



Newsletter

Malta Business and Professional Association

December 2013

IMPORTANT ASSOCIATION NEWS

2013 Annual Meeting & Holiday Networking Mixer

Wednesday, December 18th

5:15—Meeting begins with Elections for 2014 Board of Directors

Mixer begins immediately following meeting

Prime at Saratoga National

Cost is \$5 for pre-registered members and \$10 for walk-ins

Watch your email for the slate of 2014 nominees

IMPORTANT MEMBERSHIP REMINDER

Membership Renewals are due January 1st, 2014.

If you've not received any of our emails, please let us know at MaltaBPA@gmail.com so we can get your 2014 invoice to you ASAP.

2014 Membership Packets will be distributed at the end of January, so it's crucial that you get your membership renewed as soon as possible to secure your spot in the directory.

If you have any questions, please email MaltaBPA@gmail.com.

Growth.... Innovation... Community

The Malta Business and Professional Association (MBPA) is the voice for business leaders in the Malta area. We promote and advance the commercial, industrial, civic climate and general interests of the business and professional enterprises in Malta. Our members include retailers, industrial, cultural, non-profit and service organizations.

PRESIDENT'S CORNER

As we draw closer to a new year, I'd like to take this opportunity to share a sort of Holiday Year-End Review for MBPA.

For the first month of '13, Malta BPA offered you...breakfast with Carm Basile and dinner with Jim Snack.

For the second month of '13, Malta BPA offered you...breakfast with Charles Wait and a luncheon at Lake Ridge.

For the third month of '13, Malta BPA offered you...breakfast with Fran Dingeman and a mixer at Mangino's Ristorante.

For the fourth month of '13, Malta BPA offered you...breakfast with Dr. Loraine DelRosso and a luncheon at Ripe Tomato.

For the fifth month of '13, Malta BPA offered you...breakfast with Angelo Calbone and a mixer at Saratoga South Boutique.

For the sixth month of '13, Malta BPA offered you...breakfast with Andrew Corcione and a luncheon at The Mill on Round Lake.

For the seventh month of '13, Malta BPA offered you...breakfast with John Skrobela and the 5th Annual Taste of Malta.

For the eighth month of '13, Malta BPA offered you...a vacation!

For the ninth month of '13, Malta BPA offered you...breakfast with Tim Keehan, a joint BPA mixer, and the 4th Annual MBPA Malta 5K.

For the tenth month of '13, Malta BPA offered you...breakfast with Todd Shimkus and a luncheon at the Ripe Tomato.

For the eleventh month of '13, Malta BPA offered you...breakfast with Christine Dixon and Jesse Jackson and a mixer at Bryant & Stratton College.

For the twelfth month of '13, Malta BPA is offering you...a chance to vote on incoming board members and a mixer at Prime at Saratoga National.

WHEW!

To summarize all that, MBPA hosted 10 breakfasts with 10 different speakers with a total of 319 attendees; 4 luncheons with a total of 106 attendees; 4 mixers with a total of 128 attendees; 1 dinner with 60 attendees; 1 holiday mixer attendance TBA, 2 special events with a total of roughly 1,000 attendees/volunteers and 1 meeting attendance TBA.

I'm also happy to say that we've provided you with 12 opportunities to share news about your business/not-for-profit through our monthly newsletters as well as another 29 opportunities to share your events through our Friday 'weekly' emails. It's been great to see so many of you using your association!

Please remember that we are here to support you, so don't hesitate to send us your news/events so we may help you promote them!

And last, but certainly not least, we are drawing ever closer to this year's Annual Meeting & Holiday Mixer on Wednesday, December 18th. This is where elections for open board positions will be held and I highly encourage each of you to attend, vote and then mix and mingle afterward.

Who knows...you just might meet your next client!

Happy Holidays to each of you. I look forward to seeing you on December 18th.

Steven H. Gottmann, President

MALTA'S REAL ESTATE CORNER

Information provided by Pinnacle Realty

As of November 27, 2013

# Single Family Homes Currently On The Market:	103
# Homes Sold Year To Date:	102
Average Sales Price:	\$292,097
Average Days on the market:	78

TO REACH MBPA:

EMAIL: MaltaBPA@gmail.com

PHONE: 518-288-8009

In the Boardroom

Taste of Malta



The Taste of Malta committee has already met to begin planning for the 6th Annual Taste of Malta event.

