

CREATING SUCCESS
FOR A STRONG
COMMUNITY



The **BOTTOM LINE**



www.southernsaratoga.org

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Now more than ever – a return to the basics

(excerpts from Saratoga Business Journal article by Peter Aust, President & CEO – December 2008)

If you believe as I do, we're living in unprecedented times. The AMD/Foundry Company's commitment to establish their state-of-the-art U.S. semiconductor manufacturing operations in Saratoga County alone is proof that our region is experiencing a never-before economic tsunami. This largest economic development project in the history of New York State will have everlasting change on our lives as we become the next leading technology region in the world. Concurrently however, the nation's economy is experiencing a significant downturn with all indications pointing to an upcoming recession. Even more disconcerting is the financial market crisis specifically effecting New York City whose economy drives much of this state's financial stability. Historically, our region of upstate New York has been insulated from these economic downturns and although our economy becomes sluggish, we weather these well. This unprecedented combination of the construction of a 4.6 billion dollar manufacturing facility over the next two years with an anticipated 1500+ construction jobs and hundred million dollar plus payrolls in the midst of a national economic recession and a suffering state economy provides opportunities for us as businesses. Now more than ever, this is a time that businesses can capitalize on this opportunity by focusing on the business basics that have made us successful in the past. Allow me to suggest a few ideas that, although none are new, can be refreshers for most of us:

RELATIONSHIP BUILDING – It is no secret that people like to do business with people they know and trust. If we don't constantly try to establish new relationships with people, we're not feeding the pipeline for our business to stay strong in tougher times. Networking, the sometimes over-used term for building relationships, is more important now than ever before. There are numerous opportunities for meeting new people whether through events and programs provided by your trade or business associations, chambers of commerce, not-for-profit volunteerism, community and school groups or just plain friends and neighbors. Nothing makes more of an impression than taking the time to meet someone new face to face, be interested in their business and personal life story, and then sharing your story with them.

DO BUSINESS LOCALLY FIRST – When economic times are good, businesses tend to spread their business around...not only locally, but to other businesses throughout the country or even the world. Of course, there is nothing wrong with doing business on a global basis, however I would suggest that when reviewing your business (and personal) purchases, keeping your money within our region is an economic benefit to all. For every dollar spent here, the multiplier is many, many times over. Payrolls are maintained, sales taxes are increased minimizing property taxes, businesses grow and our quality of life is sustained. If a culture was established within your business and inculcated within your employees to seek out local suppliers first, we can assure that our region will weather any economic downturn far better than others.

PLAN-PLAN-PLAN – The old adage in a retail business; location – location – location, still holds true. However all businesses should adhere to this basic; plan – plan – plan. If you haven't reviewed your business plan in the past six months, now more than ever it's time to dust it off. If you have never gone through the process of creating a comprehensive strategic plan for your business, tomorrow might be too late! It is also no secret that the most successful businesses have developed short and long term goals and objectives that remain the foundation of their business. Whether you're a CEO of a 500 employee company or four person landscaping company, planning for your sustained growth in the coming year is essential to success.

ADHERE TO A 'GOOD TO GREAT' PHILOSOPHY – In Jim Collin's book, *Good to Great*, he states that the enemy of great is good. Most of us would consider our businesses to be a 'good' organization, but few of us, if honest, would consider ourselves 'great'. Of the numerous concepts that Collins espouses in his book, one of them resonates soundly in this unprecedented time.

Continued on page 7

Your 2009 Chamber Marketing To Do List:

- Display the Chamber logo prominently on my website and written materials. *The Chamber is now offering an electronic version of the door sticker to use on your website. Research shows that customers who see that a company is a member of a Chamber view that business as reputable, stable, and involved in the community.*
- Send my press releases to the Chamber Office. *The Chamber prints member press releases both in our monthly newsletter and on our website so keep sending them in by fax 371-5025 or by email to loretta@southernsarotoga.org.*
- Combine a *Bottomline* newsletter insert and a ChamberTip email sponsorship for more impact! *Purchase both an insert in The Bottomline newsletter AND a ChamberTip sponsorship at a discounted rate of \$225 (savings of \$25) to broaden your target population and reinforce your marketing message to the membership!*
- Secure a Sponsorship at a Chamber Event. *Our Chamber has a variety of sponsorship levels starting as low as \$100! Visit www.southernsarotoga.org and click on Chamber Info for a complete list!*
- Join the Chamber's Group on Linked In. *If you are not already on Linked In, a social networking site, visit www.linkedin.com and set up your profile. Then search groups: The Chamber of Southern Sarotoga County and begin networking online with your fellow Chamber members.*
- Call The Chamber when I have any questions. *The Chamber staff is here to help you make the most of your membership. If you have any questions on these opportunities please call Loretta Rankin at 371-7748 or by email at loretta@southernsarotoga.org.*



2008

"graduates" of Saratoga County Executive Institute

The Chamber salutes the "graduates" of the 2008 *Saratoga County Executive Institute* program, which ran for 9 sessions from September through December.

The Chamber created this initiative in 2007 to bring business executives together to learn about the region's leading companies and experience first-hand the exceptional service and leadership that make these companies great.

