WAGE/BENEFIT SURVEY** The Human Resources Council will conduct a Wage/Benefit Survey again this year with a target completion date of September. Chamber members are eligible to receive salary information on three job descriptions free of charge by contacting Greg Dixon at 584-3255 or gdixon@saratoga.org.

**WEB USAGE** Your Chamber's web site, [www.saratoga.org](http://www.saratoga.org), continues to grow as an information portal for tourism, Chamber members and the community. Through the end of May, the web site has had over 870,000 visits, an 11% increase over the same period in 2006.

**MAY MIXERS** Special thanks to Brindisi's Restaurant for hosting the New Member Mixer and to Service Wine & Liquor Distributors for their contribution to the event. It was the perfect place to welcome our new members. Thank you also to Saratoga Automobile Museum, Time Warner Cable Business Class, and Classé Catering for sponsoring a fantastic Mixer on May 24.

**90TH ANNUAL DINNER** Your Chamber's 90th Annual Dinner will be held on Thursday, January 24 at the Saratoga Springs City Center. Premiere sponsorship opportunities are available. Contact Jennifer Joseph Perry at [jperry@saratoga.org](mailto:jperry@saratoga.org) or 584-3255 for more information.

**INFORMATION BOOTH** The Chamber's information booth will be open from June 20 through Labor Day. The booth will be open from 8:30 a.m. to 4:30 p.m. until July 25 and from 8:30 a.m. to 5:30 p.m. during the racing season.

**SPRING GOLF DAY** Thank you to Saratoga Lake Golf Club for hosting the Chamber's Spring Golf Day and Olde Saratoga Brewing Company, The Bread Basket Bakery, and Airway Meadows Golf Course for their generous donations to the tournament.

**TROLLEY SCHEDULE** The Saratoga Visitor Trollies are currently operating a route from Skidmore to the Spa State Park. The trollies run 10 a.m. to 6 p.m. Tuesday through Sunday until Labor Day. The cost is \$.50 for a one-way ride and \$1 round-trip. Riders can board the trolley at several stops along the route or stand on a street corner and flag one down.

# JULY ANNIVERSARIES

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

## OVER THIRTY-FIVE YEARS

The Springs Motel

## OVER TWENTY-FIVE YEARS

Lake George Dinner Theatre  
Marcel's Corvette Shop, Inc.  
Republican County Committee

## OVER TWENTY YEARS

Brunswick Bed & Breakfast  
CAPTAIN Youth & Family Services  
Citizens Bank  
Jeff Durstewitz, Writer  
Fugate Enterprises  
Galway Central Schools  
Manpower, Inc.  
National Museum of Racing  
Saratoga Back Pain Sports Injury

## OVER FIFTEEN YEARS

AAA Northway  
Chestnut Tree Inn  
CRS Refrigeration Service Inc.  
Harren Brook Inn & Lodge  
Home of the Good Shepherd  
Saratoga County Arts Council  
Spataro Insurance Agency, Inc.  
State Farm Insurance  
Velocity Print Solutions  
Wayside Inn

## OVER TEN YEARS

A Beautiful Appearance

ACO Property Advisors  
Broadway Banner & Flag Co.  
Budget Blinds of Saratoga  
Centerplate  
Comfort Inn  
Crafters Gallery  
Freedom Career Development, Inc.  
Friendly's Restaurant  
Lake George R.V. Park, Inc.  
Northeast Career Planning  
Pachter Photography  
Parenteau Builders, Inc.  
Prestige Services, Inc.  
Saratoga Emergency Corp.  
Saratoga Lake Golf Club  
Saratoga Surgical Specialists  
Shadow Products  
Templin Management Associates, Inc.

## OVER FIVE YEARS

A Perfect Placement  
Alta Planning + Design  
Aromatic Refreshment Services  
Castle Creek, LLC  
CTM Consulting Co., Inc.  
Chuck Eafrato, Citizens Bank  
Fish Creek Marina  
Hampton Inn of Clifton Park  
The Healing Springs Journal  
Hilton Garden Inn-Saratoga Springs  
HR One  
Hudson River Rafting Co.  
ImageCare Saratoga

Irving Tissue, Inc.  
Jeffrey LaPorte "The Candy Man"  
John C. Mannix, Attorney at Law  
Town of Moreau  
PaeTec Communications, Inc.  
Painted Pony Championship Rodeo  
Pediatric Associates of Saratoga  
Pepsi Bottling Group  
Saratoga Technology Accelerator, LLC  
Sawchuk, Brown Associates  
Seasoned Gourmet Firewood  
Starbucks  
Sunnyview Rehabilitation Hospital  
Univ. at Albany Graduate Business Programs  
United Parcel Service  
Whiteman Osterman & Hanna LLP  
The Winner's Circle Gift Shop

## OVER ONE YEAR

Allied Mortgage Services  
AND: Architecture & Design  
Pamela M. Babson, Esq.  
Back Bay Accounting Software Consultants  
Bill Losey Retirement Solutions, LLC  
Blue Sky Window Cleaning, Inc.  
Bobcat of Saratoga, LLC  
Classical Concepts Salon & Spa, LLC  
Cold Stone Creamery  
Colony Liquor & Wine Distributors  
Cornerstone Telephone Company  
Denny's Restaurant  
Direct Impact Associates  
ECS Psychological Services, P.C.

