

CREATING SUCCESS
FOR A STRONG
COMMUNITY



The **BOTTOM** **LINE**



www.southernsaratoga.org

Volume 24 No. 6

June 2009

Member Member

What if ...???

You could:

- market to a targeted audience?
- make your advertising budget stretch farther than you thought possible?
- track marketing results easily?

Stop asking yourself “what if” and see how

Your Chamber just made marketing your business a little easier!

The Chamber is all about its members and finding ways that we can help each other! This program is a chance for you to reach out to other Chamber members (and potential customers) by offering exclusive discounts for goods and services from your business. Member-2-Member begins June 1st and each offer you submit must be valid for six months. Your offer must also be of greater value than any offer you make available to the general public or we cannot allow participation in the program. Advertised through our website, Chamber publications and member packets, over 925 members can reap the benefits of money saved and you get invaluable advertising and increased business within a targeted market.

The program is absolutely free to The Chamber of Southern Saratoga County Chamber members! You provide us with the details of your exclusive discount offering to other Chamber members and the Chamber will do the rest!

For further information, or to receive an application to be part of the program, contact Denise Romeo at denise@southernsaratoga.org or 371-7748.

SEE PAGE 7 FOR A LIST OF DISCOUNTS BY MEMBERS ALREADY PARTICIPATING!

Chamber Golf Classic

BALLSTON SPA COUNTRY CLUB

Friday, June 12th

Golf Package includes cart/greens fee, lunch, beverages on course,
Awards Reception and Italian buffet, contests & prizes!

\$175. per person
Register today!
www.southernsaratoga.org

Sponsored by NBT Bank



Non-Golfers: See page 8 for
Special Opportunities Just For You!

The Chamber of Southern Saratoga County

Lessons Learned on LinkedIn Workshop

Social Networking Sites such as LinkedIn are becoming a more and more common place to build a professional network, communicate with customers, colleagues, and clients, and market products and services.

At this workshop you will learn how to:

- Set up a profile
- Build your network
- Communicate about issues in your industry
- Establish yourself as a credible source for resources and expertise
- Promote events, products, and services
- Interact with the media
- Communicate with clients and colleagues
- Find new business leads

When: Wed. 6/17, 7:30am Breakfast and Networking
8am - 9:30am Program

Where: Chamber Executive Education Center

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

Register: Online at www.southernsartoga.org or call 371-7748

Sponsored by:



GLOBALFOUNDRIES Update

GLOBALFOUNDRIES is 'Chip Shape' and moving forward as planned according to its CEO, Doug Grose. Grose told press at a recent media summit at Luther Forest that the fab industry was set to see some serious consolidation in the coming months but said the foundry market was "huge" and "growing at a pace faster than the overall market".

"We have to bring together the best and the brightest," said Grose, praising the very able team that Global Foundries has been cobbling together, adding that important more new hires would be announced over the coming weeks. A big step in that direction, said Grose, was that GloFo had already snapped up AMD's old 70-person design team from Dresden, the "seed" he said he hoped would lead to bumper future chip crops.

GLOBALFOUNDRIES teams up with T-RAM

Future AMD processors may end up with denser caches than expected—as could other chips manufactured by AMD's former foundry arm. Indeed, GLOBALFOUNDRIES has announced a joint development agreement with T-RAM, as part of which the two firms will bring T-RAM's Thyristor-RAM embedded memory technology to advanced technology nodes.

Thyristor-RAM will find its way into GLOBALFOUNDRIES 32nm and 22nm processes in both bulk-silicon and silicon-on-insulator flavors. If what AMD told us last November is still accurate, GLOBALFOUNDRIES will start ramping its 32nm bulk process in the fourth quarter of this year, with the 32nm SOI variant to follow in the first quarter of 2010.

T-RAM's denser embedded memory tech "has the potential to enable much larger on-chip cache memories," GLOBALFOUNDRIES indicated. Also, Thyristor RAM "shows promise for other applications, such as system-on-chip designs for netbooks, smartphones, and other mobile devices

2009 Upcoming Events

Mark your calendar now
for these Upcoming
networking events.

2009

2nd Thursday Networking Mixers

June 11
Estates of Halfmoon
Model Home

July 9
multiple Chamber mixer—
Dutch Apple Cruises

August 13
To Be Announced

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

Attorney Edward V. Wilcenski of **Jones Wilcenski & Pleat PLLC** in Clifton Park, was awarded the Marie Ivancich Memorial Award by the Brain Injury Association of New York. This award is given to “an outstanding professional, whose support for the Association is evidenced by great personal commitment and professional involvement” in promoting the mission of the Association. The Association provides advocacy and support for individuals with brain injuries and their families. Jones Wilcenski & Pleat PLLC is a 13 person law firm focusing exclusively in the areas of Special Needs Estate Planning, Elder Law, and Estate and Trust Planning and Administration.

