

Malta Business and Professional Association

April 2012

Association Updates

New Event Pricing for 2012

We encourage people to register online for MBPA events—and now, if you register in advance, you get a discount!

		Members		
	Preregistration closes:	Pre-registered	Not registered	Non-Members
Breakfasts	6pm the night before	\$10	\$12	\$12
Luncheons	9am that day	\$15	\$20	\$20
Mixers	3pm that day	\$5	\$10	\$10

Please note, if you are a member and bring a non-member, the member rate is charged for the non-member.

You will have to log in to register in order to get the member rate— if you are unable to log in, please contact us at info@maltabpa.com.

MBPA has a new phone number!

(518) 288-8009

Please take note of this new number and update your telephone directories. This is a Google Voice number that will receive voice messages that will be efficiently routed to the best person (or people) who can respond to your calls. You can also reach the MBPA Board members via email at: maltabpa@gmail.com.

CALLING NEW MEMBERS

Now that you've taken the step to join this growing association of businesses, we are excited to be able to share your business with our membership!

Please help us announce your membership by submitting a 200-400 word article about your business that we can add to our newsletter next month.

We look forward to seeing you at our events and we welcome your input regarding topics that may be of interest to you and your business!

Articles, suggestions, etc., can be sent to Pam at MaltaBPA@gmail.com.

BACK TO BASICS

President's Corner

I am happy to report that the message is getting to the membership and the results are encouraging.

What message?

The message that the Association is one of the vehicles members can use to communicate their message to other members.

At the January breakfast, we touched on economic development/opportunities. The result, a member is putting together a presentation that will be made available to the Association that his firm would not have originally considered doing. February's breakfast had a community flavor that resulted in several member firms learning about and bidding on a proposal. March had us talking about the arts that caused another two members to request a spot on the calendar to make us aware of their endeavors.

The Malta Business and Professional Association is a cost effective way to get the word out, try us and learn for yourself.

On the business side, we represented the members at the Town meeting to discuss the noise ordinance. It was an interesting discussion between those firmly rooted in the past, (say 2001) and those in the present. The bill may have passed, but the noise issue is far from over. We have a representative on the Community Relations committee, a position that we will be working hard to better understand the needs of the residents, our members, and future members.

In the final analysis, you do not have to live in the town to be excited about it or its future, you just have to get involved and speak up. We have fourteen board members looking for your input, please let us know what "hot button" topics are slipping under the radar that we should be aware of and we will get involved. Tell us who you would like to have present at a breakfast and we will work to see if we can make it happen.

See you soon, hope to speak with you then!

Kevin C. Harkins, President

Programs

The Programs Committee is working hard to bring you events and speakers that will add value to your membership and to your business! If you have a topic that you'd like to see covered at a breakfast or some other event, please let David know and if anyone is looking to host an event or knows someone who would make a fantastic speaker, please let him know that, too. These events are designed to aid you, our members, in meeting your fellow MBPA partners, so please help us help you!

If you're interested in learning more about how to host an upcoming event, please email David at David@FragFM.com.

David Fragomeni, Programs Chair

MBPA BOARD OF DIRECTORS

Kevin Harkins, Principal Financial469-0551Dan Wagner, State Farm Insurance877-7999Ray Patterson, Capital Consulting Group857-6500Kristyn Kamber, Trustco Bank899-1056Paul Loomis, Gilbane Building Co.472-4801

Anthony Panza, Panza's Restaurant

Pete Bardunias, Chamber of Southern Saratoga County

Brad Sexauer, Saratoga Hospital

Todd Shimkus, Saratoga County Chamber of Commerce

Ray Liuzzo, CT Male Associates, PC

David Fragomeni, Fragomeni Insurance & Financial Services

Patricia McFee, Pioneer Savings Bank

Stephanie Ferradino, Jones Ferradino Attorneys-at-Law

Steve Gottman, Ginley & Gottman, PC

In the Boardroom

Board Development

The MBPA Board is continuously seeking individuals who would be interested in filling vacant spots on the board. We are looking for individuals who are motivated to find ways to help the association serve its members better and who want to work with a dedicated team to further develop the MBPA within the Malta Community.

Brad Sexauer, Board Development Chair

Membership

The Membership Committee is looking for volunteers to join them in helping to sell the value of this great association. If you are outgoing, personable and like to meet new companies and to promote the MBPA, please reach out to Dan Wagner at dan@danwagnerinsurance.com or at 518-877-7999.

Dan Wagner, 1st Vice President Membership Chair

MBPA 5K

Planning is underway for the 3rd Annual MBPA 5K Race which will be held on Saturday, September 8th, 2012.

For more information about the 2012 race or to sponsor, visit www.MaltaBPA.org and click on the 5K logo on the home page or please contact Paul Loomis at ploomis@gilbaneco.com.

