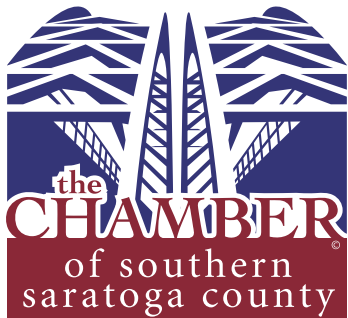


CREATING SUCCESS
FOR A STRONG
COMMUNITY



The **BOTTOM** **LINE**



www.southernsarotoga.org

Volume 24 No. 7

July/August 2009

The Building and Impact of a Chip Plant in Southern Saratoga County

Event Sponsor:



Thursday, July 9th

7:30am – 9:30am

Hyatt Place Saratoga/Malta

The Chamber of Southern Saratoga County in partnership with Saratoga Economic Development Corporation (SEDC) is pleased to welcome Rick Whitney, President & CEO of M+W Zander, a full service architectural, engineering and construction services firm working with GLOBALFOUNDRIES on the Fab 2 project at the Luther Forest Technology Campus

Mr. Whitney will be sharing the latest updates on the progress of the much anticipated chip fab as well as offering a detailed presentation into what it takes to build a state-of-the-art facility of this magnitude. Attendees will also gain first hand knowledge of what to expect as the project moves forward, what types of both local and global businesses will be utilized and how our communities will be affected. This is an unprecedented opportunity to gain a personal perspective on this historic project! Continental breakfast will be served.



GLOBALFOUNDRIES

**This event is open to members of
The Chamber of Southern Saratoga County
and SEDC Only**



Register online at www.southernsarotoga.org
or by calling 371-7748.



Chamber Day at the Races

Monday, August 17th

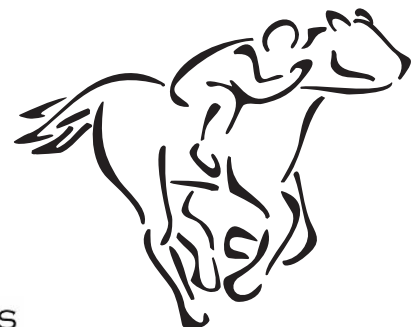
This premiere summer event is just the ticket for great networking and a chance to enjoy the beauty and excitement of Saratoga Race Course. The day includes buffet luncheon in the Paddock Tent, admission to clubhouse, official race program and "pink sheet". Registration starts at 11:30 am and lunch is served at noon.

Cost is \$45 for Members and \$60 for Not-Yet-members.

Tickets are limited to 35 and will sell-out, don't wait to register!

Go online to www.southernsarotoga.org or call the Chamber at 371-7748.

Sponsors:



The Chamber of Southern Saratoga County

Run with 1,000 Membership Campaign

The Chamber of Southern Saratoga County is the only Chamber in the capital region to show membership growth* in the past year. This is a significant accomplishment, given the trend of continued belt tightening by businesses large and small in the past several months. In fact, our individual event attendance continues to grow as well- a testimony that Your Chamber delivers the quality networking that busy business professionals are looking for!

We now want to reach that 1,000 member mark and we are asking for your help!

On Tuesday, July 21st, a membership campaign "phone-a-thon", spearheaded by the Membership Committee, will take place at the Chamber Executive Education Center. Members will gather to make calls to their associates, colleagues and friends that they know would benefit from Chamber membership. If you would like to be part of the phone-a-thon, we would be delighted to have you join us! If you aren't able to participate, but have names of potential new members who you would like us to contact for membership, we would greatly appreciate that information too!

Contact Vice President of Membership Development Denise Romeo at denise@southern-saratoga.org or 371-7748 for more details or to participate in the Membership Campaign.

The member that brings in the most revenue (\$500. Minimum) on July 21st will receive a complimentary ticket to the Chamber Day at the Races on August 17th along with a \$100 in cash!

**Based on The Chambers of Commerce List – Capital District Business Review 6/18/09 issue*

StartUP Smart

Troubled economic times can bring a wealth of opportunities for small businesses in the community, but education and knowledge are the keys to developing a solid business and avoiding costly mistakes. To

better prepare local entrepreneurs for their dreams of starting their own business, the Start-Up Smart Program at the Chamber of Southern Saratoga County is designed to help take ideas and develop them into sound business models. StartUp Smart features seven seminars taught in Clifton Park by area market experts including the Small Business Development Center and SCORE. Participants will also be paired with a business counselor for one on one business counseling at no additional charge. **Program is limited to 20 individuals!**

Seminar Schedule:

- Sept 17 - Business Planning
- Sept 24 - Legal Issues and the Small Business Panel Discussion
- Oct 1 - Marketing 101
- Oct 8 - Evaluating the Competition and Product/Service Development
- Oct 15 - Cash Flow, Budgets and Profitability
- Oct 22 - Financing a Small Business and Return on Investment
- Oct 29 - Wrap-Up Session and Graduation Ceremony

All seminars are from 7:30 AM - 9:00 AM and presented by professionals with years of experience in their fields.

