



Newsletter

Malta Business and Professional Association

February 2012

Opportunities, Choices & Consequences

Some thoughts that popped up as a result of the Malta Business Professional Association Annual Dinner, January 25, 2012, which I enjoyed, along with some 50 plus other members and guests.

The program consisted of three prominent business leaders answering questions from the audience and providing their perspectives on the current and projected growth of business in Malta and Saratoga County.

As I thought about the overarching themes and ideas that all business owners and citizens alike need to think about, or said more accurately, THINK THROUGH, I settled on the three words in the title of this brief article.

Every day we are faced with Opportunities! Some people think of these as “problems” because that is what we have been trained and educated to do, solve problems, so everything must start with a “problem”. Optimists see opportunity; pessimists see problems, either way we are faced with Choices! As business owners, community leaders, and citizens, we have choices we have to make in the face of opportunities or problems. We choose to respond or not! Either way we are making a choice, and that choice will have some impact or consequence. Further, the consequences will end up in two categories; intended or unintended.

I expect you are asking what this is all leading to and how is this relevant to your business.

As I listened to the three panelists and thought about their perspectives, each one shared insights into how they have and are continuing to look at the opportunities in our region and how they and their organizations evaluated the choices they could make. They looked at the intended consequences of those choices, and how those consequences could provide the facilities and services which would further the growth and development of the region while providing a good return to their investors and the community as a whole. I expect they also thought about the unintended consequences and perhaps how there could be additional positive unintended consequences as well as how they could minimize the negative unintended consequences.

What are the real “takeaways” for us as business owners/leaders? I think Bruce nailed it when he suggested that we spend some time each day asking the questions such as: “What can I do today to reinvent myself and my business?” “How can I find out what my current and new customers/clients want that I can provide?” “What is it that my customers need or could use, that I am not currently providing?” “What are the changing/evolving expectations of the people who are coming into Malta?” “How can I expand my thinking and actions to meet the expectations of the businesses that are moving into our growing community?”

We are growing as a community and a county, and if we are to thrive in this time of growth, we must grow within ourselves. We are living in a time of opportunity. The choices we make will yield consequences. Will those consequences be the ones we intended?

Would you like to explore the opportunities with other MBPA members? If so, let us know and we will be more than glad to provide the forums for MBPA members to gather in moderated/facilitated workshop settings to explore how we can assist each other with the questions around opportunities, choices, and consequences.

*Ray Patterson, Capital Consulting Group, LLC
2nd Vice President, MBPA*

President's Corner

The 2012 Annual dinner is behind us and it was a great success. I would like to publicly thank the three speakers who agreed to share their collective experiences in building for tomorrow. Angelo Calbone, Saratoga Hospital; Bruce Schnitz, Albany Partners; and Alan Oppenheim, ACO Property Advisors, did an outstanding job and judging by the audience's participation, the exchange was well received.

Another thank you goes to Tony Panza of Panza's Restaurant and his staff. They served 70 plus people in fine style. In case you missed the press release, I am happy to announce the addition of five new members to the Board of Directors. We are as excited to have them as I think they are about their new terms on board. Please reach out to them and welcome them to the Board.

As we get into the New Year, each of our committees is looking for volunteers. The committees this year are: Membership, Marketing, Program, Technology, Board Development, 5K, Taste of Malta, and Business Climate. A great way to meet new people, (read new partners, new opportunities, suppliers, etc.) is to get involved. The Malta Business & Professional Association is excited to work with all of our members; this is one way to do it. You tell the Board members, the committees, and they in turn help us fashion our direction. Should we sponsor more community events, should members host more "Member to Member" events, what can we do to help not only each other but our community as a whole?

The microphone is yours, please speak up!

Finally, for the record, the MB&PA is committed to working with all of the elements that make up the town. This would include the educators, the established businesses, the town itself, the residents, and the future members of the town. Come out to an event, tell us what's on your mind, and together we can grow the community, the Association, and ideally, your business.

Kevin C. Harkins, President

Board Development

While the MBPA board is at its capacity of 15 members at the present time, the Association continues to seek individuals who may be interested in Board membership.

If you have an interest in learning more about filling vacant board positions in the future, please contact Brad Sexauer at BSexauer@saratogacare.org.

Brad Sexauer, Board Development

President's News

The following letter was sent to the Town of Malta Supervisor, Paul Sausville, in response to the announcement of the proposed *Noise Ordinance Task Force* to address the review of the current noise ordinance in the town of Malta.

Dear Mr. Supervisor,

The MBPA is aware of the ongoing discussion concerning the town's current noise ordinance. We are aware that this discussion has been underway in one form or another for the past three months. Recently a suggestion was made to form a task force to review and perhaps propose changes to the current ordinance. The MBPA, in line with its mission statement, respectfully seeks to participate on this task force. Upon acceptance of this request, we will reach out to our membership - seeking volunteers to work on this team. We will forward the names of all volunteers to the Town Board for their review and consideration.

