

November 2006

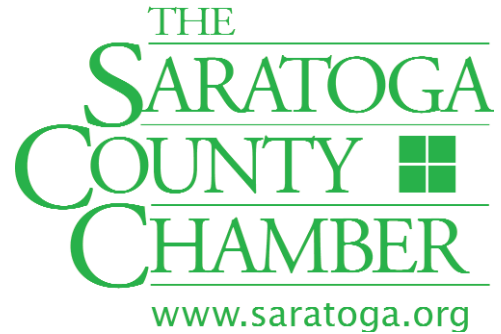
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**EDUCATIONAL OPPORTUNITY**

Saratoga County Chamber of Commerce Presents:  
2nd Annual

**BUSINESS DEVELOPMENT PROGRAM**

Based on your feedback, your Chamber is continuing to provide educational opportunities to help you grow your business.

The Business Development Program is an in-depth business training seminar series targeted for small businesses. Leading business professionals and experts will serve as instructors, giving participants a first-class educational experience. At the end of the 10 month program, participants will receive a Certificate of Completion acknowledging the time dedicated to developing their business.

The program is open to members only, limited to 30 participants, and costs \$200. Seminars are held from 8-10 a.m. in various locations. Attendance is required for 70% of the seminars in order for participants to receive the Certificate of Completion.

The Business Development Program sold out last year. Sign up early to ensure your spot in the class.

*"The Saratoga Business Development Program is a wonderful chance to gain substantial amounts of knowledge in every aspect of business. You learn from some of the best in their field, and can discuss this information with the other business people who are in your current situation. These tools are invaluable and the program is definitely a must for anybody who owns or manages a small business."* - Michael Baxter, Heber Associates, INC

Business Development Program Class of 2006

1. Leadership: A Way of Life .....January 23
2. Use of Technology in Small Businesses .....February 27
3. Selling Yourself, Selling Your Product,  
Increasing the Bottom Line .....March 27
4. Marketing .....April 24
5. Legal Issues in Small Business .....May 22
6. Human Resources Hot Topics .....June 26
7. Insurance for Businesses and Individuals .....September 25
8. Planning for Growth and Keeping  
Taxes Low .....October 9
9. Time Management ..... October 23
10. Managing Your Business .....November 27

For more details or to register, please call Jennifer Joseph Perry at 584-3255, ext. 201 or email [jperry@saratoga.org](mailto:jperry@saratoga.org). Payment is due in advance to confirm your reservation.

**Networking Luncheon**

November 3  
11:45 a.m. -1 p.m.  
Lillian's Restaurant

**Saratoga's Under 40 Network**

November 7  
5 - 6:30 p.m.  
Wheatfield's Restaurant & Bar

**Women's Business Roundtable**

November 15  
8 - 9 a.m.  
Saratoga County Chamber Office

**Third Thursday Breakfast**

November 16  
7:30 - 8:45 a.m.  
The Saratoga Hotel & Conference Center

**Mixer**

November 16  
5 - 6:30 p.m.  
Hall of Springs

**Seminars**

November 21  
"Starting a Business"  
See page 2 for details

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

**Other Upcoming Events**

December 21 Holiday Mixer &  
Orientation  
2007  
January 25 Annual Dinner

# SEMINARS

## STARTING A BUSINESS SEMINAR

Tuesday, November 21 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:** Friday, November 17 at 584-3255 or e-mail [info@saratoga.org](mailto:info@saratoga.org)

# BUSINESS TIP

## SMALL BUSINESS ASSISTANCE

Your Chamber is designated as an official Small Business Resource Center and can assist you in finding the help you need in starting or expanding your business. Free personalized counseling by the Center is available twice a month at the Chamber office. Call to make an appointment with them at 453-9567.

For existing businesses looking for the advice and mentoring by seasoned CEO's, CFO's, COO's of private corporations at no charge, call to make an appointment with SCORE at 893-7364.

# RESOURCES

## RESOURCES AVAILABLE FOR YOUR EMPLOYEES

There are easily-accessible services available to assist your employees in finding affordable apartments to rent, child care providers for their children, and transportation.

