



# Newsletter

Malta Business and Professional Association

January 2014

## IMPORTANT ASSOCIATION NEWS

### Welcome to our 2014 Board Members!

Amy Wert, YMCA—Malta Branch

Angela McFarland, The Ballston Journal

Anthony DePasquale—Malta Med Emergent

Harjit Earnest—Key Bank

Kevin Harkins

Melanie LaFond, Couch White, LLP

*Please say hello to your new board members and welcome back those returning!*

### *Join us for our 2014 Annual Dinner for a look at Malta: Then & Now*

*Wednesday, January 15, 2014*

*Panza's Restaurant*

*Cocktails at 6pm \* Dinner at 7 pm \* Program at 8pm*

*Email to follow with details*

### **IMPORTANT MEMBERSHIP REMINDER**

If you've not received any of our emails, please let us know at [MaltaBPA@gmail.com](mailto: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](mailto: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

I greatly appreciate the opportunity to have served as President of the Malta Business and Professional Association for 2013 and regret that I will no longer be able to continue in this role. When I took office, I had three goals for 2013 – increasing our membership in number and in participation by our members, promoting our core events, and promoting the business community and climate of the Town of Malta. I am proud of the success we had in 2013, including tremendously successful events like the Malta 5K, the Taste of Malta, and many of mixers and continued involvement in helping shape the future of Malta. Yet, there is still more to do. Please help by being actively involved in the MBPA in 2014. Malta is a great place to live, work and play, thanks in large part to our members and their businesses.

I thank all of you for being members and supporting the Malta business community. I also thank the Board of Directors, Committee Chairs and members, and Administrator Pam Grandin for all of the help, guidance and efforts in 2013. I look forward to being a member in 2013 and hope to see you at MBPA events throughout the year.

*Happy New Year.*

Steven H. Gottmann, Immediate Past President

*Happy New Year, welcome to 2014!*

I would to start the New Year off by congratulating Steven Gottmann on the success of his campaign for the position of Town Justice. I know he and his family put a lot of energy in the effort to secure the position. Next, I would like to thank Steven for his leadership of the Association for the past year. Steven came on board, worked to improve the organization's By-Laws, and then took the reigns as President. It was a busy year, a lot was accomplished and I hope to keep the momentum going in 2014.

We have several other people to recognize for their service to the Association:

Paul Loomis, Ray Liuzzo, Stephanie Ferradino, Brad Sexauer, and Kristyn Kamber.

I have worked with all at some point in time over the past seven years and want to thank them each one for their work, effort, and support.

*Please join me in welcoming our new Board members:*

Harjit Earnest, Key Bank

Amy Wert, YMCA

Anthony DePasquale, Saratoga Health Care Partners - Malta Med Emergent Care

Angela McFarland, Ballston Journal

Melanie LaFond, Couch White

As we head into 2014, we are looking for input from you the members as to what issues you would like the Association to focus on. I would start the conversation by suggesting we continue the effort Steven started by improving the communication between the Association and the Town Board. Bring us your issues, concerns, and ideas, and we can work with the Town to address them. Promise to resolve them, no. Promise to work to address them, yes.

I look forward to working with the new Board, the Town Board, and all of the members of the Association to make 2014 one of our best years ever.

Thank you.

Kevin C. Harkins, President

### MALTA'S REAL ESTATE CORNER

Information provided by Pinnacle Realty

*As of December 27, 2013*

# Single Family Homes Currently On The Market:	106
# Homes Sold Year To Date:	117
Average Sales Price:	\$290,548
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.

*Membership Committee*

## Board Development

*Thank you to everyone who expressed an interest in joining the MBPA Board!*

Welcome to our newest board members listed on the front of this newsletter.

It's never too early to begin thinking about next year's board, so please let us know if you or anyone you know might be interested in learning more about joining the board.

Board Development Committee

## 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!

*Technology Committee*

## 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 Zuzana know. And if anyone is looking to speak at a breakfast or has others 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 ZuzanaKaplan@adktrust.com.

*Programs Committee*

## Member News



Since 1902

THE  
**ADIRONDACK TRUST**  
COMPANY BANKING. INSURANCE. INVESTMENTS.

