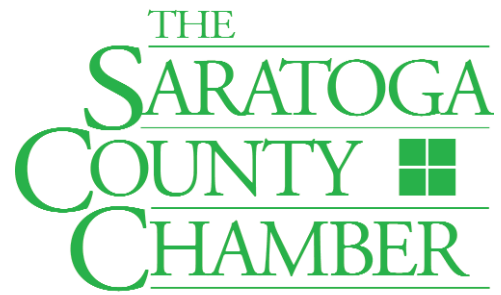


June 2007

Forward to:



www.saratoga.org

HEALTH INSURANCE

Health insurance costs continue to be the major concern of businesses in local, state, and national surveys. Double digit increases in coverage are expected, but there are some things you can do to control these costs.

The first thing you must do is to understand some basic facts. Different coverage can be provided to different categories of employees i.e.: officers, managers, hourly and part-timers. Each category can have an entirely different plan with an entirely different deductible or contribution to premium.

You should also understand where premium dollars go. Hospitals receive 40% of all payments, physicians/surgeons receive 36%. Prescriptions, which have increased by 279% over the past ten years, eat up 18% of all payments.

Another fact is that a high percentage of healthy young single people will forego health insurance when they are required to pay a portion of their coverage.

Here are some steps companies are taking to control health insurance costs:

- ◆ Checking whether an employee's spouse has coverage
- ◆ Changing their insurance carrier
- ◆ Increasing employee co-pay and deductible
- ◆ Having the employee pay part of any premium increase
- ◆ Setting a flat fee that they will pay toward individual premiums each year
- ◆ Adjusting prescription coverage

If you have a payroll service, you can have employee premium costs taken out of employee pay prior to taxes. Another option is to implement a cafeteria plan which allows employees to pay premiums, deductibles and co-pays on health, dental and eye care with tax free monies. Your Chamber has such a plan available to its members.

With high insurance rates, you should remind employees regularly of the cost to the company for coverage. As an employer you must also continually remind our state elected officials that we do not need more mandated coverage which presently accounts for 12-14% of all health insurance premiums.

Lastly, we should stop calling it healthcare. It is health insurance. Even the IRS rules that you can't write any of the costs off until you surpass 7 1/2% of your adjusted gross income.

If you are a sole proprietor, your coverage with your Chamber is approximately 40% less than going directly to the insurance companies.

If you would like a simple side by side comparison of the major carrier plans available through the Chamber, contact us at 584-3255 or info@saratoga.org.

Spring Golf Day

June 4
11:30 a.m. Lunch
1 p.m. Shotgun start
Saratoga Lake Golf Club

Saratoga's Under 40 Network

June 5
5 - 6:30 p.m.
Gaffney's

Women's Business Roundtable

June 12
8 - 9 a.m.
Saratoga County Chamber Office

Networking Luncheon

June 15
11:45 a.m. - 1 p.m.
Courtyard by Marriott - Saratoga Springs

Special Mixer at Saratoga Polo

June 20
5 - 6:30 p.m. Mixer
5:30 p.m. Polo Match
Saratoga Polo

Third Thursday Breakfast

June 21
7:30 - 8:45 a.m.
Longfellow's Inn & Restaurant

Orientation and Mixer

June 28
4 - 5 p.m. Orientation
5 - 6:30 p.m. Mixer
Peabody's

Seminar

June 13 & 20, Proofreading Seminar
June 13, Starting a Business
June 14, Non-Profit Seminar
See page 8 for details

Other Upcoming Events

July 19, Third Thursday Breakfast
July 26, Mixer

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

MEET YOUR DIRECTORS

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

WILLIAM C. MARTIN

Bill joined the board in 2005, and is currently serving as Chair of the Board. He is president of The Initiatives Group, LLC, an executive coaching and leader development company. Bill is Director of the Watervliet Arsenal Business & Technology Partnership Board, a board member of Siena College's Dean's Advisory Board, and a member of the Leadership Saratoga Advisory Board. He served as Deputy Adjutant General for the State of New York and as chairman of New York State Critical Infrastructure Task Force.