The 2008 Institute included visits, tours, 'insider' knowledge and wonderful meals that allowed for relationship building among participants. The Chamber would like to take this opportunity to sincerely thank the following leading companies for providing the venues that made this Executive Institute program a fantastic success!

- Times Union
- Saratoga Gaming and Raceway
- Albany International Airport
- Luther Forest Tour
- Prestige Services
- Seton/St. Mary's Hospital
- NYSERDA
- Hyatt Place

Join us in congratulating these leaders: John Bove, G.A. Bove & Sons, Ann Cloutier, Holiday Inn Express Hotel & Suites, Denise Desmond, Desmond Media & Marketing, Bob Eakin, Curtis Lumber, Inc., David Fragomeni, Ronald Fragomeni Associates, Inc., Joseph Giansante, Ellis Hospital, Kevin Harkins, Anchor Agency, Inc., James Hartle, KeyBank, N.A., Benjamin Hodder, Frame of Light Photography & Floral, Shawn O'Shea, NBT Bank, Rob Picotte, Desmond Media & Marketing, Kim Shufelt, Clifton Park Urgent Care Center, Chad Stoffer, Ballston Spa National Bank, Ian Townsend, NBT Bank.

2009 Upcoming Events

Mark your calendar now for these Upcoming networking events.

2009

2nd Thursday Networking Mixers

January 8
Gold's Gym

February 12
The Winfield Group/
Abele Builders

March 12
Curtis Lumber

April 9
Seton Health- Urgent Care

May 14
The Lodge-at
Saratoga Gaming & Raceway

If you are interested in the opportunity of hosting a 2nd Thursday Networking Mixer in 2009, please contact Denise Romeo at the Chamber office.

Call The Chamber office at 371-7748 for information on Sponsorship for these and other upcoming events.

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Members IN THE News

The Arthritis Foundation, Northeastern New York Chapter, and the Albany River Rats have teamed up for a hockey game with a portion of each ticket to benefit the Arthritis Foundation Juvenile Arthritis Club for Kids (J.A.C.K.S). The Albany River Rats face off with the Wilkes-Barre Scranton Penguins on Saturday, January 17th at 7 p.m. at the Times Union Center. Tickets purchased through the Arthritis Foundation Chapter Office are \$15 which is \$2 off the Box Office price. All orders must be in by January 9th, 2009. Please call Sonya Andrew at 518-456-1203 to place your order.

Upstate Priority Insurance Agency was recently notified by the State of New York that their application was approved to be certified as a women-owned business. Certification requires a rigorous review of past financial records, an overview of organizational structure, and assessment to prove expertise in a given industry. Now approved, New York State will list Upstate Priority Insurance Agency in the Directory of Certified Minority and Women-Owned Business Enterprises, used by state agencies and contractors statewide. For more information, visit www.upstatepriority.com.

Dr. James McCain, President of **Business Works** recently announced the successful implementation and testing of a 220 MHZ data system in Brooklyn, NY- the first of it's kind in the world. While many 220 MHZ licenses have been distributed by the FCC, this network is the first to become completely functional. For further information, visit www.bizdrsolution.com.

On Sunday, January 25th, **Christian Brothers Academy** will be hosting their Tenth Annual CBA Culinary Casino Evening-A Taste of CBA. The evening features culinary delights from some of the area's most prominent restaurants. The evening will benefit The American Cancer Society for Breast Cancer Research. For more information, contact Christian Brothers Academy at (518) 452-9809 Ext. 111.

Clark Moving & Storage of Albany, Inc. is under new ownership. Long time employee Andrew Angus purchased the company in July. Clark Moving & Storage is an agent for Mayflower Transit and provides full service local, long distance, commercial, and international moving. For more information visit www.clarkmovingofalbany.com <<http://www.clarkmovingofalbany.com/> or call 370-4100.



Dr. Quintin B. Bullock

The Schenectady County Community College Board of Trustees passed a resolution appointing Dr. Quintin B. Bullock as President of SCCC at their meeting December meeting. Dr. Bullock was chosen to serve as the sixth President of SCCC as a result of a national search conducted to fill a vacancy created by the retirement of President Gabe Basil, which was effective Dec. 1, 2008. His appointment becomes effective on July 1, 2009, pending approval of the Board of Trustees of the State University of New York.

Dr. Gulyas of **Northeast Spine & Wellness** has been appointed as Academic Coordinator for the Mildred Elley School of Massage & Wellness. His appointment is effective immediately. For more information on Northeast Spine & Wellness, visit the website at www.drgulyas.com

Extra Innings in Ballston Spa has just celebrated its 1 year anniversary! Thank you to all of our customers who have made our first year a success! Extra Innings is the Capital Districts premier indoor softball and baseball training facility. Professional instruction, batting cages and the largest proshop for all of your softball and baseball gear are all available. Stop in or register your child online for a winter clinic, space is limited. Visit our website at www.ExtraInnings-Saratoga.com <http://www.extrainnings-saratoga.com/> or call (518)885-1100 for more information.

The semi-annual "Baby-Bump-Bash©" and the semi-annual "Brides' Day©" will be held on January 25, 2009 - at the same time 1pm - 4pm - at the same location Vapor Night Club at Saratoga Gaming & Raceway - 342 Jefferson St., Saratoga. Both engaged couples and expectant parents are invited along with bridal party, family (including grandparents) and friends. Admission is Free. To receive an invitation to either event— register on line at www.atouchofclasslimos.com. Contact Maria at **A Touch of Class limousine** at (518) 438-4753 for Exhibitor booth information.

