



# Newsletter

Malta Business and Professional Association

May 2012

## Albany Environmental Law Firm to Discuss Hydraulic Fracturing (“Fracking”) for Natural Gas

Young Sommer LLC, an Albany law firm specializing in environmental law, land use planning and development, will present a “Primer on the Law, Technology and Economics” of “Fracking” at the May 9, 2012 Breakfast meeting of the Malta Business and Professional Association (MBPA). The meeting will be held at the Ballston Spa National Bank, Corporate Branch Office, 990 Route 67, Ballston Spa, NY, beginning at 7:30 am.

The proposal to extract natural gas from the Marcellus Shale formation in southern and western New York has sparked an extended regulatory review by the NY Department of Environmental Conservation and a heated public debate. Some believe that harvesting what appears to be a plentiful and lower cost resource will create jobs, ease energy costs for homeowners and businesses and spur economic recovery. Others contend that the “fracking” process will pollute drinking water supplies if not limited or regulated.

Michael Moore and Elizabeth Morss of Young Sommer will present an overview of the many and complicated issues in this ongoing public policy debate. As always seems to be the case when the subject is “Fracking” a lively response can be expected. Those interested in attending this breakfast presentation should contact Pam Grandin of MBPA at [Malta-BPA@gmail.com](mailto:Malta-BPA@gmail.com) or at 518-288-8009 by 3pm on Tuesday, May 8th. The cost is \$10 for MBPA members and \$12 for non-members.

## **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](http://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!

# BACK TO BASICS

## President's Corner

An interesting thing happened at the last mixer, held at Cliff's, back on Wednesday, 4/18. We had a member bring a non-member, who met with another guest, (also a non-member); they chatted a bit, and ended the evening by agreeing to continue their conversation in the week ahead. I was reminded of the power of an introduction at a function I recently attended while in Washington, DC. A person I was speaking with wanted to meet another person who was there and I knew. After the introduction, the second person ask me to "vouch" for the first. I said I could and I did. I understand there will be business transacted before the end of May.

My point is you never know where the next client, partner, or supplier will come from. The four people above had an interest in growing their network, looking for the connection that would help them grow their practice. Will every introduction work? I do not believe so, but people cannot say no to you or your proposal until they have met you and heard your presentation.

In order to continue the theme of "expanding" our network, our involvement in the community, we will have a program at the May breakfast devoted to the subject of hydro-fracking and what it means to the members. I suspect not everyone will be happy but that is the value of our organization; we hear a request, determine if it makes sense for the membership, and make a decision. In this case, the decision was made to present the material, provide a member firm an opportunity to display their knowledge of the material, and simulate a healthy discussion. Our hope is that at the end of the presentation, members will know a little more about another member, ideas will have been exchanged, and opportunities for some exposed. Worse that happens; people are exposed to information that they do not use.

On behalf of the Board, we hope to see you at an upcoming event and you take a moment to tell us how we are doing. It is after all, your Association.

*Kevin C. Harkins, President*

### ***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](mailto:maltabpa@gmail.com).

### ***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  
 Todd Shimkus, Saratoga County Chamber of Commerce  
 David Fragomeni, Fragomeni Insurance & Financial Services  
 Stephanie Ferradino, Jones Ferradino Attorneys-at-Law

# 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

How can all members get more benefits, connections, and value from our association? By building the membership to increase exposure and outreach. If you know of any businesses, either in Malta or not, that would benefit from involvement in MBPA, please let Dan Wagner know. It is your association, let's all work together to see it grow! Contact Dan at dan@danwagnerinsurance.com or at 518-877-7999.

*Dan Wagner, 1st Vice President  
Membership Chair*

## Technology

Your association leadership team will be conducting some quick member surveys over the course of the year to get your input on opportunities and issues. These will be web-based surveys and will be intentionally designed to be short and quick. We will provide links to the surveys in both email blasts as well as on the MBPA web site. Be on the lookout and please respond as we highly value your input. The results of each survey will be reported back to the membership, so you will know what the membership views are on the various topics/questions of the surveys.

We are always looking for ways to increase the connectivity between members and the value of membership, so please let us know how we can be most helpful to you and your fellow members.

Remember to keep your member profile up to date, and identify any Member-to-Member discounts you are offering, as we will be highlighting them in monthly newsletters!

*Ray Patterson, Technology Chair  
2nd Vice 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! And be sure to check out the website to see the upcoming events!

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 5K

Planning continues 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](http://www.MaltaBPA.org) and click on the 5K logo on the home page or please contact Paul Loomis at [ploomis@gilbaneco.com](mailto: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](mailto:PanzasRestaurant@aol.com).

*Tony Panza, Taste of Malta Chair*

## Member Spotlight



Since 1986, PrimePay has been servicing the payroll industry with a strong commitment to client service. With over 30 offices

throughout the U.S., PrimePay generates millions of payroll checks each year. Our systems and technologies enable us to process payroll and related business services for thousands of clients in all 50 states. PrimePay is SSAE 16 Type II compliant and fully bonded and insured.