Paul Loomis, MBPA 5K Chair

Taste of Malta

While planning for the 4th Annual Taste of Malta scheduled for Tuesday, July 17th, is underway, we are still seeking volunteers to help with this tasty event. We are also continuing to add restaurants to our list of participants. If interested in being a vendor or helping on the committee, please let Tony know at PanzasRestaurant@aol.com.

Tony Panza, Taste of Malta Chair

Technology

As a member of the Luther Forest Technology Campus Community Response Board, I attended the March 28th the Community Response Board meeting held at the Malta Town Hall. Additional information on the CRB can be found on the Town of Malta website at:

http://www.malta-town.org/Cit-e-Access/webpage.cfm?TID=44&TPID=5319#CRB

This particular meeting was devoted to the noise related issues associated with the Continuous Power Supply equipment at Global Foundries. When the minutes of the meeting become available, I will provide a link on the MBPA website in a Members Only Forum titled LFTC CRB.

Global Foundries spokesperson Mr. Travis Bullard presented an excellent overview of the construction and initial production status of the facilities. Mr. David James, Facilities manager for GF presented the specifics on the source of the noise as well as the status of continuing efforts to further reduce the noise levels from the power supply equipment. GF is actually in compliance with the PDD requirements for noise levels; they are continuing to work the issue as part of their commitment to the town and the residents.

I also want to thank MBPA Board member and Saratoga Chamber President, Mr. Todd Shimkus for attending the CRB to represent business interests for both the MBPA and the Saratoga Chamber!

As Technology Chair for the Association, we are always interested in your thoughts about how we can best employ technology to support your business and keep you connected with issues that affect businesses in any way in and around the Malta area. Please share your ideas! We are here to assist all of us!

Ray Patterson, Technology Chair 2nd Vice President

Member Spotlight

Member Profile: You?



Profiles are a great way to let fellow MBPA members know more about your business. Submitting a profile is easy: email your 75-100 word article—

with your company logo if you have one—to us at maltabpa@gmail.com

Connie's Electrolysis & Waxing Studio

In conjuction with the American Electrolysis Assoication, announces the designation of April as Electrology Awareness Month.

"Spring is the perfect time to celebrate electrolysis, the only method of permanent hair removal," states Connie Khalil.

"Electrolysis is proven to be safe and effective, with unsurpassed results, on any type of hair, color of hair, and color of skin. Freedom from unwanted hair boosts your self-esteem and helps you feel confident."

Women, men, young adults, and trans-genders have experienced the benefits of electrolysis.

Connie Khalil, owner of Connie's Electrolysis and Waxing Studio, has been providing permanent hair removal since 1981.

For more information visit www.connieselectrolysis.com.

1 Hemphill Place, Suite 203 Malta, NY 12020 (518) 899-7600 ceshair@nycap.rr.com





GRAND RE-OPENING ANNOUNCED!

Angela McFarland, Owner and Publisher of the Ballston Journal and Our Towne is pleased to announce the "Grand Re-Opening" of a local office at 83 Milton Ave., Ballston Spa.

The storefront is an expanded media and community resource center offering traditional news and media services, add-ons such as a high traffic digital media screen, a professional business card dispensary for lease, copy, fax, large format printing, FedEx, newspaper/magazine sales, ink cartridge refills and more. Business owners and neighbors will find web hosting, mobile and web development, graphic design, business card, postcard and promotional services as well. Phase 2 of the media center will incorporate media buying and public relations services as well as a small training space for area professionals to have "power seminars" for training and education.

The Ballston Journal, a paid subscriber community newspaper, was acquired by McFarland exactly 3-years ago to prevent it from closure after 213 years of serving Ballston Spa and the surrounding communities. Our Towne is a neighborhood direct mail and digital media service that has served Ballston Spa for 5 years, the west-most side of Saratoga Springs for 3 years and Malta for just under 1 year.

"The space has been completely evolved on the singular value of in-county spending and support of locally based businesses. It is shared exclusively amongst Saratoga County professionals, authors, photographers and service providers as a solution to a challenging economy, high gas prices and the ever changing ways that people are demanding and consuming information." said McFarland. She adds "Being a small business owner is never easy and finding dynamic answers to share with my neighbors and peers is a responsibility I take seriously, especially as a local media. If we are going to claim ownership of a hometown resource, it is our job to BE that resource."

The official ribbon cutting ceremony takes place on Thursday, Apr.5, at 9am, followed by an Open House celebration on First Friday, Apr.6, from 6-9 pm, where specials on subscriptions, media packages, refreshments and a free gift with any purchase will be featured.