Location: The Executive Education Center at the Chamber Offices, Clifton Park

Investment: \$79 per person for the complete series

Interested individuals can join the StartUp Smart Group on LinkedIn or call 371-7748, or email: info@southern-saratoga.org for more information

2009 Upcoming Events

**Mark your calendar now
for these Upcoming
networking events.**

2009

2nd Thursday Networking Mixers

July 9
multiple Chamber mixer—
Captain JP II Cruise Ship

August 17
Saratoga Racetrack

September 10
The Paddocks of Saratoga

October 8
Seton Health

November 12
Ravenswood

December 10
Fairways of Halfmoon

Events Sponsor:

**CAPITAL
BANK**

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

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Velocity Print Solutions
370-1158

Annesse & Associates Inc., a network communications company based in North Syracuse received a second place award for small/medium companies, at this year's Best Companies to Work for In New York competition. The selection process, conducted by Best Companies Group, is based on an assessment of the company's employee policies and procedures and results of an internal employee survey.



Dr. Quintin Bullock

Dr. Quintin Bullock will officially begin his duties as the sixth president of **Schenectady County Community College** on July 1. He was appointed to the position by the SCCC Board of Trustees in December 2008 and the SUNY Board of Trustees in January 2009 following a national search. Dr. Bullock will fill the vacancy created by the retirement of President Gabe Basil. Dr. Bullock comes to Schenectady County Community College after serving as Provost of the Virginia Beach Campus of Tidewater

Community College, the largest of the four-campus system which enrolls more than 23,000 students annually.

This week, Albany.com, a site of **Mannix Marketing, Inc.** announced they now feature free, user-submitted local classified ads along with three other major online guides to the region, Saratoga.com, LakeGeorge.com and Adirondack.net. Community members can now post ads free of charge, selling anything from clothing and personal items to antiques, furniture and more. Local businesses can also use the classifieds interface to post job listings, internships and more for just \$25 per ad. Unlimited listings are available to local businesses for just \$300 per year. For more information, contact Sara Mannix at 518-743-9424 or visit Mannix Marketing, Inc. online at www.mannixmarketing.com.

J.E. "Eddie" Hicks, president of **Prestige Services, Inc.** made the cover of the June issue of the national trade magazine *Vending Times*. Hicks revealed his strategy behind his success in the vending business-diversity! Prestige Services, headquartered in Clifton Park, has a team of 360 employees deployed across 16 eastern New York counties and Vermont's Rutland County. In addition to vending services, Prestige offers food services to K-12 school cafeterias, senior meal services, owns and operates four *Subway* franchises and has recently established an office coffee service division. For more information, visit www.prestigeservicesinc.com.

SAGE Computer Associates, Inc. recently received notification they had won Business Solutions magazine's 2009 Channel Innovator Award in the Network Security category. SAGE Computer Associates, Inc. celebrated their twentieth anniversary in 2008 and has provided secure, reliable and productive services to thousands of small businesses,

Sandler Training is offering two Sales Seminars in July: Restart Your Sales Organization Engine on 7/13 from 8am-11am and Selling Strategies for Sales Professionals on 7/22 from 8:30am-4:00pm. For further information, visit their website at www.directimpact.com or call 518-228-0516.

Saratoga Gaming and Raceway is proud to announce the launch of their new websites www.saratogagaming.com and www.vapornightclub.com. The new Saratoga Gaming and Raceway website clearly identifies six main sections, highlighting the many entertainment options offered by the property: Gaming, Racing, Dining, Groups, Vapor and Visit Us. Visitors can find up-to-date information regarding all that Saratoga Gaming and Raceway has to offer. In addition, the Groups section offers a plethora of information regarding special event, group dining and group entertainment options.

Steven M. Egna, Director of Business Advisory Services with **Teal, Becker & Chiamonte CPAs, P.C.** a regional accounting and business services firm located in Albany, recently was elected to the Education Board for the Institute of Business Appraisers. Egna is a Certified Business Appraiser accredited by the Institute of Business Appraisers and a Certified Merger & Acquisition Advisor by the Alliance of Mergers & Acquisitions; his focus is on business valuations and CFO advisory work as well as mergers and acquisitions.



Kristan Pelletier

Hudson Valley Community College has appointed its first female athletics director in its 56-year history. Kristan Pelletier is now the school's director of athletics, after serving as its assistant director of athletics last year. She officially assumed her new duties on June 4th. HVCC is a two-year junior college with 16 varsity sports and more than 300 student-athletes.

Stewart's Shops Corp. has purchased the former Sunoco SA-Plus mini mart on Broadway in downtown Saratoga Springs for \$1.5 million. The acquisition from Atlantic Refining & Marketing Corp., a subsidiary of Philadelphia-based Sunoco Inc., increases the Stewart's total number of shops to 328.