LORRAINE POWER THARP

Lorraine has been on the board since 2006. She is a partner with the Albany based law firm Whiteman, Osterman & Hanna, LLP. She currently serves as a member of the NYS Racing Commission, as board chair of the NYS Thoroughbred Breeding & Development Fund, board member for the Hyde Collection, as secretary of the National Museum of Racing & Hall of Fame board, on the Saratoga County Planning Board, Saratoga Hospital, and the Saratoga Performing Arts Center Board, and as vice-chair of the Empire State College Foundation board.

MEMBERS IN THE NEWS

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

Aird Dorrance opened its new kitchen show room in February increasing the size from 6,000 square feet to 13,000 square feet. Visitors are welcome at 43 Round Lake Road, just 1/4 mile west of the Northway's Exit 11.

Mercury Web Solutions and the **Albany Times Union** announced a partnership agreement to offer a full range of Web-related services.

"Hoofing It" is a walking guide to eight historic districts in Saratoga Springs published by the **Saratoga Springs Preservation Foundation**. In a recent *Saratoga Living Magazine* article, titled "A Field Guide to Architectural Attractions," includes five pages of color photographs by Dr. Mark W. Beckerman.

Saratoga TODAY, has won four awards at the New York Press Association "Better Newspaper Contest."

FitzGerald Morris Baker Firth, PC received the Professional Business of the Year Award from the Adirondack Regional Chamber of Commerce on May 15, 2007. Matthew F. Fuller, Esq., a partner with FitzGerald Morris Baker Firth, PC, has been named to the Capital Region's Business Review's 40 under 40 for 2007.

Tough Traveler Ltd. recently received the iParenting Media Award for the BlueLux Pal'mino Tough Traveler Baby/Child Carrier Backpack for exceeding iParenting's high evaluation standards.

The Center for Economic Growth recently granted awards to member high tech firms. The Technology in Production Award went to **Specialty Silicone Products** and the Technology Intern Award went to Maggie Becker at **Plug Power**.

BENEFIT OF THE MONTH

NETWORKING

Opportunities to meet other members are offered through Monthly Breakfasts and Mixers, Women's Business Programs, Saratoga Under 40 Network, bi-monthly 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.

JUNE EVENTS

- 4 SPRING GOLF DAY.** Saratoga Lake Golf Club, 35 Grace Moore Road, Saratoga Springs
Time: 11:30 p.m. Registration and Lunch; 1 p.m. Shot Gun Start
Cost: \$60 per person **Reservation Deadline:** May 30 at 5 p.m. **Reservation form on page 7**
- 5 SARATOGA'S UNDER 40 NETWORK.** Gaffney's, 16 Caroline Street, Saratoga Springs
Provides the County's young business people with a forum for personal and career development. Featured speakers discuss their tips for success and give updates on their industry trends.
Speaker: Tom Roohan, President, Roohan Realty
Tom's presentation will begin at 5:15 p.m. Please try to arrive by that time.
Time: 5 to 6:30 p.m.
Cost: \$10 per person, space is limited **Reservation Deadline:** June 1 at 5 p.m.
- 12 WOMEN'S BUSINESS ROUNDTABLE.** Saratoga County Chamber Offices, 28 Clinton Street, Saratoga Springs
Roundtables provide small, informal group settings to exchange experiences and ideas on career-related and professional development issues.
Time: 8 to 9 a.m.
Topic: "Irresistible Communication"
Speaker: Barbara Bouchey, CEO, Barbara Bouchey Asset Management, Inc.
Cost: Free, space limited, reservations required **Reservation Deadline:** June 8 at 5 p.m.
- 15 NETWORKING LUNCHEON.** Courtyard by Marriott - Saratoga Springs, 11 Excelsior Avenue, Saratoga Springs
Facilitated networking event with the opportunity to give your one minute commercial to the entire audience.
Time: 11:45 a.m. to 1 p.m.
Cost: \$10 Reservations; \$15 Without Reservations **Reservation Deadline:** June 13 at 5 p.m.
- 20 SPECIAL MIXER at SARATOGA POLO.** Bloomfield & Denton Roads, Saratoga Springs
Enjoy a discounted admission rate into the VIP section for the Polo match, drink specials, and free hors d'oeuvres.
Time: Mixer 5 to 6:30 p.m.; Polo Match begins at 5:30 p.m.
Cost: \$5 Reservations; \$10 Without Reservations **Reservation Deadline:** June 18 at 5 p.m.
- 21 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.
Speakers: Charles Hayward, President, NYRA; Rita Cox, Vice President of Marketing, Saratoga Gaming & Raceway; Marcia White, President, SPAC
Topic: Update from Saratoga's Largest Attractions
Cost: \$7 Reservations; \$10 Without Reservations **Reservation Deadline:** June 19 at 5 p.m.
- 28 ORIENTATION AND MIXER.** Peabody's, 39 Phila Street, Saratoga Springs
Mixers provide an excellent networking opportunity with an average of 260 attendees in a relaxed environment. Orientations inform members of the Chamber's money saving programs and how to best utilize their membership investment.
Time: Orientation, 4 to 5 p.m.; Mixer 5 to 6:30 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.*

