

CREATING SUCCESS  
FOR A STRONG  
COMMUNITY



# The **BOTTOM LINE**



[www.southernsaratoga.org](http://www.southernsaratoga.org)

Volume 24 No. 5

May 2009



Thursday, May 7, 2009

4pm – 7pm

Southern Saratoga County YMCA

1 Wall Street, Clifton Park

*Don't miss the Spring Showcase! No Admission fee and No Pre-registration required!  
Great local products and services, networking, giveaways, lots of door prizes, and cash bar!  
Bring your co-workers, family, and friends- all are welcome.*

Featuring delicious food samples from your favorite restaurants including:  
Bellinis Italian Eatery, Panera Bread, Philly Soft Pretzel Factory, Prestige Services, Inc.  
Office Coffee Service, The Century House Restaurant & Hotel, and Your Spice of Life

#### EVENT SPONSORS:



SARATOGA BUSINESS JOURNAL

#### EXHIBITOR LIST TO DATE:

*VIP Exhibitors:* Ballston Spa National Bank, Capital Communications Federal Credit Union,  
Classic Interiors by C&M, Sylvan Learning Center, 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, Best Cleaners, Capital Bank, Capital District Business Review, Capital Region Coffee News, Capital Region Language Center, Clifton Chiropractic Nutrition & Wellness, Fidelis Care, Holiday Inn Turf Lake George, Home Instead Senior Care, Malta Supply Inc., Mary Kay Cosmetics, MicroKnowledge Inc., Mother Teresa Academy, Paetec Communications, Pepe Productions, Premier Designs High Fashion Jewelry, PennySaver Newspaper Group, Rugani Family Chiropractic, SCORE, SERVPRO of Southern Saratoga, Seton Health/St. Mary's Hospital, Souders Promotions, Sylvan Learning Center, The Vital Bottomline-Marketing Consulting, Time Square, Usherwood Office Technology, and Window Wear Etc.

**The Chamber of Southern Saratoga County**



GLOBALFOUNDRIES

# Monthly Update

Terry Caudal, Project Manager of the Luther Forest Fab recently joined his newest GLOBALFOUNDRIES team at the Chamber's Annual Awards Dinner held on April 23rd. The team which included John Blowers, Emily Reilly, Geoff Akika and Mark Keller enjoyed our dinner and shared their insight into the latest developments at the site. As anticipated, the project will be ramping up over the next few weeks fairly rapidly and the Chamber intends to keep you abreast of these developments in this column each month in *The Bottom Line*. In addition, we will have a page on our website that will host the latest news or developments on the project as it progresses. Stay tuned over the next couple of years as this exciting and monumental project begins to take shape.



## Wednesday, May 6th - 3:15 to 5:00pm Ballston Spa High School Auditorium

As the initial follow-up event to "CLICK '08, A Summit Connecting Business and Education to Grow a Regional Workforce", CLICK On! 5.6 is a mini-summit that will address the workforce opportunities and challenges and anticipated openings of the Construction/Trades industries, from the perspectives of both educators and employers.

Local business leaders from the Construction/Trades industry that include representatives from M +W Zander, Plumbers & Steamfitters Local 7, **Jersen Construction Group** and **Central New York Electrical Contractors** are the panelists. The panel discussion is moderated by Phil White of **Hudson Valley Community College**.

Attendance is limited to the first 200 registrants- no charge to attend  
Register: Online at [www.southernsarotoga.org](http://www.southernsarotoga.org) or by calling (518) 371-7748

### Supporter Sponsors

DEILY, MOONEY & GLASTETTER, LLP  
ATTORNEYS AT LAW



### Coffee Break Sponsor



# 2009 Upcoming Events

Mark your calendar now  
for these Upcoming  
networking events.

2009

## 2nd Thursday Networking Mixers

May 14  
The Lodge-at  
Saratoga Gaming & Raceway

June 11  
RAP Players Park, Inc.

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:



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

Design & Layout by  
Velocity Print Solutions  
370-1158

# Members IN THE News



Angela Baris

Angela Baris, program coordinator for Northeast Parent & Child Society's Sexual Abuse Treatment Program, received the Outstanding Service Award in the Mental Health category from the National Children's Advocacy Center. NCAC models, promotes, and delivers excellence in child abuse response and prevention through service, education, and leadership.

For more than 35 years, Angela Baris has been dedicated to helping disenfranchised children and families. For the past 22 years, she has led the effort to provide innovative quality assessment and treatment services to child victims of sexual abuse in Northern New York State. For the past 120 years, we have helped more than 100,000 children and families build better futures. For more information, please visit [www.neparentchild.org](http://www.neparentchild.org).

**Ballston Spa Bancorp Inc.**, reported net income of \$2.2 million for 2008, up 10 percent from the \$2 million in net income reported in 2007. Earnings per share were \$2.98 for the year, up 11 percent from \$2.69 per share in 2007. Ballston Spa Bancorp Inc., which is the parent company of **Ballston Spa National Bank**, said it had strong commercial loan growth, increased net interest income and improved expense and efficiency measures which contributed to the improved earnings. "In 2008, we celebrated our 170th year of operation as a community bank and reported the highest level of net income in the company's history," said Christopher Dowd, Ballston Spa Bancorp's president and CEO.