PrimePay offers Payroll Processing, Electronic Tax Filing, Direct Deposit, Paperless Payroll, Workers Comp Management, Section 125/105 Plans (FSA's/HSA's/HRA's), 401k/Simple IRA Admin, Employee Screening & Time Management, and HR Services.

### Relationship with the ROC

PrimePay has maintained a presence in the greater Capital District for over 10 years. We bring added value to your MBPA membership by focusing on three aspects important to the success of all local businesses - from the local chain to the "one-man shop":

*Service* – We pride ourselves on a strong commitment to client service. Our service model leverages a personalized approach where a single payroll specialist is assigned to specific client accounts. In addition to knowing the details of payroll processing and tax filing, our specialists truly get to know their clients' businesses as well as their changing payroll requirements over time. In a highly competitive industry, this dedicated client service model has been our key success factor.

*Efficiency* – PrimePay can help save you time in handling the detail work, giving you more time to focus on maintaining and growing your business. Through our easy-to-read reports, web-based/paperless payroll and online CPA access, we provide accurate records for analysis and also produce an excellent audit trail.

*Pricing* – MBPA members receive a great deal on discounted pricing. In addition, we provide customizable reporting and set-up fees are waived for members. PrimePay competes very favorably with all national and local payroll providers. We strive to bring you the most value possible for your money.

Please feel free to contact me anytime with inquires as to how PrimePay may assist your business.

Andy Corcione



Is celebrating their 10th anniversary  
the entire month of May with Daily Decade  
Specials!!

### SUNDAY

Children aged 10 or under eat free from our kids' menu

### MONDAY

10% of our sales will be donated to the Fisher House  
(Supports America's Military in their time of need)

### TUESDAY

\$10 for 2 meals from our Anniversary Menu

### WEDNESDAY

A Burger and a Labatt Draft for \$10

### THURSDAY

Receive a bottle of William Hill Chardonnay or Cabernet for \$10  
with the purchase of an appetizer

### FRIDAY

Earn \$10 extra on  
your Bentley's Bucks card

### SATURDAY

Every table receives a \$10 gift card  
valid for the month of June

Bentley's is located at 3 Hemphill Place,  
Malta, NY 12020.

# 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  
**AACO Property Advisors, Inc.**, Alan Oppenheim  
**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-Miller  
**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 McMahan  
**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](http://www.ditprints.com)

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518-885-4400

# AROUND TOWN

## ABU DHABI TRIP with SARATOGA COUNTY CHAMBER OF COMMERCE

September 18th-September 26, 2012

One of the priorities of the Saratoga County Chamber of Commerce is to be an innovative provider of focused programming to help our community maximize its potential as a global destination for talent, tourists and trade.

Last year the Chamber organized a 9 day trip for 55 people to China. This year's trip, departing on September 18<sup>th</sup> and returning September 26<sup>th</sup>, will be to the United Arab Emirates with stops in Abu Dhabi and Dubai. Saratoga County has numerous important and interesting connections to this part of the world. Sheik Mohammed bin Rashid Al Maktoum (Sheik Mohammed), ruler of Dubai, is the owner of two horse farms in Saratoga Springs. His close associate, Abdulla Al Habbai, is the owner of the famous Fasig-Tipton Horse Auction House in Saratoga Springs.

Non horse-related connections include GLOBALFOUNDRIES. GLOBALFOUNDRIES is wholly owned by parent company ATIC, which is wholly owned by the Abu Dhabi government and is headquartered in Abu Dhabi. Working with local and abroad members of GLOBALFOUNDRIES and ATIC, some special events for the travelers are being organized. Travelers will have a reception after arriving in Abu Dhabi at the wafer shaped headquarters of ATIC with ATIC business leaders, and area dignitaries. While in Dubai, we will receive behind the scenes access to tour Meydan Racecourse, home of the Dubai World Cup, the world's premier horse race. These special events are in addition to the established itinerary of the trip.

Informational meetings for those interested in exploring and learning about the United Arab Emirates with the Chamber will be held on Wednesday, May 9th and Thursday, May 31st. The sessions are both at 5:30 p.m. in the Chamber's conference room, at 28 Clinton Street, in Saratoga Springs. Please call Kathleen Lucey, VP for Community Development, at 584-3255 and email is [klucey@saratoga.org](mailto:klucey@saratoga.org), if you are planning to attend one of these meetings. The deadline for signing up to travel is June 15th. Members and non-members of the Chamber are invited both to participate in the trip and to attend these meetings.



## Free Workshops Offered for Parents of Children Who Struggle to Learn

Hunter Learning Solutions of Ballston Spa has scheduled two free public workshops in Capital Region locations for parents of children who struggle with learning.

The workshops, called "Eliminate Learning Struggles," are designed to help parents understand what it's really like for their children to struggle to learn and to understand what they can do about it.

