

CREATING SUCCESS
FOR A STRONG
COMMUNITY



The **BOTTOM LINE**



www.southernsaratoga.org

Volume 23 No. 8

September 2008

Looking for Networking, Education, Golf, Galas, Exhibitor Opportunities and More?

Look No Further than Your Chamber Calendar !

SEPTEMBER

- SARATOGA COUNTY EXECUTIVE INSTITUTE • *Network with leading area Business Executives* • SEE PAGE 11
- “NONTOURNAMENT” GOLF TOURNAMENT • *No pressure, just Fun!* • SEE PAGE 11
- MIXER WITH SARATOGA COUNTY CHAMBER OF COMMERCE • *Expanded Networking* • SEE PAGE 11
- DISNEY KEYS TO EXCELLENCE • *Learn the Business Behind the Magic!* • SEE PAGES 6/7

OCTOBER

- CLICK '08 • *A Summit Connecting Business & Education* • SEE PAGE 8
- PATRICK MCGAUGHEY • *Presentation by a Dynamic National Speaker* • SEE PAGE 2
- WOMEN IN BUSINESS FALL LUNCHEON • *DeClutter Your Space-Destress Your Work and Home Life* • SEE PAGE 10

NOVEMBER

- BUSINESS SHOWCASE • *Great new location!* • SEE PAGE 2
- CHAMBER ANGEL'S GALA • *A festive evening to benefit less fortunate Saratoga County children* • SEE PAGE 9

DECEMBER

- HOLIDAY MIXER • *Celebrate the season with fellow members at the new Hyatt Place*

www.southernsaratoga.org

The Chamber's completely rebuilt website is now online!

*Enjoy streamlined navigation and easy to use on line event registration
and secure payment options. New features include chamber blog,
Members Only bulletin board and Member-to-Member Discount page!*

Take time to visit www.southernsaratoga.org SEE PAGE 10

The Chamber of Southern Saratoga County

Business Showcase Always Buy Chamber

Sponsored by Verizon

Thursday, November 6, 2008

4:00 PM to 7:00 PM

Southern Saratoga YMCA

With a great new location providing plenty of space and foot traffic, the 2008 Business Showcase promises to be one of the most exciting showcases yet!

Expected audience attendance includes:

Chamber members and other members of the business community, health and fitness enthusiasts, families, and young professionals.

Exhibit space is expected to full up quickly so don't wait to register!

Exhibitor Pricing: \$160. for Members and \$250. for Not-Yet-Members

To secure an exhibitor booth or to find out more

About high visibility sponsorship opportunities

Contact Loretta Rankin: loretta@southernsarotoga.org or 371-7748

NETWORKING IS ONE LETTER AWAY FROM NOTWORKING

Your Chamber is sponsoring international business speaker Patrick H. McGaughey to address skills and strategies to improve your networking and sales skills.

"It not our goal to help you get to know people. It's our goal to help people get to know and remember you," said McGaughey in a recent interview with The Chamber. In this special three hour presentation, McGaughey will address timing, positioning, listening and presenting yourself well within a one or two minute interaction. Learning the power of your business card to additional skills in remembering names will also highlight this dynamic and interactive seminar.

Patrick McGaughey is recognized as one of the Top-5 Enter-TRAINERS in the United States for his ability to help audiences laugh a little and learn a lot. His professional successes in broadcasting and business association management are the foundation of Pat's expertise and his popularity has exploded into a nationwide speaking tour averaging 70 engagements and nearly 100,000 air miles coast to coast every year.

"Networking is one letter away from NOTworking" is an interactive seminar for members to share their expectations, needs and skills that will help turn their networking efforts into professional sales relationships and help create more sales from those relationships.

Date/Time: Tuesday, Oct. 21st, 8:00 – 11:00am
Location: The Vista at Van Patten Golf Course
Cost: General Admission \$89 per person,
Chamber Members \$69 per person, includes full breakfast.