Bonnie McGuire Jones will be speaking at a continuing legal education program for the New York State Bar Association entitled "Estate Planning for the Middle Class Client," to be held this Spring in Albany. Ed Wilcenski has been invited to present on the topic of "Special Settlement Issues" in personal injury litigation involving permanent disability from lead paint exposure. The program will take place in Philadelphia in May. Attorneys and paralegal staff of **Jones Wilcenski & Pleat PLLC** are frequent speakers at events sponsored by local organizations serving the disabled and elderly. They also conduct "in house" training on disability issues for our clients and colleagues. If you are interested in attending a presentation or having a presentation "onsite," please call (518) 373-0333 and ask for Laurie.



David Ganje

Albany Attorney **David Ganje** has been designated as a 2007 and 2008 Super lawyer. Super Lawyer designations are made by a peer review process and published by a Super Lawyer's magazine. A link to view David on the Super Lawyers website can be found at <http://www.super-lawyers.com/new-york-upstate/lawyer/David-L-Ganje/63a96c17-bc04-4eb4-bc7f-e6140965326c.html>

**Deily, Mooney & Glatetter** is pleased to welcome two associate attorneys to the Albany-based firm. The business also recognizes Lois Smith-Law, director of marketing and human resources, for her recent certification as a Senior Human Resources Professional (SHRP). Alexander Powhida, associate attorney, will support clients in the firm's growing Litigation Department. Tonia L. Summers, associate attorney, will serve the firm's Bankruptcy Department. She will concentrate in the area of consumer bankruptcy law on behalf of secured creditors and offer support to the firm's bankruptcy litigation group. Lois Smith-Law, director of human resources and marketing for Deily, Mooney & Glatetter, LLP, has earned certification as a Senior Professional in Human Resources (SPHR). The SPHR certification is recognized as the highest level of national certification in the field. Founded in 1989, Deily, Mooney & Glatetter is a regional law firm based in Albany with additional offices in Massachusetts and New Jersey. For more information, visit [www.deilylawfirm.com](http://www.deilylawfirm.com).



Dr. Edmond Amyot

**Dr. Edmond Amyot**, the current Medical Director of the **Saratoga Hospital** Inpatient Mental Health Unit, has been chosen as the Saratoga County Citizen's Committee for Mental Health (SCCCMH) 2009 "Citizen of the Year". Dr. Amyot, a psychiatrist, is being honored for his contributions over the past 25 years to the mental health community of Saratoga County. Dr. Amyot is a member of the American Psychiatric Association and a Distinguished Fellow, American Board of Psychiatry and Neurology. Dr. Amyot is an advocate who through his work at the Saratoga Hospital and his many years of service as a psychiatrist working at the Saratoga County Mental Health Clinic, works tirelessly on behalf of people with mental illness.



James M. Dawsey

**James M. Dawsey** has been elected president of **MLB Construction Services LLC** in Malta, N.Y. Dawsey took over the post from Thomas M. Eckert, who will continue as chief executive officer. Dawsey joined the company in 1979 as a project engineer, rising through the ranks to become vice president of operation and, most recently, chief operating officer.

Each of the 116 members the Fox Company of Marine Reservists, returning from a seven-month tour in a combat zone, is being offered a free 30-minute professional massage by several Licensed Massage Therapists who practice at **A Peaceful Place Massage & Wellness Center** in Clifton Park. "They have all been under a huge amount of stress while on duty, so massage is our way of bringing them some peace and relaxation." For further information, contact Owner/Director of A Peaceful Place, Jane Morrison, at [info@apeacefulplace.com](mailto:info@apeacefulplace.com) or telephone 518-371-2225.

Continued on page 4

# Members IN THE News

Cont'd from pg 3

The New York State Energy Research and Development Authority has been named an Energy Star Partner of the Year by the U.S. Environmental Protection Agency. The EPA said NYSERDA contributed to reducing greenhouse gas emissions and delivered energy efficient services to residents and businesses throughout New York. New York has been an Energy Star partner since 1998. "Energy efficiency is a major priority for New York's plan to reduce the state's forecasted energy use 15 percent by 2015," said NYSERDA president and CEO Francis Murray Jr. For more information about NYSERDA, visit [www.nyserda.org](http://www.nyserda.org)

**N**EW! Wind & Solar Power Interactives are now open at the Schenectady Museum & Suits-Bueche Planetarium. These highly engaging interactives are a permanent part of the Museum's Power House exhibit. Visitors can explore the importance of renewable energy, and how advances in wind and solar power may hold the key to reducing our dependence on fossil fuel consumption.

