

VISIBLE & VOCAL

2014 - ISSUE 8

The Saratoga County Chamber of Commerce

WE BELIEVE . . . EVERY MEMBER WILL EXPERIENCE EQUAL SUPPORT AND RESPECT



Ribbon Cuttings this year at Residence Inn in Clifton Park, House of Polish Nails and Spa in Malta and Rise Yoga and Movement Arts Center in Saratoga Springs.



MORE THAN 80 - that is the number of ribbon cuttings we have held so far in 2014. That means we were there to thank and congratulate 80+ organizations that choose to invest or reinvest in Saratoga County. We supplied the scissors and ribbons while they or you did all of the work to create a new business or to expand an existing one.

Every day, we work with firms from all across Saratoga County representing organizations large and small and in nearly every economic sector you can imagine. Our economy and our quality of life is better because of the vision shown by every member of the Saratoga County Chamber of Commerce. And while we can't cut a ribbon every day that you open your doors, please know we are here if there is anything we can do to help your organization to succeed, grow and thrive.

www.saratoga.org

NEW MEMBERS - THANK YOU FOR YOUR INVESTMENT, October 1 - November 17, 2014

Advance Auto Parts
Diane DeFilippo-Ryan
3 Dominic Drive
Ballston Spa, New York 12020
diane.defilippo-ryan@advanced-auto.com
www.advancedautoparts.com
Service is our best part!

Autism Society of the Greater Capital Region
Janine Kruiswijk
101 State Street
Schenectady, New York 12305
355-2191
jkruiswijk@albanyautism.org
www.albanyautism.org
Serving people with Autism & their Families

Bryant & Stratton Military E Learning
Kevin Dean
2452 Route 9, Suite 201
Malta, New York 12020
432-1802
kkdean@Bryantstratton.edu
Bryant & Stratton College

Capital District YMCA- Southern Saratoga
Patrick Ciraulo
1 Wall Street
Clifton Park, New York 12065
371-2139
pciraulo@cdymca.org
www.CDYMCA.org
Programs for youth, families & seniors

Cooley Group Inc.
Jerry Donovan
56 Traditional Lane
Loudonville, New York 12211
690-7110
jdonovan@cooleybrand.com
www.cooleybrand.com
Branding Specialist to Build your Business

Core Engineering & Tax Services
Jason Komorny
40 Franklin Street
Saratoga Springs, New York 12866
879-0753
jkomorny@coreengineering-tax.com
www.coreengineering-tax.com
Commercial Real Estate Cost Recovery

Crossfit Soulshine
Jason Ackerman
165 High Rock
Saratoga Springs, New York 12866
350-4455
info@crossfitsoulshine.com
www.crossfitsoulshine.com
Inspiring Saratoga thru crossfit. Crossfit Revolution comes to Saratoga.

CT McCabe Consulting Services LLC
Charles McCabe
29 Woodlawn Avenue
South Glens Falls, New York 12803
791-6880
chassafety@aol.com
www.ctmccabeconsulting.com
Helping Businesses Protect Their Employees and the Bottom Line

Daniel Pasek Consulting, LLC
Daniel Pasek
21 State Street
Saratoga Springs, New York 12866
505-5361
dan@pasekconsulting.com
www.pasekconsulting.com
Charter School Outsourced, Consulting Support

DC Sports Inc
Robert Brown
18 Hudson Street
Mechanicville, New York 12118
665-0370
bob@dc-sports.com
www.dc-sports.com
Team Dealer, Screen Printing/Embroidery

Denali Wellness Center
Cheryl Frye, Ph.D.
46 Colonial Avenue, Suite A
Albany, New York 12203
322-8058
cheryl.a.frye@gmail.com
www.HowFriedAml.com
A Spiritually - Oriented Wellness Center

Driscoll Foods
Casey Stangle
105 Quist Road
Amsterdam, New York 12010
770-1900
cstangle@driscollfoods.com
www.driscollfoods.com
Broad Line Food Service Distribution Company

