

INSIDE COLONIE

Chamber of Commerce

December 2008

Colonie is Our Business

A Message from Tom Niles, Chairman of the Board



After five plus years on the Colonie Chamber Board of Directors, it strikes me how much change has occurred both in our Chamber and in Colonie in general. As I finish my term as Board Chair, I would like to acknowledge some of the changes that were made. We moved our location to 950 New Loudon Road, where it presently resides. We replaced a long time legend, Nancy Kruegler, we hired a full time Executive Director, Tom Nolte. We even changed our name to encompass both sides of Colonie (We were formerly the Latham Area Chamber of Commerce).

The Colonie Chamber provides wonderful services to its members. We have a fantastic health care program, directed by Catherine O'Connor our Benefits Administrator. Catherine has been an incredible constant throughout the many changes that have occurred. Our Towne Colonie has been a shining achievement for businesses to highlight their wares to our community. Networking has been very vibrant the last couple of years. Tom Nolte has led the charge to increase both membership and outreach to our community. Rebecca Crucetti and Angela McFarland are invaluable assets with the work they do for our Chamber.

Colonie has many challenges to overcome in the next few years. We are confident that the Colonie Chamber of Commerce can provide businesses with excellent tools to combat these challenging times. I would like to thank all of the present and past Board members and Chairpersons for the time that they have donated to better this Chamber. Take care and I will see everyone around Colonie.

Have a happy holiday season!
Tom Niles
Chairman of the Board

Inside Colonie is brought to you by:



Century House

RESTAURANT

Where our house feels like home."

WELCOME! New Members!



785-6995

950 New Loudon Road Latham NY 12110

1056 TSR Realty, LLC

8 Avalon Court
Loudonville, NY 12111 (518) 785-0085
Real Estate Appraisers
SPONSOR: Gary Dion, **Residential Home Funding**

A Wireless Solution

580 New Loudon Road
Latham, NY 12110 (518) 783-7606
Wireless Telecommunications

Active Rx Eyewear

881 New Loudon Road
Latham, NY 12110 (518) 785-4674
Optical

American Cancer Society

260 Osbourne Road
Loudonville, NY 12111 (518) 454-4000
Charitable Organizations

Berkshire Bank

151 Vly Road
Colonie, NY 12205 (518) 724-3920
Banks

FASTSIGNS

1593 Central Avenue
Colonie, NY 12205 (518) 456-7446
Signs

Freedom Mortgage Corp.

21 Corporate Drive; Suite 210
Clifton Park, NY 12065 (518) 229-4666
Mortgages

Key Bank

1295 Central Avenue
Albany, NY 12205 (518) 459-8374
Banks

Key Bank

851 New Loudon Road
Latham, NY 12110 (518) 785-0610
Banks

Key Bank

501 New Karner Road
Albany, NY 12205 (518) 452-3126
Banks

Key Bank

1 Metro Park Road
Albany, NY 12205 (518) 453-1613
Banks

NEXGEN Wireless & Communications

694 New Loudon Road
Latham, NY 12110 (518) 331-5317
Wireless Telecommunications

Smith Barney - Anthony Russo

80 State Street; 12th Floor
Albany, NY 12207 (518) 427-5579
Financial Management / Planning Svc.
SPONSOR: Ross Setlow, **SEFCU Insurance Agency**

St. Colman's Home

11 Haswell Road
Watervliet, NY 12189 (518) 273-4911
Child Care Agencies
SPONSORS: Dave Farstad & Paul Kramer, **Pioneer Bank**

Steve Nemeth's Garage

1170 Chrisler Avenue
Schenectady, NY 12303 (518) 374-3567
Automotive
SPONSOR: Dave Evans, **Hopmeier Evans Gage Agency, Inc.**

Thea Coughlin Photography, LLC

11 Michelle Lane
Colonie, NY 12309 (518) 869-3927
Photographer/Photo/Video

Verizon Wireless

650 Troy Schenectady Road
Latham, NY 12210 (518) 713-2141
Wireless Telecommunications

Serving Colonie's Business Community Since 1985

Boght Corners | Latham | Lishakill | Loudonville | Mansville | Maplewood | Newtonville | Roessville
Schuyler Heights | Stanford Heights | Verdooy | Village of Menands | Village of Colonie | West Albany

Inside Colonie



950 New Loudon Road, Latham, NY 12110
Phone: (518) 785-6995
www.coloniechamber.org

EXECUTIVE COMMITTEE

Tom Niles, Chairman
Niles & Carl Wealth Management Group

Rod Dion, Chair-Elect
Tech Valley Office Interiors

Matt Walkuski, 2nd Chair
MVP Health Care

Paul Franklin, Treasurer
The Bonadio Group, CPA's

Connie Larkin, Secretary
Larkin Commercial Properties, Inc.

