

## NYRA Board Fills Leadership Gap, Names Christopher Kay As Its President And CEO

Christopher Kay was named president and CEO of The New York Racing Association, Inc. (NYRA) following unanimous approval by its board of directors at a meeting on June 18. The appointment became effective July 1.

Leadership at NYRA, which operates the state's three major thoroughbred horseracing tracks, including Saratoga Race Course, has been in flux since Charles Hayward was fired as president and CEO in May 2012 as the result of a takeout scandal, in which NYRA overcharged its bettors for a 15-month period. Ellen McClain, the chief financial officer during the takeout issue, had served as interim president and CEO before resigning in April.

There were 100 candidates for the job, according to the executive search firm RSR Partners, hired by the NYRA board to conduct the job search.

Kay, 60, most recently served as chief operating officer for The Trust for Public Land, where he oversaw the operations of the land conservation organization's headquarters and 37 field offices.

"After a careful search involving many highly qualified candidates, we are delighted to select Chris as our new president and CEO," said NYRA Chairman David J. Skorton. "His wide range of expertise and skills—including experience in the legal, regulatory and corporate governance environments—will serve him extremely well in his new position at NYRA."

"I'm honored by the confidence expressed in me by the NYRA board," said Kay. "Thoroughbred racing is an important part of the lives of so many—including the hundreds of thousands of fans who have loyally supported us through the years. I will work hard to earn



*Christopher Kay is president and CEO of the New York Racing Association.*

Courtesy NYRA

their trust and respect as we embark upon an extremely important chapter of NYRA's history. Working with the talented professionals at NYRA and its dedicated and experienced board, I anticipate an exciting and successful future for our sport."

Michael Del Giudice, NYRA board member and chairman of the Nominations and Governance Committee, said Kay's "unique blend of experience in retail, theme parks, sports and legal helped set him apart during this extensive search. We look forward to working with him as NYRA moves forward in the months and years ahead."

Prior his tenure with The Trust for Public Land, Kay was a consultant to Universal Parks & Resorts, serving as its managing director of international business development. From

*Continued On Page 4*

## Luxury Apartment Complex To Be Built Along The Hudson River In Mechanicville



*The Esplanade on Main Street in Mechanicville, shown in this architect's rendering, will bring 294 luxury apartments to the village when completed in late 2014.*

Courtesy Eastview Development

BY MARK GENOVESE

The Esplanade will not only bring 294 luxury apartments to Main Street in Mechanicville in late 2014, it will create a new community.

"We're trying to create a lively environment that fill our residents' needs for rest and recreation, and to help build a bond among everyone who lives there," said developer Robert Kohn. "We're thinking about their entire lifestyle."

The project is being built by Eastview Development, of which Kohn is a principal,

and Logistics One of Saratoga Springs, led by William McNeary.

Jersen Construction Group in Waterford will build the complex, including a clubhouse with a pool, fitness room and restaurant. Cotler Architecture in Latham designed the project.

The project will be a village within itself, featuring a 10,000 square-foot Riverwalk boardwalk for residents to stroll along and enjoy the beauty of the Hudson River. According to the plans, the boardwalk will be lined

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## Empire State College Bestows Medal Upon Susan Dake, Stewart's Foundation President

The Presidential Medal, the highest honor awarded by SUNY Empire State College, was presented to Susan Law Dake, president of Stewart's Foundation at the college's Northeast Center 2013 graduation on June 8.

"For her passion for community betterment through Stewart's Shops' corporate philanthropy, for generous support of Empire State College and the graduates of SUNY community colleges and for her volunteerism and exceptional success in business, the college is pleased to commend Susan Law Dake to the State University of New York to receive Empire State College's highest honor, the Presidential Medal," said Acting President Meg Benke.

"Empire State College has broken down so many barriers to higher education by creating access to busy students no matter their age or life circumstances," said Dake. "We are happy to be a small part of their mission."

The Stewart's Shops Community College Scholarship program was created to support students who have graduated from one of the 14 SUNY community colleges located in the Stewart's Shops' service area. The \$1,000 scholarship is for one academic year and half the total amount is awarded each semester.

Last year, Stewart's Foundation renewed its multi-year commitment to the college and pledged \$60,000 for scholarships to be distributed during the subsequent three years. The Empire State College Foundation matches this gift, which provides \$40,000 annually to SUNY community college graduates in Stewart's Shops service area.



*Susan Dake received the Presidential Medal for efforts supporting education.*

Courtesy Empire State College

When the current pledge is completed in 2015, the program will have provided almost a quarter of a million dollars in scholarship funding.

As president of the Stewart's Foundation, Dake oversees the allocation of funds to hundreds of nonprofit organizations in communities in which Stewart's Shops are located.

The medal is an occasional award. Nominations are made by the college community at any time. The award is given on appropriate occasions in the life of the college. It recognizes outstanding career achievement, scholarly excellence, leadership in the professions, noteworthy public service or humanitarian endeavors, innovation, courage, character and ability to inspire students. □

## Effort Under Way To Have Amtrak Allow Bicycles On Trains Traversing The Region

BY BARBARA BREWER LA MERE

Saratoga County, along with others in the region, has scenic bicycle paths that are well used by the many residents who enjoy bicycling for fitness and fun. The paths even link to other counties so people can take extended treks.

Officials involved in tourism know that these paths can be an attraction to bring people in. However, there is a glitch they would like to see reconciled.

Amtrak has long allowed bikes on trains on Boston to Portland, Maine, railroad lines, and on New York City to Charlotte, N.C., routes and it encourages train-and-bike tourism on its website.

But bikes are not allowed on the railroad from Montreal to New York City, and Rensselaer/Albany to Vermont. That effects Washington, Warren, Saratoga and Capital District counties that have bicycle paths tourists can take advantage of. Those counties are seeking change.

In June, U.S. Senator Charles Schumer launched a plan to get more visitors and tourism dollars to the Capital Region and urged Amtrak to add baggage cars capable of carrying bicycles on their Adirondack and Ethan Allen trains. Schumer joined state senators Betty Little and Brad Hoylman in the effort. Todd Shimkus, president of the Saratoga County Chamber of Commerce was also present.

In addition, the Saratoga County Chamber of Commerce launched an online petition in June, at the website change.org, seeking support to encourage Amtrak President Joe Boardman to add baggage cars for transporting bicycles onto trains on its routes in the New York to Montreal and Rensselaer/Albany to Vermont corridors in order to increase bicycle tourism.

The effort seeks to increase bicycle tourism in the local area and to develop green transportation alternatives. Support has been strong not only from

private individuals who have signed the petition, but also from state and national legislators whose constituencies may benefit from this service.

Saratoga County Chamber of Commerce Vice President for Tourism Annamaria Bellantoni recently attended the NY by Rail Expo at New York City's Penn Station to promote train travel to Saratoga and encourage signing of the petition.

"We decided to create this online petition to allow chambers, elected officials, trail enthusiasts, cycling organizations, and New York State residents to come together in support of what seems like a win-win-win," said Shimkus.

He said it would be a win for Amtrak in terms of increased usage, for cyclists seeking easier ways to travel with their bikes to other communities, and for those communities and their businesses.

Shimkus noted that as of June 21, there were over 600 signatures on the petition. He said Saratoga County alone has over 200 miles of bike trails, and if the Amtrak bike car proposal is approved, entities from the local area will spend money promoting the travel option in both the New York and Montreal areas.

He said the Saratoga County Chamber will reach out to other organizations, communities and the media until Amtrak takes the desired action.