**T**he Capital Communications Cares Foundation's 14th Annual Charity Golf Tournament hosted by CAP COM Financial Services, LLC will be held on June 8th at Wolferts Roost Country Club. One of our Foundation's largest annual fundraisers, this tournament raises money to help Capital Region families in need. You can help by becoming one of our Tournament Partners! The attached spreadsheet lists all the sponsorships that are available. If golf isn't already included in the sponsorship package, it's only \$175 per golfer to be part of this annual, sold-out tournament. In addition to golf, the day includes breakfast, lunch, cocktail hour and dinner along with a raffle, prizes, games of chance and more fun! Tournament registration is simple – just complete the attached registration form and mail it to the Capital Communications Cares Foundation or contact Tournament Coordinator Bob Bascom at (518) 458-2195, ext. 3609 or [rbascom@capcomfcu.org](mailto:rbascom@capcomfcu.org). Bob can answer any of your questions or assist you with registration. To see all the ways the Capital Communications Cares Foundation impacts the Capital Region, visit our Web site at <https://web.capcomfcu.org/foundation.html>. Thank you for your company's consideration...it is truly appreciated!

**T**he Healthcare Association of New York State (HANYS) recently presented the Saratoga Hospital Volunteer Guild with one of its statewide Auxiliary Advocacy Awards. The award recognizes individual auxiliaries for their contributions to their health care facilities and their communities. During 2008 the Saratoga Hospital Volunteer Guild contributed over 45,000 hours and donated \$60,000 to the Saratoga Hospital Foundation. The Guild was honored to receive the HANYS Auxiliary of the Year Award in 2008 as they celebrated their 60th anniversary of providing service to Saratoga Hospital. Recently the Guild opened its new consignment and thrift shop, *Treasures*, on West Avenue.

**"T**he Irish Tenors" are coming to the Saratoga Performing Arts Center (SPAC) to perform a benefit concert and appear at a post-concert cocktail reception on Thursday, June 4, 2009. The Tenors will be backed by a full symphony

orchestra consisting of musicians from the Local 506 of the American Federation of Musicians. The concert will begin at 8pm with a 'Meet-n-Greet' Reception to follow immediately after. There will also be a private 'Meet-n-Greet' at Palazzo Riggi. All proceeds will benefit the **American Red Cross Adirondack Saratoga Chapter**. For further information, visit [www.redcrossadirondacksaratoga.org](http://www.redcrossadirondacksaratoga.org) or call 792-6545.

**Albany.com** announced this week that **Capital Region Living Magazine**, the leading life and leisure publication for the Capital Region and Tech Valley, has moved their online home to [Albany.com/capitalregionliving](http://Albany.com/capitalregionliving) to increase their exposure in the community. The new partnership between Albany.com and Capital Region Living will have no effect on the magazine's print publication. Capital Region Living will continue to distribute its magazines on a monthly basis as usual to six counties. For more information, contact Sara Mannix at 518-743-9424 or Doug Hahn at 518-475-9250. Visit the new Capital Region Living guide online at [Albany.com/capitalregionliving](http://Albany.com/capitalregionliving).

**Make it Fit, LLC** has added 4 new classes as well as two new Boot Camp Challenge Sections for spring. Boot Camp Challenge is a results-driven, packaged fitness program for ALL fitness levels encompassing assessments, nutritional guidance and awesome workouts. All camps are led by seasoned Certified Personal Trainers. Classes and camps are filling quickly so register soon! Visit [www.makeitfittraining.com](http://www.makeitfittraining.com) for a schedule of classes.

In the April edition of the Bottom Line newsletter, **Mohawk Towpath Scenic Byway** offered for sale, gift certificates to Wells Nursery LLC at 2557 Van Vranken Avenue, Schenectady. In that offer, they strongly suggested that your purchase of those gift certificates was deductible on your income tax. It is not. Wells Nursery is donating a portion of the proceeds from the sale of the gift certificates to Mohawk Towpath Scenic Byway, a charitable organization. The Mohawk Towpath Scenic Byway Coalition, Inc. apologizes for this error. For further information, call (518) 641-1734 or email [admin@mohawktowpath.org](mailto:admin@mohawktowpath.org)

## Chamber Tip

### *Write Website Text in Small Chunks*

Long paragraphs are great in a book but are deadly in online text. In a study of how people read websites, researchers discovered that visitors scan in an F-pattern, unless they are absolutely committed to reading an article or blog post. By offering bulleted and numbered lists, as well as short paragraphs of no more than 2-3 sentences, you are less likely to bore, and more likely to retain, your visitors.

*Chamber Tip courtesy of Word Alchemy*

## General Electric Common Stock Seminar

### *Does It Still Belong in a Dividend Investor's Portfolio?*

Many individuals in this region including business owners, current employees, & retirees have a long association with General Electric. If you hold GE stock in your business or individual portfolio, The Chamber and Merrill Lynch is providing this opportunity to answer your questions including:

- What has happened to GE's dividend and what can stockholders do now?
- How can you make your retirement income last?
- What is "Dividend Investing" and is it appropriate for you?
- How can you manage risk of an income shortfall?