Elements Massage, Ruthgan Enterprises dba
Beth Godsil
5 Southside Drive
Clifton Park, New York 12065
245-9505
elizabethgodsil@elementsmassage.com
www.elementsmassage.com/cliftonpark
Personalized hand crafted therapeutic massage

Ellis Medicine
Paul Milton
1101 Nott Street
Schenectady, New York 12308
243-4000
miltonp@ellismedicine.org
www.ellismedicine.org
Health Care; Primary Care

Ellis Primary Care
Paul Milton
103 Sitterly Road
Clifton Park, New York 12065
579-2800
miltonp@ellismedicine.org
www.ellismedicine.org
Family medicine & on site healthcare specialty services

Ellis Primary Care - Ballston Spa
Paul Milton
990 State Route 67, Suite 101
Ballston Spa, New York 12020
889-8450
miltonp@ellismedicine.org
www.ellismedicine.org
Primary Care Patients of all Ages

Engineered Filter Systems, Inc.
Robert Werther
855 Route 146, Suite 100
Clifton Park, New York 12065
221-2513
engfilters@yahoo.com
Filtration

Evolv Composting LLC
John Manning
Saratoga Springs, New York 12866
(203) 524-2180
jmanning@evolvcomposting.com
www.evolvcomposting.com
Effortless composting for every home and business

Fitness Professionals On Demand, Inc.
Judith Cox
Clifton Park, New York 12065
505-2669
cox@nycap.rr.com
www.fitnessprofessionalsondemand.com

Hannanna Stables
Charles Fischer
775 Middleline Rd.
Ballston Spa, New York 12020
248-7186
cfischer775@yahoo.com
www.saratogahorse.com
Boarding, Lessons, Training, Sales, Events

House of Polish Nails & Spa
Linda Nguyen
1111 Ellsworth Blvd.
Malta, New York 12020
810-1589
lindaxnguyen@yahoo.com
www.HouseofPolishMalta.com
Manicure/Pedicure, Gels, ANC, Nail Enhancement, Waxing

Kane's Fine Wine & Spirits
Sean & Katie Kane
59 Lake Avenue
Saratoga Springs, New York 12866
587- VINO (8466)
kkane@nycap.rr.com
Retail Fine Wine & Spirits

Kieper Universal Claims
Chris Kieper
110 Kayaderosseras Drive
Ballston Spa, New York 12020
577-7706
ckieperuniversal@gmail.com
www.kieperuniversalclaims.com
Public Insurance Claims Adjuster

Knowledge Builders, Inc.
Keith Manuel
1977 Western Avenue, Suite 1
Albany, New York 12203
424-0034
kmanuel@knowledgebuilders.com
www.knowledgebuilders.com
Staffing & Information Technology Consulting Services

NEW MEMBERS - THANK YOU FOR YOUR INVESTMENT, October 1 - November 17, 2014

LaRue Woodworking
William A. LaRue
621 Charlton Rd.
Ballston Spa, New York 12020
265-4179
will@laruewoodworking.com
www.laruewoodworking.com
Custom Woodworking, Refinishing and Restorations

layered. design
Yvonne McEachron
268 Broadway Unit 311
Saratoga Springs, New York 12866
424-2191
yvonne@layeredny.com
www.layeredny.com
Interior decorating, wardrobe styling, and wedding planning.

McFadden Leadership
Dennis McFadden
Wilton, New York 12831
569-9730
DennisMcFadden@JohnMaxwellGroup.com
www.johnmaxwellgroup.com/dennismcfadden
Keynote speaking, teaching and executive coaching

Medical Records Logistics LLC
Suzanne Corey
Gansevoort, New York 12831
461-9461
sales@medicalrecordslogistics.com
www.medicalrecordslogistics.com
Organizes the medical records for the Plaintiff or Defendant.

