

INSIDE COLONIE

Chamber of Commerce

January 2009

Colonie is Our Business

A Message from Rod Dion, Chairman of the Board



On behalf of myself, the Chamber Executive Committee and the Board of Directors, I am very excited about the future and opportunities 2009 brings to you, and our chamber. As we enter the New Year businesses throughout the area face tough economic times, and I believe that there is no better time to be a member of the Colonie Chamber of

Commerce. The chamber can offer many avenues to help your business grow even in difficult times. Opportunities are abound within our chamber, and I hope you take the time to see what we can offer your business.

The Colonie Chamber of Commerce serves our town with the mission of promoting the business and professional interests of its members. Colonie, as a town, has always been looked upon as the standard barrier for other communities. As such, there are endless opportunities within the community for further growth of your business. As we enter 2009 remember, that the chamber can be your source to work with and gain business from our members. With that thought said, a chamber is only as good as its members and what each puts into it.

The Colonie Chamber offers many different ways to participate for its members, from the Women in Business Council, health-care for your organization, to leads groups and of course, Our Towne Colonie. We also offer many different types of marketing opportunities that can benefit your business. So look to the Colonie Chamber of Commerce and see how we can best help your business grow, and join us in making 2009 the best year ever.

Rod Dion
Chairman of the Board

WELCOME! New Members!



785-6995

950 New Loudon Road Latham NY 12110

Better Living of Albany

10 Walker Way
Colonie, NY 12205 (518) 729-6365
Sunrooms, Greenhouses, Solariums & Atriums
SPONSOR: David Farstad,

Pioneer Bank

Knight Owl Media

365 Schilling Crossing Road
East Chatham, NY 12060 (518) 316-1651
Video Production

Leap Frog Marketing

750 Delaware Avenue
Delmar, NY 12054 (518) 475-3800 X212
Web Designs
SPONSOR: Matt Bramble,
ServPure Inc.

Liberty Tax Service

119 4th Street
Troy, NY 12180 (518) 453-2330
Tax Return Preparation & Electronic Filing
SPONSOR: Craig Wander,
We Do Fondue

Liberty Tax Service

1204 Western Avenue
Albany, NY 12203 (518) 453-2330
Tax Return Preparation & Electronic Filing
SPONSOR: Craig Wander,
We Do Fondue

Liberty Tax Service

177 Columbia Tpke.
Rensselaer, NY 12144 (518) 453-2330
Tax Return Preparation & Electronic Filing
SPONSOR: Craig Wander,
We Do Fondue

Liberty Tax Service

1817 Central Avenue
Colonie, NY 12205 (518) 453-2330
Tax Return Preparation & Electronic Filing
SPONSOR: Craig Wander,
We Do Fondue

Liberty Tax Service

900 Central Avenue
Albany, NY 12206 (518) 453-2330
Tax Return Preparation & Electronic Filing
SPONSOR: Craig Wander,
We Do Fondue

Quick n Easy Online Bookkeeping Service

153 South Lake Avenue
Albany, NY 12208 (518) 788-9344
Accountants/Bookkeeping

R & J Telecom, Inc.

38 Dussault Drive
Latham, NY 12110 (518) 785-1703
Engineering Consultants

R. G. Roofing

12 Leslie Court
Loudonville, NY 12211 (518) 436-1876
Contractors/Bldrs/Comm/Gen/Resid

RE/MAX Premier

952 Troy-Schenectady Road
Latham, NY 12110 (518) 724-6886
Real Estate, Residential

Take Shape for Life

7-A Terry Court
Albany, NY 12205 (518) 221-4754
Health Coach

Serving Colonie's Business Community Since 1985

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



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

EXECUTIVE COMMITTEE

Rod Dion, Chairman
 Tech Valley Office Interiors

Matt Walkuski, Chair-Elect
 MVP Health Care

Paul Franklin, Treasurer
 The Bonadio Group, CPA's

Connie Larkin, Secretary
 Larkin Commercial Properties, Inc.