2008 Upcoming Events

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

2008

2nd Thursday Networking Mixers

Sponsored by Capital Bank

Wed., September 17
The Vista at
Van Patten Golf Course

October 7
Bounce N' Party

November 13
To Be Announced

December 11
Hyatt Place

*Call The Chamber office
at 371-7748 for information
on sponsorship or host
opportunities available for these
and other upcoming events.*

*Design & Layout by
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370-1158*

Members IN THE News

Brian M. Durant of Saratoga Springs has been appointed dean for student affairs at **Adirondack Community College** in Queensbury. Durant had served as instructor of counseling at ACC since 2006 and had previously served as senior career specialist in the Office of Academic Advisement and Career Planning at the Sage College of Albany and as a counselor at Columbia-Greene Community College in Hudson. Durant's new duties will include overseeing the college's counseling, academic advising and career counseling efforts, as well as student life and orientation programs and commencement ceremony activities.

Berkshire Bank, America's Most Exciting BankSM, and Kimberley Riggs Halusic, VP/Regional Branch Manager for the New York region announced that Lisa M. Porter has been hired as the branch manager for the Halfmoon branch at The Crossing, 7 Halfmoon Crossing. As branch manager, Ms. Porter will be responsible for branch sales and operation as well as new business development. Berkshire Hills Bancorp is a regional financial services company with assets of approximately \$2.5 billion. For more information, visit www.berkshirebank.com or call 800-773-5601.

Dr. Peter G. Kansas, President of **Kansas Eye Surgery Associates** and Clinical Professor of Ophthalmology at Albany Medical Center, has been invited to the Eye Advance 2008 Meeting in Mumbai, India. Dr. Kansas will be performing live surgery and conducting five (5) seminars on cataract surgery, surgical management techniques for glaucoma, and infection prevention. Contact Dianne Barber at Kansas Eye Surgery Associates, 518.439.6696 for further information.

Make it Fit, LLC announces a new location at the National Museum of Dance/School of the Arts in Saratoga Spring for Boot Camp Challenge that will be launching September 16-October 25 from 5:30-6:30am Tues. and Thurs., Sat. 8:30-9:30am. Cost is \$250 for new recruits/\$215 for returners. There is a beautiful courtyard for outdoor drills and access to the Saratoga State Park bike/running path. Space is limited, register online at www.makeitfittraining.com or call Drill Sergeant Brooke at (518) 669-0934 today.



Jane Astileanu

First Niagara Bank recently promoted Janet Astileanu to Banking Officer, branch manager, Saratoga. Astileanu joined First Niagara in 2002 as a Relationship Banker. As a Banking Officer, she will be responsible for managing sales and revenues for the branch.

The Schenectady Museum & Suits-Bueche Planetarium has been awarded a \$250,000 capital grant by Senator Hugh Farley. These funds will be used by the Museum to help with their strategic plan to transform the Museum into the Science Center of Tech Valley. In notifying the Museum of the grant, Senator Farley said the new Science Center of Tech Valley "is expected to become a signature visitor

destination in the Capital Region, contributing to the economic revitalization of downtown Schenectady."

Councilman Sandy Roth reminds all **Town of Clifton Park, Halfmoon and Malta** residents that the Clifton Park sponsored Fourteenth (14th) Annual Household Hazardous Waste Collection Day is scheduled for September 20, 2008, a week earlier than previous years. Citizens wanting to participate in this collection must pre-register what they are bringing. Registration can be easily completed online at the town's website; www.CliftonPark.org.



Maureen Holteen



Christine Calacone

Capital Communications Federal Credit Union announces the following staff appointments: Maureen Holteen has joined the Credit Union team as the Manager of Risk Management. In her new position, Holteen is responsible for fraud and security training and prevention, the physical security of all locations and regulatory compliance. Christine Calacone has been hired as the Credit Union's Niskayuna Branch Manager. Calacone is responsible for maintaining daily branch operations and guiding the Niskayuna team in providing outstanding member service.

