

June 2006

Forward to:



www.saratoga.org

SENATOR JOSEPH BRUNO

Senator Joseph Bruno has delivered for Saratoga County in a big way once again.

His art of compromise and negotiation early this year led to a multi-million dollar state loan to the New York Racing Association which assured continued Thoroughbred racing at Saratoga each summer, and in the state year-round, for years to come.

Just a month ago at a Chamber luncheon, the Senator announced that he had arranged for a \$12 million grant over two years to update and expand the Saratoga Springs City Center. The Center's Authority had already created a financial package of \$6 million of local monies and a yearly cash flow to handle maintenance and upgrade needs of the Center in the future.

In addition to the above grant, Senator Bruno announced that the City and County would receive a total of \$3 million to \$4 million in new annual income through VLT revenues generated at Saratoga Gaming and Raceway. The City will receive 75% of the total, while the County will receive 25% of the total.

While your Chamber, business leaders, local government officials and the City Center Board have lobbied for these results for years, it was the Senator alone who championed and secured these benefits for our City and County.

Saratoga's Under 40 Network

June 6
5 - 6:30 p.m.
Grey Gelding Bistro & Bar

Networking Luncheon

June 9
11:30 a.m. - 1 p.m.
Longfellow's Inn & Restaurant

Spring Golf Day

June 12
11:30 Lunch
1 p.m. Shotgun Start
Airway Meadows Golf Course
See page 2 for application

Women's Business Roundtable

June 13
8 - 9 a.m.
Chamber Office

Third Thursday Breakfast

June 15
7:30 - 8:45 a.m.
Saratoga Hotel & Conference Center

Orientation & Mixer

June 22
4 - 5 p.m. Orientation
5 - 6:30 p.m. Mixer
Inn at Saratoga

Special Mixer

June 28
4:45 - 6:30 p.m.
Saratoga Polo Club

Seminars

Supervisory Skills Training
"Making Effective & Efficient Decisions"
See page 2 for details

Other Upcoming Events

July 19 Behind the Scenes
July 19 Women's Business Luncheon
July 20 Third Thursday Breakfast
July 27 Mixer

SEE PAGE 3 FOR DETAILS.

SEMINARS

SUPERVISORY SKILLS TRAINING

Wednesday, June 7, 14, 21, 28 8 a.m. to 12 p.m.

This interactive, high-energy course is designed to help people at all levels become more effective leaders by providing the skills to enable them to instill in their associates a strong sense of ownership in the achievement of results.

Topics to be covered include: valuing diversity, listening better to improve communications, redirecting non-productive behaviors, holding people accountable, and conducting effective meetings.

Presented by: Bob and Kay Walters, TEAMS ON PURPOSE
Location: Adirondack Community College, Rt. 9, Wilton
Cost: \$199 per student covers all four sessions. Price includes refreshments and all materials.
RSVP: June 2 at 584-3255 or info@saratoga.org

Registration is limited to 25 participants. Payment is due in advance.
Reservations will be billed unless cancelled 4 business days prior to the event.

"MAKING EFFECTIVE & EFFICIENT DECISIONS"

Thursday, June 8 8 to 10 a.m.

This seminar will help participants drive creative solutions to complex issues, learn the ability to stop and think before taking action, and understand that great decisions do not just happen!

Presented by: Tom Wersten, Principal, Applied Thinking Skills
Location: Saratoga County Chamber Office, 28 Clinton Street, Saratoga Springs
Cost: \$10 per person
RSVP: Tuesday, June 6 at 584-3255 or info@saratoga.org

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!
Skydive at Chamber Golf Outing: Saratoga Skydiving is offering to take any member skydiving at Airway Meadows before, after or during the golf on June 12 for \$150. Train and jump the same day. Call Paul at 374-JUMP.

Date:	Monday, June 12, 2006	Place:	Airway Meadows Golf Course
Format:	Four person scramble		262 Brownville Road, Gansevoort
Time:	11:30 a.m. Lunch and putting contest	Price:	\$60.00 per person
	1:00 p.m. Shotgun start		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: _____
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 **June 6, 2006** to:

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

Questions? Call Jennifer Joseph Perry at 584-3255

JUNE EVENTS

- 6 **SARATOGA'S UNDER 40 NETWORK.** Grey Gelding Bistro & Bar, 423 Broadway, Saratoga Springs
Featured Speaker: Bill Canty, Founder & Owner, Canty Financial Management
Topic: "Planning for the Future"
Time: 5 - 6:30 p.m.
Cost: \$10 per person, Chamber members only **Reservation Deadline:** June 5
- 9 **NETWORKING LUNCHEON.** Longfellow's Inn & Restaurant, 500 Union Avenue, Saratoga Springs
Time: 11:45 a.m. - 1 p.m.
Cost: Reservations \$10.00; Without Reservations \$15.00 **Reservation Deadline:** June 7 at 5 p.m.
- 12 **SPRING GOLF DAY.** Airway Meadows Golf Course, 262 Brownville Road, Gansevoort
Time: 11:30 p.m. Lunch; 1 p.m. Shot Gun Start with cart
Cost: \$60 per person **Reservation Deadline:** June 6 at 5 p.m. **Reservation form on page 2**
- 13 **WOMEN'S BUSINESS ROUNDTABLE.** Saratoga County Chamber Offices, 28 Clinton Street, Saratoga Springs
Topic: Attendees should come prepared to share their top 5 marketing tips
Time: 8 - 9 a.m.
Cost: Free, space is limited, reservations required **Reservation Deadline:** June 9 at 5 p.m.
- 15 **THIRD THURSDAY BREAKFAST.** Saratoga Hotel & Conference Center, 534 Broadway, Saratoga Springs
Featured Speaker: Charles Hayward, CEO, New York Racing Association
Topic: "Saratoga 2006"
Time: 7:30 - 8:45 a.m.
Cost: Reservations \$7.00; Without Reservations \$10.00 **Reservation Deadline:** June 13 at 5 p.m.
- 22 **ORIENTATION & MIXER.** Inn at Saratoga, 231 Broadway, Saratoga Springs
Time: 4 - 5 p.m. Orientation; 5 - 6:30 p.m. Mixer
Cost: Reservations \$5.00; Without Reservations \$10.00 **Reservation Deadline:** June 20 at 5 p.m.
- 28 **SPECIAL MIXER.** Saratoga Polo Club, 2 Bloomfield Road, Saratoga Springs
Time: 4:45 - 6:30 p.m., Match is 5:30 - 7:15 p.m.
Cost: Reservations \$5.00; Without Reservations \$10.00 **Reservation Deadline:** June 26 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

POINTSOURCE, www.pointsourcecellc.com, 490-6438, is a full service Information Technology (IT) consulting firm specializing in custom software development, strategic IT consulting, outsourcing solutions, and staffing. They're known for the creation of innovative and effective solutions, superior customer service, reliability and value. Contact them for a free consultation.

KC CUSTOM FRAMING, 75 Weibel Ave, Saratoga Springs, 580-9055. KC provides custom framing for paintings, photographs, prints, needlework, children's art or anything you can imagine! They have a wide variety of frame moldings and shadowboxes to suit any object. Please visit the gallery and gift shop. Look for the new quilt fabrics and notions coming soon.

THE HILTON LAKE PLACID RESORT, 800-755-5598, www.LPHilton.com

Just a short mountain drive from the Capital Region, sits the magnificent scenery, relaxing atmosphere, Olympic legendry and pulse-quickenning excitement only Lake Placid can offer. Let their team custom design a spectacular package for your next business event. Overnight meeting packages start at \$95 per person, per night and day. Meeting packages start at \$19 per person.

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.

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.

Lorraine Power Tharp, a partner and chair of **WHITEMAN OSTERMAN & HANNA's** commercial real estate practice group, was appointed chairwoman of the New York State Thoroughbred Breeding and Development Fund by Governor George E. Pataki. The fund oversees the registration of State-bred horses and distributes incentives and awards to breeders and owners of these horses.

SHERMAN TILE COMPANY, INC., owned by Charles J. Sherman and located on Middle Line Road in Ballston Spa, is celebrating its 50th year in the tile business at that location.

Joy Houle, Executive Director of **BROOKSIDE MUSEUM/SARATOGA COUNTY HISTORICAL SOCIETY** has been elected to the Board of Directors for the Museum Association of New York based on the success that Brookside has experienced over the past few years. www.brooksidemuseum.org

The stationary suite for the **LAKE GEORGE OPERA** and the annual report for The Town School in NYC, both by **COPPOLA DESIGN**, have earned finalist honors in the 2005 NORI Awards Competition, sponsored by the Albany Ad Club.

SAWCHUK, BROWN ASSOCIATES (SBA), has merged with a Saratoga Springs firm, **RED TALK**, specializing in public relations, public affairs and strategic marketing. The principal and founder of Red Talk, Shane Williams-Ness, has become an executive with SBA.