Tom Niles, Past Chairman
 Niles & Carl Wealth Management Group

BOARD OF DIRECTORS

- Jonathan Buhner, South Colonie Schools
- Randy Ehrenberg, North Colonie Schools
- David Farstad, Pioneer Bank
- Terry Hamlin, First Data Merchant Services
- Victoria Hernick, Bryant & Stratton Professional Skills Center
- Michael Hutcherson, SEFCU Insurance Agency
- Spencer B. Jones, British American Development Corporation
- David Morales, Smith Barney
- Felix Perez, Salvation Army Albany Area Services
- Lisa T. Welsh, Capital Bank
- 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 Manger & Editor, Our Towne Colonie
 A Community Resource Publication and Chamber Newsletter
 angela@ourtownecolonie.com

Mark Your Calendars

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

SMALL BUSINESS SEMINAR SERIES:

At the Chamber Office
 Sponsored By: Capital Bank



**Business Entities and Insurance
 WEDNESDAY, JANUARY 28TH, 7:30-9AM**

Legal, Accounting and Insurance Fundamentals

Not sure if you have the right business entity? Are you adequately covered with insurance? How can these affect your bottom line? Join our panel of experts David Evans of **Hopmeier-Evans-Gage Agency, Inc.**, Steve Flood of **Stephen J Flood, CPA, PLLC** and Arnold Proskin of the **Proskin Law Firm PC** for this panel discussion. This is a great opportunity for a small business owner to 'ask the experts' for an independent view.

**Buy vs. Lease
 WEDNESDAY, FEBRUARY 25TH, 7:30-9AM**

Real estate expert Connie Larkin of **Larkin Commercial Properties Inc** will discuss the ins and outs of commercial real estate, what a small business owner can expect and how to make the decision whether to buy or lease for your company. Kate Baker with the **Small Business Development Center** will discuss what you can expect from a financing point of view when it comes to commercial real estate and the small business.

\$10 for Members - \$15 for Non-Members Pre-paid, per seminar (Includes a light breakfast from **Golden Krust Bagels**) Please indicate "January Seminar" and/or "February Seminar" in subject line when RSVP via email



**FEBRUARY MIXER
 THURSDAY, FEBRUARY 26TH
 Hosted By: Hotel Indigo**



254 Old Wolf Road, Latham
 Sponsored By: Legacy Banks

Join us at the Blu Stone Bistro located in the **Hotel Indigo**. The fine art of dining casually. Where they'll greet you warmly, serve you satisfying seasonal food, delight you with an exciting wine list & remember you when you return. No shortcuts in this kitchen. Everything from scratch. "Wholesome flavors you crave...Adventurous yet accessible..." Inspired by a new chef with new style.

\$5 for Members - \$10 for Non-Members. Please indicate "February mixer" in subject line when RSVP via email

WOMEN IN BUSINESS COUNCIL MEETINGS

Friday, February 6th, 7:45-9am
 Friday, March 6th, 7:45-9am
 Please check website for locations

MEMBERSHIP COMMITTEE MEETINGS

Thursday, February 5th, 8-9am
 Thursday, March 5th, 8-9am
 At the Chamber Office

LEADS GROUP MEETINGS

Thursday, February 5th, 8-9am
 Thursday, March 5th, 8-9am
 At the Chamber Office

**OFFICE APPRECIATION DAY LUNCHEON
 WEDNESDAY, APRIL 22ND, 11:30AM-1:30PM
 Hosted By: Holiday Inn Albany on Wolf Road
 205 Wolf Road, Albany**



**ANNUAL GOLF OUTING
 MONDAY, MAY 11TH
 Hosted By: Colonie Golf & Country Club
 141 Maple Road, Voorheesville**



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

Members in the News *and On the Move!*



TONY ROBBINS SEMINAR

Peak Performance Strategist and National Speaker from the Anthony Robbins Company, Mike Mataraza kicked off the new year on January 9 to address a packed house of Colonie, Bethlehem and Guilderland Chamber of Commerce members at the **Holiday Inn Express Albany**. The event, sponsored by the **Times Union**, focused on improving performance, the power of focus, higher sales, higher income, lower stress, better relationships and higher job satisfaction.

FREE DAY OF FITNESS

Empire Health & Wellness Center on Century Hill Dr in Latham invites Our Towne readers for a Free Day of Fitness - schedule a tour of the gym facilities and get free use for the day. Call for an appointment 690-4406.

FREE TO CHAMBER MEMBERS

Advertising and Advanced Digital Arts students at Shaker High School are looking for work. If you have a new or existing business that needs design work done, we may be able to help. Skilled students at Shaker High School will compete to create logos including letterhead, envelopes and business cards, graphics for the web and newspaper and magazine advertisements for your Colonie Chamber member businesses. **This service is free!** For more information please contact John Doolittle at Shaker High School at 785-5511 x3634.