Voices of Success Talk Radio, www.VoicesofSuccess.com a division of **Shop Billboard, Inc.** announces a temporary departure from the airwaves due to the lack of sponsorship/grant funding for the show. Kjelene Magnell Bertrand, owner, host and producer of the radio show, Voices of Success announced that she was extremely grateful to the team at WGDJ TALK 1300 for giving her the opportunity to air her first show on their station. Voices of Success Talk Radio will continue to promote the web presence through e-mail and mass social marketing efforts. Look for a return to the airwaves in the very near future!

Velocity Print Solutions has launched its newly redesigned website <http://www.velocityprint.com>. The site is reflective of the growth of the company toward new media solutions for its customers. Although the core of the business is digital and offset printing, Velocity offers some exciting solution driven web based products which include on-line web ordering via custom web sites, on-line inventory management, and fulfillment and distribution services.

Continued on page 4

Ribbon Cuttings



John Jersen of Jersen Construction and Donald Greene, President, DCG Development Corp. are joined by Clifton Park Town Supervisor, Phil Barrett, Chamber President, Peter Aust, and Assemblyman Robert Reilly for the official ribbon cutting of The Bentley. Also in the photo are other community leaders, Chamber Ambassadors, and town officials. The Bentley is a mature living community located in the heart of Clifton Park. For further information, contact Lynn McGuire or Michelle Mulledy at 640-4225.



Hundreds from the Shenendehowa Community attended the official opening and ribbon cutting ceremony of the **Shenendehowa Aquatic Center**, located on the main campus. Cutting the ribbon are Shenendehowa School Superintendent Dr. Oliver Robinson, along with faculty and student members. The new pool is 119' long and 60' wide. For further information, visit www.shenet.org

Cutting the ribbon on the beautiful new deck at **The Mill on Round Lake** are Stacie Peugh, Dee Pangburn, Patti Montgomery, Chamber Ambassadors, owner Wayne Beale, Ken Herkert, Chamber Ambassador and President/CEO of the Chamber, Peter Aust. Please plan on visiting Wayne and his team at The Mill and enjoy this beautiful new addition.



Members ^{IN} THE News

Cont'd from pg 3

Velocity Print Solutions, a northeast based company with offices in Boston, MA; Middlebury, CT and Albany, NY, provides a complete range of services which include digital and offset printing, promotional products, mailing, distribution and fulfillment.

Crocodile Dock Vacation Bible School at Shenendehowa United Methodist Church is holding Vacation Bible Study August 10 – 14, 2009 from 9 a.m. to noon. Children ages 4 – entering 5th grade are invited to attend. Please call Sandy at 877-8099 with questions. Register by visiting SUMC, 971 Rt 146 in Clifton Park, call 371-7964 for office hours. Deadline for registration is July 29.

East Line Books, located in Old Village Plaza at 1714 Route 9 in Clifton Park, will be hosting an author reading and signing of *Chosen by a Horse* by Susan Richards on Tuesday, July 14th at 12Noon. For further information, call 371-4151 or visit their website at www.eastlinebooksvpweb.com. The event is free and open to the public and lunch will be served.

Breakfast with Kenneth Adams

President/CEO, The Business Council of NYS
Tuesday, July 28th, 7:30am

Join fellow members at **The Edison Club** for a special breakfast with Kenneth Adams. Mr. Adams looks forward to a dialog with chamber members regarding critical issues that effect small businesses throughout the state.

Hear his thoughts on the current state of New York government, the economy, legislation that will affect your business, how you can make a difference, and other issues pertinent to both large and small business owners and managers.

Cost is \$20. for Members and \$35. for Not-Yet-Members, register by online at www.southernsarotoga.org or by calling 371-7748.

Sponsored by:





**The Chamber Salutes
and Thanks our Valued
Leadership Circle Members**



GLOBALFOUNDRIES



If you are interested in learning more about Leadership Circle and all the enhanced member benefits, please contact Chamber VP of Membership Development Denise Romeo at 371-7748 or denise@southernssaratoga.org.

Member's Spotlight

Amusements/Recreation/ Entertainment

(ALL AREA CODES ARE 518)

Albany.com.....	743-9424
Albany Palace Theatre	465-3335
Assisted Fishing.Com	369-4680
Bounce "N" Party.....	312-4680
Jay Butler Golf School.....	495-1953
Clifton Park Golf Driving Range.....	371-3112
Clifton Park Ice Arena	383-5440
Fotomagic, LLC.....	877-3046
The Great Escape & Splashwater Kingdom	792-3500
Mohawk Towpath Scenic Byway Coalition.....	371-7548
Jason Morris Judo.....	363-8677
RAP Players Park, Inc	877-0406
Saratoga Children's Theatre, Inc.	580-1782
Saratoga Gaming and Raceway.....	581-5728
Roberta Solomon-Ice Skating Instructor	348-1056
Spare Time*Clifton Park.....	371-4000
Sportsplex of Halfmoon.....	383-0991
Tiny Tots Tea Room.....	348-1050
Tri-City Valley Cats.....	629-2287
Trick Shots Billiards and Sports Pub	383-8771
West Mountain Ski Area	793-6606

It's good to do business with fellow Chamber members!