The **Bonadio Group**, upstate New York's largest independent provider of accounting, consulting, and financial services, recently announced that it has merged with Dorfman-Robbie, CPAs and its affiliated companies, collectively known as The DR Group, an accounting, business, and financial consulting firm located in Albany, N.Y. The merger, which will create a firm with annual revenues of nearly \$45 million, is a significant step toward The Bonadio Group's aggressive goal to become upstate New York's first mega-regional accounting firm.

GTM Payroll Services Inc., a nationwide leader in payroll, tax and human resource management for both businesses and household employers, announced the launch of the company's new comprehensive website www.gtm.com. The new site provides a comprehensive overview of the company's business administrative services offerings that are customizable for a wide variety of markets and industries.

www.southernsaratoga.org
your home page

First Niagara recently named Joseph Geddings as Client Account Manager, Benefits Consulting. In his new position, Geddings is responsible for the planning and executing of renewals, marketing, and daily service items for the client. First Niagara Financial Group, Inc., through its wholly owned subsidiary First Niagara Bank, has assets of \$9.0 billion and deposits of \$6.2 billion.

Citizens Bank colleagues provided 400 backpacks with school supplies and distributed them to disadvantaged children in need for the start of the school year. The supplies were donated by customers and community members and the backpacks were purchased by Citizens Bank. Gear for Grades has helped nearly 12,000 children in the Capital District and New York State return to the classroom with essential school materials. Citizens Bank is a division of RBS Citizens, N.A. It has 224 branches and 283 ATMs in New York.



Pilar A. Cano

Deily Mooney & Glatetter, LLP recently hired Pilar A. Cano as an associate attorney in the firm's Albany, New York office. She is a member of the firm's retail collections department which handles legal collections in New York State for local and national clients.

A new business resource website launched in July to promote businesses in the Capital Region. The interactive website, www.CapitalRegionB2B.com <http://www.capitalregionb2b.com/> features a business blogging forum, business articles submitted by local professionals, an interactive calendar of upcoming business events, and a directory of businesses throughout the Capital Region with interactive mapping, contact information, business profile, and related special offers and incentives. For More Information contact Leapfrog Marketing at (518)221-6138.

Town of Halfmoon approves rezoning for proposed hospital

The Town of Halfmoon has approved a zoning change to a parcel of land on Route 146 (east of Route 9) to allow a proposal for a Health Care and Biomedical Campus to move forward. The Chamber applauds the town for its due diligence with this process to date; a process which has been over two years in discussion. With this rezoning legislation approved, further dialogue can now take place to determine if the proposed 120-bed hospital and medical facility meets the needs of the community, is the right project in the right place and at the right time. The Chamber plans to do further research on the proposed project and hold discussions with all of the key stakeholders in the coming months. We hope that you, as a member, will become involved in these discussions so that the health care delivery system in our region is positively enhanced.

Candidates Forum to be held

Your Chamber, in partnership with the Chamber of Schenectady County, is hosting a Candidates Forum to be held on Tuesday, September 16 from 7:30 to 9:00am at Mallozzi's Restaurant, 1930 Curry Road in Schenectady. The participants will be their party's designee who have been determined by their primary outcomes the week prior. The topics to be addressed will include business-related healthcare issues, HR 800 – Employee Free Choice Act, energy concerns, military defense and other local issues. Please mark your calendar to attend. For further information or to register call the Chamber at 371-7748.

Membership Matters

Denise Romeo, Vice President of Membership Development

As the Chamber moves into the last quarter of 2008, we have a full calendar of events that will support every aspect of you and your business. Your membership committee continues to work on recruiting new members to help add to the mix of business people who can benefit from all the Chamber has to offer.

Membership is the life blood of The Chamber of Southern Saratoga County and although we will not have an "official" membership campaign this year, we hope that you will think of colleagues who can also benefit from this great organization. We have set a goal of 1000 members by the end of 2008. We are very close to that number and ask you to help us by "talking up" the Chamber and what it has meant to your business.