MEMBER NOTES

LEADERSHIP SARATOGA CLASS OF 2007-08 DEADLINE NEARS Deadline for completed applications for the 2007-08 Leadership Saratoga program is Monday, June 11. The program is in its 22nd year, and is designed for persons with leadership ability and motivation to get further involved in their community. Participants will be able to receive in-depth knowledge about some of the critical issues facing Saratoga County, and develop skills in running effective boards and meetings, fund raising, media relations and public speaking. There are thirteen sessions, with very little lecture and a lot of round table discussions, role-playing and experiential learning.

A maximum of 24 individuals will be selected by members of the Leadership Saratoga Advisory Board to participate in the program. The selection committee will be looking for participants with a diversity of backgrounds and geographic representation, as well as applicants who have demonstrated an interest and involvement in their community.

Interested individuals seeking more information or who want to apply for this competitive program should call the Chamber at 584-3255 or email ltoohey@saratoga.org.

RACING The Concerned Citizen group has contacted all bidders on the State racing franchise to assure that they subscribe to the critical nine points to protect Saratoga Thoroughbred racing. The group has also communicated the nine points to all members of the Governor's panel on racing, and met with individuals involved in the decision making process.

DOWNTOWN TRANSPORTATION PLAN The Chamber Board, after reviewing the proposed plan and the results of a meeting of downtown groups, has decided that the creation of a new parking garage downtown is more critical to downtown than the proposed plan. While some of the elements of the proposed plan are good, it is believed many can be implemented in regular operating budgets of the City. The Chamber will also stress that a bypass for trucks continues to be a critical concern for downtown businesses and residents.

BUSINESS & WORKFORCE DEVELOPMENT OF WASHINGTON-SARATOGA-WARREN-HAMILTON-ESSEX BOCES is offering customized training for you and your employees using your own worksheets, documents, and data. Training can be done in your office or in their facility at 27 Gick Road. Call today for a consultation on how they can best serve the needs of your business or organization. 581-3552, bdecker@wswhbooces.org

CITY CENTER Thanks to Senator Bruno, the first \$6 million for the expansion of the Center is on its way to the City and the second \$6 million is scheduled to be in the State's capital budget.

AMERICA IN BLOOM The Saratoga Springs Department of Public Works is asking residents and businesses to become involved in the national competition which is pitting the City's beauty against Ithaca, NY; Norwich, CT; Beloit, WI and Kirkwood, MO. The competition culminates with a July 9 and 10 visit by national judges. For more information call 587-3550, ext. 455.

MIXER THANKS A very special thank you to Black Diamond Caterers for providing a delicious display of gourmet food with live chef stations and co-sponsoring, along with NBT BANK, the April Mixer held at the National Museum of Dance & Hall of Fame.

COUNCIL SPEAKER Thank you to Valerie LaFond Oropallo, Javao Consulting, for facilitating a discussion on motivating staff at the May Medical Office Managers Council meeting.

ENERGY Any member firm specializing in unique energy savings products or services is encouraged to contact the Chamber for inclusion in a special promotional effort of such products or savings.