If you're interested in being a part of this wonderful community and member business event, please email MaltaBPA@gmail.com

Karen McGowan, TOM Chair

MBPA 5K

We're looking ahead to make next year's event even bigger and better! Stay tuned for updates.



Paul Loomis, MBPA 5K Chair

Membership

Reminders have been sent to each member regarding renewal of the 2014 dues. If you haven't received any emails, please contact us at MaltaBPA@gmail.com, and we'll make sure an invoice is emailed to you.

If you have chosen not to renew your membership, we'd love to hear why so that we might make necessary changes to ensure our membership is providing as much value as possible for each of our members.

Comments, thoughts, suggestions may be emailed to MaltaBPA@gmail.com.

*Ray Patterson, 1st Vice President
Membership Chair*

Board Development

Thank you to all who reached out with interest in becoming part of the 2013 Board of Directors!

Nominations have been made, so watch your emails for the announcement.

Elections will take place at our Annual Meeting/Holiday Mixer at 5:15pm on Wednesday, December 18th at Prime.

Technology

MBPA website has a new look!

As always, we invite and encourage you to use the MBPA website, and particularly, the Member Forums to share your ideas, concerns and hear from other MBPA members. We also have an "open" LinkedIn group where any LinkedIn subscriber can post and read the Malta BPA Group pages and posts, AND we have the MBPA Facebook page(s) for your posting pleasure.

All of this adds up to increased web visibility for YOU, YOUR MBPA, and our geographic region!

*Ray Patterson, 1st Vice President
Technology Chair*

Programs

The Programs Committee is working hard to fill the first six months of events before 2014 begins, so please be sure let us know if you're interested in helping in any way. Hosting a breakfast, luncheon or mixer, providing food for an event where catering is needed. Providing a venue for an event, etc.

If you have a topic that you'd like to see covered at a breakfast or some other event, please let David or Zuzana know. And if anyone is looking to speak at a breakfast or has other ideas for events, please let them 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! Please email David at David@FragFM.com or ZuzanaKaplan@adktrust.com.

David Fragomeni, Programs Chair

Member News



Since 1902

THE
ADIRONDACK TRUST
COMPANY BANKING. INSURANCE. INVESTMENTS.

We take banking to heart.SM

ADIRONDACK TRUST COMPANY NAMED TOP SMALL COMMUNITY BANK LENDER IN CAPITAL REGION FOR RECORD THIRTEEN CONSECUTIVE YEARS

The Adirondack Trust Company announced today that it has been named the top active Small Community Bank Lender in the Capital Region for a record thirteen straight years and in the 34-county Syracuse District for seven consecutive years.

Small Business Administration Syracuse District Director Bernard J. Paprocki recently announced that in the category for Small Community Bank Lenders, The Adirondack Trust Company was the most active lender (number of loans originated) in the Capital Region for the fiscal year ending September 30th, 2013. For thirteen straight years, The Adirondack Trust Company outperformed all other SBA 7(a) small community bank lenders in this region. The Adirondack Trust Company approved 31 loans worth \$1.6 million to Capital Region startup and existing small businesses.

Commenting on this performance, Charles V. Wait, President & CEO noted: "We are extremely pleased to receive this designation, now for a record thirteen straight years. Since our founding in 1901 The Adirondack Trust Company has been committed to helping small businesses grow. It is gratifying to be recognized by the SBA Syracuse District as the top small community bank lender each and every year that these records have been kept. Small businesses are the backbone of the communities in which we operate and through the SBA, we are able to provide financing to businesses to facilitate their growth thereby increasing employment opportunities for our local citizens."

"Strong relationships with our lending partners are essential in providing small business owners with increased access to capital. With continued partnership, Capital Region entrepreneurs can continue to invest in their businesses and communities," SBA Syracuse District Director Bernard J. Paprocki said.

The SBA Capital region covers the following counties: Albany, Clinton, Columbia, Essex, Greene, Rensselaer, Saratoga, Schenectady, Schoharie, Warren, and Washington.