**The workshops will be offered on**

**May 14<sup>th</sup>** at the Saratoga Public Library (Community Room) in Saratoga from 7 to 8 pm

**May 21<sup>st</sup>** at the East Greenbush Community Library from 4:00 to 5:00 pm

Each workshop will be approximately one hour. The workshops are free, but pre-registration is required and can be completed by calling 518-441-4236 or online at [http://www.hunterlearningsolutions.com/hunter\\_learning\\_events.html](http://www.hunterlearningsolutions.com/hunter_learning_events.html).

Learning challenges can present in many different ways. Children may have difficulty sitting still in class. They may have trouble paying attention or remembering what they've seen or heard. Some have few planning skills and seem disorganized. Some struggle with academics, or have difficulty following conversations. Bedwetting past age 8 or the inability to tie shoes by age 7 also can be indicators of learning weakness.

Hunter Learning Solutions provides cognitive evaluation and enhancement training for children and adults suffering from a wide array of learning challenges. Founded in 2003, the Ballston Spa firm focuses on issues such as auditory and visual processing, working memory, processing speed, and logic and reasoning.

It is the only learning center in upstate New York to offer children and adults cognitive enhancements programs such as Samonas Sound Therapy™, PACE™ (Processing and Cognitive Enhancement), Core Learning™, AST (Auditory Stimulation Training), Brainware Safari™, Listen, Move & Learn™. It also offers a program for pre-schoolers, called Early Learners Program™, which focuses on identifying and strengthening those skills that pre-schoolers need to succeed.

### MALTA'S REAL ESTATE CORNER

Information provided by Pinnacle Realty

*As of April 2nd, 2012*

# Single Family Homes Currently On The Market:	113
# Homes Sold Year To Date:	12
Average Sales Price:	\$273,545
Average Days on the market:	113

## COMMUNITY NEWS

### The Friends of the New York State Military Museum Hosts A World War II USO Show. A "Look Back in Time"

**Saturday May 19, 2012**

In honor of Bob Hope's first USO broadcast on May 6, 1941, the Friends of the New York State Military Museum & Veterans Research Center will present a re-creation of an Armed Forces Radio broadcast and cantina performance. The majority of these broadcasts were live from military bases around the country.

Just for the afternoon, May 19, 2012 the Museum will become a World War II military base and you will be part of the audience for a live remote broadcast featuring actual performances by the incomparable Manhattan Dolls and an accompanying music group. Local historian and entertainer Gary Ferris will host the program that will include monologues inspired by Bob Hope, period ad spots, War Bond promo pieces and songs requested by America's best generation, World War II's fighting men and women serving around the globe.

Refreshments like those at USO cantinas during World War II will be served. Come and join us for this historic look back in time!

**Where:** 61 Lake Avenue, Saratoga Springs, New York

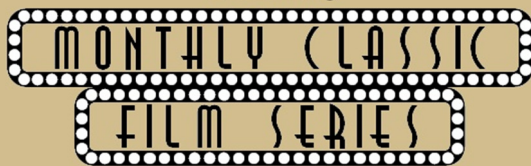
**Time:** 2 to 5 PM

**Cost:** \$25 pre sale    \$30 at the Door    \$20 Active Military Personal

**Contact:** 1-800-381-5448 or 518-584-2244

*Proceeds to benefit the Friends of the NYS Military Museum*

Presenting



The Ballston Spa Film Festival, sponsored by the BSBPA, is excited to announce their all new Monthly Classic Film Series!

Observe Armed Forces Day May 19th at 2:30 pm & 6:30 pm as George C. Scott portrays *General George S. Patton Jr.*

in the 1970 war classic that won 7 Academy Awards, including best picture and best actor. This film chronicles the life of General Patton during World War II from its famous opening scene in front of Old Glory to the fall of the Third Reich.

**"Where were you in '62?"** Join us on June 22nd at 7 pm in a fitting film for graduation time. Follow this coming of age story of four high school grads and their friends on their last night before leaving for college. Ron Howard, Richard Dreyfus, Harrison Ford, Mackenzie Phillips, Wolfman Jack and even Suzanne Somers (watch carefully) appear in this 1973 film that may have inspired the TV hit "Happy Days".

The films will be screened in the Ballston Spa High School auditorium and are **FREE** for anyone to attend. So please feel free to share this information with all your friends and family, too!



Visit [BSpaFilm.org](http://BSpaFilm.org) for more information and to join our email list to get the inside scoop with all the details, plus notices of future Film Festival events.



May 2012

## UPCOMING EVENTS

### May Events

#### **“Regional” BSBPA Mixer**

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

#### **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 Lake Golf Course from 1:45 - 7:00 pm

### June Events

#### **Luncheon**

Wednesday, June 6th  
HVCC TECH SMART Campus from 11:45am-1:00pm

#### **Breakfast**

Wednesday, June 13th  
Malta Diner 7:30-9:00am  
*SPEAKER: Bill Flaherty with National Grid*

#### **Mixer**

Wednesday, June 20th  
The Mill on Round Lake from 5:30-7:00pm

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



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