*The Chamber of Southern Saratoga County
is excited to announce that the new Member-2-Member
discount program is off to a strong start with many
members taking advantage of great discounts!*

Member Member

*Please visit the Chamber's website,
www.southernssaratoga.org,
for a complete list of all the members offering
a Members Only discount
along with specific details on each offer.*

2009 Chamber Spring Golf Classic



Title Sponsor

a
shining success



MOMENTIVE
performance materials
Award Reception Sponsor

Many thanks to all who participated in the 2009 Spring Classic, Sponsored by NBT Bank. Ballston Spa Country Club provided a great day for all in attendance. A round of applause is in order for the dedicated Golf Committee members who worked for months to make a great tournament for their fellow members including Chairperson Jim Slagen, Strategic Management, LLC, Peter Appiarus, KeyBank, Glen Brown, Walter S. Pratt & Sons, Inc, Matthew Clarke, Bouchey & Clarke Benefits, Inc., Mary Connally, G.A. Bove & Sons, Chris Frances, Capital Region Retirement Specialists, Peter Judd, Time Square, Jim Hartle, KeyBank, Todd Manderson, Ballston Spa Country Club, Suzanne Nielson, AFLAC NY, Jim Reeks, LeChase Construction, Justin Spraker, Ameriprise Spraker.

Putting Contest Sponsors:



Birdie Sponsor:

Bouchey & Clarke Benefits, Inc.

Ball Drop Contest Sponsors:



Lunch Sponsors: G.A. Bove & Sons and KeyBank *Contest Sponsors:* Ameriprise Financial – Justin J. Spraker, Teal, Becker & Chiaramonte, CPAs, PC, Capital Communications Federal Credit Union, and AFLAC New York – Suzanne Nielson & Jenna Herdrick, *Golf Cart Sponsors:* Ballston Spa National Bank, Capital District Physicians' Health Plan, *Beverage Cart Sponsor:* DeCresente Distributing Company *Hole In One Sponsors:* Met Life, Mohawk Honda, Northway 8 Golf Center *Tee Sponsors:* 1st National Bank of Scotia, Alpin Haus of Clifton Park, Ballston Spa National Bank, Bella Rouge, Capital District Physicians' Health Plan, Capital Region Retirement Specialists, Curtis Lumber, G.A. Bove & Sons, Living Resources, Luther Forest Technology Campus, Inc., Red Robin, Rueckert Advertising and Public Relations, Bentley's Tavern/The Mill on Round Lake/Rusty Nail Grill & Tavern, Saratoga Economic Development Corp., Times Union and Walter S. Pratt & Sons, Inc. *Raffle and Prize Donators:* Advanced Laser & Med Spa, AFLAC, All About U Day Spa, Almost Saratoga, AMEC, C.A. North Realty, Capital Communications Federal Credit Union, Curtis Lumber, D.A.M. Liquor, Exit 9 Wine & Liquor, Faldoni's Deli & Catering, G.A. Bove & Sons, Jonesville Store, Karalina's, Lake Ridge Restaurant, Moore Physical Therapy-Clifton Park, NBT Bank, Park 19 Cookies, Price Chopper Supermarkets, Ravenswood Pub, Residence Inn by Marriott-Saratoga Springs, Time Square, Time Warner Business Class, Your Spice of Life.

A special thank you to Todd Manderson, Anthony Adonnino and the great staff at Ballston Spa Country Club, John Bollentin, Creative Photography, Raffle Prize Donators and all the sponsors and volunteers.

Congratulations to Peter Guiderelli, Dave Apkarian, Rit Cimino and Paul Amedore for taking Team Gross honors of 59. Justin Roberts, Stuart Sacks, Scott Steinhardt and Jim Daley came in second with a score of 61. Third place honors went to the team of John Bove, Jim Brennan, Doug Fortier and Larry Taplin with a score of 63 and 4th place team Glen Brown, Bill Lany, Kirk Burton and Denise Romeo ended with a score of 63.

The above teams will go on to represent The Chamber on September 17th at the First Annual Chamber Cup hosted by the Edison Club against the Schenectady Chamber.

Men's Longest Drive was won by Neal Shapiro and Women's Longest Drive went to Denise Romeo. Rit Cimmino took honors for Men's Closest to the Pin and Theresa Skain won Women's Closest to the Pin. Skin's Game Winners were John Bove, Jim Brennan, Doug Fortier, and Larry Taplin, Glen Brown, Bill Lany, Kirk Burton and Denise Romeo. Shawn Williams landed a beautiful 50' putt to win the Putting Contest and Ian Townsend, Dee Pangburn, Suzanne Nielson, Jim Salmon and John Bove had the five winning balls in Ball Drop Contest.