Pierce Communications was recently presented with an Empire Award for Best Public Relations Campaign - Non-Profit at the inaugural awards program of the Capital Region Chapter of the Public Relations Society of America. The Empire Award recognized the firm's work with United Way of Northeastern New York and United Way of Schenectady County to communicate the creation of the new United Way of the Greater Capital Region. For more information about Pierce visit www.albanypr.com



Rolando J. Portocarrero, CMA

CDPHP® recently announced the appointment of Rolando J. Portocarrero, CMA, to senior vice president of finance and chief financial officer (CFO). In this position, Portocarrero will provide oversight for all financial operations, including analysis, reporting, regulatory filings, actuarial services, and underwriting.

Saratoga Gaming and Raceway donated a total of \$80,000 to sixteen local charities at the 4th Annual Make a Difference Charity Event on December 15th. "At Saratoga Gaming and Raceway, we feel extremely fortunate to be a part of this community," describes Jamie Hartman, Executive Vice President and General Manager of Saratoga Gaming and Raceway. "For this reason, we are firmly committed to our patrons, to our employees and to our community, and we take great pride in supporting local charities and organizations." For more information visit www.saratogagaming-raceway.com or call (800) 727-2990.

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Chairman's Message

JAMES HARTLE, KeyBank, N.A.

I'm excited, honored and humbled to serve as your chairperson this year. Our Chamber offers great opportunities to learn, to network, and to grow; both personally and professionally.



Our logo reads simply, "Creating Success for a Strong Community." How appropriate this statement is as we look back over the past few years. Our region, our chamber, and most likely your business, all experienced profound change that is leading toward a stronger community and prospects of a successful future. However, recent economic changes have emerged. Change is sometimes traumatic, disconcerting and stressful, but if we embrace this change, it can create new opportunities for success. The Chamber is your partner in that journey towards success. It acts not only as a valuable resource for its members, but also as a catalyst and incubator of change. Not change for change's sake, as the Chamber is stronger than it has ever been, but because in order for the Chamber to be responsive to evolving economic changes and needs, it is imperative that the chamber itself grow and evolve.

We strive to provide an increasing level of assistance to all businesses and entrepreneurs as well as an increasing leadership role and visibility throughout southern Saratoga County. The Chamber is in a position of strength and able to expand its services due to the strong leadership that it has enjoyed in the past. So, create success and allow this Chamber to assist you in reaching your goals.

I look forward to serving you, and wish you and your business well as we begin 2009.

Annual Marvin & Co. Business Climate Survey

Reminder to complete by January 28

Especially this year, please take a few moments to complete this Annual Regional Survey that provides insight into current and future business trends in the region.

The Survey was inserted into your December issue of *The Bottom Line* newsletter or can be found on the Chamber's website - www.southernsarotoga.org

Please complete and mail or fax by January 28th -

Thank You

Announcing

2009 CHAMBER OFFICERS & NEW BOARD MEMBERS

The Chamber is pleased to announce the 2009 Officers:

James Hartle-KeyBankChairperson
 Marcy Steiner-Seton Health.....Chair-Elect
 Eddie Hicks-Prestige Services, Inc.First Vice Chairperson
 Laurie Ferlazzo-The Bonadio Group.....Treasurer
 Suzann Smart- Ellis Hospital.....Secretary
 Bob Wilson-
 Assisted Fishing.Com Immediate Past Chairperson



New Appointments to the Board of Directors:

Above left to right

DIANE BARBER, *Director of Professional Relations*
 Kansas Eye Surgery Associates P.C.
 PAULINE BARTEL, *Owner/Chief Creative Officer*
 Bartel Communications, Inc.
 RAY MELLEADY, *Executive Director*
 Capital District Transit Authority
 MARK VINCIGUERRA, *Consumer Sales Manager*
 Times Union

Special thanks to following members for their dedicated service on the board of directors

JANET CHIRCHIRILLO—*First Niagara Bank*
 JOHN DEAugustine—*Times Union*
 TERRY KENNY—*Cool Insuring Agency, Inc.*
 KATHLEEN O'NEIL, CPA—*Teal, Becker & Chiamonte*
 MATTHEW SAMES—*Pet Lodge of Clifton Park*
 ELDON SMITH—*Price Chopper Supermarket*
 JUDY VOPELAK—*Capital Communications*
 Federal Credit Union

Their invaluable contributions over the past several years have helped make our Chamber what it is today!

Ribbon Cuttings



Cutting the ribbon at the new location of **Grace Fellowship North** located at One Enterprise Drive in Halfmoon are from left: Bill Minchin, Executive Pastor of Grace fellowship, Dick Zandri, President of Zandri Construction, Scott Townsend (architect with 3t architects), David Girvan, Elder at Grace Fellowship, Melissa Yim, Justin Yim, Lead Pastor of Grace Fellowship North, Rex Keener, Senior Pastor of Grace Fellowship, Deb Keener, Jack Dahl, Elder, Dave Triller, Elder, Bryon Christman, Elder, Chris Lewis, Bank of the West and Mindy Wormuth, Town of Halfmoon Supervisor. Grace North Sunday Services are at 9:00 am and 11:00 am. For further information visit their website at www.gracenorth.net or call them at (518) 389-2252.