On behalf of the Malta Business & Professional Association board and our members, thank you for your time to consider our request.

Sincerely,

Kevin C. Harkins
President, MB&PA

MBPA 5K

The Malta Business & Professional Association would like to once again take the opportunity to thank everyone who participated in the 2nd Annual MBPA 5K Race on September 10th, 2011.

We at the MBPA are truly appreciative of all of the runners who came out to support our local veterans from the Saratoga Rural Preservation Council and the town of Malta 1st responders.

Through the work of our volunteers, sponsors and runners, the MBPA was able to donate over \$13,000 to our local not for profits.

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, please contact Paul Loomis at ploomis@gilbaneco.com.

Paul Loomis, MBPA 5K

Member Spotlight

Panza's Restaurant and Catering

510 Route 9P ~ Saratoga Springs ~ New York 12866

Panza's on beautiful Saratoga Lake has been a family owned and operated restaurant in Saratoga for nearly 75 years. The family prides itself on the quality of food and service it brings to every customer.

What better way to celebrate approaching 75 years than to announce that the restaurant is now open for lunch.

Customers will now be able to enjoy a plentiful lunch menu designed to please any palette while enjoying Panza's quality food and service.

We can also accommodate luncheon meetings and offer full off-premise catering as well as drop off luncheons.

**NOW SERVING LUNCH AND DINNER STARTING AT 12:00 PM
~ CLOSED TUESDAYS ~ OPEN SATURDAYS AT 5 PM ~**

Visit us online at www.PanzasRestaurant.com
Email us at PanzasRestaurant@aol.com

Member News

Boot Camp Challenge® Free Informational Session

February 16, 2012
7:00—8:00 pm

Malta Community Center, One Bayberry Drive, Malta, NY

Come find out what our program is all about!

Participants learn about the assessments, nutritional guidance and workouts of the program.

All who attend will receive 50% off of registration fee and will be added to a raffle for a FREE 6-week session for the February session!

FOR MORE INFORMATION OR TO REGISTER for this free information session visit www.makeitfittraining.com or contact Melissa @ 518-366-1901.

INVEST IN YOURSELF!

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425 Eastline Road, Suite D
Ballston Spa, NY 12020

518-885-4400

The MBPA would like to thank the following individuals for another successful Annual Dinner:

Tony Panza

Panza's Restaurant

Angelo Carbone

President & CEO Saratoga Hospital

Alan C. Oppenheim

President ACO Property

Bruce Schnitz

Principal of Albany Partners, LLC



And to Welcome our newest Board Members:

Ray Patterson

Capital Consulting Group, LLC

Stephanie Ferradino

Jones Ferradino Attorneys-at-Law

David Fragomeni

Fragomeni Insurance and Financial Services

Steve Gottman

Ginley & Gottman, PC

Kristyn Kamber

Trustco Bank

MBPA BOARD OF DIRECTORS

<i>Kevin Harkins, Principal Financial</i>	<i>469-0551</i>
<i>Dan Wagner, State Farm Insurance</i>	<i>877-7999</i>
<i>Ray Patterson, Capital Consulting Group</i>	<i>857-6500</i>
<i>Kristyn Kamber, Trustco Bank</i>	<i>899-1056</i>
<i>Paul Loomis, Gilbane Building Co.</i>	<i>472-4801</i>

Anthony Panza, Panza's Restaurant
Brad Sexauer, Saratoga Hospital
Ray Liuzzo, CT Male Associates, PC
Patricia McFee, Pioneer Savings Bank
Steve Gottman, Ginley & Gottman, PC

Pete Bardunias, Chamber of Southern Saratoga County
Karen Carling, Aztech Technologies, Inc.
David Fragomeni, Fragomeni Insurance & Financial Services
Stephanie Ferradino, Jones Ferradino Attorneys-at-Law
Todd Shimkus, Saratoga County Chamber of Commerce

UPCOMING EVENTS

February Events

Breakfast

Wednesday, February 8th
Malta Diner from 7:30 - 9:00 am

Speakers

David Meager, Karen Heggen & Steve Groseclose
Board Members of Town of Malta
GlobalFoundries Foundation

Mixer

Wednesday, February 15th
Panza's Restaurant from 5:30 - 7:00 pm

March Events

Joint BPA Mixer

Thursday, March 8th
Curtis Lumber from 5:30 - 7:30 pm

Breakfast

Wednesday, March 14th
Malta Diner from 7:30 - 9:00 am

Luncheon

Wednesday, March 21st
The Ripe Tomato at 11:45 am

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!

Fostering Growth, Innovation, and Community



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