2009 Chamber Golf Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



The 2009 Spring Classic



Photos Courtesy
John Bollentin Creative Photography



Saratoga County Executive Institute

As a senior level executive, do you have an interest in networking with other leading area business executives at some of the finest venues in the capital region? The opportunity is available if you choose to be part of the 2009 *Saratoga County Executive Institute*, beginning in September!

This Chamber program of distinction, entering its third year, provides existing and newly relocated executives a unique and up-close look at some of the leading businesses of Saratoga County and Tech Valley. The program also provides an opportunity to meet key business, civic and cultural leaders from throughout the Capital Region.

A total of nine informative sessions, running from September 16 through December 10th, will deliver program participants with new insight on the places and people that are at the forefront of progress in our region. Participants are encouraged to include their spouses or significant others in the program

Participation in the 2009 Saratoga County Executive Institute is limited to 20 individuals. Please contact Chamber Vice-President of Membership Development Denise Romeo at (518) 371-7748 or denise@southern-saratoga.org for further information.

Community Based Work Program

The Chamber supports the Community Based Work Program- a program of Shenendehowa Central School District in collaboration with **Wildwood Programs**, Living Resources and **Northeast Career Planning**.

This innovative program is designed to meet the needs of a select group of Shenendehowa High School students with disabilities, preparing them for careers in our community. The program offers career exploration opportunities through non-paid internships, usually lasting ten weeks. Trainers/job coaches also work with the student to help them work toward independence on the job. In addition, all liability is covered by the school district. At the end of the internship, employers are welcome to offer the student a paid position.

Chamber members interested in finding out more about the Community Based Work Program are invited to contact Heather Green at greeheat@shenet.org or by calling 640-1076.

The Chamber congratulates the following members that supported this worthwhile program in 2009 by using utilizing interns at their businesses:

Back in Balance Therapeutic Massage
Beacon Pointe Memory Care Facility
Clifton Park/Halfmoon Public Library
Clifton Park Town Hall
Dolce & Biscotti Bakery
Halfmoon Sandwich and Salad Shoppe
Hannaford
Jonesville Country Store
Mabey's Self Storage
Moe's
Panera Bread
Saratoga Sweets
Schuyler Ridge Residential & Adult Day Care
Shenendehowa Central School District
Southern Saratoga YMCA
The Chamber of Southern Saratoga County

University at Albany School of Business to Host Instant Decision Night

The School of Business at the University at Albany will host an instant decision night for its full-time, evening, and weekend MBA, MS Accounting, MS Taxation, and MS Tax Practice on Tuesday, July 21, 2009 from 4-7pm.

A short presentation will be at 5:30pm. The event will be held in room 220 on the second floor of the Business Administration building on the uptown campus (1400 Washington Avenue, Albany). Refreshments will be served. The event is free and open to anyone considering pursuing a graduate degree in business. Faculty and students will be on hand to answer questions. For directions or for more information, please call 518-442-4961.

Congratulations to Giffy's Bar-B-Q!

Giffy's Bar-B-Q, located at 1759 Route 9 in Clifton Park, was declared a quarter-final winner in the TV show *Live with Regis and Kelly* –on their June 1st broadcast. The win is for part of the shows summer long *Ultimate Hometown Grilling Contest*. Giffy's was voted best chicken bbq by TV viewers during a 2 day internet voting period.

Giffy's father and son co-owners, Randy and Bryah Gifford, traveled to NYC to tape a segment of the show showing how they prepare their secret recipe barbecue sauce which aired June 5th.

Bryah Gifford reports lots of excitement and activity at the restaurant following the big win! Best of luck to entire crew at Giffy's for the chance at the title of Ultimate Grilling Contest Winner!

Making The Most of Networking Events

Wednesday, July 15th
7:30am-9:00am

Not all business or individuals need to network. For those that do, or think they do, making the most of the time and resources spent on networking can be as important to the bottom line of an organization as any other sales or marketing investment. And like any good sales or marketing campaign, you need a plan.

If you're spending your valuable time and money attending networking events, but feel you're not getting the desired result from your efforts, this session may help you better refine your **purpose, approach, expectations**, and ultimately **get better results!**

Making the Most of Networking – what we'll cover:

- Getting real: The reasons we network (a.k.a Why am I here?)
- Defining a networking strategy
- Networking as a part of your prospecting plan
- Personal presence and presentation
- The 60-second commercial (yes, floor exercises!)
- Gauging results and your return on time invested
- A shout-out to online "networking"

General Admission: \$20 Chamber Members: \$10., includes continental breakfast.

Register online at www.southernsarotoga.org or by calling 371-7748.

About the Presenter: Jayme McRee is a Business Consultant for **SAGE Computer Associates, Inc.**, Jayme joined SAGE in 2008 to help the company implement a new growth strategy, expand its client base and broaden its service offerings. His professional career spans 18 years and includes Senior VP and Directors' positions in Sales, Business Development, Corporate Training, Marketing Communications and Customer Service.