*Richard S. Levine, Managing Director Portfolio Manager,  
Neuberger Berman Management*

#### **Additional Speakers:**

*Peter R. Brooks, CIMA, CFM,*

First Vice President - Investments, **Merrill Lynch**

*Charles A. Reinemann, CRPC, CIM*

Vice President, **Merrill Lynch**

**Date/time:** Thursday, 5/28th 8:30am -9:30am

**Location:** The Vista at Van Patten Golf Course

**Cost:** General Admission, \$15

Chamber Members: No charge.

Includes full breakfast.

**Register:** [www.southernsaratoga.org](http://www.southernsaratoga.org) or (518) 371-7748



Sponsored by:

# **Merrill Lynch**

## Member's Spotlight

### **Cleaning Services/ Building & Lot Maintenance**

(ALL AREA CODES ARE 518)

Dependable Carpet & Floor Cleaners .....	877-7879
Jan-Pro of the Capital District.....	452-1640
Janitronics Facility Services .....	456-8484
The Maids.....	371-2201
Mighty Clean Carpets .....	371-6048
North Country Janitorial, Inc. ....	793-8750
Power House Environmental Pressure Washing, Inc. ....	383-6207
Special Touch Cleaning .....	383-3639
A. Walthers Janitorial .....	383-5393

### **Home Maintenance/ Improvement**

AC Professional Painters .....	373-1778
Edward V. Bowen, Home Remodeler .....	371-2003
Capital Land Home Improvements .....	383-8338
Hayes Paving, Inc.....	583-6300
Preston Home Repair.....	371-4764
Residential One LLC.....	383-3199

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

## **Attention Members:**

### *May is Open Enrollment Month For CDPHP & MVP Health Insurance Plans*

Please call The Chamber's health insurance administrator  
Bouche & Clarke Benefits, Inc. at  
(518) 272-9866 for information or enrollment/change forms.





## 10 Reasons To Shop Local

Why shop at a locally owned business first? The following 10 reasons show how more money spent at local business is reinvested in our community, creating diversity and helping the community maintain or create its unique appeal.

1. Shopping local creates jobs. Shops in our towns create local employment and self-employment. These people in turn spend in the local economy.
2. Local independent shops invest more in our communities. Local businesses are proportionally more generous in their support of local charities, schools, and community events. So supporting local shops means a financial impact on our community.
3. Local shops sell a wide range of great products at affordable prices. Many people get out of the habit of shopping locally and are then surprised by the range of products and gifts available.
4. Shopping local saves you money. Out of town shops have done a good job of convincing us all that local businesses = expensive. If you add travel, fees to transfer larger items and your time, the overall cost is often much higher.
5. Shopping local retains our communities. People don't like losing shops and services in small towns but don't equate this to how they spend their money.
6. Shopping local retains our distinctiveness. Independent shops create distinctive shopping experiences and stock different products. Local businesses respond more quickly to the needs of local customers, stocking products to meet the changing population needs.
7. Shopping local saves the environment. Local shops often stock a high percentage of local sourced goods which do not require long car and bus journeys, helping reduce our global footprint.
8. Local shops are for everyone. Most people can get to their local shops easily and this especially important for the elderly and young people and those without transportation.
9. Local shops value you more. Evidence from numerous surveys show people receive better customer care and service locally. These businesses survive by their reputation and repeat business which means you get a higher standard of service.
10. Shopping local saves services. Private and public sector services cluster around shops. As shops disappear so do hairdressers, banks, and restaurants, etc.

*Shop smart, buy local and always buy chamber!*

Courtesy of: KINGMAN AREA CHAMBER OF COMMERCE

## Tech Valley Global Business Network Dinner Event at Zaika Indian Restaurant Tuesday, May 19 @ 5:30pm

### Business Opportunities with India

India is a story of growth and opportunity. Many smaller American firms have begun to view India as a top market for their products and services.

Join members of the Tech Valley Global Business Network on Tuesday, May 19th at Zaika Indian Restaurant in Clifton Park. Enjoy an Indian dinner buffet and hear from 5 distinguished speakers about how Tech Valley Businesses can tap into the dynamic Indian market.

*~ Please see the enclosed flyer with full details/cost on this event~*

TVGBN is a collaboration of the Albany-Colonie Regional Chamber of Commerce, the Rensselaer County Regional Chamber of Commerce, The Chamber of Southern Saratoga County, the Chamber of Schenectady County and the Center for Economic Growth.

## University at Albany School of Business to Host Information Session

The School of Business at the University at Albany will host an information session for its Weekend MBA Program on Tuesday, May 26th at 5:30 p.m. The event will be held at the Executive Education Center within The Chamber office complex in Clifton Park, NY. 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 and there will be a brief presentation. For further information or directions call Call Program Director Don Purdy at 518.442.4964 or email him at dpurdy@uamail.albany.edu for further information.

*See the flyer enclosed in this newsletter*

## Don't Forget!

*Register and Pay Online for  
Your Annual Dues Investment  
& All Chamber Events!  
Save time and go to [www.southern-saratoga.org](http://www.southern-saratoga.org) today!*

---

# Annual Awards Dinner

The Mohawk River Country Club & Chateau was the venue for The Chamber's sold out 2009 Annual Awards Dinner ~ *Celebrating Endurance Thriving in the Midst of Challenges* ~ that was held on April 23rd. The highlight of the evening was the presentation of the Annual Achievement Awards to the following Chamber members.