Medical Thermography Associates
Howard Vics
2 Chelsea Place
Clifton Park, New York 12065
983-6564
hvics@medthermography.com
www.medthermography.com
Early Detection of Disease with Thermal Imaging

Metro Metal Recycling
Ryen VanHall
433 Sodeman Road
Middle Grove, New York 12850
409-2539
rcvanhall@gmail.com
www.metro-metalrecycling.com
Automobile Parts & Recycling

Morgan Stanley, James Whalen
80 State Street, #12
Albany, New York 12207
(914) 523-6882
James.Whalen.III@ms.com
Financial Planning, Retirement, Insurance,
Investments Broker

Nourishing Science LLC
Dr. Paul Arciero
Saratoga Springs, New York 12866
859-0935
www.drpaulsprotocol.com
Health and wellness consulting to individuals and groups

Patriot Multisport
Nick Gough
52 Main Street
Queensbury, New York 12804
338-3716
nick@patriotmultisport.com
www.patriotmultisport.com
Multisport training and performance center

S. Line Construction
Chris Pink
Middle Grove, New York 12850
764-8732
s.linebuilding@gmail.com
www.slineconstruction.com
Building Better Homes for Your Family

Saratoga Mineral Water Tours
Trent Millet
Saratoga Springs, New York 12866
(802) 473-2836
spirittflytrent@yahoo.com
Fun, Educational and Inspiring Mineral Water Tours

Shear Cut
Barbara Rosato
43E Round Lake Road
Ballston Lake, New York 12019
859-9563
brosato@nycap.rr.com
Affordable and experienced hair designer who listens

Staccato Barre and Bodyworks, LLC
Renee Taliana
489 Broadway
Saratoga Springs, New York 12866
542-3955
rtaliana@staccatobarre.com
www.staccatobarre.com
Barre Fitness, Massage Therapy, Kickboxing & more!

Stat Staff Professionals
Allison Valiquette
18 Division Street Suite 311
Saratoga Springs, New York 12866
871-1611
info@statstaffpro.com
statstaffpro.com
A nurse owned and operated nurse staffing company

Steeplechase at Malta
Cindy Tyler
2400 Steeplechase Blvd.
Malta, New York 12020
584-4470
leasing@steeplechaseatmalta.com
www.steeplechaseatmalta.com
Luxury apartments under new Ownership.

Upstate Concierge Medicine
Mike Bibighaus M.D.
(844) 484-7362
mbibighaus@upstatevipmedicine.com
www.upstatevipmedicine.com
24/7 Access to Physicians via telephone, video conference/email

ANNIVERSARIES - THANK YOU FOR YOUR CONTINUED MEMBERSHIP AND SUPPORT

OVER FIFTY YEARS

Adirondack Trust Company
Carusone & Carusone
Community Court Motel
Nemer Chrysler Jeep Dodge Ram of Saratoga
Spa Brauhaus Restaurant
Walbridge Building Inc.

OVER FORTY FIVE YEARS

Mullen Wheaton Moving, Storage & Logistics
Company, Inc.

OVER FORTY YEARS

The Wesley Community

OVER THIRTY FIVE YEARS

Saratoga Economic Development Corp.
Saratoga Regional YMCA
UHY Advisors

OVER THIRTY YEARS

Brookside Nursery
The Charlton School
Ed Lewi Associates

Eye Care Specialists, LLP
Fragomeni Insurance & Financial Services, Inc.
Northern Dean, Inc.
The Okby Group, Morgan Stanley
Washington-Saratoga-Warren-Hamilton-Essex
BOCES

OVER TWENTY FIVE YEARS

Battenkill Riversports & Campground
Electronic Office Products, Inc.
Esthetiques European Skin Care Clinique
Susan Farnsworth

ANNIVERSARIES -THANK YOU FOR YOUR CONTINUED MEMBERSHIP AND SUPPORT

The Humor Project, Inc.
John J. LaBoda Jr., Attorney
Realty USA/Sharon Byrne, Inc.
Saratoga Center For The Family
Saratoga Springs Public Library
Saratoga Springs Teacher's Association
Superior Coach, Inc.