The **Ballston Spa National Bank Charitable Foundation** announced that it has established scholarship programs in the Ballston Spa, Burnt Hills-Ballston Lake, Galway and Stillwater school districts. Scholarships will be awarded to graduating seniors who are continuing their education at a two-year or four-year college or university. The recipients will have demonstrated a record of academic achievement in the areas of math, science, engineering or business while also exemplifying a commitment to community service and support. For further information, visit their website at www.bsnb.com

CDPHP® and **Hannaford Supermarkets** announced today an innovative pilot partnership between CDPHP Life PointsSM, a health incentive program, and the Guiding Stars® nutrition rating system used by Hannaford to help shoppers make more nutritious food choices. “This pilot venture is designed to engage our members in healthy activities, and we believe it will empower them to take an active role in making healthy lifestyle choices and enjoy a better quality of life,” said John D. Bennett, MD, president and CEO, CDPHP. “The Life Points program rewards participants for taking advantage of the array of free CDPHP wellness programs and preventive health services available to our members, and now for purchasing healthy foods at Hannaford Supermarkets.” For further information on the partnership, visit www.hannaford.com or www.cdphp.com/LifePoints

Mercury Web Solutions is introducing two new programs to help businesses afford a new website or upgrade an existing one. Mercury is now offering a very attractive lease program on new website development and also now offering the Mercury Designer Series set of semi-custom website designs, significantly less costly than Mercury’s custom design. For more information regarding Mercury Web Solution and the new Mercury Designer Series or Mercury Leasing Program, call Mercury sales at (518) 432-3200 or visit their website at www.mercurywebsolutions.com.

Come help **Saratoga Academy** celebrate the end of its inaugural year! The 1st annual Saratoga Academy of the Arts and Sciences Fundraising Gala is scheduled for the Mohawk River Country Club and Chateau in Rexford on Saturday, June 13th at 6pm. All proceeds benefit the Saratoga Academy of Arts and Sciences. For further information or to purchase tickets, please visit www.saratoga-academy.com.

For the first time in its 75-year history, the trustees of the **Schenectady Museum & Suits-Bueche Planetarium** will be led by co-presidents. Jane N. Golub, director of in-store marketing programs for Price Chopper Supermarkets, and Denise V. Gonick, executive vice president and chief legal officer of MVP Health Care, were unanimously elected co-presidents by the Museum’s executive committee. The executive committee also voted to add two trustees to its ranks; they are Mark Campito, founder and CEO of Marktech Optoelectronics, and John Schneiter, co-founder and past president of GlobalSpec Inc. For further information on the museum, visit their website at www.SchenectadyMuseum.org.



Christopher Frances

Christopher Frances of Loudonville, NY, has been certified as a Chartered Retirement Planning Counselor (CRPC). Conferred by the College of Financial Planning in Denver, CO, the CRPC certification prepares retirement specialists for the changing demands of the profession, emphasizing a hands-on approach and a wide scope of resources. After two decades in the banking industry, Frances established his firm **Capital Region Retirement Planning Specialists**, in 2007.

The **Capital District Transportation Authority** is receiving \$245,000 from the U.S. Department of Transportation to be used for the preliminary design and engineering of the Saratoga Springs bus garage. The new garage will support an increase in service in Saratoga County, which is now operated out of the Schenectady Division. According to the DOT’s grant award, “Saratoga service expansion is increasing ridership at double-digit rates well above projections and targets.” The new 55,000-square-foot garage will be located on 10 acres and will be able to house a 50-bus fleet.

The official launch of **United Way 2-1-1 Northeast Region** happened recently in Albany. United Way 2-1-1 Northeast Region provides an easy to remember phone number – 2-1-1 – that offers free, direct, confidential and professional assistance for human services to residents in the community. It serves as an important referral center for callers from Albany, Columbia, Fulton, Greene, Hamilton, Montgomery, Schenectady, Schoharie, Rensselaer, Saratoga, Warren and Washington counties who need help with issues concerning food, shelter, clothing, child care, crisis counseling, substance abuse issues, health resources, employment, financial and legal issues, physical and mental health needs, senior care, volunteer opportunities and more. The network also allows for the quick dissemination of crisis preparedness information, especially during times of natural disaster. It is operated by Family and Children’s Service of the Capital Region.