2009 Chamber Annual Award Winners from left: William Carson of Ravenswood Pub, Inspiration Award, Kate Baker of the Small Business Development Center, Southern Star Award, Peter Aust, President/CEO of The Chamber of Southern Saratoga County, Dee Pangburn of Capital Bank, Ambassador of the Year, James Connolly of Ellis Hospital, Endurance Award, John Falco, Dave Quillinan, Tressy Falco, Megan Quillinan of Faldoni's Deli & Catering Company, Entrepreneurial Spirit Award, James Hartle of KeyBank & Chairman of the Board of The Chamber of Southern Saratoga County.

***Endurance Award ~ Ellis Hospital***

***Inspiration Award ~ Ravenswood Pub***

***Entrepreneurial Spirit Award ~ Faldoni's Deli & Catering Company***

***Southern Star Award ~ Kate Baker, Small Business Development Center***

***Ambassador of the Year ~ Dee Pangburn, Capital Bank***

It's impossible to know where to start in extending thanks to all who contributed to this wonderful evening. The Chamber extends its sincere thanks to the following valued members: ***Platinum Sponsor***~KeyBank, ***Cocktail Reception Sponsor***~Global Foundries, ***Entertainment Sponsor***~CDPHP, ***Hospitality Sponsor***, Capital Communications Federal Credit Union, Century House, SMRT Architects and Engineers, P.C. ***Logo Sponsors***~Hair and Body Essentials Day Spa, Logosprint, Pioneer Bank, The Preferred Group, Price Chopper Pharmacy, Bentley's Tavern/The Rusty Nail/Mill on Round Lake, Seton Health/St. Mary's Hospital, Technical Video, Inc. ***Corporate Table Sponsors***~ Ballston Spa National Bank, The Bonadio Group, Capital Bank, Ellis Hospital, First Niagara Bank, Global Foundries, KeyBank, Momentive Performance Materials, NBT Bank, Saratoga County Economic Development Corporation, Seton Health, Times Union ***Special Thanks***~ LogosPrint.com, Clifton Park Rental, Safe Ride Home Sponsor, Wayne Beale, Technical Video, Inc., Frame of Light Photography & Floral Design, Pepe Productions, Rafael Flores and the Mohawk River Country Club & Chateau staff. ***Silent Auction Sponsors***~A Touch of Class Limosine, ACME Pet Services, LLC, Advanced Laser MedSpa, Albany Marriott Hotel, Bartel Communications, Bella Rouge, Best Western- Clifton Park, Butler Architects, Capital Communications Federal Credit Union, Century House Restaurant & Hotel, Clifton Park Golf Driving Range, Courtyard by Marriott-Saratoga, Cusato's Pizzeria & Deli, East Line Books, Faddegon's Nursery, Fairfield Inn & Suites, Faldoni's Delicatessen & Catering Co., Feigenbaum Cleaners, Inc., Giffy's Bar-B-Q, Gold's Gym, Hair and Body Essentials, Halfmoon Sandwich and Salad Shoppe, Hampton Inn of Clifton Park, Hannaford, Hannoush Jewelers, Hoff Jewelers, Hoffman's Car Wash, Holiday Inn Express-Clifton Park, Jonesville Country Store, Lakeridge Restaurant, Lindsey's Country Store, Longfellows Hotel, Restaurant & Conference Center, Mirror Lake Inn, Nuance, A Boutique Salon, Olde Bryan Inn, Palace Theatre, Panera Bread, Park 19 Cookies, Park Lane Tobacconist, Philly Soft Pretzel Factory, Premier Designs High Fashion Jewelry, Residence Inn-Saratoga, Salty's Pub & Bistro, Saratoga Gaming & Raceway, Saratoga Lake Golf Club, Scotia-Glenville Children's Museum, Shane's Rib Shack, Sonny & Jeff's Italian Restaurant, TD Banknorth, Teal, Becker & Chiamonte, CPAs, PC, The Children's Museum of Saratoga, The Ripe Tomato, Time Square, Southern Saratoga County YMCA. Last, but certainly not least, thank you to the ***Events Committee***: Committee Chair, Gay Holtz, CDPHP, Silent Auction Coordinator, Christine Cunningham, ***Site Solutions Worldwide***, Nancy Bardin, ***Clifton Park Rental Center***, Amy Domurad, ***Saratoga Gaming & Raceway***, Craig Hall, ***LogosPrint.com***, Jennifer Hendricks, ***Albany.com***, Stephanie Heslin, ***KeyBank***, Benjamin Hodder, ***Frame of Light Photography & Floral Design***.

The gala's success was largely due to these dedicated member's efforts.

# Chamber Members "GOING GREEN"

In conjunction with this year's observance of Earth Day, Cartridge World has launched a "Recycle it @ Cartridge World" campaign that encourages consumers to recycle printer cartridges and cell phones at participating stores, including **Cartridge World- Clifton Park**. As part of the Recycle it @ Cartridge World campaign, drop off boxes will be available at participating locations for patrons to drop off printer cartridges and cell phones. All printer cartridges and cell phones will be sent to be broken down and reused into other products, such as flooring, playground equipment and other uses. For more information contact Mark Becker at (518) 371-2207.