SUMMER HELP If you are looking for summer help, why not list the job at no charge on your Chamber's website? This service is free and only available to Chamber members. Once the job is listed, you can review dozens of listings of individuals who have posted their availability. Potential employees can review job openings at no charge on the site. Just go to www.saratoga.org and click on Jobs.

SAVE THE DATE October 4th 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 looking for \$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 Kiley Wittig from Digital Imaging Technologies, LLC for being the Top Producer for April as a volunteer on the Chamber's Membership Committee.

BLITZ FOLLOWUP

65 volunteers on seven teams recruited 193 new members during the 2007 Membership Blitz that ended May 3. Their efforts bring the total number of members close to 3,000.

Top Producers:

Mark Pepin	Time Warner Cable Business Class
Mike Munter	Munter Enterprises, Inc.
Kristine Bellino	Saratoga Chariots
Peg Bacon	Saratoga Business Journal

Top Team:

Mark Pepin, Time Warner Cable Business Class and Jessica Petraccione, First National Bank of Scotia

Top Rookies:

Mike Munter	Munter Enterprises, Inc.
Kristine Bellino	Saratoga Chariots
Peter Goutos	CASmith, LLC

Swantek/Woodworth Award for persistent, enthusiastic and successful recruiting efforts - Mark Pepin, Time Warner Cable Business Class.

Those volunteers earning honorable mention with 5 or more new members recruited were:

Andy Brindisi	.....Brindisi's Restaurant & Bar
Christine Cunningham	.....The Williams Inn
Eileen Long	.....Citizens Bank
Jessica Petraccione	.....First National Bank of Scotia
Kiley Wittig	.....Digital Imaging Technologies, LLC
Kristine Bellino	.....Saratoga Chariots
Mark Pepin	.....Time Warner Cable Business Class
Mary Passaretti	.....Passaretti Geological & Environmental Consulting
Mike Munter	.....Munter Enterprises
Natasha LaFayette	.....Charmed Life
Peg Bacon	.....Saratoga Business Journal
Peter Goutos	.....CASmith, LLC

Volunteers with one to four new members recruited were:

Andrew McCarty	Dan Wagner	George Hathaway	Kristine Reynolds	Scott Beale
Bill Kurtzner	Dave Shacket	Gillian Hirsch	Leslie Miller	Scott Lemmerman
Bill Martin	Dewey Walling	Gordon Boyd	Lisa Boyle	Sherry Ashery
Bill Wilmot	Diane Dodd	Greg Phillips	Lorraine Power Tharp	Sue Slovic
Brien Hollowood	Elizabeth Macy	Harry Weinhagen	Mark Sidoti	Susan Kiley
Bruce Boghosian	Eric Simonsen	Jamie Beale	Mary Beth Finnerty	Suzanne Mangini
Bruce Thompson	Fran Dingeman	Jamie Hutson	Melissa Ward	Tim Pehl
Chip Ellms	Fred Valastro	Jeff Schermerhorn	Mike O'Sullivan	Valerie LaFond Oropallo
Chris Conte	Gary Ferguson	Jim Cox	Peggi Perone	Vaughn Woodworth
Christine Oughton	Gavin Landry	John Baker	Robert Hayes	
Claudia Olsen	Gene Quirk	Kimberly Hickok	Rod Bacon	

Special thanks to Membership Committee 2007 for their leadership and enthusiasm on this year's Blitz:

Mark Pepin - Time Warner Cable Business Class, Gillian Hirsch - Attorney, Jamie Beale - Grey Gelding Bistro & Bar, Christine Cunningham - The Williams Inn, Jeff Schermerhorn - Blue Financial Corp., Eric Simonsen - PrimePay, Peg Bacon - Saratoga Business Journal, Dan Wagner - State Farm Insurance, Lisa Boyle - Accent Furniture Inc., Chair: Andy Brindisi - Brindisi's Restaurant & Bar, Natasha LaFayette - Charmed Life, Jessica Petraccione - First National Bank of Scotia, Kiley Wittig - Digital Imaging Technologies, LLC and Bill Kurtzner - Blue Financial Corp.