Twin Bridges Rotary continues to collect old cell phones to benefit the Mechanicville Domestic Violence Chapter. The phones can be dropped off at CA North Realty at 2381 Route 9 in Malta or you may schedule a pick up. For further information, contact Carol North at 518-527-7826.

Continued on page 4

Members IN THE News

Cont'd from pg 3

Dr. Peter Kansas has been invited to lecture to the Ophthalmology Department faculty and ophthalmology residents at Yale University and participate in grand rounds. He will be presenting actual surgical cases on modern small incision no stitch cataract surgery. Dr. Kansas will speak to the adaptability of this technique to facilitate cataract surgery in the most modern health care facilities and its adaptation to rural and under developed nations. Dr. Kansas is in private practice at **Kansas Eye Surgery Associates** in Latham and co-founder of Albany Regional Eye Center.

Velocity Print Solutions has been named a Top 100 Trade Printer by Print Solutions Magazine in its May issue. The list compiled a definitive list of the country's largest printers by sales volume that resell their products to distributors. Velocity ranked 35th in the list. Velocity is proud to welcome home Susan Jubrey from Iraq, where she served in the Army Reserves for one year. In addition, one of its employees, Razid Ali, has successfully completed his citizenship exam and is now a US citizen.

Berkshire Bank announced that it has selected 18 high school seniors to receive \$2,000 scholarships through its new Berkshire Bank Foundation Scholarship Program. Three of the winners are from the Capital District in New York and were awarded their scholarships at a recent Awards Ceremony. A total of 32 employees and 10 community leaders reviewed more than 100 applications to select the winners. For more information, visit www.berkshirebank.com or call 800-773-5601.

The Suzanne Dingley Team and The Vinsick Group with Coldwell Banker Prime Properties were ranked in the Top 10 teams for the first quarter of 2009 in adjusted gross commission income in New York State for **Coldwell Banker®**. The Suzanne Dingley Team ranked number 5 while The Vinsick Group ranked 7 out of the 113 Coldwell Banker affiliate teams in New York State. Coldwell Banker Prime Properties Clifton Park office is located at 1754 Route 9. Coldwell Banker Prime Properties has been an affiliate of the Coldwell Banker System since 1986 and is ranked the 11th largest Coldwell Banker Company by adjusted gross income for the 1st quarter of 2009.

The 5K Firecracker Run is scheduled for Sunday, July 12th at 10:30 am in Tallmadge Park in Mechanicville. Entry fee is \$20. and registration starts at 9:15am the day of the race. Proceeds to benefit the **Mechanicville Area Community Services Center, Inc.** Call 664-8322 for further information.

Ownership of **The Chazen Cos.**, an engineering and planning firm with offices in upstate New York and Connecticut, has expanded for the first time in the company's 60-year history. Five senior-level professionals are now principals in the firm: Mark Kastner, Steven J. Alex, William Bamford, Jr., Joseph Lanaro and John Montagne. They join the senior principals, Richard Chazen and Daniel Stone, as owners. Chazen and Stone will remain actively involved in the firm.

Ribbon Cuttings



Estates At Halfmoon celebrated the Grand Opening of their model home with a ribbon cutting ceremony organized by The Chamber of Southern Saratoga County. Doing the ribbon cutting honors is Sales Manager Wayne Richard with on lookers Jonathan Hove, Project Manager {dark blue sport coat}, Bill Thiessen, Construction Manager {sunglasses} and Genevieve Martin, Sales Associate. Helping to hold the ribbon on the right is Suzanne Barletto, V.P. of Sales Training from Toll Brothers corporate headquarters in Horsham, PA. Ambassadors from the Chamber welcomed Toll to the community and included Sarah Fischer Southern Saratoga YMCA, Stacie Peugh, Southern Saratoga YMCA, Nick Zullo, The Affinity Group, Dee Pangburn, Capital Bank and Ken Herkert, Usherwood Office Technology.

Women in Business Committee Extends Their Thanks

Many thanks to the Seton Health/St. Mary's Hospital professionals who came out on May 13th to host the Women in Business Mini Health fair. The Chamber women who attended received lots of great health information, delicious samples from Panera Bread as well as information on the services of Domestic Violence and Rape Crisis Services of Saratoga County (DVRC).



Celebration Cruise: 400 Years.