You are a valued member – thank you.

Ribbon Cuttings



Cutting the ribbon at the new **East Line Books** are from left: Karen Doescher, Chamber President Peter Aust, Janine Pickett, Chamber Ambassador Mike Frontera, East Line owner Robyn Ringler, her daughter Lily, her father Larry DeSantis and Chamber Ambassador Kevin Harkins. Located at 1714 Route 9 in the Old Village Plaza in Clifton Park, East Line Books offers a wonderfully diverse selection of used, new, and out of print books at affordable prices. The cozy bookshop is the perfect place to drop in and browse, lounge in an easy chair and read, or search the net on WIFI. They host book clubs, writing groups, writing classes (for children, teens and adults), and drop-in story times for young children. Hours of Operation are Tues. through Fri. 10AM – 5PM and Sat. 10AM-4PM (closed Sun & Mon). For further information, call Robyn Ringler at (518) 371-4151 or visit their website at www.eastlinebooks.vpweb.com

Chamber 101 Monday, Sept 10

Attention new members (and long time members too)! **Chamber 101** is scheduled for Monday, September 8th @ 4:00pm at The Chamber office. This informative review of all the benefits and opportunities offered by the Chamber includes health and long term care insurance, Health Savings Accounts, LifeCare (for health insurance subscribers), committee involvement, sponsorship opportunities and more.

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



Cutting the ribbon at the new **FunWorks Family Fun Center** located in Clifton Park Center (near Boscov's inside entrance) are Chamber Ambassadors Rhonda Parker, Kevin Harkins, Mike Frontera, Dee Pangburn and Justin Spraker, Chamber President Peter Aust, FunWorks owner/general manager Roger Allen (holding scissors) and many staff members along with Clifton Park Center Manager Susan Keegan. Providing the capital region with the best in indoor family fun, FunWorks features exciting inflatables, gem mining, make your own stuffed animals, games and prizes along with fresh baked pizza. Birthday parties are their specialty! For further information, call them at (518) 348-7888 or visit their website at www.funworksfunzone.com.



Cutting the ribbon on the new **Capitaland Home Improvements** are from left: Chamber Ambassador Kevin Harkins, Capitaland Home Improvements office manager Mylea Andrejak and owner Bob Davis, Chamber Ambassadors Mark Monahan, Rhonda Parker and Dee Pangburn. Located at 1712 Route 9 in Clifton Park, Capitaland Home Improvements is Your *One-Stop* Home Improvement Project Showroom with several professional businesses to install your project or help you with your do it yourself projects. Why spend hours driving from store to store when you can go to the Showroom and get it all! For further information call them at (518) 383-8338 or visit their website at www.capitaland-homeimprovement.com.



Cutting the ribbon on the just opened **Five Guys Burgers and Fries** located at 7b South Side Drive in Clifton Park are from left: Chamber Ambassadors Dee Pangburn, Rhonda Parker, Clifton Park Town Supervisor Phil Barrett, Five Guys Franchise Owner T.J. Hada, Manager Mary Slater and District Manager Bill Raggitt, the owners wife and son, father, and Chamber Ambassador Kevin Harkins. Five Guys goal is to sell the best quality burgers possible. Drop by to see for yourself or check out their menu at www.fiveguys.com.



Malta Pilates Center, located at 5 Hemphill Lane in Parade Ground Village, Malta are from left: Chamber Ambassador Kevin Harkins, Diane Lynch, Malta Pilates Owner/Instructor, Chamber VP of Membership Development Denise Romeo and Chamber Ambassador Craig Gould. Malta Pilates Center is a full-service private, semi-private and group instruction facility specializing in personalized Pilates regimens. Using methods evolved from the work of Joseph Pilates, the studio had developed its own philosophy which combines mind-body connection with old-fashioned get-in-shape, stay-in-shape sensibility. For further information, visit their website at www.maltapilates-center.com or call them at (518) 369-4992.