Faddegon's Nursery is pleased to announce that they now have 3 staff members certified to install the LiveRoof modular green roof system. The LiveRoof system arrives fully grown so the roof top is instantly green. A fully grown planting minimizes weed development, water erosion, wind scour and heat absorption associated with minimally planted "brown" roofs. LiveRoof is grower developed by horticulturists in collaboration with experts in the fields of logistics, architecture, manufacturing, construction, green roofing and ergonomics. Green roofs can garner multiple LEED credits for sustainability, storm water management, urban heat island reduction and energy reduction. If you would like more information about green roofs, contact Karen McGowan at (518) 785-6763.

## "Customer Service That Sets You Apart" Seminar

Join us for a very interactive, audience-centered workshop that gets back to the basics of customer service AND delves into creating new and fun ways to develop relationships with your customers!

Each participant will walk away with practical and immediately applicable ideas on how to improve customer service in their place of business and reach new customers.

**Presenter:** Tracey Caponera,  
*Schenectady County Community College*

**When:** Wednesday, May 20

**Time:** 7:30am to 9:30am

**Where:** Chamber Executive Education Center

**Cost:** \$20 General Admission, \$10 Chamber members, includes continental breakfast.

**Register:** Online at [www.southernsarotoga.org](http://www.southernsarotoga.org) or by calling 371-7748

## Executive Institute Returning in Autumn 2009

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

The program 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!

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@southernsarotoga.org](mailto:denise@southernsarotoga.org) or 371-7748.

## Don't Forget!

*Register and Pay Online*  
for Your Annual Dues Investment  
& All Chamber Events!

Save time and go to  
[www.southernsarotoga.org](http://www.southernsarotoga.org) today!

## Is Your Company Information Correct in the Chamber Database?

It's important that we have the most up-to-date contact information about your company, including email addresses of staff members. Please check your information by logging onto the Members Only page of the Chamber website: [www.southernsarotoga.org](http://www.southernsarotoga.org) and review the information that is on file for your business. Thanks!

---

# Chamber Golf Classic

BALLSTON SPA COUNTRY CLUB

Sponsored by NBT Bank



Friday, June 12th

The Golf Classic Package includes:

- Carts/Greens Fee
- Awards Reception with Italian Buffet
- Beverages and Snacks on the Course
- Contests & Prizes

Full package including reception: \$175 per person	Awards ceremony/reception only: \$25 per person
---	--

Additional Sponsors...



**MOMENTIVE**  
performance materials



Contact Loretta at 371-7748 or [Loretta@southernсарatoga.org](mailto:Loretta@southernсарatoga.org) for further information.

---

## Simple Golf Etiquette Tips: Tees and Fairways

Golf etiquette is very much part of the tradition of golf and is a crucial aspect of the game. In fact, if you take a look at the Official Rules of Golf as set out by the United States Golf Association you will see that golf etiquette makes up the first section. Golf etiquette is not just about tradition though, it is also very important from a safety point. Here are some useful tips to follow to ensure that you do not inadvertently upset anyone on the course.

### Golf Etiquette Tip #1

Punctuality - Make sure you arrive at the first tee at your allotted time.

### Golf Etiquette Tip #2

Do not take practice swings on the tees.

### Golf Etiquette Tip #3

Always stand to the right of someone taking a shot and never directly behind them. Never get ahead of someone who is playing.

### Golf Etiquette Tip #4

Do not walk or move while others close to you are taking their shots.

### Golf Etiquette Tip #5

Show consideration to the people playing in the group behind you. If you start to hold them up and the group in front of you are getting further and further ahead then let them play through.

### Golf Etiquette Tip #6

If you think a ball might be lost then always play a provisional one to save you having to return to the tee. If you do lose a ball the rules allow you five minutes to look for it. Check your watch when you get to the area of the ball and call the players behind you through if necessary.

### Golf Etiquette Tip #7

Ensure that you move quickly between shots. There is nothing more infuriating than players ahead of you acting as if they are out for an afternoon stroll when you are waiting to play your shot.

### Golf Etiquette Tip #8

If you take divots out of the fairway then make sure you replace them.

### Golf Etiquette Tip #9

If your ball lands in a bunker make sure you enter the bunker from the rear and not down the face. Always rake your footprints when you have finished, but if there is no rake available then you may use your club head.

### Golf Etiquette Tip #10

Never turn your back on someone playing however good they are and if there is any chance of your ball hitting someone else-shout 'fore'. If you hear someone shout 'fore' don't stand around looking for a stray ball, just bend down and cover your head with your arms.

Even if you are a beginner at golf, taking the trouble to learn about golf etiquette early on will ensure that you are always welcome on the course.