OVER TWENTY YEARS

9 Maple Avenue
Carroll/Chille Chiropractic
D.C. Dental Supply Co.
EnergyNext, Inc.
Four Seasons Natural Foods Store and Cafe
Gilbert VanGuilder & Associates
Greater Grace Community Church
Hildreth's Restaurant & Catering
HL Parker Group
Jim's Garage
Liberty Canine Care Center
Operating Systems Technologies, Ltd
Residence Inn By Marriott
Teal, Becker & Chiaramonte CPA's PC
Uncommon Grounds Coffee & Bagels
Village Pizzeria

OVER FIFTEEN YEARS

A.J. Signs
Casswood Insurance Agency, Ltd.
Chianti il Ristorante
Colley Asset Management, Inc.
Companies of J.J. Young
Conboy and Mannion Contracting Inc.
Russell Denea, MD
Frost Hurff Architects
The Hyde Collection
Lee Investment Management LLC
Miles Ahead Communications
Paul Garnsey & Son, Inc.
Prestwick Chase at Saratoga
Psychological Services, PC
RFB Management Services, Ltd.
Ruckytuck Vending Co.
Saratoga Business Journal
Saratoga Hair Transplant Center
Saratoga PLAN
Sisson Heating & Cooling Co, Inc.
Sparkle, Glisten & Shine, Inc.
Wal-Mart #01-2056

OVER TEN YEARS

A. Burton Excavation & Landscaping
Bucknam & Rodecker, CPA's
Design Contracting, LLC
Digital X-Press
Empress Travel & Cruises
ES11, LLC
Farm Family Insurance Company
Greg Slywka, D.C.
Harris Beach PLLC
Home Instead Senior Care
Internet Marketing Ninjas
Liberty Ridge Farm
Sheila A. McBride (Property Management)
McKinley Griffen Design & Advertising

Meyers & Meyers, LLP
Nick Paravalos
Otech Corporation
Rotary Club of Saratoga Springs
Saratoga Salsa & Spice Company
Spa City Spa
T & E Associates, Inc.
Windrifter Ballooning

OVER FIVE YEARS

AIM Services, Inc.
Arclay, LLC
Audio-Video Corporation
BBL Construction Services
Belisama Bodyworks
Best Tile Distributors, Inc.
Boat N R.V. Condos
Bohler Engineering, LLC
Creative Connections NY
Empire Exhibits & Displays, Inc.
The Inn at Erlowest
Keehan Fuels, Inc.
Luther Forest Wealth Advisors, LLP
Malta Animal Hospital
NewYorkATM.com, Inc.
Northeast Awning & Custom Closets
Northeast Construction & Repair
Pattison, Sampson, Ginsberg & Griffin, P.C.
Phinney Design Group
Quality Foreign Car Care
Raven Net Systems, LLC
Rifenburg Construction, Inc.
Saratoga Chem Dry
Saratoga County Rural Preservation Company, Inc.
Saratoga Human Resources Solutions
Saratoga Modular Homes, LLC
Soroptimist International of Saratoga County
St. Mary's School
State Farm Insurance, Mike McGilligan Agency
Time Warner Cable Business Class
Tru Arc Fabrication, Inc.
Turbine Services, Ltd.
Universal Preservation Hall
Waterwheel Village, Ltd.
West Point Thoroughbreds, Inc.

OVER ONE YEAR

A Seniors Choice
A1 Electric
Adirondack Cigar Shoppe
Adirondack Sign Company
Allen's Family Heating & Cooling
AUSA Capital District of NY Chapter
BCI Construction, Inc.
BDB Paving & General Contracting, Inc.
Best Home Furnishings
Bonded Concrete
Boxley's Services, Inc.
Capital Area Physical Therapy & Wellness
Clifton Park Center Mall
Dino's Autobody
Dolan & Traynor, Inc.
Earth Care Plus, Inc.
Esperanto
EYP Architecture & Engineering