Pete Bardunias, president of the Southern Saratoga County Chamber of Commerce, said his chamber partners with Amtrak on various projects and that, in his discussions with Joe Boardman, there has long been an interest in adding bike cargo space on local trains, but that funding was needed to support this measure in order for it to be implemented.

Adirondack Regional Chamber of Commerce President Peter Aust not only made members of the Adirondack Chamber aware of the petition, encouraging them to sign it, but was also a mem-

*Continued On Page 2*



# Capital-Saratoga Region Is Among Sites Agreed Upon By NY State To Get A Casino

State government leaders have an agreement on the casino gambling issue that could pave the way for Saratoga County being one of four places where a state-sanctioned casino will be established and operated.

On June 19, Gov. Andrew M. Cuomo, Senate Majority Coalition Co-Leaders Dean Skelos and Jeff Klein, and Assembly Speaker Sheldon Silver NY Gaming Economic Development Act, which would establish four destination gaming resorts in Upstate New York and boost tourism and economic development in the region, according to state officials.

Officials have not released exactly where the casinos would be located. But the Capital District region, as well as the Catskills, are among the general areas stated in the agreement.

The matter of casino gambling also has to go to a statewide voter referendum in November.

The legislation includes these key details released by the governor's office:

- The legislation authorizes four upstate destination gaming resorts to enhance tourism development. Destination gaming resorts will be selected competitively based on the economic development impact of the resort.
- Destination gaming resorts are authorized in three regions of the state: the Hudson Valley–Catskill area, the Capital District-Saratoga area, and the Eastern Southern Tier. One region may have up to two casinos if determined by the state siting board.
- No destination gaming resorts can be authorized in Westchester, Rockland, New York City, or Long Island. There will be a seven-year exclusivity period during which no further destination gaming resorts will be licensed by the state.

Cuomo said the agreement with the Legislature “would establish world-class destination gaming resorts to attract tourists to Upstate New York, generating economic activity for local businesses and creating thousands of good paying jobs where we need it most. This legislation is a major step forward in our efforts to both capitalize on this economic development and tourism potential and end the trend of letting neighboring states with legalized gaming take revenue that should be going to our schools.

“I look forward to continuing to work with my colleagues in the Legislature to make this economic development ‘game plan’ a reality.” Skelos said the agreement “paves the way

for critically important economic development to take place throughout Upstate New York and will build on our efforts to revitalize communities, invest in schools and provide statewide property tax relief ... This plan, if approved by voters, will greatly benefit Upstate New York and all regions of the state.”

According to Klein, if voters approve the casino gambling plan “these regions will be provided with one of the most promising opportunities in years. Critically, this plan presents a clear opportunity to provide hundreds of millions of dollars in additional funding for our schools and our children.”

Assemblyman Gary Pretlow, chairman of the Racing and Wagering Committee and said, “Our agreement to bring casinos to the Catskills, the Southern Tier and the Capital Region is good for the local economy, the state economy and the people of New York. It will put hundreds of New Yorkers to work and help solidify the entire state as a tourist destination.”

According to the agreement, the State Gaming Commission will oversee regulation of destination gaming resorts. It will appoint a siting board of individuals with expertise in finance and development, which will determine the required minimum amount of capital expenditures and license fee required of a destination gaming resort applicant in each region and make the selections.

Also, existing payments to the racing industry for purses and breeding will be maintained, state officials said.

Cuomo's office said the board will be required to evaluate destination gaming resort applications based on specific criteria: 70 percent of the decision on siting a destination gaming resort will be based on economic activity and business development factors; 20 percent on local impact and siting factors; and 10 percent on workforce factors.

Local support for the resort application must be demonstrated as a threshold application requirement.

The agreement also says the state's tax revenues will be split equally between the host municipality and the host county. Ten percent of the state's tax revenues will go to other counties in the region of the destination gaming resort to provide tax relief or educational assistance. Eighty percent of the tax revenues will be used statewide for elementary and secondary education or property tax relief. The educational aid will be additive and will not be part of the state's existing education formula, according to Cuomo. □

# Annual 5K Race Goes Thru GlobalFoundries

The Malta Business and Professional Association will host its fourth annual 5K road race on Saturday, Sept. 7, starting at 8:30 a.m. in Malta's two technology parks: NYSERDA's Saratoga Technology and Energy Park and Luther Forest Technology Campus.

With GlobalFoundries' Fab 8 facility now located in the Luther Forest Technology Campus, that company has become the title sponsor of the event, which last year raised well over \$16,000 to support the Saratoga Rural Preservation Corp. and Malta's emergency first responders.

Started on 9/11/10, the event is a way to give back to the veterans and EMS responders. As participants go out on the course, the marshals helping direct traffic will be mostly comprised of volunteers from the veterans home in Ballston Spa.

Beyond sponsoring the event, sponsors are now promoting the race to their employees to build a team that will participate in this year's event.

The event starts at Hudson Valley Community College TEC Smart located within NYSERDA's Saratoga Technology & Energy Park (STEP). The course then takes participants south through Luther Forest Technology Campus (LFTC) and by the new town of Malta recreation ball fields.

Once through LFTC, participants go through Global Foundries campus. Almost one mile of the 3.1 miles will be on Global Foundries campus, race officials said. Once through the campus, participants finish back through STEP and TEC Smart.

Participants may stick around after the event to enjoy post-race food provided by Price Chopper and Lake Side farms. Also tours of HVCC TEC Smart will be available throughout the morning.

The first 500 runners/joggers/walkers are guaranteed a long-sleeve moisture wicking shirt and a running hat provided by Adirondack Trust Co.

Interested participants can register online at a cost of \$25. After Sept. 4 the price is \$30. For all forms and more information, visit [www.maltabpa.com/malta5k](http://www.maltabpa.com/malta5k) to register as an individual or team.

To keep update on the event, people can find details on Facebook at [www.facebook.com/maltabpa5k](http://www.facebook.com/maltabpa5k).

People with questions about this event, you can also call Paul Loomis at 472-4807 or send an e-mail to [ploomis@gilbaneco.com](mailto:ploomis@gilbaneco.com). □

# Bikes On Amtrak

*Continued From Page 1*

ber of a group of nine heads of New York State Chambers of Commerce, representing areas from Columbia County northward to his own area, who visited legislators in Washington, D. C., on June 6. The group encouraged lawmakers to urge Amtrak to allow the addition of bike cars to its New York, Montreal and Vermont runs.

State senators Little and Kathy Marchione have signed the petition along with Hoylman. Little said that foreign tourists, many from places where traveling with bikes on trains is common, might extend their travel itineraries upstate beyond New York City if they realized that combined bike and train travel was an option.

She said that people may have interest in numerous scenic upstate bicycle trails and events like the Tour of the Battenkill and various competitions, including the Lake Placid IronMan, but the need to rent a car to carry their bikes may preclude their venturing to these areas with their tourist dollars.

Schumer noted that Amtrak is currently building baggage cars in a facility in Elmira. He plans to encourage the allocation of these baggage cars for carrying bikes on passenger lines within upstate New York.