Cutting the ribbon at the grand opening of the **Philly Soft Pretzel Factory** store located at 5 Southside Drive in Clifton Park are from left: Tracey Brooks, Dan DiZio, Original Philly Pretzel Factory owner, Assemblyman Robert Reilly, Chad Stoffer (BSNB) and his daughter, Ray Malleady, Philly Soft Pretzel Store co-owner, The Chamber of Southern Saratoga County President Peter Aust, Shannon Malleady, Philly Soft Pretzel Store co-owner and Kathy Wacksman, Guilderland Chamber President. Enjoy delicious, hand twisted pretzels fresh from the oven! For the full menu and catering information, visit the website at www.phillysoftpretzelfactory.com/locations-ny.html or call (518)280-9500.



Cutting the ribbon at the new office of **Alliance Worldwide Investigative Group**, located at 4 Halfmoon Executive Park Drive in Clifton Park are from left: Mario Pecoraro Jr., Owner; Laura Cassidy, Albany-Colonie Chamber; Rocco Scarano, Operations Manager for Alliance, Dennis Ryan, MC for the event and Peter Aust, President of The Chamber of Southern Saratoga County. Founded in 2005, Alliance Worldwide Investigative Group, LLC is a fully licensed, bonded and insured corporate investigative firm. For further information on all their services, visit their website at www.allianceinvestigative.com or call (518)514-2944.

WOMEN IN BUSINESS

"Brown Bag" Workshop

Social Networking Know How

Join Social Networking expert, Melissa Ward, Managing Partner of **NewWard Development, LLC™** and learn the 'in's and out's' of getting your face on *Facebook* and linking through *LinkedIn*. This hands-on workshop will show you how to set up a profile, make connections and add useful networking applications to shine a bright light on your business in a new and exciting way.

Register today to see what the buzz is all about and make 2009 the year you break out by using free Social Networking tools effectively!

When: Wednesday, January 14 at 12 Noon

Where: Chamber Executive Education Center

Cost: General Admission: \$15. Chamber Members: No cost

Register: By 1/12 at www.southernSaratoga.org or call 371-7748. Seating is limited!

Refreshments will be served, bring your own lunch if desired.

Business Images Magazine

Available at The Chamber



The 2009 edition of *Business Images* of New York's Tech Valley is a wealth of information information packaged in a very colorful and attractive magazine.

The publication is sponsored by New York's Tech Valley Chamber Coalition, which is comprised of 24 chambers (including The Chamber of Southern Saratoga County) in 18 counties representing 18,500 businesses with over

450,000 employees! *Business Images* features information on technology, business climate, education, sports and recreation, arts and entertainment, healthcare and community profiles.

Complimentary copies of *Business Images* are available at The Chamber office for members use or distribution.

Call the Chamber at 371-7748 for further information.

Correction:

The Chamber regrets it erroneously omitted Chamber member GTM-Tech Valley Payroll in the "Best Places to Work" by the Business Review list that was in the December issue of The Bottom Line newsletter. Congratulations to everyone at GTM-Tech Valley Payroll for making the coveted list!

www.southernsarotoga.org
your
home page

StartUP Smart

The Committee on Small Business Resources is proud to announce that Start-Up Smart, a seven week series of classes designed to assist entrepreneurs in starting their own business will begin in March 2009.

Classes include: Business Planning 101, Marketing 101, Financing for the Small Business, Customer Development and Retention, Legal and Insurance Issues. **Cost for the series is \$79.00.**

If you know someone that has been talking about starting their own business, this is the perfect program to get them started!

Visit www.southernsarotoga.org/StartUpSmart for more information.

Sponsored by



Chamber 101

January 12th

Make a resolution to learn about all the benefits of your Chamber Membership!

Chamber 101 of is scheduled for Monday, January 12th @ 4:00pm at The Chamber office. This informative review of all the benefits and opportunities offered by the Chamber includes all insurance information, committee involvement, sponsorship opportunities and more.

The orientation is open to all members and is free of charge. Refreshments will be served. Please call the Chamber to register at 371-7748.

Now more than ever (Cont'd from page 1)

His concept of insuring that our organizations assemble a team of exactly the right people "on the bus" and in exactly the right seats is one of the basics that we can employ in a softer business climate. Depending on your current view, these times allow business leaders to tap talented individuals that may have been recently displaced who can bring a wealth of knowledge and skills to an organization. There are tremendous opportunities to employ an individual who is an exact 'right-fit' to allow your business to soar to greater heights. If you're confident in knowing you have exactly the right people on the bus, this may be an opportune time for you to review your organizational structure and potentially move these talented individuals into the best seat on the bus that will assure your business continues to grow and prosper in these upcoming years.

In closing, I would be remiss if I didn't encourage you to utilize existing and proven business resources within our region. Your Chamber of Commerce provides significant and valuable programs, services and benefits that, if utilized properly, are guaranteed to increase and sustain your business in this exciting time in Tech Valley. I wish you all the best as we enter 2009!