Fallon Wellness Pharmacy
Farmhaven Kennel
First Fairfield Associates, LLC
Freedom Manufacturing LLC
Garnet River, LLC
Sarah Anne Gill, Ph. D.
Glyph Mobile, LLC
Golden Corral
The Law Office of Steven D. Greenblatt
Happy Valley Painters, Inc.
Henry Street Taproom
Michael H. Iacolucci
IBS Septic & Drain Service
Iron Roost
ITT Technical Institute
J & K Trucking & Excavating
J.C.J. Sales and Marketing
Jim Flanagan at Sterling Manor Financial
JIMAPCO, Inc.
Jostens
Kevin Pertchik, Ph.D., Psychologist, PC
Live Nation
LLV Office Concepts
Logo Wearhaus
Mabey's Moving & Storage Inc.
Macica Consulting LLC
Kathryn R. Manning
McMahon of Saratoga Thoroughbreds, LLC
Minich MacGregor Wealth Management
Modern Mix Marketing
Mohawk Sign Systems
Moreau Community Center
NameBubbles.com
NEACA, Inc.
The New York Eye Surgical Ctr.
Pasta Pane Rustic Italian Bistro
Peabody's
Pinnacle Realty Saratoga, LLC /Velvet Kopach
RAW Fitness
Recovery Sports Grill
Reinhart & Associates, LLC
Reynolds Real Estate
RMesh Associates, LLC
Rosemont Financial Group
Saratoga Centers for High Performance
Organizations Inc.
Saratoga Olive Oil
Saratoga Sports Massage
Savemore Beverage, Inc.
Seven Horse Pub
Shake Shack at Saratoga Race Track
Siemens Industry, Inc.
Something Bleu Bridal
T.Z.S. Consulting
Union Gables Inn & Suites
Vinmar Solutions LLC
VMJR Companies, LLC
Wells Fargo Home Mortgage
Wesley Evergreen Adult Day Services
The Wine Bar
The World Spa
WSI
Zack's Sports, Inc.

**Members that have renewed their investment
between October 1 - November 17, 2014*

U P C O M I N G E V E N T S I N D E C E M B E R

2

YOUNG PROFESSIONALS NETWORK

Tuesday
5:00 - 7:00 pm
Harvey's
14 Phila Street
Saratoga Springs
\$10

The Saratoga Young Professionals will meet for their final networking event of 2014 at Harvey's (formally known as The Irish Times). You are invited to come out and network with the group on the upstairs level while building valuable relationships heading into 2015.

Thank you to The Adirondack Trust Company for sponsoring the 2014 Saratoga Young Professionals Network.



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WOMEN'S BUSINESS GROUP

Tuesday
5:00 - 7:00 pm
Maestro's Ballroom
2nd Floor
353 Broadway
Saratoga Springs
No Charge

The Women in Business Group will meet in the new ballroom on the upstairs level of Maestros. You are invited to come out and visit the new space, while building valuable business relationships, enjoying drink specials and hors d'oeuvres.

Thank you to Key4Women for sponsoring the 2014 Women's Business Group.

Key4Women®

KeyBank .
Unlock your possibilities®

18

HOLIDAY MIXER

Thursday
5:00 - 6:30 pm
Holiday Inn
232 Broadway
Saratoga Springs
\$5 before registration
deadline
\$10 after the deadline
Deadline is December 17.

Join the Saratoga County Chamber of Commerce for their annual Holiday Mixer, which always proves to be the largest mixer of the season. Welcome in the holidays with your fellow Chamber members while discussing goals for the New Year over a drink and hors d'oeuvres. This is a must attend event, so be sure to reserve your spot!

Thank you to CDTA for sponsoring this event.



The Saratoga County Chamber of Commerce cordially invites you to the 97th Annual Dinner Thursday, January 29 Cocktail Reception: 6:00 - 7:00 pm, Dinner & Program: 7:00 - 8:30 pm, Dessert Reception: 8:30 - 9:30 pm

You're invited to join the Saratoga County Chamber of Commerce for an evening of celebration and recapping the 2014 year. Steve von Schenk, President of the Adirondack Trust Company and 2014 Chair of the Chamber Board of Directors, will be recognized for his leadership and efforts during the 2014 year. In addition, 2015 incoming Chair, Valerie Muratori, Executive Director of Saratoga Bridges, NYSARC, Inc., Saratoga County Chapter, will be welcomed into her leadership role. There will also be recognition of volunteers, members of the Board of Directors and our special members celebrating 25 years of membership.