The Adirondack Trust Company is an independent, locally owned and operated, community bank offering a wide variety of business and personal financial services. The bank has over \$1 billion in assets and twelve branch offices. The Bank offers, banking, trust, insurance and investment management services and originates real estate mortgages, both residential and commercial, and commercial business loans throughout its primary market area. The Bank's website is www.adirondacktrust.com

Member News

Towne, Ryan & Partners, P.C., announce Elena DeFio Kean Nominated to NYS Bar Association Executive Committee

Towne, Ryan & Partners, P.C., is pleased to announce firm principal Elena DeFio Kean has been nominated to the Executive Committee of the New York State Bar Association as a Member-at-Large.

“I am extremely honored and privileged to have been nominated to this position from among a field of such highly qualified candidates and I look forward to continuing to serve the Bar Association in my new role,” says Elena DeFio Kean.

Ms. Kean has served the New York State Bar Association in many capacities over the course of her legal career, including two terms as a member of the House of Delegates and most recently as a member of both the Committee on Leadership Development and the Task Force Against Gun Violence. She focuses her legal practice on all aspects labor and employment matters and municipal law. She also has extensive experience in alternative dispute resolution, including as a mediator for the US District Court for the Northern District of New York.

Elena DeFio Kean was recently named in the 2013 New York *Super Lawyers Magazine*, a Thomson Reuters publication, as being in the top 5% of attorneys in Upstate New York for the fourth consecutive year, as well as on the lists of the Top 25 Women Lawyers and on the list of the Top 25 Hudson Valley Lawyers in the same edition for the second consecutive year.

Established in 2009, Towne, Ryan & Partners, P.C. is certified as a Women Business Enterprise by the State of New York, one of the largest law firms in the state to hold this certification. A full-service law firm with six area offices conveniently located in Albany, Saratoga Springs, Poughkeepsie, Schoharie, Burnt Hills and Bennington, VT, the firm’s practice areas cover both transactional and litigation work across a broad range of legal fields including municipal law, representation of auto and truck dealers, corporate and commercial law, insurance defense, real estate, employer defense, equine, racing and gaming law and many related fields.

The MBPA Board of Directors invites you to

SAVE THE DATE

for their

Annual Association Dinner

Wednesday, January 15, 2014

Panza’s Restaurant

*Cocktails at 6pm * Dinner at 7 pm*

Email to follow with details

Member News

5K Run/1 Mile Walk

Proceeds
to benefit

Gateway House of Peace

SATURDAY - December 7, 2013

Event Location:

TOWN OF MILTON
Community Center
310 Northline Road
Ballston Spa, NY



8:30 am - Registration
10:00 am - Run Begins

Sponsored
by:



Register online at www.gatewayhouseofpeace.org

PLEASE BE SURE TO CHECK OUT THESE SITES FOR ADDITIONAL AREA EVENTS

The Chamber of Southern Saratoga County
www.SouthernSaratoga.org

Prolific Marketing
www.518MusicHub.com

The Saratoga County Chamber
www.Saratoga.org

Coffee News
<http://www.capitalregioncoffeenews.com/happening.html>

Saratoga Convention & Tourism Bureau
www.DiscoverSaratoga.org

The Ballston Journal
www.theballstonjournal/events/

Saratoga Mama
www.SaratogaMama.com/calendar/

My Favorite Taverns
www.MyFavoriteTaverns.com

Member Offers

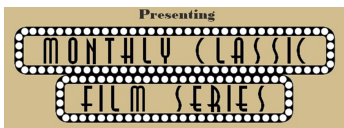
Please to keep in mind that many of our members offer Member-to-Member discounts. As reminder, here is a current list of those members who offer discounts. If you don't see your name on this list and would like to participate in offering benefits to fellow members, please contact Pam at MaltaBPA@gmail.com.