The Saratogian has an online, searchable housing database under its classified ad section. To review, go to [www.saratogian.com](http://www.saratogian.com) then click on Classifieds, then Real Estate. Persons are able to search dwellings, including apartments for rent by town, price, address, number of bedrooms, date available and more.

The Capital District Child Care Coordinating Council (which covers Albany, Schenectady, Rensselaer and Saratoga Counties) has a searchable child care database. Go to [www.cdcccc.org](http://www.cdcccc.org) and then search by miles away from providers, ages of children, type of care needed, etc.

To view public transportation routes in the county go to [www.cdta.org](http://www.cdta.org).

If enough of your employees have expressed an interest in carpooling with others in the area, you may want to check out several databases that have searchable ride matching functions. One site: [www.nctr.usf.edu/clearinghouse/ridematching.htm](http://www.nctr.usf.edu/clearinghouse/ridematching.htm) lists many websites that could be utilized by employees. Saratoga County Economic Opportunity Council has a Wheels for Work program that provides a limited number of reliable cars to income-eligible County residents in need of transportation in order to maintain employment. For more information, go to [www.saratogaec.org/wheels.htm](http://www.saratogaec.org/wheels.htm)

There are a myriad of community services available to employees. Go to [www.ccesaratoga.org/hum\\_ec/humec\\_home.htm](http://www.ccesaratoga.org/hum_ec/humec_home.htm) and click on Interagency Yellow Pages for a list and description of over 200 agencies serving residents.



# MEMBER NOTES

**HIDDEN MONIES** Got a minute to check whether you own a hidden treasure? Go to [osc.state.ny.us](http://osc.state.ny.us), the State Comptroller's site. The site search by name can tell you, if you are owed money from any of 16 government agencies.

**THANK YOU!** Thanks Catherine's in the Park for hosting the September Mixer. The atmosphere by the beautiful Victorian pool made for a terrific evening.

**INTERNSHIPS** If your organization or business is interested in listing an internship opportunity at Skidmore College, please contact Penny Loretto from Career Services at 580-5790 or [ploretto@skidmore.edu](mailto:ploretto@skidmore.edu)

**SAVE THE DATE** Your Chamber's 89th Annual Dinner will be held on Thursday, January 25 at 6 p.m. The event honors outgoing Chair of the Board of Directors, Bill Canty, and special Chamber volunteers. Major sponsors are HSBC Bank USA and Time Warner Cable Business Class.

**LEADERSHIP SARATOGA PROGRAM** announces its twenty-first class of participants. Members of the Class of 2007 are: Shelly Amato (Wesley), Alys Arnold (Children's Museum), Susan Bartkowski (Towne Law Offices), Michael Brooks (Tommell & Associates), Colin Combs (Whittemore, Downen & Ricciardelli), Peter D'Aloia (Turner Construction), Matthew Darcangelo (Aztech Technologies), Greg Dixon (Saratoga County Chamber), Amanda Ferraro (Town of Providence Councilwoman), Susan Filburn (NYS Division of Budget), Patricia Friesen (Empire State College), Mary Haley (YMCA of Saratoga), Jason Landrigan (Exposure Photo Studio), David Miller (The LA Group), Dr. Greer Miller (Division Street Elementary School), John Pecora (YMCA of Saratoga), Mark Pepin (Time Warner Cable Business Class), Kristine Reynolds (One Roof), Stephen Rutkey (Earth Tech), Benjamin Towne (PricewaterhouseCoopers), Robert Ward (The Adirondack Trust Co.), Donald Wildermuth (Saratoga National Bank & Trust Co.), Tia Wilkson (Saratoga Sod Farm), and Deborah Zlotnick (BST Valuation & Litigation Advisors).

Members of the Leadership Saratoga Class of 2007 will be participating in a six-month program that provides motivated individuals with leadership potential with a variety of volunteer leadership skills and orientation into current issues facing Saratoga County. They will also be working on group projects to benefit the Children's Museum at Saratoga, the Saratoga Springs Historical Society, the National Museum of Dance and AIM Services, Inc.