If you are interested in sponsoring this prestigious event, please view the sponsorship opportunities on the next page.
For more information, please contact Denise Romeo, dromeo@saratoga.org

Thank you to this year's sponsors to date:

Presenting: Adirondack Trust Company

Table Sponsors: BlueShield of Northeastern New York, CDTA, GLOBALFOUNDRIES, Hampton Inn and Suites - Downtown Saratoga, M & T Bank, Munter Enterprises, Saratoga Casino and Raceway, Saratoga Convention and Tourism Bureau, Saratoga Economic Development Corporation, Saratoga Hospital, Saratoga National Bank & Trust Company, The Saratogian, Stewart's Shops, Turner Construction, The Wesley Community,

Reception Sponsors: Ballston Spa National Bank, D.A. Collins Companies, Hedley and Co., Polysat

Member Anniversary Sponsors: Saratoga Community Federal Credit Union, Skidmore College, SMPR Title Agency, Inc.

The Saratoga County Chamber of Commerce is committed to being a visible and vocal promoter of our members and our communities. Join us as we celebrate a year of accomplishments and give recognition to our staff, volunteers, Board Members, outgoing Chair & our very special 25 year anniversary members. This prestigious dinner is attended by hundreds of Chamber members, elected officials and business leaders ranging from small to large companies and is the Chamber's largest networking and social event of the year.

How would you like your company to be represented at this event?

\$3,500 Diamond Sponsorship (2 Maximum-industry exclusivity)

Includes special table for 10 in a premier location
 Ad (with link to your website) in the Chamber's monthly e-newsletter and a weekly e-blast (January)
 Company name/logo displayed on stage during entire event
 Special recognition during the dinner program
 Large company logo included in; Event Invitation, Event Program, Event Signage, Chamber events page (including link to your website)
 Company name included in all PR and marketing both pre and post event as well as in the Chamber's social media outlets to include Facebook, Twitter and LinkedIn

\$1,500 Table Sponsorship (No Maximum)

Includes special table for ten (10) with prominent signage
 Recognition in the Chamber's monthly e-newsletter and a weekly e-blast (January)
 Special recognition during the dinner program
 Company name included in Event Invitation, Event Program, Event signage, all PR and marketing both pre and post event as well as in the Chamber's social media outlets to include Facebook, Twitter and LinkedIn and Chamber's Events Page

\$1,000 Reception Sponsorship (No Maximum)

Includes dinner for four (4) guests
 Company name and logo on signage in reception area
 Special recognition during dinner program
 Company name included in Event Invitation, Event Program, Event signage, all PR and marketing both pre and post event as well as in the Chamber's social media outlets to include Facebook, Twitter and LinkedIn and Chamber's Events Page

\$500 Member Anniversary Sponsor (No Maximum)

Every year the Chamber recognizes our 25 year anniversary members. Help us say thank you for their many years of membership.
 Includes dinner for two (2) guests
 Special recognition during dinner program
 Company name included in Event Invitation, Event Program, all PR and marketing both pre and post event as well as in the Chamber's social media outlets to include Facebook, Twitter and LinkedIn and Chamber's Events Page

FUTURE EVENTS HEADS UP

January 6, Tuesday
 Saratoga Young Professionals
 5:00 - 7:00 pm

January 13, Tuesday
 Womens Business Network
 9:00 - 10:00 am

January 22, Thursday
 State of the Region Breakfast
 7:30 - 9:00 am

January 29, Thursday
 97th Annual Dinner
 6:00 - 9:30 pm



www.facebook.com/saratoga.chamber



www.twitter.com/saratogachamber