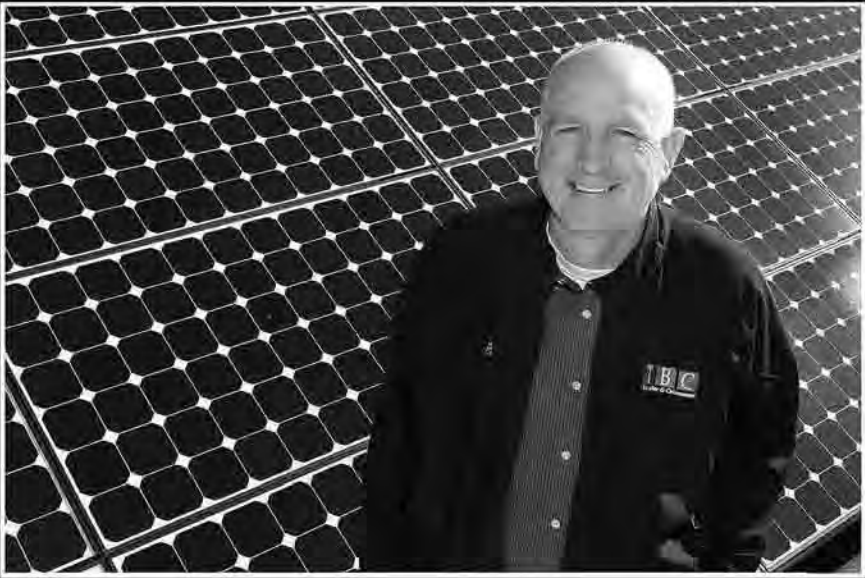
According to Schumer, 69 percent of lodging facilities had guests that brought a bicycle along with them or were travelling by bicycle. He said allowing bikes on Amtrak baggage cars would offer downstate travelers, especially those from New York City and Long Island who do not frequently travel by car, an option to commute to these locations and events by the Adirondack and Ethan Allen lines. This move by Amtrak would bolster an already positive trend.

In addition, Schumer highlighted that Amtrak's decision to add special bike cars to these rail lines could have an enormous economic impact. Local studies have shown that bicycle tourists spend on average between \$100 and \$300 per day and stay multiple nights when they visit the Capital Region. In 2011, tourism in the Adirondacks, Catskills, Hudson Valley, and Capital-Saratoga region had a combined economic impact of nearly \$7 billion, which was a 5 percent increase from 2010.

According to Schumer, tourism in those four regions supports over 120,000 jobs and contributes nearly \$850 million in state and local tax revenue. Increased visitors and bikers would be a boost for lodging, restaurants, shops, and tourist attractions

Josh Wilson of the New York Bicycle Association and Janet Kennedy of Lakes to Locks Passage (which encourages biking, boating, hiking and riding trains) have are both in favor of the change.

The Saratoga County Chamber petition is at [www.change.org/petitions/tell-amtrak-president-joe-boardman-to-allow-bikes-on-trains-between-new-york-city-and-canada](http://www.change.org/petitions/tell-amtrak-president-joe-boardman-to-allow-bikes-on-trains-between-new-york-city-and-canada). □



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# Creative Promotional Products, Branding Is The Mission Of ‘Innovative Products’



Tricia Rehn and Matt Rogers started Innovative Products to provide businesses with creative, practical and cost-effective promotional merchandise and branding solutions.

Stock Studios Photography

BY SUSAN E. CAMPBELL

Promotional products may not cost the biggest buck or cause the biggest bang, yet a company's branding efforts would be lacking without them, the professionals say.

"Give-aways are more than just little chatz-kies," said Tricia Rehn, who with Matt Rogers has started Innovative Products, a promotional products company based in Wilton.

"These items can be very useful for keeping your company's name out and your business and your uniqueness in the forefront," said Rehn.

Rehn had spent over a decade in marketing and sales around South Glens Falls and Albany when she decided to try something different. Teaming up with mortgage banker Matt Rogers, they started Innovative Products to provide businesses of all kinds with creative, practical and cost-effective promotional merchandise and branding solutions.

Rehn has the creative genes and a solid knowledge of the promotional industry. She said that "Matt is behind the scenes as the numbers guy." Graphic design is outsourced and overseen by Rehn.

"Promotional items deliver lasting value and impact that conventional advertising just can't provide," Rehn said. "They give individualized attention to clients, leads and employees."

The services provided by Innovative Products, or InnProd, range from employee rewards and sales staff support to branding and merchandising.

Some InnProd clients are small, new companies that need help branding themselves from the ground up, according to Rehn.

"We can help them build a logo and an identity to portray consistently to their customer base," she said. "But mostly what we do is the touchy-feely items that advertise a client company."

Beyond buttons and soda can sleeves, today's promotional products can be quite sophisticated and eco-friendly.

"You'd be surprised what you can get made

with recycled materials, although there is a slight premium for them," Rehn said.

One InnProd client wanted something eco-friendly and unique for a trade show hand-out. Rehn obtained recycled cardboard pens and notebooks, and drinkware made from recycled plastic. For a realtor she provided a recycled paper business card printed with soy ink, she said.

"It's amazing what you can put your logo on these days," she said.

Like a hockey puck stress ball. That's one item she provided for a client at a trade show in Canada. She had designed and had a trade booth built and provided all the logo-bearing apparel for the conventioners.

Rehn likes working with wearable products, like T-shirts, safety gear and jackets.

"Clients can go directly to a manufacturer for clothing, but we want to be their one-stop shop for promotional items," she said.

InnProd has "tons of vendors that provide good quality" and with whom Rehn has "solid relationships."

Rehn is on the board of the Juvenile Diabetes Research Foundation and is on the foundation's Young Leadership Committee targeting the younger market for membership. She is also an ambassador for the Saratoga County Chamber of Commerce.

"I'll say yes to most requests" by charities and civic groups, she said.

Rogers is an avid golfer and plays in fundraising tournaments to benefit such organizations as Junior Achievement and the Make-A-Wish Foundation. He has also played in some 18 tournaments, which proceeds go to First Tee Foundation, an organization that fosters positive youth development through the game of golf.

"It is exciting to embrace the Saratoga community and tap into a new market," Rehn said. "We are just beginning and it has been a whirlwind. I love the pace."

Visit [www.innprod.com](http://www.innprod.com) for more information or e-mail [tricia@innprod.com](mailto:tricia@innprod.com). □

# Business Briefs

**Hudson River Community Credit Union** (HRCCU) employees recently donated \$656 to the Maxfield Community Food Pantry as a result of their Jeans for Charity Program.

On the first Friday of each month, HRCCU employees can wear jeans if they make a \$5 donation to the quarterly designated charity. HRCCU also accept donations from members for the benefit of the charity.

The Maxfield Community Food Pantry is run by volunteers and accepts donations of food, non-perishables and items for pets. The Food Pantry is open to the public six days a week and supports residents in the Lake Luzerne area.

\* \* \*

Jones Road Office of **Saratoga National Bank and Trust Co.** honored local servicemen and women at its third annual Military Appreciation Day on June 15.

The included a military humvee, Vietnam-era Jeep and a Maple Avenue Fire Department truck on display, as well as a basket raffle to benefit Operation Adopt A Soldier.

Veterans and active duty were able to get free coffee from Stewart's Shops, and there were giveaways and specials from merchants in the Stewart's Plaza.

\* \* \*

Seven local museums are offering the **Saratoga Museums Pass** again this year with the pass remaining valid through April 2014.

The pass is available throughout the community at any of the participating museums, the Saratoga County Chamber of Commerce Visitor Information Booth, online at [www.saratoga.org](http://www.saratoga.org), and in the Saratoga Springs

Visitor Center. The pass entitles the holder to a buy-one/get-one offer at all of the participating museums for any visit until the 2014 expiration.

The initiative is again being coordinated by the Saratoga County Chamber of Commerce to assist with cross-marketing of member museums in the Saratoga area.

Participating museums include: Brookside Museum, Ulysses S. Grant Cottage, the National Museum of Dance, the National Museum of Racing and Hall of Fame, the Saratoga Automobile Museum, the Saratoga Springs History Museum and the Tang Teaching Museum and Art Gallery at Skidmore College.