1 RIVER. 11 CHAMBERS!
Thursday, July 9

Come aboard as we bring together eleven area Chambers of Commerce to celebrate the Hudson River's Quadricentennial the best way possible – on the River! This joint cruise on the 600 passenger, four-deck Captain JP II cruise ship gives you the rare opportunity to connect with business professionals from all eleven chambers in the greater Tech Valley region, making this a “must-attend” event.

Set for Thursday, July 9, the cruise will include live entertainment with two different bands, door prizes, heavy hors d'oeuvres, drink specials and much more, all in a fun and relaxed setting. The dock is located at the intersection of State & Front Streets in downtown Troy with free garage parking, carpools are encouraged. Business casual attire.

Board from 5:30 to 6:30,
Cruise from 6:30 to 8 p.m.
Tickets are only \$35 per person.
RSVP by phone at 518.274.7474.

Sponsored by:



CDTA

- Participating Chambers of Commerce:
- Albany-Colonie Regional Chamber of Commerce
 - Bethlehem Chamber of Commerce
 - Colonie Chamber of Commerce
 - Columbia County Chamber of Commerce
 - Fulton County Regional Chamber of Commerce & Industry
 - Guilderland Chamber of Commerce
 - Montgomery County Chamber of Commerce
 - Rensselaer County Regional Chamber of Commerce
 - Saratoga County Chamber of Commerce
 - The Chamber of Schenectady County
 - The Chamber of Southern Saratoga County

CORRECTION

The Chamber apologizes for not listing Voices of Success in the Annual Dinner auction item thank you article that was in the May issue of The Bottom Line newsletter.

Member's Spotlight

Insurance

(ALL AREA CODES ARE 518)

Adirondack Trust Insurance.....	899-2124
AFLAC New York- Michelle Nolan.....	330-9463
AFLAC New York – Suzanne Nielson.....	490-6506
AFLAC NY- Jenna Herdrick	886-8510
AFLAC New York-Kari Fribourg.....	689-3260
Anchor Agency	458-8908
Atlantis Insurance Agency.....	348-6420
Bankers Conesco Life Insurance Company	591-0787
BlueShield of Northeastern New York	220-5794
Bouchey & Clarke Benefits, Inc.	272-9866
Brown & Brown of New York, Inc.	371-2111
Canoe Associates Insurance Agency, Inc.	383-3361
John Carriero & Son Inc.	664-9882
Commercial Coverage, Inc.	602-2020
Cool Insuring Agency, Inc.	783-2665
The DePaulo Agency.....	372-7477
DeSimone Insurance Agency & Financial Svcs.	877-0525
Ronald Fragomeni Associates Inc.	584-4200
HMS Agency, Inc.	690-0360
Hopmeier Evans Gage Agency	377-7414
Theodore LaVigna Agency, Inc.	664-7367
Liberty Mutual Insurance Group	899-7050
The Lyden Group LLC.....	877-7018
Marks Adjustment Inc.	858-5524
Miranda Allstate Insurance	373-1458
MVP Health Care	370-4793
New York Long-Term Care Brokers, Ltd.	371-5522
The Preferred Group.....	641-0321
Rose & Kiernan, Inc.	244-4204
State Farm Insurance-Thomas Rupert	383-0060
State Farm Insurance-Lee Serino	371-0377
Sterling Health Plans.....	452-0349
TEIGIT	348-1270
Upstate Priority Insurance Agency, LLC.....	688-3010
The Winfield Group.....	371-0075

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



More than 55 exhibitors, great media coverage, and plenty of walk-in traffic made the new Business is Blooming Spring Showcase a big success! Thanks to all our valued sponsors and exhibitors:

EVENT SPONSORS:



EXHIBITORS:

VIP Exhibitors: Ballston Spa National Bank, Capital Communications Federal Credit Union, Classic Interiors by C&M, Sylvan Learning Center, and Tech Valley Continuity LLC

Exhibitors: AFLAC New York – Kari Fribourg, American Red Cross – Adirondack Saratoga Chapter, Assisted Fishing.com, Ameriprise Financial – Justin J. Spraker, Back in Balance Therapeutic Massage, Bellinis Italian Eatery, Best Cleaners, Capital Bank, Capital Region Coffee News, Capital Region Language Center, Capital Region Weekly Newspaper, Clifton Chiropractic Nutrition & Wellness, Fidelis Care, Holiday Inn Resort - Lake George, Home Instead Senior Care, IsAgenix, Logical Net, Malta Supply Inc., Mary Kay Cosmetics, MicroKnowledge Inc., Mirror Lake Inn Resort & Spa, Mother Teresa Academy, New York Long-Term Care Brokers, Ltd., North Country Janitorial, Inc., Paetec Communications, Panera Bread, Pepe Productions, Philly Soft Pretzel Factory, Premier Designs High Fashion Jewelry, Prestige Services, Inc., Office Coffee, Ralph's Sporting Goods & Uniforms, Rugani Family Chiropractic, SCORE, SERVPRO of Southern Saratoga, Seton Health/St. Mary's Hospital, Souders Promotions, Sportsplex of Halfmoon, The Business Review, The Century House Restaurant & Hotel, Time Square, Usherwood Office Technology, Window Wear Etc., and Your Spice of Life.