Accel Sports Fundraising, John Rudnick
Adaptive Resources, Cynthia Young
Ameriprise Financial Services, Inc., Catherine Tucker
AXA Advisors, LLC, Steven Brown
Baby Boot Camp Saratoga, Joclyn Fadden
Ballston Journal, Angela McFarland
Berrylicious Bouquets, Shannon Allitt
BodyWise Fitness Studio, Joanna Rockwood
Braathe Enterprises / Saratoga College, Robert Braathe
Capital Consulting Group, LLC, Ray Patterson
Capital InteriorScapes, LLC, Karen McGowan
Cartridge World, Mark Becker
Cellular Sales of New York, Nick Bordeau
Coffee News of the Capital Region, Rebecca DuBois
Connie's Electrolysis & Waxing Studio, Connie Khalil
Couch White, LLP, Melanie LaFond
Courtyard by Marriott Saratoga Springs, Tom Gabriel
Curtis Lumber, Doug Ford
Dickey's Barbecue, Mike Lupo
Dr. Lorraine DelRosso, LLC, Dr. Lorraine DelRosso
Edward Jones Investment, Ken Klein
Executax, LLC, Michael Gasparly
Fairfield Inn and Suites, Kelly Vannier
FC4 INC (Firecracker Race), Peter Goutos
Fragomeni Insurance & Financial Services, Inc., David Fragomeni
Friends of the Mohawk Towpath Scenic Byway, Eric Hamilton
Furniture Theatre, Ed Caro
Gateway House of Peace, Patti Veitch
Ginley & Gottmann, P.C., Steven Gottmann
H2O Solutions, Lou Torres
High Performance Learning Center, Phil Harnden
Holiday Inn Saratoga Springs, Joanne Kirkpatrick
Homestead Funding, Tim Keehan
Hopmeier Evans Gage Insurance, Dave Evans
Hunter Learning Solutions, LLC, Pamela Grandin
Hyatt Place Saratoga/Malta, James Griffith
Isagenix (Healthy4Life), Linda Junco
JC Parker Fine Art, Carol & JC Parker
Jean M. Mahserjian, Esq., P.C., David Kubikian
KIDS R.O.C., Roxanne Lansing
Laurie Ferlazzo, CPA, Laurie Ferlazzo
Life's 2 Short, LLC, Melissa Fiaschetti
Lighthouse Insurance Agency, Jennifer Longtin

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
McGregor Links Country Club, Dean Kolligian
Modern Press, Patrick Ryan
Mother Teresa Academy, Joyce Maddalone
Nelson Beebe, Certified Public Accountant, Nelson Beebe
Newkey Media Solutions, LLC, Patrick DiMascio
Northeast Spine & Wellness, Joseph Gulyas
Northwestern Mutual Financial Network, Charles Martin
Operating Systems Technologies Ltd, Martha Perry
Panza's Restaurant, Tony Panza
Pellegrino Imports of Malta, Steven Ferrotti
Pet Sitter's Plus, Paul Tokarchuk
Pinnacle Realty Saratoga LLC, Bruce McClellan
Pioneer Bank, Patricia McFee
PrimePay, Andrew Corcione
Prolific Marketing, Dan Barner
Quick Response Restoration, Vincent Laurenzo
Realty USA, Terry Harlow
Residence Inn and Courtyard by Marriott, Leslie Forbert-Miller
Revered Business Solutions, Inc., Richard Wheeler
Round Lake Library, Sandra Debus
Salerno Law, Kimberly Salerno
Saratoga Human Resources Solutions, Inc., James Marco
SaratogaMama, Colleen Pierre
Saratoga South Boutique, Joan Rello
Seaglass Logowear & Promotions, Jennifer Jackson
Service Extraordinaire, Kristan Galarneau
Sharon A. Merkle Attorney at Law, Sharon Merkle
Sterling Homes, Kathy Eitzmann
STRATA, Joe & Elena Marosek
Tara Thomas Design, Tara Thomas
Tech Valley Connect, Angela McNerny
Tech Valley Continuity LLC, Geoff Turner
The Art of Aesthetics, LLC, Christy Duff
The Bayou Café, Ralph Spillenger
Today's Limousine, Karl Dominic
Towne, Ryan & Partners, P.C., James Towne
Unified Digital Group, LLC, Alex Silverstein
VETHELP, Jacon Lee
Welcome Relief Massage Therapy, Jennifer Narkiewicz

Email MaltaBPA@gmail.com if you'd like to offer discounts to our members!

Member News



Join us each month to share a well-known classic film with fellow film fans, your friends & family! Introduce your kids, grandkids, parents, friends to the films that made the big screen special!