Robert Jaquay, Past Chairman
William K Sanford Town Library

BOARD OF DIRECTORS

Jonathan Buhner, South Colonie Schools

Randy Ehrenberg, North Colonie Schools

David Farstad, Pioneer Bank

Michael Hutcherson, SEFCU Insurance Agency

Spencer B. Jones, British American Development Corporation

David LaVoie, Insurance Design, A Division of Marshall & Sterling

David Morales, Smith Barney

Felix Perez, Salvation Army

Arnold Proskin, Proskin Law Firm, General Counsel (Appointed)

CHAMBER STAFF

Tom Nolte, Executive Director
tom@coloniechamber.org

Catherine O'Connor, Benefits Administrator
catherine@coloniechamber.org

Rebecca Crucetti, Administrative Assistant
rebecca@coloniechamber.org

Angela McFarland, General Manager & Editor, Our Towne Colonie
A Community Resource Publication and Chamber Newsletter
angela@ourtownecolonie.com

Please visit our website
www.coloniechamber.org
for updated
Chamber Calendar information

Mark Your Calendars

Please RSVP to select events by phone: 785-6995
or by e-mail: rebecca@coloniechamber.org

HOLIDAY MIXER

TUESDAY, DECEMBER 9TH, 5:30-7PM

Hosted by: **Holiday Inn Albany on Wolf Road**

205 Wolf Road, Albany

Sponsored by: **Capital Bank**

\$5 for Members - \$10 for Non-Members

Please indicate "Holiday Mixer" in subject line
when RSVP via email



COLONIE CHAMBER OF COMMERCE ANNUAL DINNER PARTY

FRIDAY, JANUARY 23RD, 6PM

Hosted by: **Century House Restaurant**

997 New Loudon Road, Latham

International Montage Table
Butlered Hors d'oeuvres
Salad, Pasta & Carving Stations
Premium Open Bar
Viennese Dessert Table
Door Prizes & Entertainment
Black Tie Optional: \$75 per person

Please indicate "Annual Dinner Party" in subject line when RSVP via e-mail



WOMEN IN BUSINESS COUNCIL-YEAR END GATHERING

THURSDAY, DECEMBER 4TH, 4-7PM

Hosted by: **Kirker's Steak & Seafood**

959 New Loudon Road, Latham

\$10 per person/cash bar

Please indicate "WIBC" in subject line when RSVP via e-mail



TRI CHAMBER EVENT

FRIDAY, JANUARY 9TH, 8AM

Hosted by: **Holiday Inn Express - Albany**

1442 Western Avenue, Albany

Tony Robbins Group (renowned for their "fire-walking" workshops) present motivational speaker, Mike Mataraza, who will get us on the right track for the New Year at this "must see" event brought to you by the Colonie, Bethlehem and Guilderland Chambers.

\$15 per person/ includes light breakfast

Please indicate "Robbins" in subject line when RSVP via e-mail



LEADS GROUP MEETINGS

Thursdays, December 4th & 18th

Thursdays, January 8th & 22nd

Thursdays, February 5th & 19th

4-5pm at the Chamber Office

MEMBERSHIP COMMITTEE MEETINGS

Thursday, December 4th

Thursday, January 8th

Thursday, February 5th

8-9am at the Chamber Office

Members in the News *and On the Move!*



VERIZON GRAND OPENING

On Friday, November 14th the newest **Verizon Wireless**, located at 650 Troy Schenectady Road, Latham, celebrated its Grand Opening. As part of their Grand Opening Celebration Verizon donated \$2,500 to Equinox of Albany County. The Donation will support Domestic Violence Victims in Albany County as part of Verizon's Wireless Hopeline Program.

Pictured L to R: Steve Heider (Colonie Police Chief), Tom Nolte (Colonie Chamber Executive Director), Rod Dion (Chair Elect, Colonie Chamber Board), Paula Mahan (Colonie Town Supervisor), Felix Perez (Colonie Chamber Board Member), David Soares (Albany County District Attorney), David Farstad (Colonie Chamber Board Member), Kathy Magee (Department Director with Equinox), Brenda Esposito (Verizon Wireless Store Manager) & Larry Franchini (Verizon Wireless District Manager).



NOVEMBER BUSINESS BREAKFAST

On Thursday, November 6, The Holiday Inn Express & Suites, at 400 Old Loudon Road, Latham, hosted the Chamber's November Business Breakfast. Steven Bouchey, Founder & President of Bouchey Financial Group Ltd. addressed the recent election's impact on the economy, market downturns & recoveries and how & where to invest during these volatile times. The event was sponsored by **CFO For Hire**.