Sponsored by: Justin J. Spraker, A Financial Advisory Franchise of Ameriprise Financial



*A Summit Connecting Business and Education
to Grow a Regional Workforce*

*Join Us As The Dialogue Between
Education and Business Continues...*

**Hudson Valley
Community College**



**Monday,
October 5, 2009
3:30 pm**

Sponsors to Date:

DEILY, MOONEY & GLASTETTER, LLP
ATTORNEYS AT LAW



News



3rd Annual Women in Business Mixer

A Great Success

Special thanks to James Piraino, owner of Hair and Body Essentials Day Spa, and his experienced and friendly staff, for hosting the Women in Business Committee's 2009 Networking Mixer on June 15.

The many chamber women that attended enjoyed delicious snacks, chair massages, makeup applications, eye-brow waxing, hair consultations, goodie bags, great door prizes and more!

James Piraino extends a cordial invitation for to all Chamber members to stop in for a tour of his full service day spa conveniently located at Clifton Park Center. Visit www.hairnbodyessentials.com or call 383-5000 for more information.

Thanks to all our Women in Business Committee members who have worked so hard this year to continue to provide valuable programming and events for our women members.

Upcoming Events

Brown Bag Workshop-

"Finding New Business Through 8A and MWBE Certification"

with Kate Baker, Business Advisor with the Small Business Development Center, University at Albany.

Wednesday, September 16 @ the Chamber Executive Education Center.

Women in Business Fall Luncheon-

"A Conversation with Mona Golub"

Tuesday, October 20, 2009, Hyatt Place, Malta.

Vice President of Public Relations and Consumer Services for Price Chopper Supermarkets, Ms. Golub will share her thoughts on what success means to her and her prominent family.

Register online for all events at www.southernsarotoga.org

Baskets of Hope- "Backpack Program"

The Women in Business Committee continues their dedication to the Baskets of Hope Program that benefits the women and children staying at the Saratoga County Domestic Violence Shelter. In August, the committee will be assembling backpacks filled with school supplies for the children who are staying at the shelter at the start of the school year as well as for children using the services of the Mechanicville Community Services Center.

Donations of all school supplies and/or backpacks are greatly needed as well as personal care items for the women. Items may be dropped off at the Chamber office during regular business hours or at any Women in Business event.

The member's of the Women in Business Committee would like to extend a sincere thank you to all the generous chamber members who have been so supportive of this worthwhile program. For further information, please contact Liz at 371-7748 or liz@southernsarotoga.org.

2009 Women in Business
Committee & Baskets of Hope Sponsor:



As Congress deals with a very full plate, the need to be vigilant on 'Card Check' continues:

Reid Will Allow "Card-Check" Vote

Senate Majority Leader Reid will allow a vote on labor's favored version of the Employee Free Choice Act before the end of the year if senators cannot find a compromise that 60 senators can support, the bill's chief Senate proponent said today.

"I'm hopeful that our negotiations will bear fruit and that we'll have a reasonable compromise that will be supported by 60 people," said Sen. Tom Harkin, D-Iowa. "There will come a time when if that falls through, I have the assurances from Harry Reid that we'll just bring the original bill to the floor, we'll have a vote."

The original legislation strips employers of the ability to demand a secret ballot election before workers can form a union. It also requires management and labor to use binding arbitration to get a first contract if they cannot agree within the first 120 days of bargaining.

Unions Announce EFCA Alliance with Business

In an attempt to break the business community's strong opposition to the Employee Free Choice Act, or 'Card Check', labor unions announced today a coalition of entrepreneurs and small business leaders who will lobby Congress to support the bill. "A strong, solid middle class that is able to purchase our products and services will allow us to invest in our businesses, hire new employees, and give back to our local communities," Roger Smith, president of American Income Life Insurance Co. and chairman of the newly formed Business Leaders for a Fair Economy, wrote in a letter to Senators. The group supports the card-check bill "as an integral part of our nation's economic recovery," Smith wrote. It is holding roundtables in key states, including Arkansas and Pennsylvania, supporting the union bill. Also in the works is a possible visit to Washington to lobby lawmakers, and they are also running ads in Capitol Hill publications.

** As an important side-note, American Income Life Insurance offers supplemental life insurance products *primarily to American labor unions*, association members, and credit unions. Centered on fulfilling a life insurance policy's primary purpose, American Income Life mostly issues basic, uncomplicated plans with only a few products that feature ways of achieving additional financial savings or asset accumulation.

Broad-based coalition pushes to stop Paid Family Leave bill

Your Chamber and a broad-based coalition of business groups including The Business Council, National Federation of Independent Business, Unshackle Upstate, The Chamber Alliance of New York State and the New York Main Street Small Business Coalition are urging you to help us stop another unfunded, job killing mandate about to be placed on all New York businesses.

"Paid Family Leave" proposals now in the legislature would provide disability benefits to workers who take up to 12 weeks of leave to deal with a variety of family situations. Employers large and small have told us that any such mandate would impede their ability to manage their workforce needs while conducting business.