HUMAN CAPITAL
MANAGEMENT



CDPHP® and The Chamber of Southern Saratoga County are pleased to welcome



Tuesday, September 23, 2008

The New York State Nurses Association Conference Center
11 Cornell Road, Latham, NY 12110

Featuring:

Leadership, Disney Style - Discover how strong and effective leadership has been the catalyst at The Walt Disney Company and drives employee loyalty, customer satisfaction and bottom-line results from the company's inception to today.

Management, Disney Style - Understand the importance of integrating your corporate culture into selection, training and care.

Service, Disney Style - Explore world-renowned Disney principles for service excellence.

Loyalty, Disney Style - Learn key practices and principles in building and sustaining loyalty that have made Disney a trusted and revered brand around the world for more than 75 years.

Full Day Session: \$399 General Admission • \$375 for Chamber Members
Includes all materials, breakfast and lunch

Please contact The Chamber of Southern Saratoga County to reserve your space for Disney Keys to Excellence
Phone: (518) 371-7748; Fax: (518) 371-5025; email: loretta@southern saratoga.org;
Website: www.southern saratoga.org



Sign me up!

Disney Keys to Excellence Registration Form

Date: Tuesday, September 23, 2008

Time: 7:00 AM Breakfast & Registration; 8 AM – 4:30 PM Seminar

Location: NYS Nurses Association, Conference Center, 11 Cornell Road, Latham, NY 12110

NAME _____ TITLE _____

ORGANIZATION _____

ADDRESS _____

CITY, STATE, ZIP _____

PHONE _____ FAX _____

E-MAIL _____

Name(s) of Additional Registrants: _____

Chamber Member

Not-Yet-Chamber Member

How did you hear about the Disney Institute? _____

PAYMENT OPTIONS: Check Enclosed (payable to The Chamber of Southern Saratoga County)

Credit Card: Visa MasterCard American Express

Card Holder Name: _____

Card # _____ Expiration Date _____

Security Code: _____

| | |
|--|---|
| PRICES: | |
| \$399 FULL DAY/ General Admission | \$375 FULL DAY/ members of any chamber of commerce |

Please contact The Chamber of Southern Saratoga County to reserve your space for Disney Keys to Excellence
Phone: (518) 371-7748; Fax: (518) 371-5025; email: loretta@southernssaratoga.org; website: www.southernssaratoga.org

Event Cancellation Policy: Payment in full will be expected before September 23rd and refunds will not be made if cancellation of an event registration is made less than one week prior to the date of the event.



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



**Hudson Valley
Community College**

October 6, 2008 • 2:00 – 7:30pm

Limited Seating...\$20 per person

*Panel Discussions • Creative Breakout Sessions • Vendors
Networking Cocktail Reception!*

Each attendee will receive a summary of event outcomes.

Keynote Address at 3:30pm:

DR. ALAIN KALOYEROS

**College of Nanoscale Science and Engineering
of the University at Albany**

Pre-Event Registration:

Online at www.southernsarotoga.org or by email at info@southernsarotoga.org
or by phone (518) 371-7748



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to Grow a Regional Workforce*

*...Be there for an
exciting exploration of solutions
for Tomorrow's Workforce!*

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Your Chamber...

Providing Valuable Business Connections

*A Member of The Chamber's Leads Group A
shares his experience on the value
of active participation.*

"I'm Alex Silverstein, president of Unified Digital Software Development and I'd like to tell you how a one-minute conversation at The Chamber of Southern Saratoga County's Leads Group event turned into a major partnership.

When I met Laura Gouveia, Office Manager for Richard Wheeler's Revered Business Solutions, I noticed the Microsoft Gold Certified Partner logo displayed on her business card. I instantly recognized this as a potential partnership opportunity. Richard's company provides Microsoft Dynamics GP accounting software sales and support; Unified Digital provides custom Microsoft software development services. A perfect fit if ever there was one.