BLITZ FOLLOWUP

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
Time Warner Cable Business Class

9 Maple Avenue
About Face
Adirondack Balloon Flights
Adventure Bound Camping Resorts
Airway Meadows Golf Course
Alpine Sports Shop
Belisama Bodyworks
Ben & Jerry's
Best Buy
Bookmakers at the Holiday Inn
Bread Basket Bakery
Brindisi's Restaurant & Bar
Bruce McDonough Photography
Century House Hotel
Chair Massage Associates
Chianti II Ristorante
Comfort Inn of Clifton Park
Courtyard by Marriott-Saratoga Springs
Crafter's Gallery
Crystal Spa
Cudney's Cleaners
DeCrescente Distributing Company
Dehn's Flowers
Distinctive Apron Designs
Eagle Crest Golf Club

Edison Club
Ellms Family Farm
Emilie Ashton, LMT
Ever After
Feigenbaum Cleaners
Forno Toscano
Friends Lake Inn
Gaffney's
Galway Golf Club
Georgian Room at the Gideon Putnam Resort & Spa
Grey Gelding Bistro & Bar
Hall of Springs
Hi Roc Lanes
Holiday Inn - Saratoga Springs
Holistic Healing Arts of Saratoga
Howe Caverns
Hudson River Rafting Co.
Ice Cream Man
imMEDIate Productions, LLC
Impressions
Lake George Steamboat Company
LaQuinta Inn & Suites Latham
Liberty Ridge Farm
Longfellows Restaurant
Mary Kay, Mary Beth Finnerty
Meadow Hill B & B
Medbery Inn & Spa
Midtown Wine and Spirits
Mill Creek Mini Golf
Mirror Lake Inn
Mohawk Valley Skydiving, Inc.
National Museum of Dance and Hall of Fame

North East Spray Foam
Olde Bryan Inn
Outer Zone
Parting Glass Racing, LLC
Peabody's
Pizza Hut
PJ's Saratoga Style Bar-B-Q
Post Star
Rejuva Center
Residence Inn by Marriott ~ Saratoga Springs Inn
Saratoga Art
Saratoga Business Journal
Saratoga Eagle Sales & Service, Inc
Saratoga Gaming & Raceway
Saratoga Hotel & Conference Center
Saratoga National Golf Club
Saratoga Performing Arts Center
Saratoga Polo Association
Saratoga Savoy
Saratoga Signature Interiors
Saratoga Skydiving
Saratoga Special
Saratoga Spring Water Co
Saratoga Stress Reduction Program
Scoville Jewelers
Stadium Café
Sundaes Best Hot Fudge Sauce
Turner Construction Company
Upper Hudson River Railroad
West Ave Pizzeria
Wild Birds Unlimited
Winslow's Restaurant
Wishing Well Restaurant

SPOTLIGHTS

BROOKSIDE RESTORATIONS, 109 Front St., Ballston Spa, 12020, 885-6381, www.spa.net/brookside

Established in 1981, Brookside Restorations is a unique contracting company specializing in quality restoration and repairs. They offer complete interior/exterior renovation services as well as consultations for the home with special emphasis on slate roofs, carpentry, millwork, painting and wallpapering.

STRATEGIC MEDIA SALES GROUP, LLC, 80 Henry Street, Saratoga Springs 12866, 580-4500,

miked@strategicmediasalesgroup.com

Strategic Media Sales Group is a progressive sales and consulting company with extensive experience in all forms of media. Expertise includes promotion, production and advertising sales for print, eMedia and in-person events. Strategic Media Sales Group serves both consumer and trade publishers with a significant focus on association clients.

CHIPS LANDSCAPING, PO Box 7, Greenfield Center 12833, 339-4869, www.talkingphonebook.com/5183394869

Chip and Sue Ann DuBois established "Chips" in 1994 "Creating Outdoor Living Designs: Not Just Another Garden." The business specializes in landscape and water garden design, construction and maintenance. They feature interlock pavers installation, Master Gardener and Aquascape Designs Water Garden training. They are proud sponsors of the Saratoga Secret Garden Tour!

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.