Pictured L to R: Steven Bouchey (President, Bouchey Financial Group), Tom Nolte (Executive Director, Colonie Chamber of Commerce) & Jim Lozano (President, CFO For Hire).



AT&T GRAND OPENING

The **AT&T Experience Store** celebrated the Grand Opening of their new store at 1762 Central Ave on Friday, October 31st. In-store features include six live iPhone demo units & two flat-panel HD video screens. Visitors can experience a variety of AT&T products and services such as the Samsung Propel and the Pantech Matrix which are new quick messaging devices. A series of Guided Selling Kiosks also provide valuable information to assist customers with selecting the right rate plan and wireless device to fit their needs.

Pictured L to R: Colonie Chamber Executive Director, Tom Nolte; Town of Colonie Board Member, Robert Becker; New York State Senator, Neil Breslin; Town of Colonie Supervisor, Paula Mahan; Colonie Chamber Board Member, David Morales; Village of Colonie Mayor, Frank Leak; AT&T Store Manager, Dena Maylath; AT&T Area Retail Sales Manager, Gregory Melita Jr. & AT&T Director of Sales, Upstate Northeast Region, Joe Pinkans.

Our Towne Colonie Chamber's BUSINESS CARD GALLERY

COLONIE MEMBERS ADVERTISE HERE!
 Chamber of Commerce
Colonie is Our Business

Prepaid 3-Edition \$195/only \$65 mo.

Prepaid 6-Edition \$300/only \$50 mo.

Prepaid 10-Edition \$500/only \$50 mo.



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Catherine's Corner

By Catherine O'Connor, Benefits Administrator

As happens each year at this time, it's open enrollment!
The Benefits Tables have been updated and are available for review at
http://www.coloniechamber.org/medical_dental.

As you look at them please remember the 2009 rates shown are
approximate, proposed & pending approval by the NYS Dept. of Insurance.

We are pleased to present some exciting new plan designs to you for the coming year.

- Blue Shield has improved the prescription medication coverage on the Community Blue HMO 206 and is offering a high deductible Point of Service (POS) plan. This POS provides \$0 co-pay in network after the deductible is met in full, and, it does not impose a 15% Sole Proprietor differential; they are presenting it with one rate for all, regardless of group size.

- MVP is presenting two new Preferred Exclusive Provider Organization (EPO) plans for 2009; these are replacing the EPO currently being offered. In addition to their expansive regional network, MVP now boasts a national network, offering seamless access to 500,000 providers and 19,000 facilities coast to coast that are included in these Preferred EPO plans. These EPOs also have *WellStyle* Extras - a wellness suite - built into them that allow you to earn up to \$300.00 in rewards, per contract, which can be received in reward checks or gift cards for healthy living initiatives. It's all online and easy to use!

- The Chamber has also added Medicare Advantage plans from each of the carriers, one for working seniors, one for retirees and one for both. All provide great coverage at significant savings to you.

The MVP POS is being closed to new subscribers and is not shown on the new benefit tables. If you are currently enrolled in this plan and wish to remain so, do not be concerned, your coverage will remain intact and uninterrupted. And remember, the high deductible POS and EPO plans are eligible for health savings accounts (HSAs).

We are pleased to offer our members and their employees a variety of the best medical insurance products available in the Capital

District. For any questions, please contact me at the chamber office at 785-6995 or via email at Catherine@coloniechamber.org.

With this variety of plans we know we have one just for you.
Happy Holidays!

Let's Celebrate!

As we begin our 60th year, we would like to thank you for allowing us to share in some of the events of your life. To show our appreciation, we are offering a promotion on gift certificates, which are always valid on any type of purchase at the Century House. Most people in the region have visited our restaurant, and/or attended an event in one of our 10 beautiful multi-function rooms. Did you know we also have a boutique hotel, with 64 hotel rooms, and 4 extended-stay apartments?

UNTIL FEBRUARY 28, 2009 FOR EVERY \$25.00 IN GIFT CERTIFICATES YOU PURCHASE, RECEIVE AN EXTRA \$5.00 GIFT CERTIFICATE FREE!

Whether it's an intimate gathering of friends or a conference for 500, the enduring charm and elegance, combined with practiced excellence of Food, Beverage, and Service has allowed us to be a part of so many people's memories. Please consider us, or refer us, for whatever type event that is being planned.



Century House

HOTEL / RESTAURANT / CONFERENCE CENTER

"Where our house feels like home"™

997 New Loudon Road (Route 9) (Exit 7 off the Northway (I-87)), PO Box 1100, Latham, NY
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950 New Loudon Road, Latham, NY 12110
Phone: (518) 785-6995 www.coloniechamber.org

For over 20 years the Colonie Chamber of Commerce has been dedicated to the advancement of our members' business interests and the promotion of commerce in the Colonie, New York area.

Support Your Community Businesses!