A few emails after our brief leads meeting and Unified Digital is implementing custom software solutions for several of Revered Business Solutions customers, including Project Lead The Way, Public Employees' Federation, and others. It's a triple win for my company, Richard's, and his clients, and it's all thanks to our Chamber's leads groups."



2008

Chamber Angels Program

Again in 2008, The Chamber will help bring happiness to hundreds of underprivileged children who live in Saratoga County this holiday season, through the Chamber Angels Program.

This enduring program of The Chamber of Southern Saratoga County, was started in 1990 and has benefited thousands of children over the past 18 years. Last year, the Chamber sponsored over 374 local children and provided them with gifts from their wish lists, thanks to many kind hearted and generous members! *Your* help is needed again as the holiday season approaches.

If you are interested in being a Chamber Angels volunteer, please contact Denise Romeo at the Chamber. For those interested in sponsoring a child/children, a sponsorship form is enclosed in this newsletter.

Another way to support Chamber Angels is to attend the *6th Annual Chamber Angels Gala, scheduled for Saturday, November 22nd at The Vista at Van Patten Golf Course*. All members and their guests are invited to attend this elegant and festive evening, to benefit *Chamber Angels*. Please watch for further details.

Thank you in advance for your generous support!



Front: Susan Austin, *Business Banking Officer*; Teresa Freeman, *Eastern Area Manager*; Ken Swain, *Western Area Manager*.

Back: Kevin Buhmaster, *Commercial Lender*; John Wyatt, *Senior Lending Officer*; Chris Hebbard, *Commercial Lender*; Greg Phillips, *Commercial Lender*; Jessica Petraccone, *Northern Area Manager*.

Introducing our business banking team. There's not a rookie in the bunch.

When you do your business banking with 1st National, you get the kind of personal service and experience you won't find at the bigger banks.

Together, the members of our team share more than 125 years experience as business bankers. And in all that time, they've all worked for only one bank - ours.

That means they will be here when you need them.

They're uniquely focused on taking the time to get to know your business. Building close, lasting relationships. And going out of their way to help your company grow and prosper.

Drop by or give us a call. And put a winning team on your side.



Main Office: 201 Mohawk Ave., Scotia 370-7200
Colonie 370-7250 • Schenectady 370-7265 • Glenville 370-7260
Niskayuna 370-7245 • Saratoga 370-7270/587-1611
Clifton Park/Halfmoon 370-7290 • GE Global Research 370-7217
Guilderland 370-7255 • Rotterdam 370-7285

Women in Business Committee FALL PROGRAMMING



Sponsor

Brown Bag Seminar-

Finding New Business through 8A and MWBE Certification

Tuesday, Sept. 16 ■ Noon – 1:30pm, Chamber Executive Ed. Ctr.

Open new pathways to more revenue through becoming certified as a *Women Owned Business* on a State and Federal level. Kate Baker, Business Advisor with the **Small Business Development Center, University at Albany** and Deborah Duffy, owner of **Expressions of Gratitude** will be on hand to discuss the benefits, requirements and process of becoming a certified Women Owned Business. Deborah has been through the process and will provide practical tips for certification and Kate will provide the no-cost resource to help navigate the process! Refreshments will be provided, bring your own lunch if desired.

No cost for Members! \$15. General Admission.

WIB Fall Luncheon-

DeClutter Your Space—De-Stress Your Work & Home Life

Thursday, Oct. 30 ■ 11:30am-1:30pm, The Albany Marriott

Clutter causes stress; daily frustration, time wasted looking for things, embarrassment, job inefficiency and sadly, much more. It's a stressor we can control. This informative, yet entertaining luncheon unmask the thoughts and emotions that keep you stuck in clutter, and motivates you to use the tips and tested techniques provided to de-clutter your life - once and for all!