Exit 9 Wine & Liquor Warehouse  
Fine Interiors  
Fischer Woodwork, LLC  
Fort Bink Campground  
Frontrunner Network Systems  
GMH Military Housing  
Anthony Iaia  
Indie Consulting, LLC  
International Integrated Solutions, Ltd.  
Javao Consulting Services  
Juvenile Diabetes Research Foundation  
Knight Light Custom Garden Lighting  
Meadow Hill B & B  
P.T.O. Home Service & Repairs  
PCD Construction  
Putman Enterprises, Inc.  
Quarter Sawn Construction  
Racing City Chorus  
RLTP & Associates, Inc.  
Saratoga West End Development Corporation  
Schenectady Museum & Planetarium  
Seasons Bed and Breakfast  
70 Beekman St Fine Art Gallery  
Siena Fence Co., Inc.  
Specialty Box & Packaging Co., Inc.  
Village of Corinth  
Web Sights & More  
Welcome Home, Valkommen Hem, LLC  
Winslow Brothers  
WTR Title Agency, LLC

# FALL GOLF DAY

## THE SARATOGA COUNTY CHAMBER OF COMMERCE FALL GOLF OUTING

**Date:** Monday, September 10, 2007

MAJOR SPONSORS TO DATE

**Place:** McGregor Links County Club



**Format:** Four person scramble

**Time:** 11 a.m. Registration  
11:30 - 12:45 p.m. Lunch  
1:00 p.m. Shotgun start  
6 - 7 p.m. Cash bar  
7 p.m. Buffet dinner & prizes



**Price:** \$150.00 per person  
Includes green fees, cart, lunch,  
dinner, prizes and contests

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

**My information:**

**Name:** \_\_\_\_\_ **Hdcp** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Hdcp** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Hdcp** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Hdcp** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Payment Information:**

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: \_\_\_\_\_

Phone: \_\_\_\_\_

Signature: \_\_\_\_\_

**Donating a prize helps gain exposure for your business.**

We will donate the following prizes and/or Goody Bag Inserts (will supply 135) for the outing:

**SPONSORSHIP OPPORTUNITIES ARE AVAILABLE, CONTACT GREG DIXON AT 584-3255**  
**Your payment (in the form of check or credit card) must accompany this form to confirm reservation.**  
**Return this form and payment by September 3, 2007 to:**

Saratoga County Chamber of Commerce  
28 Clinton Street, Saratoga Springs, NY 12866  
or fax to Greg at 587-0318

**Questions? Call Greg Dixon at 584.3255**

**ANY CANCELLATIONS AFTER SEPTEMBER 3, 2007 ARE NON-REFUNDABLE.**

# SARATOGA COUNTY CHAMBER OF COMMERCE BUSINESS SHOWCASE APPLICATION

Vendors only 3 to 4 PM, Open to public 4 to 7 PM

We apply for exhibit space at Business Showcase 2007, to be held at the Saratoga Springs City Center on October 4, 2007, 3 to 7 PM. This application becomes binding upon receipt.

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

PLEASE INDICATE # OF BOOTHS NEEDED     \_\_\_ 1@ \$190   \_\_\_ 2@ \$380

PRODUCTS OR SERVICES TO BE EXHIBITED \_\_\_\_\_

COMPANIES YOU DO NOT WISH TO BE NEAR \_\_\_\_\_

If your display is so high(over 8' tall) that it might obscure displays behind it, please check here\_\_\_\_\_.

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

Will your display require electricity? Yes\_\_\_ / \_\_\_5Amp,\_\_\_10Amp,\_\_\_20Amp. If you require electricity, you must indicate it on this form. Unreserved electrical hookups may not be available the day of the Show.

**Will you be donating a DOOR PRIZE (door prizes must be valued at \$50 or more)?** \_\_\_\_\_

**Describe door prize** \_\_\_\_\_

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

## EXHIBITOR INFORMATION

Company (as it is to appear on sign) \_\_\_\_\_

Name (please print) \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

e-mail \_\_\_\_\_ Phone \_\_\_\_\_

**Please list up to 2 additional names for name tags**

\_\_\_\_\_  
\_\_\_\_\_

Please contact Jeff Shinaman at the Chamber with any questions: 584-3255/jshinaman@saratoga.org. You will receive confirmation of receipt within a week. If you do not receive confirmation, please call Jeff.

**Return WITH PAYMENT to:** Business Showcase 2007 or fax with credit card info to 587-0318. Saratoga County Chamber of Commerce, 28 Clinton Street, Saratoga Springs, NY 12866

## Billing Information:

Credit Card # \_\_\_\_\_ Exp date \_\_\_\_\_ Security # (3 digit # on back) \_\_\_\_\_

Billing Address \_\_\_\_\_

Signature \_\_\_\_\_ Phone \_\_\_\_\_ ext. \_\_\_\_\_

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