THE ACADEMY FOR LEARNING IN RETIREMENT (ALR), which is sponsored by **Empire State College**, recently received grant funding from the **ADIRONDACK TRUST COMPANY**. The funds went to the ALR Enrichment Campaign and will be used to establish a public awareness campaign, focus on curriculum development, secure additional classroom space and support expansion.

THE COUNTRY CORNER CAFÉ is celebrating its 15 year anniversary at the Church Street location and has just completed its first full year at their additional new location at 165 High Rock Ave.

SCOTT VARLEY of Realty USA in Saratoga Springs was recently recognized by the Capital Region Association of Realtors as a Top Realtor of 2005.

JAMES MORRISON EBAY SALES has moved to Suite LL13 in the Collamer building, 480 Broadway, Saratoga Springs, offering a complete online auction service.

CEI COMPUTER SERVICES, LLC was recently listed in *The Business Review* as the "Fastest Growing Computer Company in the Capital Region" according to research for "The List" in the category of Computer Networking Companies.

THE CENTURY HOUSE RESTAURANT, Latham, has initiated a discount on all dinner entrees sold equal to the day's Unleaded Gasoline Average Prices (per gallon) as reported by AlbanyGasPrices.com.

RYAN-BIGGS ASSOCIATES was named a Gold Award winner in the Structural Systems category in the American Council of Engineering Companies of NY Engineering Excellence Competition.

THE HYDE COLLECTION is the winner of two 2006 American In-house Design Awards for an exhibition catalogue and a gala invitation.

PALIO COMMUNICATIONS recently received a bronze award at the 2006 Summit Creative Awards for a direct-mail fundraising piece the agency designed for **SARATOGA SHAKESPEARE COMPANY**.

Desiree Kelleigh, owner of **THE GOOD TIMES LAKE VIEW RESTAURANT** in Ballston Lake, has been appointed to serve on the Business Advisory Council by the National Republican Congressional Committee involving top business people in the process of government reform.

BLITZ FOLLOWUP

Over 50 volunteers on three teams recruited 208 new members during the May Membership Blitz that ended May 11. Their efforts bring the total number of members close to 3,000.

Top Producers:

Mark Pepin	Time Warner Cable Business Class
Jeff Schermerhorn	Blue Financial Corp.
Bill Kutzner	Blue Financial Corp.

Team totals:

Men 94 vs. Women 93, Board 21

Top Rookies:

Bill Kurtzner	Blue Financial Corp.
Tina Masterson	H.O.P.E. Animal Rescue

Swantek/Woodworth Award for persistent, enthusiastic and successful recruiting efforts - Christine Cunningham, The Williams Inn.

Those volunteers earning honorable mention with 4 or more new members recruited were:

Andy BrindisiBrindisi's Restaurant & Bar	Kiley WittigDigital Imaging Technologies
Bill CantyCanty Financial Management	Kristine ReynoldsOne Roof, 58 Henry Street, Inc.
Bill KurtznerBlue Financial Corp.	Lisa BoyleAccent Furniture
Bill MartinThe Initiatives Group	Mark PepinTime Warner Cable Business Class
Brien HollowoodUnlimited Potential	Mark SidotiTech Valley Payroll
Christine CunninghamThe Williams Inn	Mary Longley.....Saratoga Business Journal
David ShacketLife Christian Center	Natasha LaFayetteCharmed Life
Eric SimonsenPrimePay	Pete CrowleyCRDN Properties
Gillian HirschAttorney	Tina Masterson.....H.O.P.E. Animal Rescue
Jeff SchermerhornBlue Financial Corp.	
Jessica PetraccioneFirst National Bank of Scotia	

Volunteers with one to three new members recruited were:

Bruce Thompson	Gail Hessney	Leslie Miller	Scott Lemmerman
Chip Ellms	Gavin Landry	Mary Longley	Sherry Hoffman
Christine Oughton	Gene Quirk	Nancy Messercola	Steve Sullivan
Claudia Olsen	Gordon Boyd	Paul Kollias	Suzanne Mangini
Colleen Hamel	Greg Phillips	Peg Bacon	Tim Pehl
David Stern	Jamie Beale	Pete Farley	Valerie Oropallo
Diane Dodd	Jim Buydos	Rob Ward	Vaughn Woodworth
Dom Barber	Jim Pabis	Robert Hayes	
Eileen Long	John Baker	Rod Bacon	
Elizabeth Macy	Leslie Martans	Sandy Parkinson	