*We take banking to heart.<sup>SM</sup>*

### ADIRONDACK TRUST COMPANY COMMUNITY FUND ANNOUNCES 2013 AUTUMN OF GIVING MATCH CAMPAIGN RESULTS

The Adirondack Trust Company Community Fund announced today that it recently concluded the 2013 Autumn of Giving Match Campaign. The Campaign raised a grand total of \$78,372 to benefit local charities through the ATCCF Lend-A-Hand Grant Program. During the month long campaign, \$39,186 was donated by the community and business partners, surpassing the initial goal of \$10,000 that had been established. Plus, The Adirondack Trust Company matched all donations, dollar for dollar, for another \$39,186. The community-wide initiative brought eighteen participating business partners, The Adirondack Trust Company, and local citizens together to increase awareness of the Community Fund, and raise funds to support area nonprofits.

Speaking on behalf of the ATC Advisory Committee, volunteer Chairperson, Joan Taylor, noted: "The success of the Match Campaign speaks to the caring character of our community. We are very grateful to the individual donors and business partners, as well as The Adirondack Trust Company match, for their generous support that pushed total donations well beyond our initial goals. As a result of the funds now available, the 2013 Lend-A-Hand Grant Awards (to be presented on December 17th) will provide support to all fifteen nonprofit applicants; each with a very worthy mission. Their charitable work strengthens our community for all of us. In addition, the grant application window for 2014 will be extended to six months from three, and will begin April, 2014. Thank you to everyone who helped make the campaign a tremendous success!"

The Adirondack Trust Company Community Fund ("The Community Fund") was established in 2009 to serve as a perpetual source of philanthropic support for the needs of local charities. The Fund is an independent 501(c) (3) charitable organization. The Adirondack Trust Company serves as the Trustee and Administrator of The Community Fund with the guidance of an Independent Advisory Committee, comprised of individuals from the community.

**SAVE  
THE  
DATE!**

### **Business Mixer**

**Thursday January 23, 2014**

*Mother Teresa Academy*  
509 Moe Road, Clifton Park  
4:00 – 5:00pm

Meet and greet people in the community! Make business connections!

**RSVP by January 21, 2014**

Marie Lucey: 518-280-4227

# Member News

## LOCAL FINANCIAL REPRESENTATIVES RECEIVE NATIONAL QUALITY AWARD

**Charles Martin CFP®**, **CLU®**, **ChFC®**, **CASL®**, a Financial Representative of Northwestern Mutual, in Saratoga Springs New York, has qualified for the NAIFA Quality Award from the National Association of Insurance and Financial Advisors (NAIFA). The NAIFA Quality Award recognizes professionalism through education and earned designations, production measured by performance metrics customized for each practice specialty, adherence to the NAIFA Code of Ethics, and service to the industry association. This is the 27th time he has earned this honor which recognizes Financial Representatives for their competence and dedication to the insurance industry and their clients.

Martin has been associated with Northwestern Mutual since 1983. As Wealth Management Advisor, he provides expert guidance and innovative solutions for a variety of financial needs and goals for his clients locally and nationally.

A native of Whitesboro, New York, Martin received a Bachelor of Science degree from Clarkson University. He also received an Associate's degree in from Mohawk Valley Community College.

**Joseph Anderson CLU®**, a Financial Representative of Northwestern Mutual, in Saratoga Springs New York, has qualified for the NAIFA Quality Award from the National Association of Insurance and Financial Advisors (NAIFA). The NAIFA Quality Award recognizes professionalism through education and earned designations, production measured by performance metrics customized for each practice specialty, adherence to the NAIFA Code of Ethics, and service to the industry association. This is the 4th time he has earned this honor which recognizes Financial Representatives for their competence and dedication to the insurance industry and their clients.

Anderson has been associated with Northwestern Mutual since 2008. As Financial Advisor, he provides expert guidance and innovative solutions for a variety of financial needs and goals for his clients locally and nationally.

A native of Charlton New York, Anderson received a Bachelor of Applied Economics and Management degree and a Bachelor of Animal Science degree from Cornell University.

### About NAIFA

Based in Falls Church, VA, the National Association of Insurance and Financial Advisors is comprised of more than 700 state and local associations representing the business interests of approximately 200,000 members and their employees nationwide. Members focus their practices on one or more of the following: life insurance and annuities, health insurance and employee benefits, multiline, and financial advising and investments. NAIFA's mission is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of its members. The NAIFA umbrella includes three specialty organizations: Association for Advanced Life Underwriting (AALU), the Association of Health Insurance Advisors (AHIA) and GAMA International. For more information, visit [www.naifa.org](http://www.naifa.org).