JUNE ANNIVERSARIES

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

OVER THIRTY-FIVE YEARS

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

OVER THIRTY YEARS

The Business Review
Campito Plumbing & Heating, Inc.
Clough, Harbour & Associates
Donohue & Higgins Candy & Tobacco Co.
The LA Group Landscape Arch. & Eng.
Dr. Raymond C. Palmer DDS
Richmor Aviation
Simone's Funeral Home, Inc.
Soave Faire, Inc.
Wesley
West & Company CPA's PC

OVER TWENTY-FIVE YEARS

Brookhaven Golf Club
Duke Concrete Products, Inc.
Jeffrey W. Gorss, Photography
Saratoga Shoe Depot
Michael J. Toohey, Attorney
UHY Advisors
Zinter Handling Inc.

OVER TWENTY YEARS

Battenkill Riversports & Campground
Nancy E. Bunting, Attorney
Caroline Street Assoc.
Dunkin Donuts
Embury Apartments, Inc.
Joyce Hart Agency
IKON Office Solutions
Kennedy's Income Tax Service
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
St. Charles Motel
Suburban Propane Gas
Superior Coach, Inc.
T-Shirt Graphics
Warren Electric Supply, Inc.
Nelson Yager Construction, Inc.

OVER FIFTEEN YEARS

Double M. Western Store & Feed Store
English Connection, Div. of CONNECT Intl. Corp.
Frame Of Mind
Town of Halfmoon
Hannaford Supermarket
King's Glass, Inc.
Kings-Ransom Farm
Lafferty Architect
McGregor Medical
New York Power Authority
Original Works

OVER TEN YEARS

ACE Hardware Corporation
All Print
Benchmark Printing, Inc.
Black Orchid Stable
The Bradley Group, Inc.
Brown & Brown Insurance
Chicago Title Ins. Co.
Cutler Trainor & Cutler LLP
Fine Affairs, Inc.
The Fort Miller Group
Gentiva Health Services
Great American Bicycle
Great Electric Co.
Lake George Shoreline Cruise
Longfellows Inn & Restaurant
Mirror Lake Inn
Muse Architect & Planner
New York Long-Term Care Brokers Ltd
The Olde Stone House Inn
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 FIVE YEARS

ADT Security Services, Inc.
Bennett's Riding Stable
Black Diamond Caterers
Borders
Capital District Humane Association, Inc.
Cracker Barrel
Crossroads Center For Children
Dextrite, Inc.

Edwards & Kelcey Engineers, Inc.
First Niagara Bank
Future Technologies of NY Inc.
Greater Adirondack Home Aides
Harding Engineering
Instrumental Software Technologies, Inc.
Richard B. Lamanna, DDS
Liberty Ridge Farm
Mill Creek Miniature Golf
Mohawk Home Comfort Service
Mohawk Valley Skydiving, Inc.
Morning Side Farms
National Business Promotions
New York Business Development Corp.
Town of Northumberland
Old Saratoga Restorations
Patrice Interiors
Randall Perry, Photography
Ethel Pregent
Quality Roofing & Siding Supplies
Quiet Run Ltd.
Regent Communications
Rejuvenescence Massage Therapy
Saratoga Automobile Museum
Saratoga Lumber Traders, Inc.
Saratoga National Golf Club
Saratoga Springs Veterinary Hospital
City of Saratoga Springs
Town of Saratoga
SSP Development Corp.
Survey Associates
Symmetry Gallery
SYSCO, Inc.
Teakwood Builders, Inc.
TotalCare Medical, PC Neck-Back-Joint
Pain & Wellness Center
Turner Construction
Upper Hudson River Railroad
Wit's End Giftique

OVER ONE YEAR

Cathy Allen, ReMax Park Place
Angel Abstract, LLC
Bacigalupo Trucking and Excavating
Balet Flowers and Design, LLC
Raymond Bryan, Financial
Business Professional Women - Tech Valley
Nicole Byrne, DMD, PLLC
Capital North Companies
Clipper Magazine