About the presenter: Helen Volk, Founder & President of Beyond Clutter, is a professional organizer, speaker and writer who also practiced law for 17 years. Now she helps people de-clutter and de-stress their lives. Helen, who used to be a pack rat herself, believes that you have to empty your life to fulfill it. Now, through workshops, seminars and one-on-one sessions, Helen teaches others that they can enjoy fuller, more meaningful lives and feel richer than ever by having less.

\$45. for General Admission and \$35. for Members, includes lunch and

a complimentary issue of Helen Volk's book *Beyond Office Clutter*, a \$17.95 value.

A limited number of Supporting Sponsor and Table Sponsor opportunities are available for this luncheon, contact Liz at The Chamber for further information.

Register for both events at www.southernsarotoga.org or by calling 371-7748

Baskets of Hope — The Women in Business Committee sincerely thanks all members who have generously supported this ongoing program that benefits the women and children staying at the **Saratoga County Domestic Violence Shelter**. To date, the *Baskets of Hope* Program has provided hundreds of baskets of essential care items for the women as well toys, books and over 150 backpacks filled with school supplies for the children since the program began in 2006.

Dorfman-Robbie, CPAs, P.C. • 2008 *Baskets of Hope* Sponsor

Same Address: www.southernsarotoga.org All New Website!

The Chamber has completed redesigned our website so that our members can:

- **Save time** – register and pay online for events and membership dues
- **Save money** – through the new Member2Member Discount feature available on the members only page – add your own discount by emailing loretta@southernsarotoga.org or calling 371-7748.
- **Stay Updated** – on important legislative and business related issues.
- Share comments on the Chamber's new blog and bulletin board. Watch for updates on legislative issues, business tips, and more and share your ideas and news items with your fellow members
- **Find Staff** – post unlimited job openings on the website and find talented, enthusiastic employees. Also find resources for employers and job seekers.
- **See More Photos** – watch for photos of ribbon cuttings, executive institute, events, and members throughout the site.
- **Hear what members are saying about us** – we always appreciate hearing how our Chamber is helping members and we've scattered those testimonials throughout the site.
- **Find Valuable Information** – on visiting, doing business in, and relocating to Southern Saratoga County

The Chamber's website is designed to be a resource to help you find the information you need quickly and easily. Your ongoing feedback will be greatly appreciated as we continue to update and add new features and resources to the site. All suggestions can be sent to loretta@southernsarotoga.org or posted on the blog.



"Non-Tournament GOLF TOURNAMENT"

Wednesday, September 17 • The Van Patten Golf Course



Welcome to the "Non-Tournament" Golf Tournament - an easy going, low pressure tournament where players are most interested in having fun and networking rather than what their scores are!

Immediately followed by the much anticipated Joint Networking Mixer with Saratoga County Chamber of Commerce!

Registration and Lunch begin at 11:30 AM. Shotgun start at 12:30 PM. The day will be packed with unique and fun contests! This is an event that both golfers and "non golfers" won't want to miss!

Need someone to golf with? Call/email Loretta at 371-7748 or Loretta@southernsarotoga.org and she can pair you up with comparable golfers – it's a great networking opportunity.



Cost is \$85. per person, register online at www.southernsarotoga.org.

Saratoga County Executive Institute



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 2008 Saratoga County Executive Institute, beginning on September 10th.

This Chamber program of distinction, entering its second year, provides existing and newly relocated executives a unique and up-close look at some of the jewels 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 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.

Space is limited! Please contact Chamber Vice-President of Membership Development Denise Romeo at (518) 371-7748 or denise@southernsarotoga.org for further information today.

September

NETWORKING MIXER

In Partnership with

The Saratoga County Chamber
The Vista at Van Patten Golf Course

Immediately following the "Non-Tournament Golf Tournament" at Van Patten Golf Course, join fellow members as well as members from the Saratoga County Chamber for a great mixer! Enjoy delicious hors d'oeuvres, cash bar and lots of door prizes in the beautiful Vista Ballroom. After a fun and relaxing summer, there's no better way to get back to business. Be sure to bring plenty of business cards!