Card Check Informational Breakfast – January 28th

The Chamber of Southern Saratoga County is working diligently to prevent the passage of and prepare businesses for the Employee Free Choice Act, also known as Card Check and dubbed the "Employee Forced Coercion Act" by the U.S. Chamber of Commerce. As a member, you need to be aware of the impacts this legislation will have on your business.

Our Chamber is providing two opportunities to learn more about the Employee Free Choice Act. First is a regional seminar on Thursday, January 15th at The Desmond Hotel (see page 10) and the second is a **breakfast seminar on Wednesday, January 28th to be held at the Chamber's Education Center from 8:00 – 9:30am.** This informal workshop will be facilitated by Past-Chairman Bob Wilson who has extensive experience in union organization and will include other experts on the proposed legislation.

Don't miss one of these opportunities to learn more about this legislation. Now is the time to learn all you can. Plan to attend to find out what can be done about this legislation which has already passed the U.S. House and which faces an even more welcoming majority in the Senate. Find out what you should be doing now to prepare. It will be too late when the union shows up at your door! Register for either or both events at www.southernsaratoga.org or call the Chamber at 371-7748 for further information.

Members IN THE News

(Cont'd) from pg 3

Sportsplex of Halfmoon is adding Trade Shows to its already long list of entertaining amenities. Sportsplex of Halfmoon is currently a dynamic Indoor Sports & Recreation facility in the Capital District which features 76,000 square feet of modernly designed space set below a soaring 50 foot ceiling. "Our goal is to expand our business and at the same time offer new forms of entertainment and business opportunities to this area" said John Daniels, Sportsplex of Halfmoon General Manager. For more information visit www.sportsplexofhalfmoon.com or call 518.383.0991.

Tech Valley Office Interiors, a local office furniture dealership recently completed furnishing the offices and waiting areas for the new Walt Disney Family Health Care in Lake Buena Vista, Florida. Located behind Epcot, the new facility is 15,000 sq feet and cost \$6 million to build. Tech Valley Office Interiors is a 4 year old company located in Albany. For further information, visit their website at www.techvalleyofficeinteriors.com

Alpin Haus, the largest winter sports retailer in the Northeast, will reward Siena fans with a 20% discount on any regular priced item in its ski and snowboard shop at its Amsterdam store on Route 30. Fans can receive the discount by presenting their ticket stub from any men's basketball home game during the regular season.

Velocity Print Solutions has been recognized as a Top 400 printer in the December 2008 edition of Printing Impressions Magazine. The Printing Impressions 400 provides the industry's most comprehensive ranking of leading printing companies in the United States and Canada. Velocity ranks 274 in the Top 400 list based on annual sales volume. Velocity is a northeast based commercial printer with offices in Scotia, NY; Lynn, MA and Middlebury, CT. They provide a complete range of products which include digital and offset printing, promotional products, mailing, distribution and fulfillment services.

Holiday Mixer '08

In spite of the "Great Ice Storm of 2008", those chamber members who braved the elements enjoyed a fabulous holiday mixer at the beautiful new Hyatt Place hotel on December 11.

The Chamber extends sincere thanks to Hyatt Place General Manager Bill Gomez and all the outstanding staff for providing a wonderful venue and delicious food and drinks for all the merry members in attendance!

Thanks to all members that donated great door prizes.

Very Special Thanks To

Host Sponsor:



Event Sponsor:



*Stand up and take a bow –
the needs of 387 children have been met
this holiday season with YOUR help!!*

The Chamber of Southern Saratoga County's Chamber Angels Committee would like to thank the following individuals for helping to fulfill the needs of 387 children during the 2008 holiday season. The success of the program would not have been possible without the help of many dedicated "angels" and we stand to applaud each and every one of you. We wish to extend a special thank you to the Clifton Park-Halfmoon Fire District #1 for donating the space for drop off and distribution of the gifts; to the staff and employees of the Wilton Mall, Time Square in Clifton Country Mall and the Mechanicville Community Center for their assistance with the "giving" trees and to all the anonymous people who took ornaments off the trees and returned beautiful gifts.



Chamber Angels volunteers (from left) Janice Powers, Betty Zeronda, Eileen Lasher and Phil Mechlowitz standing in the middle of the donations on "Drop-Off Day" at the Clifton Park-Halfmoon Fire House on Fire Road.

A special thank you goes out to Wayne Beale and his entire team at Bentleys, The Rusty Nail and The Mill for their support of the Chamber Angels Cocktail Bash held in November. This event raised the funds needed to shop for children without a direct sponsor. Platinum sponsor for this event was Bentleys, The Rusty Nail and The Mill. Other corporate sponsors included Whiteman, Osterman and Hanna, Curtis Lumber, Fidelis Care, Seton Health, Carriero & Son, NYS Electric & Gas, Hannaford Supermarkets, Commercial Coverage, Inc., Stewarts, DeCrescente Distributing Co., Turbo Parts, Inc., KeyBank, N.A. and Seaglass Logowear. Thank you all so much for your support.