\* \* \*

**Sutton & Tarantino Insurance Agency Inc.** of Saratoga Springs was named to Kemper Preferred's Inner Circle of Independent Agents.

The Inner Circle is an exclusive group of 262 independent insurance agencies countrywide that represent Kemper Preferred. Kemper Preferred sells home, auto, and package plus policies through a select network of independent agents.

Inner Circle membership is awarded to approximately 7 percent of all independent agents that represent Kemper in 38 states and the District of Columbia and is based on the amount of business written as well as the quality of the business.

Sutton & Tarantino has been doing business in the area since 1985, with offices at 17 Division St., Saratoga Springs, and 441 Geyser Road, Ballston Spa.

\* \* \*

The **Ballston Spa Business & Profes-**  
*Continued On Page 17*

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NYRA Leadership  
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2001-2006, Kay served as the chief operating officer for Toys 'R' Us, a Fortune 200 international company, and prior to that he was the retailer's executive vice president of operations and general counsel.

Kay was also a minority owner of Orlando's AA baseball team and a member of the ownership group that sought to obtain the first Major League Baseball franchise in Florida.

Kay is a graduate of the University of Missouri and of the Duke University School of Law.

"I am confident that we have found the right person to lead NYRA forward," said board member Stuart S. Janney III, who was also a member of the search committee for the vacant CEO position. "Throughout his career, Chris has demonstrated the type of

leadership and strategic vision so crucial to NYRA's future success."

Another member of the search committee, Jane Rosenthal, said Kay "has a thorough understanding of the need to develop and drive brand strategies in a competitive and ever-changing environment. He supported and enhanced the Toys 'R' Us brand in every country in which it did business and sought to introduce the Universal Studios theme park brand to new countries as its managing director."

"We were fortunate to choose from an abundance of fine candidates, but Chris's business and leadership skills stamped him as our first preference," said board and search committee member Earle Mack. "I know the board and others will enjoy working with Chris once he takes over." □

Personnel Briefs

**Keith Newkirk** has joined C.T. Male Associates, Engineering, Surveying, Architecture & Landscape Architecture, PC as a design engineer in the Land Services Division.

He has two years of experience and he will be responsible for design development of commercial site plans, residential subdivision plans, utility plans and supporting technical reports

Newkirk previously worked for Tetra Tech Construction as a project engineer. He earned a bachelor's degree in civil engineering from Rochester Institute of Technology In 2011.

Saratoga Bridges elected **Susan Kiley** as a member of it board of directors.



Kiley, a resident of Saratoga Springs, is special education teacher at St. Colman's School High School in Watervliet, where she teaches students with emotional and cognitive challenges in a behavior based academic program.

She is trained in therapeutic crisis intervention and was a recipient of a New York State Teacher's Grant for the 2011-2012 school year. Prior to her present position, Riley taught special education at Hoosick Falls High School, Ballston Spa High School and Oneida Middle School in Schenectady. She also has taught business education at Queensbury High School and Adirondack Community College in Queensbury.

She has a masters of science in education from the College of Saint Rose and a bachelor of science from Fairleigh Dickinson University, Teaneck, N.J. and has permanent certifications in special education and business education.

**Stacey Webster** and **Laura Galchin** are the third and fourth graduates of the Saratoga Bridges Leadership Institute.

Webster is a program coordinator at the Wilton Day Habilitation Program and Galchin is a program coordinator at the Clifton Park Day Habilitation Program.

Saratoga Bridges officials said both graduates have demonstrated a potential for advancement in administrative and agency-wide functions and activities.

Saratoga Bridges Leadership Institute began in 2009 to strengthen their workforce, build internal leadership capacity, foster long-range individual growth and develop a group of highly knowledgeable staff.

Webster presented a staff training course for new employees on person centered planning and positive approaches that utilizes a process of planning and behavior management for adults with developmental disabilities.



Galchin's project details the development of a training course as well that focuses on individual support plans. She also created a digital goals bank for her fellow staff members so they can access and improve the quality of life for adults with developmental disabilities.

As graduates, Webster and Galchin can become mentors for coworkers in the Leadership Institute program, serve on future graduate panels and use their training for agency-wide task forces and committees.

**Rebecca Alexander**, a financial representative with Saratoga Strategic Partners, recently separately joined the National Life Group as an agent and Equity Services, Inc. as a registered representative.

As such, she will provide her clients with access to financial services and products including insurance, annuities, investment services and retirement plan services. She works with individuals, families, professionals, and business owners to help them identify and achieve their financial goals with a focus on life insurance, long-term care insurance, retirement savings plans, 401(k) rollovers, business buy/sell insurance and other strategies.

Licensed in both New York and Vermont, she will extend her practice to an office in Burlington, Vt., in addition to her 58 Church St., Saratoga Springs office. Alexander is active in the Saratoga County Chamber of Commerce, serves as a deacon in the Presbyterian New England Church, and sings as an International Sweet Adeline with the Saratoga Soundtrack Chorus.

BST, an Albany-based financial and management consulting firm, announced that **Christopher J. Rosetti**, CPA, CFE, CFF, a partner with the firm's Fraud and Forensic Accounting unit, is one of two instructors nationwide that have been designated by the American Institute of Certified Public Accountants (AICPA) to conduct the two-day training class for those wishing to obtain the certified in financial forensics (CFF) designation.

Rosetti has over 25 years of forensic accounting experience. He has extensive experience conducting fraud and forensic reviews, having



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# Lola Accessory Boutique On Broadway Offers Scarves, Jewelry, Hats And More



Megan Druckman opened Lola Accessory Boutique at 454 Broadway in Saratoga Springs in June where scarves, jewelry, hats and leather goods are among the offerings.

BY BARBARA BREWER LA MERE

Capital District native Megan Druckman brings her knowledge, acquired from a degree in fashion merchandising from Fashion Institute of Technology and seven years as a buyer for Bloomingdale's, home to roost in a new shop at 454 Broadway in Saratoga Springs called Lola Accessory Boutique.

A small space, 400 square feet, Druckman said it "packs a punch." The grand opening was June 15.

Druckman has been pleased with customers saying, "There's nothing like this around here."

Beyond the fact that she is, given her connections made during her time at Bloomingdale's, able to access for her customers high quality, trendy merchandise at reasonable prices, Druckman said it's the presentation of her goods that makes the store unique.

She likes that the store has a very open feeling

with nothing displayed under glass, encouraging customers to touch, feel, and try on the scarves, jewelry, and hats that she sells. Small leather goods are also among Lola's offerings.

Average price point in the store is around \$40. Labels found include Vismaya, Echo scarves and hats, San Diego Hat Company, R.J. Graziano, Gorjana, and Kenneth J. Lane jewelry, and Emi-Jay hair accessories. Many private label jewelry vendors are included as well.

Druckman is sole proprietor. Store hours are 10 a.m. to 8 p.m., Monday-Friday, 10 a.m. to 9 p.m. Saturdays and 11 a.m. to 6 p.m. on Sunday.

Lola's can be found at Facebook at <https://www.Facebook.com/LolaAccessoryBoutique>. Follow Lola on Twitter@shop\_Lola. Lola merchandise can be purchased at [www.shop-lola.com](http://www.shop-lola.com). The store's phone number is 225-9903.

# Villa Family Is Back In The Pizza Business With New Location At 223 Lake Avenue



Barney Villa is back in the pizza business in Saratoga Springs with Barney's Pizza on Lake Avenue, displaying one of his creations with daughter Tina Villa, who manages the business.