Additional thanks to Stacie Peugh and all the staff at the YMCA, Nancy Bardin and the staff at Clifton Park Rental Center, JCB Specialties and all the Chamber volunteers that helped to make the show a success.

Register for the Fall Business Showcase on November 5th today at www.southernsarotoga.org/chamberevents, by calling 371-7748 or by email at info@southernsarotoga.org.

Member Member

*The Chamber of Southern Saratoga County
is excited to announce that the following members
are offering a member-2-member discount.*

*Please visit the Chamber's website,
www.southernsaratoga.org,
for more specific details on each offer.*

A Peaceful Place Massage & Wellness Center—10% off any massage. George Guarino-Certified hypnotist also offering free hypnosis CD w/first session booked.

After Hours Farm—10% discount on 3 horseback riding lessons or training sessions on your horse.

Alliance World Wide Investigative Group, Inc.—15% discount on services offered.

Ameriprise Financial-Catherine Tucker—complimentary consultation.

Bella Rouge—complimentary skincare or make up consultation with 10% discount on purchase.

Business Works—25% discount on business consultation.

Capital Region Language Center—10% discount on group or corporate language classes.

Coffee News of the Capital Region—\$50 off the 1st month's payment for a minimum 3 month/13 week advertising plan.

Delain Law Office, PLLC — 50% discount on initial 1/2 hour consultation for intellectual property or business matters.

Dependable Carpets & Floor Cleaners—20% discount on commercial services for 1st time clients.

Ferguson Family Chiropractic—New patient visit \$35 to include consultation, any needed x-rays, examination and first adjustment.

Gold's Gym—50% off enrollment (\$50 savings) plus 24 month membership \$19.99 monthly (\$10 savings per month).

Hunter Learning Solutions, LLC—1/2 off comprehensive learning skills assessment for struggling students.

JCB Specialties—10% off list price.

Manpower—\$350 discount if place a direct hire opportunity or temporary position for a week or more – four hours free billing.

Voices of Success—30% discount on 40 minute airtime on TALK 1300 to include 20 promotions prior to show and weblink on www.voicesofsuccess.com.

Mechanicville Self Storage—25% off 10' x 20' or 5' x 10' storage unit...minimum rental 6 months.

Mercury Pen Company—25% off list price as shown on website, www.mercurypen.com

CA North Realty—Free termite/Pest Inspection when buying/selling home through CA North Realty

Northeast Spine & Wellness—first exam at no charge/\$10 off first hour massage

OG Computer Services, LLC—25% discount off work/service performed including web design/hosting.

Philly Soft Pretzel Factory—10% discount on all catering

ProCycles—10% discount on all motorcycle/snowmobile accessories

Ameriprise Financial—Justin Spraker-25% off any planning fees for first year

Sprint-10%–25% discount on monthly service charge with other qualifying factors

Sprint/Nextel—12% discount off services

Strategies Unlimited—15% discount on services with free consultation

Sylvan Learning Center—registration fee waived (\$75 value)

Tiny Tots Tea Room—10% off all Tea Room Services

Unified Digital—20% off first invoice

Your Spice of Life—10% discount off all products

Zava Hair Studio—discounts for member's first three visits. Discounts are applicable to all salon services. 40%; 30% and 15%

Chamber Members "GOING GREEN"

Saratoga Hospital recently announced that it has selected Stewart's Shops as the main provider of dairy products for the hospital cafeteria. The agreement takes effect this month and covers pints of milk and ice cream sold to employees and other cafeteria customers.

Representatives of Saratoga Hospital and Stewart's hailed the agreement as an example of how "buying local" can provide significant benefits—to individual organizations and the region as a whole. In this case, for instance, the hospital will receive high-quality, locally produced goods at a savings of about \$4,500 per year, and Stewart's can count on steady demand for its products. The agreement helps bolster the region's economy and, because goods are transported only a short distance, helps reduce both organizations' carbon footprints.