**LIST JOBS FREE** Join over 850 member firms who have successfully taken advantage of listing jobs on the Jobs section of the Chamber's website: [www.saratoga.org](http://www.saratoga.org) All it will cost you is about two minutes to log in and list your available position. The benefits of doing so include: a free listing on a section of our site that has averaged over 8,500 visits per month, and the ability to check resumes of people who may meet your job qualifications. For security reasons, you cannot check those resumes without listing a job, so consider doing so today if you have openings. The service is free to members.

**BUSINESS BUDGET** The end of the year is quickly approaching and it's time to start thinking about Holiday shopping, New Year's resolutions, and budget planning for 2007! If you're making your list and checking it twice, then we would like to remind you to put your Saratoga County Chamber of Commerce on that list. Your membership in the Chamber is important to the well being of the county and the future of your organization, now more than ever. Your membership is also fully deductible as a business expense.

**BUSINESS SHOWCASE 2006** The Business Showcase 2006 was held on October 5 at the **SARATOGA SPRINGS CITY CENTER**. 170 booths were occupied by member exhibitors displaying their products and services to over 1200 guests. Our thanks to Candice Schillinger of **Bonacio Construction**, Peg and Rod Bacon of **The Saratoga Business Journal**, Judy LeCain and the entire staff at the **Saratoga Springs City Center**, Darryl Leggieri and crew at the **Saratoga Hotel & Conference Center**, Pam Copeland and Lynn Flanagan at **The Saratogian**, Bill and Brendan O'Donnell of **Bill O'Donnell's Wilton/Geyser Report**, Chad Beatty and Zack Harkavy at **Saratoga Today**, Kathy Frodey and crew at **Clifton Park Rental Center**, Michael Esposito and crew of **Aromatic Refreshment Services**. Special thanks to Premiere Sponsor **Time Warner Cable Business Class** and our Major Sponsors: **SEFCU, Courtyard by Marriott-Saratoga Springs, ImageCare Saratoga, CEI Computer Services, MVP Health Care, Saratoga Online-SPA.NET, Adirondack Trust Company, Saratoga Imaging Center, Mannix Marketing Inc.-Saratoga.com, Capital District Physicians' Health Plan, Inc. (CDPHP), Saratoga Business Journal, Anastos Media Group/STAR 101.3 and The Saratogian**.

**BUSINESS SHOWCASE 2007** is scheduled for October 4th. Look for the application in the July 2007 issue of the newsletter. Space is limited. If you are interested in being a sponsor of this event next year, contact Jeff Shinaman at the Chamber at [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org) or 584-3255, ext.202.

**ATTRACT VISITORS** Tens of Thousands of potential visitors can be reached when they are planning their trips to Saratoga. Your Chamber allows you to reach them through first class mailings and distribution centers as well as upon their arrival. The first method is through a 2" x 2" or 2" x 4" ad in the 2007-08 Visitors Map and Guide. The cost for the 2" x 2" ad is \$395 and the 2" x 4" ad is \$750. The second method is a 7 1/4" x 3" ad in the 2007-08 Accommodations Brochure at a cost of \$750. Call 584-3255 or email [info@saratoga.org](mailto:info@saratoga.org) to reserve space or for more detailed information.

**WAGE AND BENEFIT SURVEY** The Human Resources Council has completed the 2006 Wage and Benefit Survey. The survey information is privileged to the participating companies, but Chamber members can obtain general information on the starting, average and maximum wage rates paid for up to three specific job titles and entry-level pay in the Saratoga marketplace by calling Greg Dixon at 584-3255 ext. 234.

# 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 Cedar Chairs, LLC**

Kathy Wallace  
685 Corinth Rd.  
Queensbury, NY 12804  
761-2681 Fax: 761-2681  
[www.adirondackcedarchairs.com](http://www.adirondackcedarchairs.com)  
*Red Cedar Patio Furniture*

## **Arclay, LLC**

Sophie Rochette  
233 Caroline St.  
Saratoga Springs, NY 12866  
791-9267 Fax: 583-0790  
[www.arclay.com](http://www.arclay.com)  
[sophie@arclay.com](mailto:sophie@arclay.com)  
*Natural Liquid Clay Solution*