BY BRITTANY SVOBODA

With the same family recipes that have been around since 1971, the Villa family, who are famous in the Saratoga area for their pizza, recently opened a new restaurant on Lake Avenue.

Barney's Pizza opened in May at 223 Lake Ave., across from East Side Recreation.

"We're still the same family-oriented business that everybody knows," said Barney's Pizza manager Tina Villa. Tina's father and grandfather opened the first family restaurant in Saratoga in 1971, which was called 2 Barney's. Her father also ran Barney's Townhouse and made pizza at the Gaslight Lounge, both former Saratoga Springs establishments.

Since opening in May, she said business has been "overwhelming, but flattering. We got slammed the first two weeks."

Most business has come from people who were previous customers at the other restaurants, Tina said. Barney's Pizza is the only establishment the Villa family currently has in Saratoga Springs, but they also run Alpine Lake RV Resort in Corinth. This helps bring business to the restaurant too, she said.

She wanted to open a new eatery and put the bug in her dad's ear about doing it. Certain specifications, however, were non-negotiable. "We didn't want to make a huge investment in a big space," she said. "It's more manageable" in smaller quarters.

Barney's Pizza is now open for lunch as well as dinner. Beside their well-known pizza, they also have subs, sandwiches, salads and "key Italian dinners," she said.

Call Barney's Pizza at 257-2545.

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Photo by Randall Perry



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## Car Hop Ice Cream Shop In Ballston Spa Also Offers Food Made Fresh Each Day



Mike Klein stands in front of his new business, the Car Hop Ice Cream Shop in Ballston Spa, that features foods like Nathan's hot dogs, fried oreos and bacon sundaes.

Stock Studios Photography

The Car Hop Ice Cream Shop, 2007 Doubleday Ave., Ballston Spa, is now open in the plaza that was home to an ice cream stand, eat-in restaurant and Dunkin Donuts over recent years.

Owner Mike Klein took over two store-fronts and added his own flair for cars, bikes and the "car kulture" on a whole to bring back his business to life.

The new establishment is distinguished by the artwork on the outside of the building, consisting of vehicles that have been placed strategically and hand painted by acclaimed kulture artist Doug Hoch.

During the summer months, Klein expects to be a destination for both the car and motorcycle enthusiasts. Mondays, are car night and Tuesdays are bike night, between 5-8:30 p.m.

The Car Hop has made-to-order food, featuring many items such as Nathan's hot dogs, fresh hamburger and steaks, custom made and named sandwiches, fried oreos, bacon sundaes and many homemade items

made fresh daily. There is a core menu board to order from, plus daily specials.

Klein said the Car Hop Ice Cream Shop will be expanding by fall and will be moving into a larger year-round space. The plaza also has an Upstate Cellular store that Klein owns. He said he will scale down Upstate Cellular a bit to accommodate the move.

The extra space inside will be dedicated to offering the same made-to-order menu specialties in a dining environment with hundreds of kulture art items to view. The current Car Hop will be altered to the new concept in 2014.

Lovey Lee is the manager of Car Hop Ice Cream Shop. She has helped formulate the daily specials, having been in the restaurant business for 25 years. .

The hours of operation are 11 a.m. to 9:30 p.m., Monday through Thursday; 11 a.m. to 10 p.m. Friday and Saturday; and noon to 9 p.m. on Sunday.

For more information, contact Klein by e-mail at CarHopIceCream@aol.com.

## SARATOGA BUSINESS JOURNAL

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# Former Eatery On Ballston Lake To Open As New Restaurant Featuring Italian Food



The owner of the Village Pizzeria and Ristorante in East Galway will open Villago, a new Italian restaurant where Good Times Lakeview Restaurant operated for years.

BY BRITTANY SVOBODA

The owner of the Village Pizzeria and Ristorante in East Galway for the last 25 years will soon open a new place on Ballston Lake in September.

Sandra Foster said is converting the former Good Times Lakeview Restaurant on Ballston Lake to a more modern version of Village Pizzeria. It is expected to open in September.

The new restaurant, which will be called Villago, was the next logical thing to do, Foster said, since the restaurant in Galway could not be expanded anymore.

She and daughter Jessica Marcione will work with construction partner Kurtus Zarnofsky to convert the building. The vision their going for, Foster said, is “classic, contempo Italian cuisine.”

“It’s a group effort,” she said.

Many renovations will take place, Foster said, both inside and outside the restaurant. Her goal is to “embrace the lake,” which means adding more outside deck seating areas and replacing the font windows of the restaurant for better lake views, she said

Settling on the Ballston Lake location was the most practical, Foster said, because of all the development in the Malta area. “The area is alive,” she noted.

Behind the restaurant’s property are several developments with hundreds of homes, she said, which should bring in customers.

Although Villago might look different than Foster’s current East Galway establishment, she

said the recipes that everyone has come to know and love, like the award-winning wood-fired pizza, will remain the same. Several new menu additions, however, will be added.

“Along with our (regular) menu, we do a lot of gluten free and whole wheat (meals),” she said. Locally grown produce will also be used to create the popular homemade dishes, which is what Foster said is currently done at Village Pizzeria.

Seasonal appetizers, sandwiches, Panini’s, hamburgers, turkey burgers, bison burgers and veggie burgers will be on the menu, she said, and customers can expect to see more fish and seafood choices as well.

The new Italian family eatery will have a full bar, Foster said, unlike Village Pizzeria, which only serves beer and wine. Customers are welcome to come and have a “mojito on the deck,” she said.

People can preview Foster’s wood-fire pizza at “A Taste of Malta” event on July 17. Several area restaurants will be serving samples of their food at Hudson Valley Community College’s Tec-Smart campus in Malta, 345 Hermes Road, sponsored by the Malta Business & Professional Association and The Adirondack Trust Co.

The event takes place 5:30-7:30 p.m. Foster said it will be a great opportunity to meet and greet people in the area who she hopes will become future customers.

For more information about Village Pizzeria and Ristorante or Villago, visit [www.villagepizzeria.com](http://www.villagepizzeria.com).

# Ribbon Cuttings Celebrate Renovations At Ballston Spa National Bank Branches



Christopher R. Dowd, BSNB president and CEO, and Brenda Reilly, BSNB branch manager, cut the ribbon at the Galway office’s Renovation Celebration, surrounded by staff.

Ballston Spa National Bank hosted a ribbon cutting ceremony in May at the bank’s Galway office at 5091 Sacandaga Road and held similar events in June at the bank’s Stillwater office at 428 Hudson Ave. and at Milton Crest office, 344 Rowland St. in Milton.

The ceremonies marked the completion of recent renovations at the locations and the start of a celebrations that featured refreshments and token gifts for customers.

In keeping with the renovation theme, special offers for home improvement loans, home equity lines of credit, mortgage loans and other bank services will be available to the public through mid-July, according to bank officials.

The Galway, Stillwater and Milton offices are three of five BSNB locations to undergo renovations this year. Originally opened in 1974, the Galway location now offers the safety and convenience of a

drive thru ATM, an updated look, and an enhanced banking experience, officials said.

The Stillwater Office opened in 1993 and now also offers an updated look and an enhanced banking experience, as does the Milton office, which opened in 1971.

Christopher R. Dowd, bank president and CEO, said the band has been a proud member of all those communities for many years.

He said the with the investment in renovations “we hope to build on the strong relationships we have established over the years and to enhance the service and support we provide to our customers.”

Renovation Celebrations at the Malta, and Greenfield Center offices were also scheduled.