Tips at: [www.the-golf-master.com](http://www.the-golf-master.com)

### *Brown Bag Workshop-* **Women's Mini Health Fair**

*Wednesday, May 13 @ 12 Noon*

Health care professionals from **Seton Health** will be on hand to provide complimentary screenings for diabetes, cholesterol, body fat and blood pressure readings. Information will also be available on smoking cessation, sleep disorders, Medifast-weight loss program, OB/GYN, pediatrics and family health services. Enjoy delicious samples from Panera Bread.

**Where:** Chamber Executive Education Center

**Cost:** \$15 General Admission, no cost for Chamber members

### **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, goodie bags for all attendees, door prizes, discount coupons, plus great refreshments!

**Where:** Hair and Body Essentials Day Spa-Clifton Park Center

**Cost:** \$10 General admission, \$5 Chamber members

Register online for all events at [www.southern-saratoga.org](http://www.southern-saratoga.org)



## **Display your Chamber Membership Plaque Proudly**

When consumers know that a business is a member of the local chamber, they are 44% more likely to think favorably about it.

Consumers who are told that a business is a chamber member are 51% more likely to be highly aware of it and 57% more likely to think positively of its local reputation. Consumers are 63% more likely to buy goods and services in the future from a company that they believe is a member of the local chamber of commerce.

Based on these findings, be sure to proudly display your membership plaque and also your membership door decal. As you renew for 2009, you will receive both a 2009 plaque, as well as door decal. If you are interested in offering a member-to-member discount, please contact Denise at the Chamber for further information. Your door decal will indicate that you are a member offering a special discount to your fellow members. Never hesitate to contact the Chamber for additional copies.

## **Corrections to 2009 Membership Directory & Buyer's Guide**

*Please note the following corrections to our Annual Directory & Buyer's Guide that was mailed to you earlier in the spring.*

**The Clifton Park Bootery** - was listed under "T" rather than "C" in the alphabetical listings section.

**Garden Gate Florist** has been a Chamber member since 1967

**Predel's Ranch Inc.** should have been listed under Food Markets/Food Products rather than Agri-Tourism.

*We apologize for these errors  
to our valued member's listings!*

## **Chamber supports Pan Am Southern's Intermodal proposal**

Chamber President Peter Aust recently spoke in favor of the proposed Intermodal Rail facility in Halfmoon at the town's Planning Board Informational Hearing. In effect, the Chamber urges the Town to move forward with the process of visionary due diligence to fairly mitigate the local impacts this project may have on the immediate area. Realizing that a balance needs to be achieved for any project to be both economically sustainable and community friendly, the Chamber believes that with sound planning, this specific project can provide both. In today's economic environment, a \$40. million construction project will provide a much needed catalyst for our regions construction and trades industries. In addition, with the creation of an initial 35-40 jobs with a anticipated contingent of 85 at full build-out, this project will provide economic stability in and around this immediate area for the foreseeable future. Taking into consideration the anticipated multiplier that will create additional warehouse/distribution facilities requiring both construction and permanent staffing, the Pan Am Southern project will be a significant driver of economic development in and around the town of Halfmoon for years to come. This type of development, one that will provide sustaining, good paying jobs into the future is what our region is in need of and therefore, we fully support this application. We remain, as you do, committed to maintaining the economic vitality of our region and improving the quality of life for both our businesses and residents.

## **New York continues to lose jobs**

The Public Policy Institute has updated its Web site with the latest job numbers. They show that New York lost more than 160,000 private-sector jobs between March of 2008 and March of 2009. Of the major industries measured, only the taxpayer-subsidized educational and health services sector showed a substantial job gain. The state's critical financial activities sector lost more than 30,000 jobs during the same period. For statistics by region and industry: <http://www.ppiny.org/nyecon/stats.pdf>

## **A Voice in Washington, DC**

Chairman of the Board Jim Hartle and President Peter Aust will be traveling to the nation's capital on May 11-13 as participants in NY Day in Washington, an annual event planned by the Chamber Alliance of NYS. They will join a delegation of over 100 other business and chamber leaders from throughout the state to hear comments and ask questions from Senators Gillibrand and Schumer about critical issues affecting business. In addition, a meeting is being scheduled with new congressman Scott Murphy to meet him and provide our newest member of congress with information regarding specific issues we have identified as a top priority for our business community. These include the Employee Free Choice Act, the "Stimulus" legislation and the Transportation 'bill". In addition, we'll be meeting with Congressman Tonko and other NY representatives who impact New York's federal legislation. If you would

like to offer your comments to be shared directly with these legislators, please call Peter Aust at the Chamber prior to May 11.

## **Congratulations! You've made it past 'Tax Freedom Day'**

National Tax Freedom Day was April 13, however in New York, it's April 25th due to a more onerous tax burden than most states. This is based on research done by the nonpartisan tax research group, The Tax Foundation, located in Washington D.C. The Tax Foundation uses tax data to calculate which day the average paid worker will have theoretically made enough money to pay their taxes...therefore dubbed Tax Freedom Day. Information provided to the foundation indicates New York has the third highest tax burden in the country. However, The Business Council indicates that some studies show that New York owns the highest tax burden in the country.