Member Offers

Please to keep in mind that many of our members offer Member to-Member discounts. As reminder, here is a current list of those members who offer discounts. If you don't see your name on this list and would like to participate offering a benefit to fellow members, please contact Pam at MaltaBPA@gmail.com.

5 Star Property Management, Rebecca Bowman **Accel Sports Fundraising**, John Rudnick

AccuStaff, Tom Schin

Ambit Energy, Rich Luetters

Ameriprise Financial Services, Inc., Catherine Tucker

Arbonne International, Erin Smith

AXA Advisors,LLC, Steven Brown **Ballston Journal**, Angela McFarland

Braathe Enterprises / Saratoga College, Robert Braathe

Bread Loaf Corporation, Todd Nebraska

Capital Consulting Group, LLC, Ray Patterson

Capital InteriorScapes, LLC, Karen McGowan

Capital Region Language Center, Kim Andersen

Coffee News of the Capital Region, Rebecca DuBois

Couch White, LLP, Melanie LaFond

Courtyard by Marriott Saratoga Springs, Tom Gabriel

Curtis Lumber, Doug Ford

Dr. Lorraine DelRosso, LLC, Dr. Lorraine DelRosso

Edward W. Swanson, Esq., CPA, Edward Swanson

Fairfield Inn and Suites, Kelly Vannier

Fairfield Marriott Inn & Suites, Richard Murphy

Financial Sense, Christine Donohue

Fragomeni Insurance & Financial Services, Inc., David Fragomeni

Furniture Theatre, Ed Caro

Ginley & Gottmann, P.C., Steven Gottmann

Holiday Inn Saratoga Springs, Joanne Kirkpatrick

Hunter Learning Solutions, LLC, Pamela Grandin

Isagenix (Healthy4Life), Linda Junco

JC Parker Fine Art, Carol & JC Parker

Jones Ferradino, Attorneys at Law, Stephanie Farradino

Lee Serino Insurance Agency, Lee Serino

M+W Group U.S. Operations, Art Kaplan

Make It Fit, LLC, Melissa Grattan

Malta Animal Hospital, Jake Zaidel

Malta League of Arts, Jennifer Hogan

Mark Roschinsky, DMD, Mark Roschinsky

Modern Press, Patrick Ryan

McGregor Links Country Club, Dean Kolligian

Measurable Results LLC, Howard Litwak

Nelson Beebe, Certified Public Accountant, Nelson Beebe

New Horizons of Albany, Jason Krolak

Newkey Media Solutions, LLC, Patrick DiMascio

Northeast Spine & Wellness, Joseph Gulyas

Northeast Spine and Wellness, Craig Davidson

Northwestern Mutual Financial Network, Charles Martin

Operating Systems Technologies Ltd, Martha Perry

Peduzzi Associates LTD, Scott Hommel

Pinnacle Realty Saratoga LLC, Bruce McClellan

Pioneer Bank, Patricia McFee

PrimePay, Andrew Corcione

Prolific Marketing, Dan Barner

Prudential Manor Homes, Realtors, Beth Grzyboski

Purdy Realty, LLC, Laura Conrad

Quick Response Restoration, Vincent Laurenzo

Residence Inn and Courtyard by Marriott, Leslie Forbert-

Revered Business Solutions, Inc., Richard Wheeler

Round Lake Library, Sandra Debus

Saratoga Human Resources Solutions, Inc., James Marco

Saratoga Physical Therapy Associates, Matthew O'Neil

SaratogaMama, Colleen Pierre

Spa Brauhaus, Steve Nicolaus

Studio Massage, Lisa Ciniglia

Tara Thomas Design, Tara Thomas

Tech Valley Continuity LLC, Geoff Turner

The Art of Aesthetics, LLC, Christy Duff

The Bonadio Group, Mazie McMahon

The Planning Paradigm, LLC, Darlene Landor

Towne, Ryan & Partners, P.C., Christopher Lyons

Travers, O'keefe, Alison O'Keefe

VETHELP. Jacon Lee

Welcome Relief Massage Therapy, Jennifer Narkiewicz

www.CapitalAreaHelpWanted.com, Mariah Fortune

Yana Yoga, Amber LaPointe

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www.ditprints.com

425 Eastline Road, Suite D Ballston Spa, NY 12020 518-885-4400

AROUND TOWN

Breakfast presentation by attorneys at Young/Sommer LLC

"FRACKING":

(Hydraulic Fracturing for Natural Gas)
A Primer on Law, Technology, Economics

May 9, 2012, 7:30 am Ballston Spa National Bank

The Marcellus Shale formation in NY is believed to contain sizeable quantities of natural gas, supplies of 50 years or more.

The extraction process ("fracking") has caused significant public controversy with concerns that it could contaminate drinking water supplies.

Economic development opportunity? Environmental disaster?

We will highlight current and upcoming issues in this ongoing debate.