The mandates in bill S-5791/A-8742 not only hurt a company's bottom-line, they will encourage absenteeism — thereby disrupting work schedules, forcing employers to fill gaps with overtime imposed on other workers, and causing some to lose business opportunities. This year New Yorkers have already been saddled with billions in new taxes. These Paid Family Leave bills are just another mandate whose cost can not easily be recovered.

Our coalition has set up a simple, on-line system that will enable you to send a message directly to your state Senator and Assemblyman asking them to STOP these Paid Family Leave bills. Go to <http://www.voter-voice.net/Core.aspx?AID=768&APP=GAC&IssueID=18236&SiteID=-1> or call the Chamber to email you this link directly.

Border Document Update

The Western Hemisphere Travel Initiative (WHTI), which took effect June 1st, requires U.S. and Canadian travelers to present a passport or other document that denotes identity and citizenship when entering the U.S. It is a result of the Intelligence Reform and Terrorism Prevention Act of 2004 (IRTPA).

Almost all U.S. & Canadian citizens crossing the border at Champlain, NY are presenting a WHTI compliant form of ID. Those who do not are generally being allowed to cross without great delay and are being given information on what they need to do to comply.

This period of transition is expected to last through the summer, avoiding any serious impact during the busy months ahead.

Forms of WHTI compliant ID include:

- NEXUS – this allows you to use NEXUS fast lanes when driving across US/Canadian borders.
- ENHANCED DRIVER'S LICENSE – New York and Canadian EDLs are the next best choice as they feature technology that should help speed future flow at the border.
- PASSPORTS: Or for U.S. citizens, PASS CARDS.

Visit www.getyouhome.gov for full details on border crossing requirements by air, land and sea.

Courtesy of *Quebec-New York Corridor Coalition*

JULY MEMBER ANNIVERSARIES

1 to 4 Years

A. DeSantis Associates
 Adaptive Results, LLC
 Adecco Employment Agency
 AFLAC New York -
 Suzanne Nielson
 Albany's Palace Theatre
 Allstate Insurance -
 The Hill Family Agency
 Almost Saratoga
 Amberman Stamp Company
 Anchor Agency, Inc.
 Applied Thinking Skills
 Village of Ballston Spa
 Bella Rouge
 BFC Homebuilders, LLC
 Business Automation
 Services, Inc.
 Canoe Associates Insurance
 Agency, Inc.
 The Capitol Group
 Center for Economic
 Growth
 CP Landmark Ltd.
 Clifton Park Psychiatric
 Therapy, PLLC
 Columbia Cabinetworks
 LLC
 Complete Music and Video
 CUSTOMERicity, LLC
 Kevin M. Dailey,
 Attorney at Law
 Dennis Appraisals, LLC
 East Line Books
 EcoLocal Guide
 Faldoni's Delicatessen &
 Catering Co.
 Feigenbaum Cleaners, Inc.
 Firethread Studios
 Five Guys Burgers and Fries
 Ronald Fragomeni
 Associates Inc.
 Kerry Gavin Studio
 Girl Scouts of Northeastern
 New York
 Global Events Management,
 LLC
 Higgins, Roberts, Beyerl
 and Coan, PC
 Home Helpers and
 Direct Link
 Hunter Learning Solutions
 LLC
 Huntington Learning Center
 Hyatt Place Saratoga/Malta
 ITechXpress
 The Jonesville Store

Kansas Eye Surgery
 Associates, P.C.
 Karalina's
 KeyBank, N.A.
 KeyBank, N.A.
 KeyBank, N.A.
 KG Business Enterprises
 LLC
 Kinney Management
 Services, LLC
 Luther Forest Technology
 Campus, Inc.
 Malta Pilates Center
 McGregor Links
 Country Club
 Mirror Lake Inn Resort
 and Spa
 Mohawk Asset Management
 NESCO Accounting &
 Finance
 Northern Funding
 Corporation
 Park Lane Tobacconist
 Park 19 Cookies
 People Management Systems
 Pepe Productions
 Pierce Communications,
 LTD.
 Pre-Paid Legal Services, Inc.
 Prestige Services, Inc.
 Preston Home Repair
 Proliant Consulting Group
 Prudential Blake Atlantic
 Realtors
 Residential One LLC
 St. George's Episcopal
 Church
 Saratoga Hospital
 Saratoga Polo Club
 SBI Franchise Group
 Schenectady Museum &
 Suits-Bueche Planetarium
 Schmeiser Olsen & Watts
 LLC
 Spare Time* Clifton Park
 Ameriprise Financial Justin
 J. Spraker
 Sushi Thai @ the Park
 Edward W. Swanson, Esq.,
 CPA
 Target Marketing
 Advertising Service
 TEIGIT
 The Mill on Round Lake
 Togonalax Club
 Topix.com
 Tri-City Valley Cats
 TVGA Consultants