General Admission: \$10 ■ Chamber Members: \$5

Pre-registration/payment required

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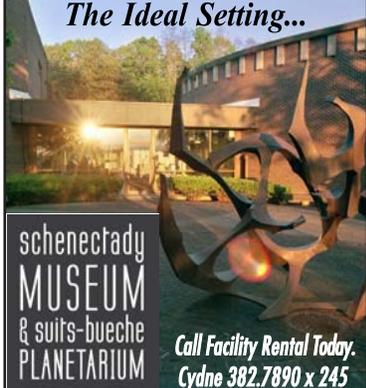
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Upcoming Events Calendar

September

- 8 Monday**
4:00 pm Chamber 101 — Chamber Office. All members are invited to attend. No cost—refreshments will be served.
- 10 Wednesday**
7:00 pm Saratoga County Executive Institute-11 week session at various Capital Region venues. Limited to 20 individuals. Contact Denise Romeo at 371-7748 for details.
- 16 Tuesday**
7:30 am Candidates Forum — Mallozzi's Restaurant. No Cost
12:00 noon Women in Business Brown Bag — Women Owned Business Certification — Chamber Exec. Ed. Ctr. General Admission: \$15, Chamber members: No cost. Bring your own lunch, refreshments will be served. Sponsored by: Ellis Hospital
- 17 Wednesday**
11:30 am Registration & Lunch, 11:30am Shotgun Start "Non Tournament" Golf Tournament—The Van Patten Golf Club. \$85. per person.
5:30 pm Networking Mixer w/Saratoga County Chamber—The Vista at Van Patten. General Admission: \$10, Chamber Members: \$5.
- 23 Tuesday**
7:00 am Registration/8:00-4:30pm Program Disney Keys to Excellence Institute—NYSNA Conference Center. General Admission: \$399 Members: \$375. Includes breakfast, lunch and all program materials.
Sponsored by: CDPHP®, CDTAiRide, The Business Review and B95.5

October

- 6 Monday**
2:00 pm Click '08 A Summit Connecting Business and Education — Hudson Valley Community College. Cost \$20.
- 9 Thursday**
3:45 pm Board of Directors Meeting — Chamber Office
5:30 pm Thursday Networking Mixer—Bounce N' Party.
General Admission:\$10. Chamber Members: \$5. Sponsored by: Capital Bank
- 15 Wednesday**
Noon Making the Chamber Your Marketing Partner Seminar— Chamber Exec. Ed. Ctr. General Admission: \$15. Chamber Members: No Cost Sponsored by: Ameriprise – Justin J. Spraker, Financial Advisor
- 21 Tuesday**
8:00 am Networking is One Letter Away From Not Working—The Vista at Van Patten Golf Course. General Admission: \$89. Chamber Members: \$69 Sponsored by: Capital Bank
- 30 Thursday**
11:30 am Women in Business Fall Luncheon – Declutter Your Space-De-stress Your Work and Home Life — Albany Marriott. General Admission: \$45, Members: \$35. includes complimentary issue of "Beyond Office Clutter" by Helen Volk. Sponsored by: Ellis Hospital

LOG ON TO
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THE BUSINESS EXPO

Thursday September 18th.
Michaels Banquet House
Route 9, Latham (2 miles North of the circle)

If you conduct any business to business transactions you should attend this Business Expo.

Admission is FREE and one lucky attendee will win a Business Growth Package valued over \$2,500.

You'll experience seminars on saving money, making money, getting the most out of your wireless devices, optimizing your website & more.

10:00AM-6:00PM immediately followed by a Networking / Cocktail hour.

For more details visit www.wrow.com

To exhibit please call Chris @ 518.786.6704

cmsotir@albanybroadcasting.com