## **Battenkill Realty**

Marcel Roman  
14 Main St.  
Greenwich, NY 12834  
692-2300 Fax: 692-2301  
[romanrealestate@yahoo.com](mailto:romanrealestate@yahoo.com)  
*Real Estate Brokerage*

## **Brooklyn Cheesecake & Dessert Company**

Luis Pabon  
5 St. Jude Ct.  
Saratoga Springs, NY 12866  
306-5075 Fax: 306-5075  
[www.brooklyncheesecake.com](http://www.brooklyncheesecake.com)  
*A Dessert Food Service Company*

## **Bulmer Bookkeeping, Inc.**

Susan Bulmer  
58 Broad Street  
Waterford, NY 12188  
237-4368 Fax: 235-3987  
*Provide Accounting/Bookkeeping*

## **Center for Disability Services**

Michele Consula  
314 S. Manning Blvd.  
Albany, NY 12208  
437-5640 Fax: 437-5761  
[www.cfdsny.org](http://www.cfdsny.org)  
*Serving Ind. w/Devel. Disabilities*

## **Gina Clemente, Reiki/Arbonne**

41 Madison St.  
Saratoga Springs, NY 12866  
581-9065  
[reikime@localnet.com](mailto:reikime@localnet.com)  
*Stress Reduc./Relax./Healing Tech.*

## **Clifton Park Dodgeworld Chrysler Jeep**

Rick Schmaruk  
1780 Route 9  
Clifton Park, NY 12065  
383-2277 Fax: 383-0413  
[www.carsandtrucksandvans.com](http://www.carsandtrucksandvans.com)  
[durango400@aol.com](mailto:durango400@aol.com)  
*Chrysler/Dodge/Jeep/Clifton Park*

## **DJP Environment & Education Group**

John Peck  
P.O. Box 3487  
Glen Falls, NY 12801  
798-0111  
[www.djpenvironmentandeducation.com](http://www.djpenvironmentandeducation.com)  
*Certified Pro. in Erosion/Sediment Control*

## **The Edison Club**

Ron Ireland  
P.O. Box 214  
Rexford, NY 12148  
399-2393 Fax: 399-3152  
[manager@edisonclub.com](mailto:manager@edisonclub.com)  
*Country Club*

## **Fairchild House - Center for Useful Arts**

Ted Corbett & Christine Brooks Corbett  
177 South Main Street  
Salem, NY 12865  
854-7375  
[www.usefularts.info](http://www.usefularts.info)  
[caw6261@verizon.net](mailto:caw6261@verizon.net)  
*Accom./Meals/Retreats/Sem. on Reg. Culture*

## **1st New York Mortgage**

Marc Davis Taylor  
1407 Rte. 9, Bldg. 2  
Clifton Park, NY 12065  
383-1200 Fax: 383-3838  
[www.1stnewyorkmortgage.com](http://www.1stnewyorkmortgage.com)  
[marc@1stnewyorkmortgage.com](mailto:marc@1stnewyorkmortgage.com)  
*Res./Comm. Purch./Construc. Mort.*

## **Geyser Vacuum Center**

Dave Swinton  
408 Geyser Rd.  
Ballston Spa, NY 12020  
587-2177  
[www.geyservac.com](http://www.geyservac.com)  
*Vacuum Cleaner Sales/Service*

## **Gurka's Original Bar Rooms**

Tom Gurka, Jr.  
117 Cobble Hill Dr.  
Wilton, NY 12831  
(215) 499-9999  
*Bar Rooms/Billard/Poker/Arcade*

## **Hidden Gardens**

Kevin Smith/ J. Sandra Tizzone  
35 Maple Ave.  
Saratoga Springs, NY 12866  
464-8247 Fax: 538-0917  
[bridalshow@aol.com](mailto:bridalshow@aol.com)  
*Florist & Antiques*

## **Hola La, LLC**

Colleen Staszak  
39 Bayberry Dr.  
Ballston Spa, NY 12020  
542-4568  
[www.hola-la.com](http://www.hola-la.com)  
[colleen.staszak@gmail.com](mailto:colleen.staszak@gmail.com)  
*Spanish Program for Children*