"We view this as yet another opportunity to invest in our community," said Saratoga Hospital President and CEO Angelo Calbone. "We have made a conscious effort, all along, to use local vendors. During these more difficult economic times, we are stepping up previous efforts to buy local to provide extra support for Saratoga County businesses."

Women in Business Networking Mixer

Monday, June 15 @ 5:30PM

Hair & Body Essentials Day Spa is welcoming Women in Business back for another fun-filled mixer! Enjoy complimentary chair massages, make up applications, hair consultations, eye-brow waxing, goodie bags for all attendees, door prizes, discount coupons, plus great refreshments!

Cost:

\$10 general admission, \$5 chamber members.
Register online at www.southernsarotoga.org
or by calling 371-7748.

Loan for Small Business Available through SBA

Help is on the way for small business owners struggling to make debt payments.

Starting June 15, the U.S. Small Business Administration will start guaranteeing America's Recovery Capital (ARC) loans.

These are deferred-payment loans of up to \$35,000 that will be made available to established, viable, for-profit small businesses in need of short-term help to make their principal and interest payments on existing debt. The loans are interest free and 100 percent backed by the SBA.

"These ARC loans can provide the critical capital and support many small businesses need to make it through these tough economic times," SBA Administrator Karen G. Mills said.

Repayment will not begin until 12 months after the final disbursement. After the 12-month period, borrowers will pay back the loan principal over a period of five years. Commercial lenders and not the SBA will make the loans available. For more information, visit www.sba.gov.

Great Opportunities for Non-Golfers!

Getting involved in the Chamber's Spring Classic Golf Tournament sponsored by NBT Bank on June 12th at Ballston Spa Country Club is a great way to market your company to business leaders in the area - and you don't need to be a golfer!

TIP #1 -

Participate in the Newest Tournament Contest! One lucky golf ball could win you \$500 cash! Purchase one or more of 200 golf balls for \$5 each. All balls will be dropped from a bucket truck at the tournament. If your ball(s) land in the hole - you win \$500! Balls can be purchased at the June 11th Mixer at Estates of Halfmoon, at the Chamber Offices, or at the tournament. Need not be present to win. Contest sponsored by LeChase Construction Services and Time Warner Cable Business Class.

TIP #2 -

Sponsor something! \$150 gets your company logo on a tee sign set out on the course. \$300 gets your company logo on the beverage carts (which golfers eagerly look for on a warm day on the course!) \$400 lets you sponsor a contest for the golfers - But your sponsorship doesn't stop there! Get maximum value by putting a promotional item or literature about your products or services in each golfer goodie bag and attend the cocktail reception after the tournament to network with the golfers and reinforce your message as a sponsor of the tournament. For a list of available sponsorships visit www.southernsarotoga.org/golf

TIP #3 -

Donate a raffle item! Golfers especially appreciate golf related gift baskets, umbrellas, boxes of balls, a new putter, or restaurant gift certificates. Donate one of these items on behalf of your company and make a lucky golfer's day! Call the Chamber at 371-7748 or respond to this email for raffle item ideas and fellow members who can supply them. Be at the cocktail reception yourself to personally congratulate the winner and hand them your business card.

TIP #4 -

Network! You can attend the cocktail and Italian buffet dinner reception for some great networking. Cost is \$25 per person. Register by calling the Chamber office or emailing info@southernsarotoga.org.

If you do play golf or want to start there are still spots available to play! Register online, by phone at 371-7748 or email info@southernsarotoga.org

Speaker's Bureau Forming

The Chamber is compiling a list of members who have an interest in presenting seminars, workshops, and information sessions in their specific areas of expertise. Participants in the Chamber's Speaker Bureau will be referred to individuals and organizations looking for presenters and speakers. If you would like the opportunity to share your knowledge and expertise through presentations please visit www.southernsarotoga.org/speakersbureau



2009 Session Begins in September

The Saratoga County Executive Institute, a program of distinction introduced by The Chamber in 2007, will begin the 2009 Session this September.

Institute brings together area business executives to learn about the region's leading companies and experience first-hand the exceptional service and leadership that makes them great! Expect first-class networking and relationship building if you participate in this program.

The 2009 class is limited to 20 individuals and we anticipate it to be full. If you would like to learn more about Executive Institute or to register, contact Denise Romeo at denise@southernSaratoga.org or 371-7748.