Register online at www.MaltaBPA.org.

Young/Sommer LLC specializes in environmental law, land use development and planning for developers, municipalities, and private citizens, providing cost efficient legal services with State environmental permits, local zoning permits, oil spills and hazardous materials, boundary and title disputes, administrative hearings and litigation.

MALTA'S REAL ESTATE CORNER

Information provided by Pinnacle Realty

As of March 5th, 2012

Single Family Homes Currently On The Market: 96
Homes Sold Year To Date: 8
Average Sales Price: \$235,786
Average Days on the market: 119

WE'RE LOOKING FOR EVENTS!

Do you know of something going on around Malta?

If so, we're looking for submissions to fill this page out!

Send events to MaltaBPA@gmail.com for consideration.

Requests will be reviewed for appropriateness and will be printed on a first-come, first-serve basis and as space provides each month.

"The Energy Under Our Feet"



Everything You Wanted to Know about Geothermal Heating and Cooling for Your Home or Business

> April 26, 2012 6:00 p.m.-8:30 p.m.

Hudson Valley Community College's TEC-SMART
Facility at NYSERDA's Saratoga Technology + Energy
Park® (STEP®)

345 Hermes Road, Malta, New York 12020

Celebrate Earth Week by learning about Geothermal Heating and Cooling!

Hudson Valley Community College (HVCC), as part of their consumer education series and NYSERDA are sponsoring a forum for end users on Geothermal. Learn about the benefits of using the geothermal asset, you already own, to heat and cool your home, business or school. You will learn how geothermal heat pumps work, what are the different types of installations, why they are different than conventional heating and air conditioning systems, who can install them, how much they can save in energy and carbon emissions. Learn about the benefits with a demonstration of an actual working geothermal system.

Jack DiEnna, Executive Director of the Geothermal National & International Initiative (GEO-NII) will lead the discussion. He will explain how this renewable energy source can deliver comfort to your home, school or office building, using the energy under the ground in your backyard, soccer field or parking lot.

Additional geothermal businesses will be available to talk to you and show you practical uses for geothermal installations.

Please RSVP by April 20, 2012.

For other information or questions, please contact Mary Burke of NYSERDA at 518-862-1090 ext. 3424

COMMUNITY NEWS

The Changing Face of Education

Tuesday, April 3
4 PM - 5:30 PM
Executive Education Center at the Chamber Offices

The Changing Face of Education seminar, presented by The Chamber's Education and Business Partnership, will address what the local business community wants to know about how our schools are preparing the workforce of the future.

- *Are schools just teaching to the test?
- *Are they teaching the soft skills needed to succeed in the workforce?
- *How is technology being used in the classroom?
- *What changes can parents/community/employers expect as a result of newer teaching methods?

This seminar will also address the critical importance of partnerships among our school districts and local businesses.

The partnership between the Shenendehowa Central School District and Albany Medical Center will be highlighted during this session and Albany Medical Center's Vice President for Community Development, Pamela Sawchuk Brown, will be on hand to discuss the many benefits such a partnership provides to the community as a whole.

This is a Chamber member only event and there is no cost to attend, however, seating is limited.

Register online or by calling 371-7748.

YOU'RE INVITED!

Ballston Spa Business & Professional Association "Regional" Mixer

Wednesday, May 2nd, from 5:30-7 pm Ballston Spa Veterinary Clinic 365 Rt. 50, Ballston Spa

Price for this event is \$10 and can be paid online by registering at www.Ballston.org.

We encourage you to take advantage of this wonderful opportunity to meet with local businesses to discuss what's going in our community and to see how we all might work together for the common good of our businesses and residents!

Please contact Pam at MaltaBPA@gmail.com with any questions.

UPCOMING EVENTS

April Events

Breakfast

Wednesday, April 11th Malta Diner from 7:30 - 9:00 am SPEAKER: Paul Sausville, Malta Town Supervisor

Mixer

Wednesday, April 18th Cliff's Country Inn from 5:30 - 7:00 pm

Tour of Malta's Tech Campus & Buildings

Wednesday, April 25th Meet @ HVCC Tech Smart Campus - Limit 35

May Events

"Regional" BSBPA Mixer

Wednesday, May 2nd Ballston Spa Veterinary Clinic from 5:30 - 7pm

Breakfast

Wednesday, May 9th Ballston Spa National Bank from 7:30 - 9:00 am SPEAKER: Attorneys with Young/Sommer LLC

Annual Golf Tournament/Mixer

Wednesday, May 23rd Saratoga National Golf Course from 5:30 - 7:00 pm

To register for any of our events, visit our website at www.MaltaBPA.com and follow the event links on the front page. *You can also pay online!*



PO Box 2394 Malta, NY 12020 www.maltabpa.com