The bank also has offices located in Ballston Spa, Milton, Burnt Hills, Clifton Park, Malta, Greenfield Center and Wilton. Its web site is [www.bsnb.com](http://www.bsnb.com).

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# SARATOGA BUSINESS JOURNAL



SPECIAL SECTION

Office / Computer / New Media

Fingerpaint Marketing Makes Unique Use Of Space To Encourage Collaborative Work



This is one of two kitchen areas in the Fingerpaint Marketing building in Saratoga Springs, where the company has designed the large space with employee comfort in mind.

Courtesy Fingerpaint Marketing

BY PAMELA FISHER

After signing a 10-year lease to occupy the space at 395 Broadway, a large two-story location that was once a Borders bookstore, Fingerpaint Marketing invested nearly \$700,000 for office renovations.

According to Danielle Saladino-Evans, corporate communications officer, Fingerpaint wanted the new space to provide comfort for its employees, as well as a design encouraging open and collaborative work.

The renovation was handled by Bonacio Construction.

“Our new location supports our commitment to collaboration, fresh thinking and our passion to develop original ideas that spark emotion, inspire audiences and move markets,” said Saladino-Evans. “It’s a very exciting time as we increase our client base to also be welcoming new employees to our growing family.”

The renovations also included updating the technology infrastructure to reflect the needs of the growing company. Some 33,000 feet of data cable was installed by Adirondack Technical Solutions, a computer, network, and data security services company based in Argyle. With fiber added to the building, Fingerpaint’s Internet and file sharing operate incredibly fast.

“The phone system helps us connect with our office outside of Philadelphia with a simple four-digit extension. Voice mails are sent via e-mail so that people can check voice mails from their phone while traveling,” said Saladino-Evans.

Jared Humiston, president of Adirondack Technical Solutions, explained that Fingerpaint’s old system did not allow for much expansion, but with new and faster data communications, the new system allows for solid infrastructure for the staff’s laptops and phones to communicate.

“It is a very impressive business,” said Humiston of working with Fingerpaint. “They are growing at a rapid rate, and we were happy to be able to take care of their technology needs, from the phone system to cabling to the whole infrastructure,” said Humiston. “We were able to meet the deadlines of having a large business moved and ready to operate that first Monday morning.”

Another update was the staff work spaces, in which standard cubicles and offices are absent.

“No one at Fingerpaint has an office,” Saladino-Evans explained. “We have designed the space to be extremely collaborative, with everyone in workstations organized by agency teams. We are also very proud of the fact that everyone at Fingerpaint owns stock in the company. The day each person starts, he or she is issued 100 shares of company stock, which vests over five years.”

Fingerpaint also offers modern spaces for company meetings, phone calls, and breaks.

“Each of the six conference rooms are enclosed with theater-like curtains, each a different color, which provides privacy from the main areas,” said Saladino-Evans. “We also have four small meeting rooms on the second floor called ‘fishbowls,’ which have opaque glass barn doors and offer complete privacy for conference calls, and two phone booths behind reception that provide a retreat. There is also a full-scale studio for our design work.”

Regarding comfort, Fingerpaint provides amenities such as several mini meeting areas with comfortable chairs, a sectional couch for long brainstorming sessions, and a popcorn machine and refrigerator filled with bottled water and soft drinks.

There is also a bistro for employees, as well as two kitchens. Dogs are also a part of the office cul-

Continued On Page 9

Using Social Media Is More Common As Businesses Find It Is Effective Marketing



Social media like Facebook and Twitter, on computers of all kinds and smartphones, are utilized by businesses to make a personal connection with customers.

Stock Studios Photography

BY SUSAN E. CAMPBELL

The digital industry has done more than change the way companies and clients communicate with one another. Marketing professionals say that the business that fails to use social media, or use it incorrectly, loses a competitive edge.

The extent to which a company uses social media depends on overall communications goals, according to Deborah Miles Czech, founder of Miles Ahead Communications. Miles Ahead helps companies transform their communications through both traditional and online channels.

“Social media increases engagement and furthers a company’s ability to listen to their customers,” said Czech. “It is a wonderful interactive device.”

Every year businesses shed their reluctance to try social media. But social media is constantly evolving and the venues for staying in front of consumers and the nuances of using them can change quickly.

“Companies know they need more clients and they know social media is cost-effective,” said Sara Mannix, founder of Mannix Marketing. “But they need assistance to choose which venues will give the best return on their advertising dollars.”

Mannix Marketing helps clients understand their online opportunities to garner more business and higher profits through well planned, well executed, digital marketing.

The firm started as a search engine optimization company. Mannix knows that getting clients hits on the web leads to a personal connection that can lead to customer acquisition, service and retention.

So much Internet traffic has been directed to Facebook that a Facebook page is often the first hit on a search engine, say the professionals. Today a company can present its entire business on Facebook, according to Cory Patterson, founder of Cuore Communications. Cuore Com-

munications helps clients harness the benefits of social marketing.

“A business page on a social networking site can be even more important for some companies than a website,” said Patterson.

That is not to say a company should over-emphasize social networking. Czech indicated that just as a company’s marketing and brand are unique, so is its marketing mix.

One client of Miles Ahead Communications, Saratoga Farmers’ Market, exemplifies how a business gains two-way communications with customers through a social marketing page.

“The site is a popular way to see what vendors are offering and to post questions,” said Czech. “The site is getting ‘Likes’ all the time,” which is one way to measure effectiveness of the page.

“Many businesses that learn about the opportunities of social marketing want to do it all at once,” said Mannix. “But it’s best to conduct a marketing program in phases.”

The first stage is getting attention on the web through organic means, and secondly through paid searches, Mannix said.

Patterson said the beauty of paid searches through news feeds, columns or sponsored feeds is that the client company can set any budget it wants and simply stop the advertisements upon reaching a quota of responses.

By analyzing what was happening with one client’s SEO efforts, Mannix was able to identify other digital marketing opportunities. For another, her firm turned a successful direct mail business into an even more successful online business.

How businesses utilize the services of a social marketing firm differ. Many want to outsource 100 percent of the responsibility to the professional.

Patterson said that as a small business owner learns to understand the nuances of

Continued On Page 17

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# Businesses, Offices Must Keep Up With Advancements In Fire Safety Equipment



William Morris, left, vice president of operations for Sanders Fire and Safety, and Joshua Cummings, the company's project manager, discuss details of safety system equipment.

BY SUSAN E. CAMPBELL

New technologies can make products work faster, smarter and more economically. That is as applicable to the fire safety and prevention industry as any other.

Sanders Fire and Safety has seen a lot of changes in the systems it has been installing since 1933. Back then, carbon dioxide systems were being introduced. The next generation of purging systems, using nitrogen, are out of use today, replaced by high-tech dry chemical and mist systems.

Under the leadership of current owner Martin Dalton, who bought the business in the mid-1980s, Sanders specializes in systems for commercial and industrial buildings, like senior housing, warehouses, shopping malls and, in a bit of irony, high-tech manufacturers.

"Computer and server rooms require 'special hazard' protection entailing clean agent gasses," said Dalton.

Dalton said research has shown that mist works much better than traditional sprinklers should a fire break out, and more economically.

Sanders Fire and Safety is working on bringing a high-fog mist system into New York City, the first of its kind. AT&T has hired the firm to install the latest system on one of the 29 floors of its corporate headquarters building.

"Some buildings in Manhattan have no sprinkler systems at all, but they will have to be installed in the next few years," said Dalton.

"We have approval from the NYC fire department to test this system for AT&T," he said. "Our hope is that the test is successful and AT&T rolls it out to other floors."