## **Natasha Lafayette**

Charmed Life, LLC  
P.O. Box 720  
Saratoga Springs, NY 12866  
369-6623  
[www.charmedlifellc.com](http://www.charmedlifellc.com)  
*Pilates Technique taught in equipped studio*

## **LaQuinta Inn & Suites Latham - Albany Airport**

Sandy Fazzone  
833 New Loudon Rd.  
Latham, NY 12110  
640-2200 Fax: 640-2215  
[www.laquintaalbanyairport.com](http://www.laquintaalbanyairport.com)  
*Newest Hotel in Latham*

## **Kimberly Mellon**

The Appraisal Company  
480 Broadway, Ste. LL16  
Saratoga Springs, NY 12866  
583-6188 Fax: 583-6383  
*Real Estate Appraisal Office*

## **The Mutual Fund Store**

Scott Woodruff  
6 Executive Park, Suite B  
Clifton Park, NY 12065  
371-2004 Fax: 371-1916  
[www.mutualfundstore.com](http://www.mutualfundstore.com)  
*Fee Based Financial Advice*

## **Norstar Development USA, L.P.**

Richard Higgins  
733 Broadway  
Albany, NY 12007  
431-1051 Fax: 431-1053  
[www.norstarcompanies.com](http://www.norstarcompanies.com)  
[rick@nstar.com](mailto:rick@nstar.com)  
*Market Rate & Affordable Housing*

## **North Country ENT, P.C.**

Clair Hensler  
2 Mountain Ledge Dr.  
Gansevoort, NY 12831  
587-6610 Fax: 226-0890  
*Adult & Ped. Otolaryngology & Allergy*

## **Panache Hair & Nail Studio**

Rory & Angela Guilfoyle  
1661 Route 9  
Clifton Park, NY 12065  
348-1661  
*Master Stylists/Nail Tech*

## **Ellen Ritchie**

Weichert Realtors  
3 Franklin Square  
Saratoga Springs, NY 12866  
583-3095  
*Sales Associate*

## **The Sales & Revenue Coach**

Christine Reinhardt  
113 Lincoln Ave.  
Saratoga Springs, NY 12866  
584-9911 Fax: 584-9911  
*Sales Training/Coaching/Mentoring*

## **Salty's Pub & Bistro**

John Marzilli  
215A Guideboard Rd.  
Halfmoon, NY 12065  
371-1120 Fax: 371-0491  
[www.saltyspub.com](http://www.saltyspub.com)  
[johnmarzilli@saltyspub.com](mailto:johnmarzilli@saltyspub.com)  
*A Casual Neighborhood Seafood Eatery*

## **Southern Wine & Spirits of Upstate NY, Inc.**

Joseph Attanasio  
99 Railroad Ave.  
Albany, NY 12205  
454-7600 Fax: 454-7699  
*Wholesale Spirits/Wine*

## **Stonegate Stables, LLC**

Bill Johnson, Jr.  
106 Reynolds Rd.  
Fort Edward, NY 12828  
746-RIDE Fax: 885-1021  
[www.stonegatestables.net](http://www.stonegatestables.net)  
*Horse Boarding/Lessons/Breeding*

## **Linda Vara, Ph. D**

653 Plank Rd.  
Clifton Park, NY 12065  
383-2582 Fax: 371-9936  
*Psychotherapy for  
adults/children/adolescents*

## **Wales Engineering, PLLC**

Timothy Wales, P.E.  
68 Waterview Drive  
Saratoga Springs, NY 12866  
581-0028 Fax: 581-0028  
[waleseng@nycap.rr.com](mailto:waleseng@nycap.rr.com)  
*Civil/Environ./Mech./Infrastructure Eng.*

# NOVEMBER ANNIVERSARIES

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

## OVER FORTY YEARS

McGregor Links Country Club

## OVER THIRTY YEARS

Mohican Hill Apartments

## OVER TWENTY-FIVE YEARS

Sweeney Chiropractic

## OVER TWENTY YEARS

American Country Collection

Ballston Lake Baptist Church

Butler Rowland Mays Architects, LLP

Law Offices of Sarah B. Foulke

Fragomeni Associates

John J. LaBoda Jr., Attorney

Publik House

Saratoga Springs Teacher's Assoc.