D.J. Rossetti, Inc.
DesignScapes
Sara Dunham, Roohan Realty
Earth Care
ECG Consulting Group Inc.
Empire Home Realty
Empire State College - Forum
Ethan Allen
EvensonBest, LLC
Excelsior Credit Union
Family Dental Associates, LLP
Fidelis Care New York
Gro Solar
Herzog, Engstrom & Koplovitz, PC
Hibachi, Inc
Homestead Funding Corp.
Kambar Serigraphics
Kincaid Network Solutions
Kivort Steel, Inc.
Legends Cafe
Miller, Mannix, Schachner & Hafner, LLC
Miranda Real Estate Group, Inc.
National Corporate Benefits Administrators, Inc.
Sue Nazzaro, Music Lessons
Northwestern Mutual Financial Network
Plank Road Centre
Realty Saratoga
Saratoga-Wilton Elks Lodge #161
SAS Builders, LLC
Shorey Public Relations
St. Clement's Regional Catholic School
Village of Stillwater
Team EJP (Everett J. Prescott, Inc.)
UnCanned Training Solutions
Well Being

BUSINESS TIPS

Tim Conley, CCIM, President, Conley Associates presented a seminar on real estate costs in March 2007. Here are his tips on how to manage your real estate costs:

- ◆ Identify your actual real estate needs. Real estate should match your business, not the other way around.
- ◆ Be open to different options in location and/or pricing structure.
- ◆ Use market competition to your advantage.
- ◆ Compare your opportunities - net present value of apples to apples.
- ◆ Know your lease - read every word. Make sure you and your landlord mean the same thing.
- ◆ Audit your pass-through costs as soon as you receive the bill. Don't wait.
- ◆ Don't be afraid to get professional help.

For more information, please contact Tim at 463-5500.

SEMINARS

PROOFREADING AND GRAMMAR: PRACTICAL APPLICATIONS

Wednesdays, June 13 & 20 8 to 11 a.m.

Offered in conjunction with Adirondack Community College.

In the first session, you'll learn why you don't see the mistakes in your work that others see and what to do about it, what to look for when proofreading, and how to use proven proofreading techniques and strategies.

The second session will be a quick and enjoyable review of all the grammar you either missed in school or have forgotten. In addition, you'll leave this session understanding why we use punctuation and capitalization and you'll have techniques for using each correctly. The writing process will be discussed and guidelines provided for writing email, memos, letters, reports, proposals, and performance appraisals.

Please note: To get as much from this class as possible, participants are encouraged to submit a sample of the writing they do on a regular basis or a sample of writing which they are required to do and with which they perhaps struggle.

Presented by: Donna Clement, Business Communications Specialist
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$75, members only, refreshments provided
RSVP: Friday, June 9 at 584-3255 or e-mail info@saratoga.org

STARTING A BUSINESS SEMINAR

Wednesday, June 13 5 to 7 p.m.

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

Presented by: Joseph W. Dalton, Jr., President, Saratoga County Chamber of Commerce
Location: Chamber Offices, 28 Clinton Street, Saratoga Springs
Cost: \$15 for Chamber members and \$30 for non-members
RSVP: Monday, June 11 at 584-3255 or e-mail info@saratoga.org

EXCEPTIONAL BOARD GOVERNANCE

Thursday, June 14 8-10:30 a.m.

Volunteers agree to serve on non-profit boards because they believe in the mission of the organization and hope to make a difference. Yet, all too often, our boards are underperforming assets. Board members may dutifully attend meetings, set budgets, review financial information and review strategic plans, but they are often dissatisfied and unfulfilled.

Come to a seminar intended for Executive Directors, Board Chairs and incoming Board Chairs, where you will hear and discuss ways to bring your board from one that is not only "responsible," but one that is "exceptional".

The seminar will be facilitated by Chamber Vice President Linda Toohey, and will be based on the Twelve Principles of Governance That Power Exceptional Boards developed by BoardSource.

Presented by: Linda Toohey, Saratoga County Chamber of Commerce
Location: Saratoga Hotel & Conference Center, 534 Broadway, Saratoga Springs
Cost: \$10 per person, Chamber member non-profit organizations only.
Limited to two people per organization (Executive Director and Board Chair or Incoming Board Chair). Space is limited.
Reservations are required and payment is due in advance.
RSVP: Monday, June 11 at 584-3255 or email info@saratoga.org