This alternative to conventional sprinklers uses nitrogen gas to make a very fine water mist.

"There is 10 percent less water use with this system and it puts out fire more effectively," said Dalton.

Sanders Fire and Safety has an excellent reputation for developing and installing fire protection systems that other firms don't offer, such as mist technology. Their services are benefiting industrial and commercial accounts around the Capital District and beyond.

For Wilton Mall, Dalton's crews upgraded security to an intelligent fire alarm system.

"It's an addressable system that gives more point information than a traditional system," he said.

With an older system, there are multiple zones with multiple locations within a zone. If an alarm goes off, security has to look at each location in the zone to find the cause. The new system pinpoints precisely where every security device is and its status.

For RPI, the firm installed both passive and active protection for its supercomputer room, utilizing a clean agent to extinguish fire. They installed camera and card access for a large local warehouse and upgraded the entire security system at Colonie Center.

For Step Tech, they installed fire alarms, special hazards and an early detection system, which is "an air sampling system that works many times faster than conventional early detection," according to Dalton.

Sanders Fire and Safety employs four salespeople, two application engineers and a field service team of six, as well as administrative staff. They work out of a 6,000-square-foot facility on Vail Street in Mechanicville, which was a bottling company until Dalton purchased the building 12 years ago.

Contact Dalton at 665-0400.

## Fingerprint Marketing

*Continued From Page 8*

ture and regularly visit. According to Fingerprint, the office supports the company mission "to bring back passion and a childlike verve to advertising."

Fingerprint is an award-winning marketing and advertising agency founded in 2008. Clients range across a broad spectrum of industries and include Adirondack Trust Co., Clifton Park Center, AngioDynamics, Saratoga Polo Magazine and Rose & Kiernan insurance, among others. In addition to headquarters in Saratoga Springs, the business has a satellite office in Wayne, Pa. For more information, call Fingerprint at 693-6960, or visit [www.fingerprintmarketing.com](http://www.fingerprintmarketing.com).

# Business Report

## Consider A Workforce Analysis

BY ROSE MILLER

We find that many owners are still struggling to grasp what impact Affordable Care Act (ACA) will have on their business. The Act is complex, and you really shouldn't go at this alone.

There is an insurance aspect, a tax aspect and a human resources aspect to making the right decisions. I recently participated in a panel discussion on the subject and I spoke on the importance of a Workforce Analysis. Here's why this task is more important than ever.

Health insurance was never mandated in the past, yet most employers offer health insurance plans. Why? Competition has been the driver for recruitment and retention. Would you be able to find good people, if you didn't offer insurance? Will you attract better people if you do?

With ACA at our doorstep, employers must count how many full time (DOL says 30 hours or more each week are full time) and Full-time equivalents. If your company's total of FT and FTEs is over 50, you are mandated to offer health insurance to all employees or be assessed penalties.

Now that you must count employees, you should make sure every employee counts. It has always been optimal to have the right amount of people and the right people on the bus. This need is even more relevant when applying ACA. Would a review of full-time versus part-time translate to lower costs in premiums? Can some of these changes equal a workforce less than 50 employees? Employers under 50 are not subject to ACA. You should consider staying under 50, at least this new calendar year. Let the ACA dust settle a bit.

If you are clearly over 50 employees, would a workforce analysis help right-size the



Rose Miller of Pinnacle Human Resources LLC, in Albany.

Courtesy Pinnacle Human Resources

company, therefore, insuring only the right amount of people? Consider a company with 150 employees who employ mostly part-time. The strategy for creating part-time roles was based on not having to offer benefits. Now the employer must insure all employees. Converting roles to full-time, where possible, would reduce head count, therefore reducing insurance costs or penalties.

A workforce analysis gives you a clear idea on where these changes make sense. The process reviews all positions and work flows to gain insight into work complexity, work volume (present and future) areas of time drain, work flow road blocks, the need of technology or under-utilization of technology. A workforce analysis will identify "dead wood", redundancies in tasks, optimal staffing needs, clarity of roles and high performing employees.



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Summer Construction

Ballston Lake Developer Will Construct 32 Luxury Apartments In Ballston Lake



This architect's elevation sketch shows what one of the Lakeside Luxury Apartments will look like in the development planned by Eric Katz at Route 50 and Connolly Road.

BY MARK GENOVESE

Lakeside Luxury Living is coming to Ballston Lake and it's bringing the highest standard of quality for its residents, according to the developer.

"As the name implies, we're building apartments that are comfortable, spacious, safe, and convenient," said developer Eric Katz.

The 32-unit complex is being built near the intersection of Route 50 and Connolly Road. Apartments will be approximately 1,100 square feet, each with two bedrooms and two baths, he said.

All units will have granite countertops, stainless-steel appliances, soundproofing, high-efficiency insulation, sprinklers and a security system. Each unit will also have an 8-by-12 foot deck, made of vinyl to be maintenance-free, Katz noted.

Katz is designing the complex for professionals and those who are age 55 and older.

"There really is a growing need locally for sizable living spaces for 'empty nesters' and younger individuals and couples who don't have a need for a house," Katz said.

An advantage over several other area apart-

ment complexes, he said, is that 16 of the Lakeside Luxury apartments will have their own two-stall garages. Garages will be attached to the main complex, so residents won't have to brave the elements during the winter. Outside, the courtyard will also have gas grills and pavilions. On the other side, the complex will be close to factory outlets and other local services.

Because the apartments will be located in a watershed area, Katz has taken steps to protect the local environmental by installing a state-of-the-art sewage and filtration system that he said exceeds all state and federal regulations.

Lakeside Luxury Living is a personal project for Katz, who is a lifelong resident of Ballston Lake. His wife, Rose, is the property manager, so they'll be directly involved in the day-to-day operation of the complex.

"My family and I live nearby. We want to build something that's good for our community and that will bring people and business into Ballston Lake," said Katz.

Apartments will be ready to move into by next summer. For information call the Advantage Service Group at 384-3806. □

Company Eyes Building \$10 Million Hotel On Route 9 Site Of Former Weathervane



The architect's rendering depicts what the new Homewood Suites would look like on Route 9, where 104 to 109 suites are planned for the four-story-high structure.

BY JILL NAGY

"We're at the stage of our lives where, when we build a hotel, we build a great hotel," said Mike Hoffman, whose company, Turf Hotels, is awaiting approval of a zoning change in order to begin work on a Homewood Suites, an extended-stay hotel on South Broadway in Saratoga Springs.

Elevations and floor plans for the proposed hotel were submitted to the Saratoga Springs Planning Board and the Design Review Board in early May, along with a request for a change in zoning from medical/office/professional to a tourism-related business district designation.

The land, previously the site of the Weather-vane, is on Route 9 (South Broadway) across from the Saratoga State Park.

The project "will benefit Saratoga Springs," he said. "We will remove an eyesore and build a beautiful hotel."

If the zoning change is approved by the Saratoga Springs City Council, a decision which he expects in a couple of months, work would start immediately with a projected completion date of July 2015.

If the change is not approved, "We'll have to find another site," he said. "I'm a hotel guy ... We like the location. It's a great site," he said.

He termed Saratoga Springs "one of the great cities of America" but said the approach to the city from Northway Exit 13, the route

most people take, is not very attractive. He envisions the new hotel as part of a necessary upgrade of that neighborhood.

Hoffman estimated the cost of the project at more than \$10 million. The planned hotel would be four stories high and have between 104 and 109 suites. Suites will include some kitchen facilities: mainly a sink, a refrigerator and a cook top, but Hoffman does not expect many guests to use them. The hotel will provide a "full complementary breakfast" every morning and "heavy hors d'oeuvres" four evenings a week. Beyond that, he predicts, guests will eat in local restaurants most of the time.