DECEMBER 14th, 6:45 pm - "There's no place like home for a holiday!" Chevy Chase celebrates the holidays in **Clark Griswold** style in this 1989 **Christmas** installment of the **vacation** series of comedy mis-adventures. All he wants is the perfect Christmas for his family, but nothing is easy for Clark. This PG-13 film is funny, funny, funny and is sure to help you prepare for your own holidays. *"I dedicate this house to the Griswold Family Christmas."*

JANUARY 4th, 6:45 pm - "We're off to see the Wizard!" Share with us this screening of the 1939 family classic starring Judy Garland as the young Dorothy Gale who gets swept off to the magical Land of Oz. With the help of the Munchkins and the Good Witch she seeks out the Wizard to find a way home for herself, and a heart, courage and a brain for her new friends. *We're not in Kansas anymore."*

FEBRUARY 15th, 6:45 pm - "Heroes. Giants. Villains. Wizards. True Love. - Not just your basic, average, everyday, ordinary, run-of-the-mill, ho-hum fairy tale." Will we show the **Princess Buttercup** edition or the **Dread Pirate** edition?? Will it matter??? This 1987 family adventure-comedy-romance has something for everyone; a beautiful princess, a brave pirate, sword fights, a giant, rodents of unusual size, and dozens of memorable lines! *"Hello. My name is Inigo Montoya. You killed my father. Prepare to die."*

MARCH 8th, 6:15* pm - "The movie with a 20,000-mile or one-million-laughs guarantee!" *Note we're starting this film a bit earlier than usual to accommodate the longer running time and an intermission. March's film is a 1960's comedy epic directed by Blake Edwards and starring Tony Curtis, Jack Lemmon, Natalie Wood, Peter Falk and others, who compete in a **great car race** from New York to Paris in the early 1900's. "The Great Leslie" (Curtis, always in impeccable, gleaming white) has his greatest challenge with the dark and bumbling Dr. Fate (Falk) and his sidekick (Lemmon). It's a great race and a great adventure! *"The eternal struggle takes time, Max."*

APRIL 12th, 6:45 pm - "The Plane's going to Chicago. The Pilot's going to New York. The Passengers are going to Pieces!" Fasten your seatbelts and put your seat backs and tray tables in their upright and locked position for this wacky **airplane** ride! When the crew gets sick (bad fish?) the only person who can save them is the traumatized ex-fighter pilot Ted Striker. *"I am serious... and don't call me Shirley."*

MAY 17th, 6:45 pm - "They have twelve scraps of paper... Twelve chances to kill!" Twelve men deliberate the fate of a young man accused of murdering his father. What seems so simple at first becomes a challenge when a lone juror isn't so certain. This 1957 drama stars Henry Fonda, Martin Balsam, Jack Klugman, E.G. Marshall, Jack Warden and Ed Begley as men who eventually bring different perspectives to the deliberations, and to each other. This film was nominated for 3 Academy Awards and is among the AFI's top 100 films of all time. It is a "must see" on the list of many film-lovers. *"... guilty... guilty.. guilty... not guilty."*

JUNE 14th, 6:45 pm - "Where were you in '62?" It's back! We can't get away from this classic, end-of-school-year film that fits so well with graduation time. This 1973 film is an entertaining 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 film that may have inspired the TV hit "Happy Days".

**All films are FREE to everyone and are held in the Ballston Spa High School Auditorium.
Note that refreshments are not allowed in the auditorium.**

Sorry... Our license agreement prevents us from advertising the titles of these classic films on our web site. If you'd like to get the inside scoop including the movie name, plus notices of future Film Festival events, join our exclusive email group at BSpaFilm.org.

**Ballston
Spa Film
Festival**

December 2013

UPCOMING EVENTS

December Events

Annual Meeting/ Holiday Networking Mixer

Wednesday, December 18th
5:15—5:45pm Meeting & Elections
5:45—7:00 Holiday Mixer

Location: Prime Saratoga
458 Union Avenue, Saratoga Springs

***Please make a note to attend this Annual Meeting
where we will be electing new members to our
Board of Directors!***

January Events

Breakfast

Wednesday, January 8th
Malta Diner, 7:30—9:00am
Speaker: TBA

Annual Dinner

Wednesday, January 15th
Panza's Restaurant
6—7pm Cocktail Hour
7-8pm Dinner
8-8:30 Program
Speaker: TBA

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!



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www.maltabpa.com