### About Northwestern Mutual

The Northwestern Mutual Life Insurance Company – Milwaukee, WI (Northwestern Mutual) has helped clients achieve financial security for more than 150 years. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: life insurance, long-term care insurance, disability insurance, annuities, investment products, and advisory products and services. Subsidiaries include Northwestern Mutual Investment Services, LLC, broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company, limited purpose federal savings bank; and Northwestern Long Term Care Insurance Company; and Russell Investments. Further information can be found at <http://www.northwesternmutual.com>.

# Member Events

NYSERDA provides  
funding to the regional  
Clean Technologies &  
Sustainable Industries  
Early College High School



MBPA members are cordially invited to attend a press conference to announce a New York State Energy Research and Development Authority (NYSERDA) funding award to the regional Clean Technologies & Sustainable Industries Early College High School, which is located at Hudson Valley Community College's TEC-SMART.

The program currently provides college and high-school career pathways in Science, Technology, Engineering, and Mathematics (STEM) fields to 110 students from 20 school districts around the Capital Region.

## Student Presentations and Press Event

Tuesday, January 21st  
10—11am

Hudson Valley Community College's TEC-SMART Campus  
NYSERDA's STEP® Park  
345 Hermes Road, Malta

### Speakers Include:

#### **Congressman Paul Tonko**

Representing the 20th Congressional District of New York State

#### **John Rhodes**

President and CEO, New York State Energy Research and Development Authority

#### **John B. King, Jr.**

Commissioner of Education and President of the University of the State of New York

#### **Andrew Matonak, Ed.D.**

President, Hudson Valley Community College

#### **F. Michael Tucker**

President and CEO, Center for Economic Growth

# Member Events



mazzone  
hospitality

*Presents*

MAZZONE COCKTAIL CLASSIC

FRIDAY THE TENTH TWO THOUSAND  
OF JANUARY FOURTEEN

*at* SEVEN O'CLOCK IN THE EVENING

*to introduce our new space*

*90 State Events*

90 STATE STREET  
ALBANY, NEW YORK



KINDLY REPLY BY

*January 3, 2014*

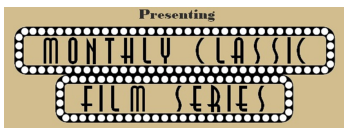
TO PURCHASE YOUR TICKETS, PLEASE VISIT:  
[MAZZONEHOSPITALITY.COM/COCKTAILCLASSIC](http://MAZZONEHOSPITALITY.COM/COCKTAILCLASSIC)

*Tickets are \$30 per guest.*

*This event supports the American Diabetes Association  
and will include a wine pull and raffle items.*



# Member Events



**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!**

**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.

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

**The Chamber of Southern Saratoga County**

[www.SouthernSaratoga.org](http://www.SouthernSaratoga.org)

**The Saratoga County Chamber**

[www.Saratoga.org](http://www.Saratoga.org)

**Saratoga Convention & Tourism Bureau**

[www.DiscoverSaratoga.org](http://www.DiscoverSaratoga.org)

**Saratoga Mama**

[www.SaratogaMama.com/calendar/](http://www.SaratogaMama.com/calendar/)

**Prolific Marketing**

[www.518MusicHub.com](http://www.518MusicHub.com)

**Coffee News**

<http://www.capitalregioncoffeeneews.com/happening.html>

**The Ballston Journal**

[www.theballstonjournal.com/events/](http://www.theballstonjournal.com/events/)

**My Favorite Taverns**

[www.MyFavoriteTaverns.com](http://www.MyFavoriteTaverns.com)



## Member to Member Discounts

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](mailto: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 Gaspary  
**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](mailto:MaltaBPA@gmail.com) if you'd like to offer discounts to our members!*

January 2014

## UPCOMING EVENTS

### January Events

#### Breakfast

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

**Speaker: Ray Patterson, MBPA Board Member**

#### Annual Dinner

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

**Malta: Then & Now—Four local business owners will answer questions about changes they've seen in Malta**

### February Events

#### Breakfast

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

**Speaker: TBA**

#### Luncheon

Wednesday, February 26th  
**Location: TBD**  
11:45am—1:00pm

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!*



PO Box 2394  
Malta, NY 12020  
[www.maltabpa.com](http://www.maltabpa.com)