To Membership Committee 2006 for their leadership and enthusiasm on this year's Blitz:

Chair: Jeff Schermerhorn.....	Blue Financial Corp.
Mark Pepin	Time Warner Cable Business Class
Gillian Hirsch	Attorney
Jamie Beale	Grey Gelding Bistro and Bar
Christine Cunningham.....	The Williams Inn
Eric Simonsen	PrimePay
Peg Bacon	Saratoga Business Journal
Dan Wagner	State Farm Insurance
Lisa Boyle	Accent Furniture Inc.
Andy Brindisi	Brindisi's Restaurant & Bar
Natasha LaFayette.....	Charmed Life
Peter Farley	Tech II Business Services
Jim Buydos	Capture Systems

MEMBER NOTES

SPAM WARNING Emails are being received by members indicating that the listed referral is being sent by your Chamber. If interested, double check the referral with your Chamber to avoid aggravation.

STATE ROADS Ten major road improvement projects are planned throughout Saratoga County over the next ten years and are available for viewing at www.dot.state.ny.us. With limited increases in funding, watch for the State DOT to concentrate their funds on maintaining good roads vs. complete reconstruction of bad roads.

APRIL MIXER Special thanks to Brindisi's Restaurant & Bar for the feast prepared and drink specials at the April Mixer. Thanks also to the Bread Basket Bakery, Eber Bros. Wine & Liquor, and Saratoga Eagle Sales & Service, Inc. for their contributions. It was a terrific night!

ART & BLUES FESTIVAL The annual Caroline St. Association's Art & Blues Festival will be held on Sunday, June 4 from noon to 7 p.m. on Caroline St. in downtown Saratoga Springs. The Saratoga County Arts Council and the Caroline St. Association have worked to bring local artists and musicians together for this fun family activity.

TROLLEY Thanks to CDTA and advertisers with displays on the trolley, the Saratoga Trolley will run again this summer from June 22 through Labor Day weekend. The trolley runs Tuesday through Sunday from Skidmore College to Spa State Park from 10 a.m. to 6 p.m. 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 it down.

INFORMATION BOOTH The Chamber's information booth will open from June 22 through Labor Day. The booth will be open from 8:30 a.m. to 4:30 p.m. until July 26 and from 8:30 a.m. to 5:30 p.m. during the racing season.

NEW MEMBERS We will print a list of all new members in the July issue of the newsletter in our addendum. The addendum features all members who joined October 10, 2005 through May 25, 2006.

SAVE THE DATE October 5th is the Chamber's Business Showcase at the Saratoga Springs City Center from 3 to 7 p.m. This premiere opportunity to display your products and services was a sell-out last year. Look for the July newsletter for more information and an application. We are seeking \$1,000 - level sponsors for this annual event. If your company is interested in sponsorship, please call Jeff Shinaman at the Chamber at 584-3255 or e-mail jshinaman@saratoga.org

MEMBERSHIP Congratulations to Mark Pepin from Time Warner Cable Business Class for being the Top Producer for April as a volunteer on the Chamber's Membership Committee.

MANY SPECIAL THANKS

MANY THANKS

We appreciate the generous donation of prizes by the following members for this year's Membership Blitz:

TOP PRIZE PROVIDERS

Southwest Airline Co.

Hal Schultz

Bob Allen

The Williams Inn

NYRA

Time Warner Cable Business Class

9 Maple Ave

Adirondack Theatre Festival

Airway Meadows Golf Course

Alpine Sports Shop

April Fresh Cleaning

Aromatic Refreshment Services

Arthur Murray Dance Studio

Ballston Spa Country Club

Batcheller Mansion Inn

Ben & Jerry's

Best Western-Amsterdam

Bread Basket Bakery

Brindisi's Restaurant & Bar

Brookhaven Golf Club

Century House Hotel-Restaurant

Chameleon on the Lake Restaurant

Charmed Life

Courtyard by Marriott - Saratoga Springs

Crafter's Gallery

CrestHill Suites Hotel

Cudney's Cleaners

CV Golf

De Crescente Distributing

Dehn's Flowers

Dinner by Design

Eagle Crest Golf Club

Eugenio's Café Gelato

Exit 17 Range & Mini-Golf

Feigenbaum Cleaners

Friends Lake Inn

Gaffney's

Gideon Putnam Resort & Spa

Hattie's Restaurant

Hilton Lake Placid Resort

Hi-Roc Lanes

Hoffman Car Wash

Holiday Inn - Saratoga Springs

Home Made Theater

Hudson River Rafting Co

Ice Cream Man

Image

Impressions

Inn at Saratoga

Liberty Ridge Farm-The MAIZE

Live Nation (Clear Channel)

Longfellows Inn & Restaurant

Mary Kay-Mary Beth Finnerty

McGregor Links Country Club

McLaughlin Griffin Photography & Design

Meadow Hill B&B

Meme's Florist & Gifts

Mesa

Mill Creek Mini Golf

Mirror Lake Inn

Mohawk Valley Skydiving, Inc.