June Networking Mixer

The Ambassadors of The Chamber of Southern Saratoga County invite you to join them at the 2nd Thursday Networking Mixer to be held **June 11 at Estates At Halfmoon in the beautiful model home of Toll Brothers, Inc.** The property is located at 72 Stone Crest Drive in Halfmoon. Visit our website at www.southernSaratoga.org for directions and to register for the mixer. **Please note: This is a change in venue from the June mixer location previously noted on the Chamber calendar.**

News from the Membership/ Ambassador Committee

Running with 1000-Everyone Wins!!!

Team Chamber's 2009 Summer Membership Drive is scheduled for Tuesday, July 21st at the Chamber office. We need seasoned pros like you to continue the economic growth of our area by recruiting other viable businesses to join the Chamber roster. We stand at 950 member businesses and our goal is to "run with 1000" by the end of 2009. The Membership Committee will convene on the Chamber for a six hour phone-athon and invite you to join the fun. Sign up for an hour or two of calling fellow business owners, friends and acquaintances and help us reach our goal and help them grow their business. Pizza, beer/wine and soda will be served. If you can not participate but have some prospective new member contact information to share, please forward it to Denise at denise@southernSaratoga.org for follow up.

Francis E. Almstead Memorial Scholarship Awarded

The Francis E. Almstead Memorial Scholarship, an annual award given to a deserving Saratoga County high school senior who is pursuing a career in business, was given to Allyson Faroni from Waterford Halfmoon High School.

Francis Almstead, the first full-time executive of the Chamber, was committed to post high school education as a former educator. His belief in providing opportunities to young people to enter a career in business was central to the creation of this memorial scholarship.

Faroni plans to attend the College of St. Rose in the fall. The Chamber congratulates Allyson for her hard work to date, and wishes her the best in her pursuit of her college degree.



Photographed in the Toll Brothers, Inc. model home are (from left): Ambassadors Nick Zullo, The Affinity Group, Stacie Peugh, Southern Saratoga County YMCA, Ken Herkert, Usherwood Office Technology and seated from left: Sarah Fischer, Southern Saratoga County YMCA, Denise Romeo, The Chamber of Southern Saratoga County.

Education and Business Partnership News

The Chamber's Education and Business Partnership continue their commitment to identifying the critical issues facing our local workforce in the 21st century. To that end, our Partnership members facilitated **CLICK On! 5.6** — a **Construction/Trades Industry mini summit**—that was held on May 6th at Ballston Spa High School. The event focused on opening a constructive dialogue between capital region educators and leaders from the trades/construction industries to discuss how to best prepare our students for the needs of this industry in the future.

Panelists for the event were John Jersen, President, **Jersen Construction Group**, Alan Asadoorian, M+W Zander, and Ed Nadeau, Business Manager with the Steamfitters Local 7union. **CLICK On! 5.6** was moderated by P. Phillip White, Dean, School of Business and School of Engineering and Industrial Technologies, **Hudson Valley Community College**. Photos of the event are below.



At **CLICK On!** a key point our expert panelists agreed on is that a fundamental ingredient for future career success for school-age children is the development of strong math and science skills. These principles will continue to be crucial in securing the high paying, technology driven jobs that will fuel our region's workforce needs for the next 20+ years.

Following the great success of last year's **CLICK '08** event, our Education and Business Partnership is now at work planning **CLICK '09**, scheduled for **Monday, October 5th at Hudson Valley Community College**. We will continue to explore how the education and business communities can come together to ensure that an educated and properly prepared workforce continues to emerge from our public school system. Please mark your calendars to attend.

The Chamber welcomes the involvement of interested individuals who would like to become engaged with the Education/Business Partnership and its mission. For further information, please contact Liz Roggenbuck at liz@southernсарatoga.org or 371-7748.



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

Sponsors to Date:

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NYS Canal Corporation News

The New York State Canal Corporation has kicked off its 184th consecutive navigation season for the New York State Canal system. It's sure to be an exciting year with more than 200 events and festivals taking place throughout the system.

The Corporation will also be a major partner in several events planned for the 2009 Hudson-Fulton-Champlain Quadricentennial Celebration. The Corporation will be a

part of Working on Water – A Celebration of Maritime History, River Day and the Great Champlain Hudson Paddle, to name a few.

For more information on events as well as hours of operation for the Canal locks and lift bridges for the season, visit www.nyscanals.gov.