U.S. Postal Service

## OVER FIFTEEN YEARS

Burnt Hills-Ballston Lk. Bus. & Professional Assn.

The Charlton School

Susan Farnsworth

Graffiti's Graphix, Inc.

Saratoga Quality Hardware, Inc.

Saratoga Springs Public Library

Simmons Elevator Company

William M. Sullivan, D.D.S.

Summit Marketing Services

West Mountain Ski Area

## OVER TEN YEARS

A - N Productions

Ambrosino Design, Inc.

B & D Automotive International, Inc.

Dean M. Coon, Attorney

Cornell's Used Auto Parts & Towing Service

Russell Denea, MD

Destinations

Etcetera, Etc. Antiques

European Language Connection

Galway Golf Club

Greyhouse Productions, Inc.

Holiday Inn Catering Service

Jim's Garage

John McPherson

Operating Systems Technologies, Ltd

Gregory L. Pinto, M.D.

RFB Management Services, Ltd.

Ruckytuck Kennels-A.K.C. Beagles

Staples

Summit Imaging Corp.

Taylor Made Group

Toadflax Nursery, LLC

Utters Mobile Estates

## OVER FIVE YEARS

A.J. Signs

Advanced Energy Conversion, LLC

Albany Symphony Orchestra

Brindisi's Restaurant & Bar

Melinda Bucknam, CPA

A. Burton Excavation & Landscaping

The Candy-Gram of Saratoga

Childs Automotive

Conboy and Mannion Contracting Inc.

Cong. Shaara Tfilie/Jewish Community Center

Edward V. Curtin, Consulting Archaeologist

Design Contracting, LLC

First Niagara Bank

Flake Wilkerson Market Insights

Gothic Business Centers, Inc.

Hard Rain

Hayes Industries, Inc.

Hinman Straub P.C.

Hopmeier-Evans-Gage Agency

Humpty Dumpty Soft Ice Cream

Jenkins, Law, Beecher & Bethel LLP

McAfee

Sheila A. McBride (Property Management)

McKinley Griffen Design & Advertising

James V. Miller, MD

Orange Motor Co., Inc.

Palio Communications

Pyramid Brokerage Company

Shelters of Saratoga

Sundaes Best Hot Fudge Sauce

## OVER ONE YEAR

A Little Help Computer Services, LLC

Adirondack Theatre Festival

Annese & Associates, Inc.

Ballston Spa Veterinary Clinic

Benjamin's Fine Flooring, LLC

Susan Bokan

Capital Retirement Solutions

Churchill Associates

Cole's Woodwind Shop

Davidson & Associates

Eastern Copy Products/Global Imaging Systems

Gerald C. Ferris

Franey Enterprises, Ltd.

Grace Brethren Church

John J. Guerin, Sr.

Just Faux

Just For Trucks

Kiskatom Publishing Co.

Klein Marketing Communications

Len's Handycrafts

The Lodge on Echo Lake

M & M Tile and Design

Modern Masonry & Tile, Inc.

Myshopangel.com

mySmartSimulations, Inc.

Northeast Information Systems

181 Phila

Paul's Refrigeration & Air Condition Sales & Service

Jeffrey Pollard

Progression In Motion

Ramnes Brothers Roofing & Remodeling

Rich Text and Graphics

SAB Consulting Services

Subway

Betsy L. Tick, Management Training Consultant

Tractor Supply Company

Vintage Daydreams

Weichert Realtors, Northeast Group

Windrifter Ballooning

Wine Cellars Management, Inc.

Terri Zimmerman

## SPOTLIGHTS

**A PERFECT PLACEMENT**, 195 Meehan Road, Mechanicville, NY 12118, 664-6559.

An interior arrangement, realty enhancement and design firm specializing in staging a home for sale. They specialize on broadening the appeal of a home by accentuating the architectural features of a home and creating balanced and harmonious spaces that a potential buyer can envision their family living in. Maximize the profit on your next move by incorporating a realty enhancement expert. Don't leave home without it!