Olde Bryan Inn

One Roof, 58 Henry Street

Peabody's

Pizza Hut

Publik House

Ramada Inn - Glens Falls

Reel Meals Dinner & A Movie

River Road Campground

Rustic Barn Campground

Saratoga Arms

Saratoga County Fair

Saratoga Gaming & Raceway

Saratoga Hotel & Conference Center

Saratoga National Golf Club

Saratoga Polo Association

Saratoga Savoy

Saratoga Soldier

Saratoga Water Company

Saratogian

Scallions Restaurant

SPAC

Sportsplex of Halfmoon

Stacey's

Success Magazine Ltd.

Sundaes Best Hot Fudge Sauce

Sushi Thai Garden

The Fun Spot

Tropical Tann

Village Pizzeria

Wild Birds Unlimited

Wilton Mall

Wilton Travel Plaza/Scotty's Restaurant

JUNE ANNIVERSARIES

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

OVER ONE YEAR

Cathy Allen, Coldwell
Prime Properties
Raymond Bryan
Business Professional Women -
Tech Valley
Capital District Humane
Association, Inc.
Coca Cola Bottling
Company of Albany
Crossroads Center For Children
D.J. Rossetti, Inc.
D.S. Conpropst
General Contractors
DesignScapes
Empire Home Realty
Ethan Allen
Excelsior Credit Union
First Niagara Mortgage
Greater Adirondack Home Aides
Harding Engineering
Hibachi, Inc
Bruce Hiscock, Publishing
Kambar Industries
Kincaid Network Solutions
Legends Cafe
Miller, Mannix, Schachner &
Hafner, LLC
Mohawk Valley Skydiving, Inc.
Sue Nazzaro
Northwestern Mutual
Financial Network
Ethel Pregent
Saratoga Supplements
Town of Saratoga
Saratoga-Wilton Elks
Lodge #161
SAS Builders, LLC
South Glens Falls Energy
Spirits of Saratoga
Xtra-Spatial Productions, LLC

OVER FIVE YEARS

ACE Hardware Corporation
ADT Security Services, Inc.
BCP Distributing
Benchmark Printing, Inc.
Bennett's Riding Stable
Black Diamond Caterers
Borders
Cracker Barrel
Dextrite, Inc.
Edwards & Kelcey
Engineers, Inc.
First Niagara Bank
Future Technologies of NY Inc.
Great American Bicycle

Herba Sand and Gravel
Home Funding Finders
Instrumental Software
Technologies, Inc.
Richard B. Lamanna, DDS
Liberty Ridge Farm
Mill Creek Miniature Golf
Mirror Lake Inn
Mohawk Home Comfort Service
Morning Side Farms
Multi-Care Neck-Back-Joint
Pain and Wellness Center
Muse Architect & Planner
National Business Promotions
New York Business
Development Corp.
New York Long-Term Care
Brokers Ltd
Town of Northumberland
Old Saratoga Restorations
Patrice Interiors
Randall Perry Photography
Quality Roofing & Siding Supplies
Quiet Run Ltd.
Regent Communications
Rejuvenescense Massage Therapy
Saratoga Automobile Museum
Saratoga Lumber Traders, Inc.
Saratoga National Golf Club
Saratoga Springs
Veterinary Hospital
City of Saratoga Springs
SSP Development Corp.
Survey Associates
Symmetry Gallery
SYSCO, Inc.
Teakwood Builders, Inc.
Turner Construction
Upper Hudson River Railroad
Wit's End Giftique
Elizabeth Woodbury

OVER TEN YEARS

All Print
Black Orchid Stable
The Bradley Group, Inc.
Brown & Brown Insurance
Chicago Title Ins. Co.
Courtyard By Marriott - Albany Airport
Cutler Trainor & Cutler LLP
English Connection,
Div. of CONNECT Intl. Corp.
Fine Affairs, Inc.
The Fort Miller Group
Gentiva Health Services
Great Electric Co.
King's Glass, Inc.