The following people/companies sponsored a child/children and purchased the items on their wish lists. Without them, this program would not have been a success. Please help us thank, employees of Cengage Learning, Mary & Rich Anderson, the staff at J.C. Penneys-Clifton Park, Pioneer Savings Bank, Clifton Park Town Court, Accounting for All, GTM Payroll, Coldwell Banker, Realty USA, Melissa Conger, The Bailey Family, Dr. Joe Gulyas & Staff, Creatacor, Maria Romeo, Twin Bridges Rotary, A-Line Auto, Tracy Moore's Boy Scout Troop, Karen Lehan, Prestige Services, Seaglass Logowear, Clifton Park-Halfmoon Library, Karen Andress, Glenn Linneman Boy Scout Troop #45, Carlson Wagonlit Travel, Brent Trzaskos, Judy Vopelak, Jessica Petraccione, Catricala Family, Alison Curtin, Herzog, Engstrom & Koplovitz, Manheim Auto Exchange, Melissa Bourgois, Scott Strock, Jennifer Fortune Gras, Deb Jones Brownie Troop #1449, Rachel Bennett, Center for Hearing, Saratoga Bridges, Dennis Martin & Family, Residential One, Gary Stewart & Family, Justin Spraker & Family, Weichert Realty Group, Karalinas, Mame Noonan & the Courtyard by Marriott Saratoga, Robin Davey, Nesco, Jo Ann LaSage, Laurie

Stange, Russell & Shelley Thomas, Malta Supply, Beacon Pointe, Robach, Kumlander & Pehl, William Crosby and Rand Window Fashions, Inc., John DeAugustine, Capital Bank, Clifton Park United Methodist Women's Group, Carol Eustace, The Garafano Family, Schuyler Ridge, Avon Scherff & Upstate Priority Insurance, Ann Cloutier, Michele Seddon & HMS Agency, Lauren Carpenter, Jennifer Savino & Park 19 Cookies, Stacy Lacombe, Suzanne Karbowski, Mara Sweeter, Laura Zampino and Manpower Saratoga, KinderCare Learning Center, Shelley Bullock & Liberty Mutual Insurance, Salad Creations, Classic Interior, Jonesville United Methodist Church Women's Group, Pam Kelly Girl Scout Troops #2578 & 2237, Abele Builders, Marc Goldberg & Phillips Lytle LLP, Aileen Campbell, Frye Companies, Blue Spruce, Mary Somers, Innovative Control Systems, Amanda Anderson, Central NY Electrical Contractors, Town of Halfmoon, Raloid Tools, The Mitola Family, Turbo Parts, LLC, Debbie Alexander & Family, Dr. Kirk Gleason's office, Clifton Park FD Ladies Auxiliary, Mary Pollay, The Roschinsky family, Joan Phillips, John Corey's BS Troop #34, Lenore Joyce, Diana & Scott with Lake Ridge Restaurant, The Winfield Group, Dr. James Galati, Kathy O'Neil, Laura Stange, Mary Duclos, Sharon Hillenbeck, Leslie Miller & The Residence Inn-Saratoga, Jean Mahserjian, Lynn Zeronda, The Maids, the LeRoy Family, Sylvan Learning Center, Pat Sanderson, Priscilla Callahan, Schuyler Ridge, Jerrie Matney, Jerre Crouch, Louise Flynn, Laurie Stillwell, The Palace Theatre, Pinnacle Realty, Jonesville UM Men's Group, Carolyn DeSantis, Martin, Harding & Mazzotti, LLP, Colleen Tyll & North American Funding, Liz Roggenbuck, Jonesville United Methodist Church, Town of Clifton Park, First Niagara Bank, Elaine Neiss, Al & Laura Williams, staff at Sunmark Federal Credit Union, the Siczkowski family, Mabey's Self Storage, Amy & Neil Cherkosly, Doug & Lisa Ford, Emmanuel United Church, Janice & Harry Powers, Tim Clark, Dr. Chad Morrison, Town of Malta, Iseman Cunningham, Riester & Hyde, Business Automation Services, Site Solutions Worldwide, the Chamber's Leads Group 1, Eve Kenyon, The Salmon Family, Betty Zeronda, the Clifton Park Senior Center, Mechanicville Housing Authority, Eldon Smith, Bob Wilson, Stephan Scribner, Wendy Berninger, Cartridge World, Strategic Management LLC, Kjlene Bertrand, Wal Mart, State Farm Auto Claims Team 11, Young/Sommer LLC, Richard Frazier, Harry Weinhagen, Dr. & Mrs. Joseph Dragone, Michael Moore & Family, Brendese Funeral Home, Paula & Stephen Healy, and Hollandale Apartments.

Thank you to the most dedicated shoppers in the world...Jennifer Jackson, Jennifer Anderson, Michael Moore, Jackie LaMountain, Janice Powers, Lynn Zeronda, Betty Zeronda, Doris Newell, Nicole Clouthier, Leslie Miller and Norma Lineback.

The Chamber Angel's Committee wishes to extend a special thank you to members who provided substantial sponsorships to this program. With their most generous support, along with the many other sponsors we had, 2008 was the most successful year to date and we thank each and every one of you. In 2009, Chamber Angels will be celebrating its 20th year of supporting those in need. Congratulations to everyone.