**JAMES MORRISON EBAY SALES** Collamer Building, Suite LL13, 480 Broadway, Saratoga Springs, NY 12866. 587-6094.

In a new location and now offering a complete online auction service, selling electronics, jewelry, designer clothing & accessories, antiques, collectibles, rare books & tools. Free on the spot appraisals. Bring me your items. I'll sell them for you on Ebay. Jimpicks@mac.com

**GENTIVA** (1-800-GENTIVA) [www.gentiva.com](http://www.gentiva.com)

Dedicated to educating and empowering patients to take charge of their own health. Our home healthcare services are guided by the belief that providing patients with more and better information leads to greater independence, quicker recovery, a higher level of satisfaction and reduced incidence of hospitalization. We are a national company with a home town presence, locally based in Malta.

*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.*

# COUNCILS AND COMMITTEES

The following are a variety of councils and committees to get involved in:

## **MEMBERSHIP COMMITTEE**

The Membership Committee is responsible for membership growth through recruiting efforts during the entire year. Prospect lists are developed through self-prospecting and leads provided by the Chamber. Each committee member has a quota and is expected to attend monthly committee meetings usually held on the first Thursday of the month. No meetings are held in July or August. The meetings are fun, brief, worthy of your time and include refreshments. Each committee member is responsible for leading a volunteer team at the annual Membership Blitz in May. Previous Blitz recruiting experience is preferred. The committee is formed in November for the following year and is made up of 14 volunteers. To be considered for the Membership Committee, please e-mail Jeff Shinaman at [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org).

## **AMBASSADORS COMMITTEE**

The Ambassadors help retention efforts by calling new members, returning members, and delivering new member plaques. They also help host Third Thursday Breakfasts, Networking Luncheons, and Mixers by working the registration table. Monthly meetings are held to keep Chamber staff informed of member needs and to foster new ideas for better member services. If you are interested in more information, please contact Jennifer Joseph Perry at [jperry@saratoga.org](mailto:jperry@saratoga.org) or 584-3255, ext. 201.

## **CHAMBER LEADS GROUP**

The Chamber Leads Group meets twice a month on the first and third Tuesday, 8 to 9 a.m. at the Country Corner Café on High Rock Avenue to exchange business leads and provides an opportunity to learn about other businesses and organizations in the area that might need products and services you offer. It's designed for salespeople that do outside sales, those that are going on sales appointments regularly or have other means to develop leads. Please e-mail Jeff Shinaman at the Chamber at [jshinaman@saratoga.org](mailto:jshinaman@saratoga.org) to indicate your interest in participating.

## **SARATOGA'S UNDER 40 NETWORK (SUN)**

SUN provides the County's young business people with a forum for personal and career development. Professionals under the age of 40 can improve their networking skills, make contacts among peers from different industries and meet regularly with business leaders in some of the area's most popular venues. Participants must be managers, licensed professionals or business owners. To be added to the distribution list, contact Jennifer Joseph Perry at [jperry@saratoga.org](mailto:jperry@saratoga.org) or 584-3255, ext. 201.

## **MEDICAL OFFICE MANAGERS COUNCIL**

The Medical Office Managers Council meets on the first Thursday of every month. Meeting topics range from Human Resources issues to HIPAA compliance. A Holiday Mixer is held annually and sponsored by member firms for all medical office staff. For more information and to be added to the distribution list, contact Jennifer Joseph Perry at [jperry@saratoga.org](mailto:jperry@saratoga.org) or 584-3255, ext. 201.

## **SAFETY COUNCIL**

The Chamber welcomes representatives from member businesses to participate on the Safety Council. If you or one of your employees is responsible for safety at your workplace or deal regularly with occupational health and safety issues and are interested in serving on this council, please contact Greg Dixon at the Chamber at [gdixon@saratoga.org](mailto:gdixon@saratoga.org) or 584-3255, ext. 234. The council meets every other month to hear from experts in the field.

## **HUMAN RESOURCES COUNCIL**

The council is a group of human resource professionals from member companies with 100+ employees. They meet in the Chamber offices on the second Wednesday of every other month from 8 to 9 a.m. for an informal roundtable discussion on the problems or issues they are facing, to brainstorm solutions and share information. The council also conducts the annual Wage/Benefit Survey. For more information, contact Greg Dixon at [gdixon@saratoga.org](mailto:gdixon@saratoga.org) or 584-3255.