Kings-Ransom Farm
Lafferty Architect
Lake George Shoreline Cruise
Longfellows Inn & Restaurant
J. McLagan Builders, Inc.
The Olde Stone House Inn
Original Works
Quality Retail Systems
The Sara-Glen Motel
Saratoga Glen Hollow Water
Supply Corp.
Saratoga Guitar
The Saratoga Trunk-Gruppo
Saratoga Vision Associates
Stillwater Studio
Superior Automotive

OVER FIFTEEN YEARS

Double M. Western Store &
Feed Store
Embury Apartments, Inc.
Frame Of Mind
Town of Halfmoon
Hannaford Supermarket
McGregor Medical
New York Power Authority
St. Charles Motel
Suburban Propane Gas
Warren Electric Supply, Inc.

OVER TWENTY YEARS

Battenkill Riversports &
Campground
Nancy E. Bunting
Caroline Street Association
Dunkin Donuts
East Side Wine & Spirits
Joyce Hart Agency
IKON Office Solutions
Kennedy's Income Tax Service
Warren C. Litts, Jr. MD, PLLC
Robert O. McCabe, D.P.M.
Monroe Title Insurance
Corporation
The Okby Group, Morgan Stanley
Sage Wealth Management, Inc.
Saratoga Cardiology Associates, PC
Saratoga Springs City School District
Slocum Publishing Co.
Smith Barney
Sonny's Beverages
State Farm Insurance Co.,
Frank Beardsell
Superior Coach, Inc.
T-Shirt Graphics
The Waterfront
Nelson Yager Construction, Inc.

OVER TWENTY-FIVE YEARS

Brookhaven Golf Club
Mark D. Cury, D.M.D.
Duke Concrete Products, Inc.
Jeffrey W. Gorss
Saratoga Shoe Depot
Simone's Funeral Home, Inc.
Michael J. Toohey, Attorney
UHY Advisors

OVER THIRTY YEARS

The Business Review
Campito Plumbing & Heating, Inc.
Donohue & Higgins
Candy & Tobacco Co.
Great Bay Clam Co.
The LA Group Landscape
Arch. & Eng.
Dr. Raymond C. Palmer DDS
Richmor Aviation
Soave Faire, Inc.

OVER THIRTY-FIVE YEARS

CBS6-WRGB
Curtis Lumber Company, Inc.
Freeman & Shea Co. Inc.
Lee & Lee Associates

BENEFIT OF THE MONTH

NETWORKING

Opportunities to meet other members are offered through Monthly Breakfasts and Mixers, Women's Business Programs, Saratoga's Under 40 Network, bimonthly Networking Luncheons and other special events. It's a great way to meet people, get the word out about your products and services, learn about what others have to offer and keep up to date on the latest trends. Check the monthly newsletter or go online at www.saratoga.org for a calendar of upcoming Chamber activities.

BUSINESS TIP

13 Characteristics of Successful People

1. Successful People Have a Dream. They have goals.
2. Successful People Have Ambition.
3. Successful People Are Strongly Motivated Toward Achievement. They take great satisfaction in accomplishing a task.
4. Successful People Are Focused. They concentrate on their main goals and objectives.
5. Successful People Learn How to Get Things Done. They do the things that need to be done, not just the things they like to do. They are willing to work hard and to commit themselves to getting the job done. Remember: People who excel in life are those who produce results, not excuses. Anybody can come up with excuses and explanations for why he hasn't made it. Those who want to succeed badly enough don't make excuses.
6. Successful People Take Responsibility for Their Actions. They don't make excuses. They don't blame others. They don't whine and complain.
7. Successful People Look for Solutions to Problems. They're opportunity minded. When they see opportunities they take advantage of them.
8. Successful People Make Decisions. Success Tip: Spend more time thinking and planning before you make your decision, and you'll make better decisions.
9. Successful People Have the Courage to Admit Their Mistakes.
10. Successful People Are Self-Reliant.
11. Successful People Have Specific Knowledge, Training and Skills. They know the things they need to know to be successful. And when they need information, knowledge, or skills and talents that they don't possess, they learn them or find someone who does possess them.
12. Successful People Work with and Cooperate with Other People. They have positive, outgoing personalities. They surround themselves with people who offer them help, support, and encouragement. They work out differences. They are leaders.
13. Successful People Are Enthusiastic. They're excited by what they're doing, and that excitement is contagious. They draw people to them because these people want to work with them, do business with them, and be with them.

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