HOLIDAY MIXER

On Tuesday, December 9th Chamber members gathered at the **Holiday Inn Albany on Wolf Road**, 205 Martini Lounge for our Holiday Mixer sponsored by **Capital Bank**. Door Prizes were given away to our guests and all had a great time!



STATE OF THE TOWN ADDRESS

Colonie Town Supervisor Paula Mahan presented her second State of the Town address to members of the Colonie and Albany-Colonie Regional Chambers on January 6 at a breakfast hosted by the **Century House**. The Supervisor addressed the local economic climate as well as how the Town is handling community services, taxes and business retention/attraction. **CB Richard Ellis** sponsored the event.

THE TOWN OF COLONIE SMALL BUSINESS ADVISORY COUNCIL

In 2009, Supervisor Paula Mahan will form the Town of Colonie's first-ever Small Business Advisory Council. The Council's primary role will be to disseminate information to and from the small business community and to compile information on small business in the Town of Colonie.

In addition, the Town will rely on the Council to act as

a liaison to Town government, providing input and feedback on the practices and policies of the Town, even serving in an advisory capacity to aspiring small businessmen and women, helping to provide guidance and support based on their knowledge and experience.

For more information you can contact the Chamber at 785-6995 or info@coloniechamber.org

Catherine's Corner

By Catherine O'Connor, Benefits Administrator



SAME GREAT PLAN - SAME GREAT RATES 4TH YEAR IN A ROW!

It is so nice to report that the Chamber's Guardian Dental Plan will not experience a rate increase for 2009 - the 4th year in a row!

If you previously considered enrolling for dental insurance, the time is near. During February and March applications are accepted for enrollment in the Chamber's Guardian Dental Plan for an effective date of April 1, 2009.

The plan design and application form are both available on the Medical/Dental Insurance page of our website at http://www.coloniechamber.org/medical_dental.php. The Guardian Dental Plan includes coverage for preventive and basic services; emergency visits, x-rays, fillings, repairs to crowns & bridges, etc.; **and** coverage for major services, i.e., installation of crowns, bridges, inlays, onlays, prosthodontics, etc.

While you may go to any dentist you choose, if you go to a participating Guardian dental provider (i.e., in network) you receive a 10% higher benefit level. Additionally, a portion of any benefit you, and/or each of your insured dependents, do not use in a coverage period is "rolled over" to subsequent years, so you accrue additional benefit without additional cost. It's called a Maximum Rollover Account or MRA. If you utilize only preferred providers Guardian will increase the amount credited to your MRA.

The rates are shown in the EPO & Dental Insurance Summaries brochure. **There will be no rate increase for the benefit period of April 1, 2008 - March 31, 2009.** If you would like to explore the option of dental insurance, please contact the Chamber office 785-6995, or e-mail me at catherine@lathamchamber.org. Applications must be received no later than March 15th (the Ides of March!) for an April 1 effective date of coverage.



PERSONAL FITNESS & WELLNESS FACILITY
6 Metro Park Road Colonie, New York 12205
518-482-4311 www.excel180fitnessfacility.com

Dear Fellow Chamber Members:

We have information and brochures available about our insurance paid fitness programs. Because we are affiliated with many major insurances we can offer free professional fitness programs to many of you, or your employees, in a professional fitness environment... Participating companies that provide **Medicare Programs, offering free gym membership**, are:

Empire New York (product of WellPoint)
Aetna Gold & Gold Choice Plans
Sterling Life
FitBlue
Wellcare Sonata and Concert plans?
Silver & Fit

The health benefits of routine exercise and balanced nutrition are now very clear. Together, they give people the opportunity to improve functioning and really make a difference in ones overall health. People often avoid participating in regular fitness programs because of three reasons: the high cost of gym memberships, the intimidation of entering a gym and not knowing what to do. We have a solution for all three of these challenges: we have partnered with insurance plans to offer **free fitness programs**; we value and respect each member's fitness obstacles and we support each member in achieving their fitness goal.

We would ask that you seek out those individuals who may have an immediate need for a fitness program and encourage them to participate in an Excel 180 program.

Please e-mail us at excel180fitness@yahoo.com for further information. We invite you to visit our web site at www.excel180fitnessfacility.com to take a virtual tour of our facility.

Sincerely,
Joe Cox*
Owner/Operator of Excel 180 and Colonie Chamber Member

*Edited for space, in part, by Our Towne Colonie



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!