# 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](mailto:jshinaman@saratoga.org).*

Bill Kurtzner of **BLUE FINANCIAL CORPORATION** was the Top Producer for new member recruiting on the Chamber's Membership Committee in September. Mark Pepin of **TIME WARNER CABLE BUSINESS CLASS** was Top Producer for the third quarter.

**BST ADVISORY NETWORK, LLC**, an Albany based Financial and Management Consulting firm, is pleased to announce that Stephen L. Ferraro, CPA/ABV, CVA has successfully completed the certification process with the National Association of Certified Valuation Analysts (NACVA) to earn his designation of Certified Forensic Financial Analyst (CFFA).

Retirement Strategist Bill Losey, CFP®, CSA of **BILL LOSEY RETIREMENT SOLUTIONS, LLC**, recently released his first motivational mini-movie, *The Winning Movie* at <http://www.TheWinningMovie.com> which expresses the importance of "Playing To Win."

Each year *OperaOnline.us* selects some of the best opera performances of 2005 and 2006. This year, **LAKE GEORGE OPERA AT SARATOGA** was nominated and won the "Best Of" in three different categories: Best Performance by an Orchestra, Best Use of Lighting and Best Set Design. The company joins an accomplished list of nominated opera companies that includes *The Metropolitan Opera, San Francisco Opera* and *Opera North*.

**MLB CONSTRUCTION SERVICES, LLC** of Malta has been selected to receive the prestigious Build New York Award presented by the General Building Contractors (GBC) of New York State, Inc. The award recognizes outstanding project management skills, imagination and creativity in overcoming challenging and unusual circumstances.

**LIBERTY - HUGHES DESIGNS** has been honored by the Saratoga County Builders Association with the Award for "Best Interior Design" for Homes under \$700,000 for 2006. Principals Chris Liberty and Jane Hughes, are previous Showcase winners in this event that benefits Habitat for Humanity.

**SARATOGA SPRING WATER CO.** has received the Small Company of the Year Achievement Award from *The Business Review*.

Chef Jasper Alexander of **HATTIE'S RESTAURANT** recently beat Chef Bobby Flay in a "chicken off" for the Food Network's "Throwdown with Bobby Flay." It will be featured in the season finale of the show tentatively scheduled for November 2nd. Hattie's will be screening the event at the restaurant.

**PRINTING SERVICES OF NEW YORK, INC.** has merged operations with three other companies to increase the capabilities of each individual company.

The City of Saratoga Springs is sponsoring an Outstanding Athletes Banquet on Wednesday, November 22, 6 p.m. to 10 p.m. at the **SARATOGA SPRINGS CITY CENTER**. Tickets are \$40. Call 587-3550, ext. 507 for more information.

Bob Walton of **ESPEY MANUFACTURING & ELECTRONICS, INC.** has sprocket fed computer paper they are willing to donate to a business, or school for drawings, crafts, etc. If interested, please contact Bob at 584-4100.

**MEMBERSHIP COMMITTEE** Thanks to the continuing efforts of the Chamber's Membership Committee, membership continues to grow. These are the committee members that take the time to serve your chamber by recruiting new members all year long: Jeff Schermerhorn (Committee Chair), **Blue Financial Corp.**; Bill Kurtzner, **Blue Financial Corp.**; Mark Pepin, **Time Warner Cable Business Class**; Jamie Beale, **Grey Gelding Bistro & Bar**; Lisa Boyle, **Accent Commercial Furniture, Inc.**; Kiley Wittig, **Digital Imaging Technologies**; Natasha LaFayette, **Charmed Life, LLC**; Gillian Hirsch, **Attorney**; Andy Brindisi, **Brindisi's Restaurant & Bar**; Eric Simonsen, **PrimePay**; Christine Cunningham, **The Williams Inn**; Jessica Petraccione, **1st National Bank of Scotia**; Peg Bacon, **Saratoga Business Journal** and Dan Wagner, **State Farm Insurance**.