Boy Scouts of America,
 Twin Rivers Council
 Unified Digital Group, LLC
 Upstate Priority Insurance
 Agency, LLC
 The Weathersby Guild of
 Eastern New York
 West Mountain Ski Area
 Wildwood Programs, Inc.
 Steven Williams Real Estate
 Word Alchemy

5 to 9 Years

Accent Commercial Furni-
 ture
 Bartel Communications, Inc.
 Stephen G. Bozak &
 Associates
 T.M. Byxbee Company,
 CPAs, NY, P.C.
 Clifton Park Advanced
 Imaging, PLLC
 Community Care Physicians
 Fairfield Inn & Suites
 by Marriott
 David A. Flanders Associates
 Flint Enterprises
 GTM-Tech Valley Payroll
 Hampton Inn of Clifton
 Park
 Hedley & Co., PLLC
 Certified Public
 Accountants
 Hound Dog Graphics
 Joule Capital, LLC
 Make It Fit, LLC
 Marks Adjustment Inc.
 Montgomery Consulting,
 LLC
 Northeast Career Planning
 NPA Financial, Inc.
 Open Arms Fellowship
 The Pike Company, Inc.
 Rose & Kiernan, Inc.
 RPS Logistics Consulting
 Saratoga Lake Golf Club
 Sportsplex of Halfmoon
 Van Patten Golf Course
 and The Vista
 Restaurant/Banquet
 Services
 Wal-Mart Store #2844

10 to 19 Years

Abele Builders, Inc.
 Accounting For All
 ADT Security Services, Inc.
 John J. Boltz Consulting

Philip J. Brendese
 Funeral Home
 Robert J. Chauvin, Esq.
 Chouiniere's Trucking &
 Excavating, Inc.
 Coldwell Banker Prime
 Properties
 Countryside Stove &
 Chimney-Burnt Hills
 Crystal Rock LLC
 Hardrock Equipment
 Corporation
 IKON Office Solutions, Inc.
 Philip C. Johnson, CFP
 New York Power Authority
 Power Delivery Consultants
 Inc.
 T. A. Predel Company Inc.
 Ravenswood Pub
 RE/MAX Park Place -
 S & R Jacobson
 Saratoga County Board
 of Supervisors
 Lawrence H. Seitelman,
 DDS
 Strategic Data Systems
 Town of Halfmoon
 The UPS Store

20+ Years

Best Western Clifton Park
 CAPTAIN Youth & Family
 Services, Inc.
 Casual Living Pools
 Clifton Park Center
 Culligan
 Hannaford Superstore
 Holiday Inn -
 Saratoga Springs
 JIMAPCO, Inc.
 Realty USA -
 Howard Rubinger
 Saratoga Bridges, NYSARC,
 Inc. Saratoga Cty.
 Chapter
 George Ward



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Upcoming Events Calendar

July

3&6

Chamber office closed for Holiday

9 Thursday

7:30am "The Building & Impact of a Chip Plant"—Hyatt Place Hotel, Malta. No charge- Member's Only Event .

Sponsored by: Hudson Valley Community College

5:30-8:00pm Celebration Cruise-Captain JP II Cruise Ship (Troy)
Chamber Members \$35. Call 274-7474 to register

15 Wednesday

7:30am Getting Maximum Results from Networking Events-Chamber Executive Education Center. General Admission: \$20.
Chamber Members: \$10. includes continental breakfast..

Sponsored by: Justin J. Spraker,
A Financial Advisory Franchise of Ameriprise Financial

21 Tuesday

10am-4pm Run with 1000 Membership Campaign-Chamber Executive Education Center. Contact Denise Romeo at 371-7748 for details

28 Tuesday

8:00am Breakfast w/Kenneth Adams-The Edison Club
General Admission: \$35 Chamber Members: \$20

Sponsored by: KeyBank

August

17 Monday

11:30am Chamber Day at the Races-Saratoga Racetrack Paddock Tent. General Admission: \$60 Chamber Members: \$45

Sponsored by: Capital Bank, Best Cleaners & NewWard Development

September

7 Monday - Labor Day

Chamber office closed for Holiday

10 Thursday

3:45pm Board of Directors Meeting — Chamber Office

5:30pm Second Thursday Networking Mixer - The Paddocks of Saratoga. General Admission \$10. Chamber Members \$5.

Sponsored by: Capital Bank

16 Wednesday

7:30-9:30am -Executive Education Center-Disaster Preparedness Seminar. General Admission: \$20. Chamber Members: \$10. includes continental breakfast..

Sponsored by: Justin J. Spraker, A Financial Advisory
A Financial Advisory Franchise of Ameriprise Financial

12Noon Women in Business Brown Bag – Women Owned Business Certification-Chamber Exec. Ed. Ctr. General Admission \$15. Chamber Members No Cost.

Sponsored by: Seton Health/St. Mary's Hospital

17 Thursday

7:30am-9:00am StartupSmart Training Program-Chamber Executive Ed. Center. \$79. for seven sessions through 10/29

Log on to www.southernsarotoga.org to register for all events

CREATING SUCCESS
FOR A STRONG
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