Board Chair and President join delegation to add voice in Washington – EFCA a major focus

Chair of the Board Jim Hartle and President Peter Aust traveled to the nation’s capital on May 11-13 as participants in NY Day in Washington, a lobby visit with federal legislators. They joined the delegation of over 125 other business and chamber leaders from throughout the state to hear comments and ask questions from Senators Schumer and Gillibrand about critical issues affecting business. Governor Patterson’s staff also provided updates on federal issues that are impacting business in NYS. In addition, the delegation was invited to a special briefing on specific issues being debated on the Hill by the U.S. Chamber of Commerce at their Washington headquarters. A major focus was the opposition to the proposed Employee Free Choice Act or “Card Check” bill. After the briefing, Hartle and Aust joined other chamber leaders from Albany-Colonie, Schenectady, Fulton and other counties across NYS for a rally at the Capitol where we had the opportunity to be in a briefing with Senator Orrin Hatch (R-UT) where, among other subjects, he provided context and history around the last attempt to substantially rework the National Labor Relations Act with its 60 cloture votes. In the course of that briefing he spoke specifically to EFCA and why he thought Senator Arlen Specter would ultimately vote to approve EFCA, particularly since Pennsylvania is the only state in the nation which showed an increase in the number of non-public unionized workers. Pro-union groups have placed intense pressure on Specter to support the card-check bill — their top priority this year — as they consider whether to endorse his 2010 re-election bid; a pro-labor group went on the air in Pennsylvania recently seeking to prod Specter to back the measure.

Separately, kudos to Kathy Donovan, small business owner of Horizon Foods in Schenectady, who traveled with us to Washington, DC, and clearly articulated to Senator Gillibrand the burden “Card Check” would place on small businesses. In response to Ms. Donovan’s question, the Senator indicated she believed that small businesses are not really the target of union efforts - that the best way for workers to have appropriate representation with management was through a union representative, and that if in fact card check imposed additional costs on small businesses, she believes a tax credit might be one way to help alleviate those costs on small businesses. Ms. Donovan did a superb job in clearly laying out the impacts this proposal would have on business and why a tax credit did not address the fundamental flaws in card check

An individual meeting with our newest representative, Congressman Scott Murphy, allowed for specific lobbying efforts and relationship building. Issues addressed were the reauthorization of the transportation bill including provisions for multi-modal, cross border transportation and FAA/Airport regulations, GlobalFoundries/Luther Forest, immigrant worker programs and gasoline prices.

Here is the bottom line on EFCA: unions and their congressional allies are trying to cobble together an alternative to the Card Check bill that could get past the 60-vote hurdle in the Senate - but so far, the proposals on the table are just as harmful to workers and employers. While we do not know when a new bill will be introduced, there are reports it could happen in the coming weeks. Now is the ideal time to make sure your Senators know of your strong opposition to so-called “compromise” proposals which our Chamber opposes. With our economy hanging in the balance, now is not the time to compromise on workers’ rights or jobs! Call us if you would like a letter template to use, the Senator’s contact information or for any question regarding EFCA.



Chamber President Peter Aust and Chairperson James Hartle with a group of NYS chamber executives and board members in Washington D.C. for New York State Lobby Day.

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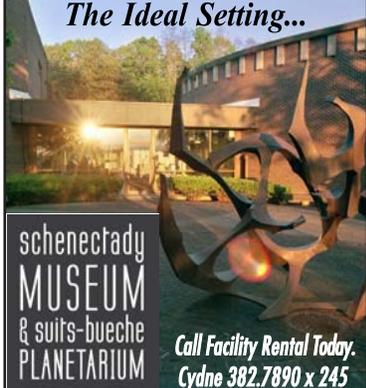


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Upcoming Events Calendar

June

11 Thursday

3:45pm Board of Directors Meeting — Chamber Office
5:30pm Second Thursday Networking Mixer - Estates of Halfmoon Model Home. General Admission \$10. Chamber Members \$5.

Sponsored by: Capital Bank

12 Friday

11:00am Chamber Golf Classic-Ballston Spa Country Club. Chamber Members \$175 includes golf, lunch, dinner Awards reception.

Sponsored by: NBT Bank

15 Monday

5:30pm Women in Business Networking Mixer — Hair & Body Essentials Day Spa. General Admission: \$10. Chamber Members: \$5.

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

17 Wednesday

7:30am-9:30am Lessons Learned on LinkedIn-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

July

3 Friday

Chamber office closed for holiday

6 Monday

Chamber office closed for holiday

9 Thursday

5:30pm Celebration Cruise - Captain JP II Cruise Ship, Troy. \$35. per person. Register by calling 518-2274-7474 .

Sponsored by: Verizon/CDPHP/CDTA

28 Tuesday

8:00am Breakfast with Kenneth Adams, President of The Business Council of NYS. Location to be announced.

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