"This is a tongue-in-cheek celebration...certainly not one in which to break out the champagne" said Peter Aust, Chamber President. "With the recent tax laden budget approval in addition to all the added fees and costs saddled on businesses in New York, we can expect Tax Freedom Day to be even later next year."

## **New proposals that could impact freight shipment**

We want to bring to your attention legislation that is currently on its 3rd reading in the State Senate that would mandate motor truck carriers in New York to pay overtime to their drivers. Bills A1690/S3397 would require that drivers be paid time and a half after forty hours, despite their exemption in the Federal Fair Labor Standards Act. Initially it was thought that this bill only pertained to those drivers employed by armored car companies. Unfortunately, the language in the bill is much broader and *would impact all drivers employed by motor carriers.*

This is of great concern to the trucking industry, and those industries who utilize trucks, in New York. Passage of this legislation would virtually strip carriers of the ability to compete with out of state companies; it is unlikely employers would be able to recoup the increase in labor costs; and it could force carriers to lay off drivers, close their doors, or move out of state. Additional trickle down impacts to industries who regularly ship goods could be felt. The NYS Motor Truck Association is conducting an on-line survey asking questions regarding driver pay. We are hoping that the data will show that drivers are already being paid fair wages and this legislation is unnecessary and burdensome

If any of you or fellow members would be impacted by this legislation, please follow the link below and participate in the survey. Although specific company information will be held confidential, we will be happy to share the overall results with anyone who is interested. [https://www.surveymonkey.com/s.aspx?sm=dP9uvI1UoY593TBUHLvYFA\\_3d\\_3d](https://www.surveymonkey.com/s.aspx?sm=dP9uvI1UoY593TBUHLvYFA_3d_3d).

If you have any questions or concerns regarding the above, please don't hesitate to contact the Chamber.

Your ultimate source for everything Albany & Saratoga



Visit us online today  
Saratoga.com | Albany.com

mannix marketing, inc.  
website design | search engine marketing | regional guides  
mannixmarketing.com | p: 518.743.9424

Local Knowledge.  
Global Reach.

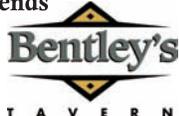
We are the right business partner for all your real estate needs.

**CBRE**  
CB RICHARD ELLIS

518.452.2700  
www.CBRE-AlbanyProperties.com



Neighborhood taverns filled with fun, food and friends

Ideal for private gatherings  
myfavoritetaverns.com

The Ideal Setting...



schenectady MUSEUM & suits-bueche PLANETARIUM

Call Facility Rental Today.  
Cyndy 382.7890 x 245

## Upcoming Events Calendar

### May

- 6 Wednesday**  
**3:15pm-5:00pm** *CLICK On! 5.6 — Ballston Spa High School Auditorium.* No cost to attend. Sponsored by: Deily, Mooney & Glatetter LLP, Seton Health/St. Mary's Hospital & Prestige Services
- 7 Thursday**  
**4:00pm-7:00pm** *Business is Blooming Spring Showcase —Southern Saratoga YMCA* Open to the public, free admission  
Sponsored by: Verizon Communications & Verizon Wireless
- 13 Wednesday**  
**12 Noon** *WIB Brown Bag Workshop- "Women's Mini Health Fair" Chamber Executive Education Center.*  
General Admission: \$15. Chamber Members: No charge.  
Sponsored by: Seton Health/St. Mary's Hospital
- 14 Thursday**  
**3:45pm** *Board of Directors Meeting — Chamber Office*  
**5:30pm** *Second Thursday Networking Mixer - The Lodge at Saratoga Gaming and Raceway.* General Admission \$10. Chamber Members \$5. Sponsored by: Capital Bank
- 20 Wednesday**  
**7:30am-9:30am** *Customer Service That Sets You Apart- 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

- 28 Thursday**  
**8:30am-9:30am** *General Electric Common Stock Seminar- The Vista at Van Patten Golf Course.* General Admission: \$15. Chamber Members: No Charge, includes full breakfast.  
Sponsored by: Merrill Lynch

### June

- 11 Thursday**  
**3:45pm** *Board of Directors Meeting — Chamber Office*  
**5:30pm** *Second Thursday Networking Mixer - RAP Players Park.* 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: \$15. Chamber Members: \$5.  
Sponsored by: Seton Health
- 17 Wednesday**  
**7:30am-9:30am** *Social Networking, LinkedIn & Facebook- 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

**LOG ON TO** [www.southernsarotoga.org](http://www.southernsarotoga.org)  
TO REGISTER ONLINE FOR ALL EVENTS or CALL THE CHAMBER OFFICE at 371-7748

Log on to [www.southernsarotoga.org](http://www.southernsarotoga.org) to register for all events

CREATING SUCCESS  
FOR A STRONG  
COMMUNITY



15 Park Avenue, Suite 7  
P.O. Box 399  
Clifton Park, NY 12065  
(518) 371-7748

ADDRESS SERVICE REQUESTED

PRSR STD  
U.S. POSTAGE PAID  
Permit No. 56  
CLIFTON PARK, NY