Corporate Sponsors:



Wal Mart
 New York State Energy & Gas
 Whiteman, Osterman & Hanna LLP
 Hannaford Supermarkets
 Curtis Lumber
 Cengage Learning
 Seaglass Logowear

Seton Health
 Fidelis Care
 Stewarts Shops
 Realty USA
 John Carriero & Son
 Commercial Coverage, Inc.
 DeCrescente Distributing Co., Inc.

Thank You!!

Legislation Alert: Action Needed! PROTECT YOUR BUSINESS

If you haven't heard of Card Check – You need to listen!

Card Check – H.R. 800 – Employee Free Choice Act: these are the various terms this harmful legislation is referred to. If these terms aren't familiar to you, you need to attend an important educational event on **Thursday, January 15, 2009, 3:30 – 5 p.m. at The Desmond.**

This bill would undermine long standing principles of workplace democracy and fairness and would harm your company's ability to survive. It would make union organizing of any business much easier than it is today. Once a union is in place it would require an initial contract to be negotiated within 120 days from union certification or be submitted to binding arbitration. That means an arbitrator could determine the wages and benefits you must provide your employees regardless of your ability to pay. This has the potential to put incredible cost pressures on your bottom line.

Card Check would allow union organization through the successful collection of authorization cards from the majority of your employees and eliminate the democratic right of a secret ballot process. **Card Check legislation eliminates the secret ballot process in Union organization.**

This is not a 'big business' issue. In 2005, the National Labor Relations Board conducted 2649 union representation

elections. More than 20 percent of those elections involved bargaining units of fewer than 10 employees and a full 70 percent of them involved bargaining units of fewer than 50 employees.

The event on Thursday, January 15 will:

- Assist you in understanding the finer points of the legislation
- Arm you with ways to contact key legislators to oppose this bill
- Provide you with tools to educate your employees

This program is brought to you by a coalition of businesses and organizations including our Chamber of Southern Saratoga County, the Golub Corporation/Price Chopper Supermarkets, Albany-Colonie Regional Chamber, Chamber of Schenectady County, Rensselaer County Regional Chamber of Commerce, the National Federation of Independent Business, The Business Council of New York State and the U.S. Chamber of Commerce.

To register for this event at no cost please visit www.southernsarotoga.org or contact Peter Aust at 371-7748 / peter@southernsarotoga.org

Legislation Alert: Plastic Bag Recycling Law may impact your business *effective Jan 1st.*

As you may not be aware, Governor Paterson signed the Plastic Bag Reduction, Reuse and Recycling Act into law on December 14, 2008 effective January 1, 2009. **Due to the very short time until its effective date, we are providing this important information to allow you to conform to the new regulations.**

While changes are expected pursuant to a tentative agreement reached between the Governor and legislature, effective January 1, 2009, the law, as adopted, requires stores with 10,000 square feet or more of retail space and chains of five or more stores with greater than 5,000 square feet of retail space which provide plastic carryout bags to its customers as a result of a product sale, to:

- **Establish an at-store plastic bag recycling program.** Stores must make collection bins for plastic bag recycling available to customers in a visible, easily accessible location. .
- **Ensure that collected plastic bags are recycled.** Stores are required to recycle the plastic bags collected and are prohibited from disposing of the collected plastic bags as solid waste.

- **Label all plastic bags.** Any bags distributed in affected stores must state "Please Return to a Participating Store for Recycling" or a similar message approved by the Department. Stores may use their existing stock of plastic bags but must use properly labeled bags once the stock is depleted or by January 1, 2010, whichever comes first.
- **Keep records on their program.** Stores, or their agents, are required to maintain, for at least three years, records describing the collection, transport and recycling of plastic bags.
- **Sell reusable bags.** Stores are required to allow the use of reusable shopping bags and make them available to their customers for purchase.

DEC is developing a website and educational materials to help retailers establish programs and to encourage New Yorkers to participate. We will inform you as soon as that site is operational.

JANUARY MEMBER ANNIVERSARIES

1 to 4 Years

A Peaceful Place Massage & Wellness Center
Abanakee Abstract & Settlement Services, LLC
Adirondack Community College
Advanced Laser Medspa
Albany International Airport
Assisted Fishing.Com
Bast Hatfield Inc.
Burgess & Associates P.C.
Capital Bank
Capital Communications Federal Credit Union
Capital Region Living Magazine
Christian Brothers Academy
Clifton Chiropractic Nutrition & Wellness Center
Clifton Park Speakers
ComDoc, Inc.
Conley Associates
Countrywide Home Loans
Courtyard by Marriott-Saratoga Springs
CRWireless
Delain Law Office, PLLC
Family Medicine of Malta
First Chair Builders LLC
Fruitful Vine Christian Church
R.J. Gile Companies
Got Property Realty Group, LLC
Holcim Trading
Holiday Inn Turf Lake George
Hudson Cook, LLP
LogosPrint.com
Lowe's
MAC Tools
Mechanicville District Public Library
Millview of Latham Assisted Living Residences
Miranda Real Estate Group, Inc.
Moe's Southwest Grill
Mohawk River Country Club & Chateau
Muttley Crew Pet-Sitting, LLC

Nail Trix
New York Radiotherapy Medical Physics, PLLC
Northeast Parent & Child Society
Exit Northway Realty LLC
Office Max
Overton, Russell, Doerr and Donovan LLP
Padgett Business Services
Persnickety's
Pet Lodge of Clifton Park
Pfeiffer & Associates, LLC/
TimePlus Payroll
The Photo Station
Physical Therapy Associates of Schenectady, P.C.
Planet Beach
Platform Realty Group LLC
Walter S. Pratt & Sons, Inc.
Predel's Ranch Inc.
Pro Cycles LLC
Rand Window Fashions LLC
Real Jock, Inc.
RJG Consulting, LLC
Robert Half International
Salty's Pub & Bistro
SAM'S Club #6440
Sandler Training
Schenectady County Community College
SERVPRO of Southern Saratoga County
Snip-Its, Haircut for Kids

The Solomon Organization
Sunmark Federal Credit Union
Tech Valley Office Interiors
Urgent Care of Southern Saratoga
Frank S. Valvo
Virtually Yours 9-2-5
Waterford Business Center, Inc.
Web Sights & More
WNYT, NewsChannel 13
Young/Sommer LLC
YTB International -
www.travel2please.com

5 to 9 Years

ABSL Software & Consulting
After Hours Farm
American Diabetes Association
Bank of America
The Building Connection Inc.
John Carriero & Son Inc.
Classic Interiors by C & M
Clean 2o Touchfree Car Wash
Coburg Village, Inc.
Cool Insuring Agency, Inc.
Cornerstone Advisors
DiNallo Financial Services
First Columbia, LLC
1st National Bank of Scotia
Four Winds - Saratoga
Fusco Personnel, Inc.
The Great Escape & Splashwater Kingdom
Judd Engraving & Promotional Products
Lane Press of Albany
The Maids
One Communications
Pinnacle Realty Saratoga, LLC
RE/MAX Park Place
John W. Riley
The Rubin Dialysis Center
Shenendehowa Dollars for Scholars
Silhouettes Etc.
Special Touch Cleaning
Sunsations Tanning Center
Velocity Print Solutions
Whiteman Osterman & Hanna LLP
Willard & Zeronda, CPA's, LLP

10 to 19 Years

Animal Care Hospital
Antiques for the Home & Garden
AvTel Business Phone Systems
AXA Advisors LLC
Balch Signs
Edward V. Bowen,
Home Remodeler
Jay Butler Golf School
Caladon Farms

Columbia Development Companies
CompuTech International
DAM Liquor Inc.
Ivins Computer Consulting
Marshall J. & A. Inc.
Max Wholesale Distributors, Inc.
Northway Plumbing & Heating Inc.
The Salon Centre -
Joseph M. Krupsky
Skyline Displays & Graphics
Smero Construction, Inc.
TD Banknorth NA
Venezia Pizza & Pasta Inc.
The Vital Bottomline-Marketing Consulting
20+ Years
Blue Spruce Nursery, Inc.
Clifton Park Rental Center
The Community News and The Saratogian
Gordon C. Emerick Funeral Home
Armand U. Garofalo Tax & Business Services, Inc.
John G. Gilooly CPAs
Mr. Subb, Inc.
Prudential Manor Homes
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Upcoming Events Calendar

January

- 8 Thursday**
3:45 pm Board of Directors Meeting — Chamber Office
5:30 pm 2nd Thursday Networking Mixer—Host: Gold's Gym, Clifton Park. General Admission \$10. Chamber Members \$5.
 Sponsored by: Capital Bank
- 12 Monday**
4:00 pm Chamber 101-(Maximizing Your Membership Investment) — Chamber Office. All members are invited to attend a comprehensive review of all the benefits of Chamber membership.
 No charge- refreshments will be served.
- 14 Wednesday**
Noon Women In Business Brown Bag Seminar — “Social Networking Know How” Chamber Executive Education Center.
 General Admission: \$15. Chamber Members: No Charge.
 Sponsored by: Seton Health
- 15 Thursday**
3:30-5:00 pm Card Check Educational Session. The Desmond Hotel—Albany. Free to Chamber Members.
- 21 Wednesday**
7:30 am-9:30 am Search Engine Optimization Seminar — Chamber Executive Education Center. General Admission: \$20. Chamber Members: \$15. includes continental breakfast.
 Presented by: Mannix Marketing

- 28 Wednesday**
8:00-9:30 am Card Check Educational Session. Chamber Executive Education Center. . Free to Chamber Members.

February

- 3 Tuesday**
7:30 am-9:30 am Keeping the Balls in the Air: Balancing Work & Family Seminar — Chamber Executive Education Center.
 General Admission: \$20. Chamber Members: \$15. includes continental breakfast.
- 12 Thursday**
3:45 pm Board of Directors Meeting — Chamber Office
5:30 pm 2nd Thursday Networking Mixer— Host: Abele Builders & Winfield Group. General Admission \$10. Chamber Members \$5.
 Sponsored by: Capital Bank
- 18 Wednesday**
7:30 am-9:30 am “Managing the Legal Risks of Electronically Stored Information” Seminar — Chamber Executive Education Center. General Admission: \$20. Chamber Members: \$15. includes continental breakfast.
 Presented by: Whiteman, Osterman & Hanna

LOG ON TO www.southernsarotoga.org
 TO REGISTER ONLINE FOR ALL EVENTS or CALL THE CHAMBER OFFICE at 371-7748

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