The hotel is planned for extended-stay guests, anything from a few days to a few months. He sees it catering to visitors to Saratoga Race Course, employees new to the area, and vacationers.

"It can become a second home to a degree," he explained. He said it is too soon to quote rates but he expects them to be comparable to those at the Hampton Inn and Suites on Lake Avenue in Saratoga Springs, that he also owns.

Homewood Suites is a Hilton Hotels franchise. Hoffman's company has a similar hotel on Wolf Road in Colonie.

When the hotel opens, it will have approximately 40 employees, Hoffman estimated. Close to twice that many people will be employed during construction. □



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# Mangino Auto Dealership's New Building Will Have More Customer Service Features



Mangino Buick GMC is building a facility with improvements for customers and employees and, once occupied, it will tear down the building it has used for more than 40 years.

BY PAMELA FISHER

Mangino Buick GMC, located at 1484 Saratoga Road in Ballston Spa, is changing its dealership and will be building an entirely new structure with an updated showroom, service area and modernized services for its customers.

This is the second renovation for the family-owned business, following the gutting and remodeling of the Mangino Chevrolet site in Amsterdam. The general contractor for both projects is JAG Construction Inc. in Queensbury.

The dealership is making upgrades as required by General Motors. The auto maker issued a restructuring plan to all locations, calling for the same design and specifications from site to site. In conjunction with the plan, Ralph Mangino, manager of the Ballston Spa site, said the time was right to modernize the building.

“We are tearing down our old building that has been here for more than 40 years and we are putting up a new state-of-the-art facility,” said Mangino. “Though it has served us very well, our building has become dated.”

Mangino said the upgrades have been well received in Amsterdam, and will provide greater comfort and amenities for customers, including a modernized service area.

“They will be able to drive right up and not get out of their cars. There is going to be a nice, new waiting area with Wi-Fi and a flatscreen television. Customers are going to be able to pick up brand new cars inside so the weather is not going to be an issue anymore.”

Mangino said the service department is receiving the first updates, and despite construction,

*Continued On Page 13*

# Esplanade Luxury Apartments

*Continued From Page 1*



The Esplanade luxury apartment complex in Mechanicville, shown in this architect's rendering, will include a Riverwalk boardwalk along the Hudson River.

by pergolas and fireplaces and will connect to an outdoor pool and bath house.

The Riverwalk will also connect to biking and hiking paths. A nearby reflecting pool and fountain will convert into a skating rink in the winter, making the area the center of activity even in the winter.

Many of the residential units will also look out to the Hudson. The project will offer apartments with one, two, and three bedrooms, and will be between 641 to 1,700 square feet, designed around an open kitchen and living room. Many will also have a balcony or terrace. Apartments will feature the latest technical advances in construction, with wireless internet service throughout.

“The Esplanade will be geared, in large part, to accommodate the recent growth in

employment in Saratoga and Albany counties, in particular those working for GlobalFoundries,” Kohn said.

The Esplanade is five miles from Luther Forest Technology Park in Malta.

Location of the complex will be another plus for both its residents and the city of Mechanicville, he said. Residents will have the convenience of a supermarket and other shopping just across the street, while downtown merchants will have the potential of hundreds of new customers.

Ground for The Esplanade was broken in the spring and construction is ongoing. It is expected to be completed late next year.

For more information on The Esplanade, contact Kohn at (917) 930-1327, or visit [www.Eastviewdev.com](http://www.Eastviewdev.com).

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# Company Develops Software To Simplify Bid Invitation Management, Distribution

Construction Information Systems Inc. of Clifton Park, a software consulting company and IT provider, in partnership with Construction Essentials, has developed a new software program designed to simplify bid invitation management and distribution.

According to he companies, Invitation To Bid Manager (ITB Manager) gives companies the ability to efficiently and easily send out bid invitations to a list of vendors and subcontractors. Optional integration with an existing install of Sage 300 Construction and Real Estate, formerly Sage Timberline Office, by The Sage Group, makes getting up and running effortless, they said.

“We designed ITB based on the needs of our customers,” said Paul Unter, president of Construction Information Systems, and partner in Construction Essentials. “Many of our customers are using solutions that do not connect to a centralized database of contacts. With this solution, contacts

are shared with their accounting, estimating and project management solutions.

“Our users will also have the ability to push awarded contracts back to their Job Cost system. Plus, ITB sets up bid websites for projects, allowing subcontractors and vendors the ability to download plans, addendums and pdf’s as well as keeping track of plan holders. We feel we finally have an integrated request for bid system.”

ITB Manager allows contacts to be grouped by geographic location and the type of service provided when the address book has been synched, or manually created, if the user chooses to do so, company officials said. Standard specification books with categories like “masonry”, “metals”, and “concrete” are available by default, and multiple CSI specs can be used.

Bid invitations can be generated automatically, using the built-in templates, providing an endless amount of customization for the end user. Both e-mail and fax can be used in sending the invitations. A web access option allows the recipients to browse any applicable drawings and files provided by the project creator, according to he company.

Unter said Invitation To Bid Manager effectively changes the way in which construction companies generate and distribute bid invitations. What once was a time consuming process, is now a task simplified and completed within minutes.

Web seminars and live demonstrations are available to view the product.

For more information regarding the software, visit [www.myconstructionessentials.com](http://www.myconstructionessentials.com) or call Construction Information Systems at 373-9005.

Construction Information Systems has been providing integrated software solutions, IT services, and computer consulting to the construction and technology industry, since 1988. □

# Four Seasons Natural Food Store Plans Expansion, Adding Building On Henry St.



*This architect's rendering shows what the new Four Seasons facility will look like, to be used for retail products such as natural food groceries, organic produce and supplements.*

BY PAMELA FISHER

Four Seasons Natural Foods Store and Cafe at 33 Phila St. in downtown Saratoga Springs, plans to open a second site in the city, at 120 Henry St.

The new site is an empty warehouse building previously occupied by Warren Electric. That location will focus specifically on retail products such as natural food groceries, organic produce, supplements, and aromatherapy, enabling the original location to offer a larger space for dining, according to owner Richard Frank.

Frank said the expansion is the largest project in the natural foods store's 25-year existence.

“We have been here for years and we’ve run out of room,” said Frank. “The plan is to leave our restaurant in its current location. Having retail in a separate space enables the business to buy and store more merchandise. If I can buy 10 cases instead of two cases, and I can get a better price, I can sell to my customers at a better price. To me, that is big.”

Frank said the Henry St. site offers 8,600 square feet, providing five times the space the store has now for retail.

“We’ll also have a juice bar there, artisan cheese, and grab-and-go food, homemade from our restaurant,” said Frank. “We’re going for a general store feel. Natural light, wood amenities, non-slick features, and personal service, just like we offer now.”

The project also involves rethinking the cafe space on Phila Street.

Currently, the restaurant sits alongside the retail space, and food is made fresh daily and served buffet style. Items include hot and cold entrees, soups, salads, fresh breads and muffins, homemade desserts, teas, coffees and cold beverages. Most dishes are vegan and all are vegetarian. There are some tables, as well as seasonal outdoor seating, but space is limited.

“We definitely want to have more tables because it can get tight in here,” said Frank of the cafe on Phila Street. “We’ve also talked about doing some to-order selections. We’re considering sandwich options or weekend dinners. We’re also doing a little bit more with our dessert selections and juice bar so both have more of a presence, and we have checked about having wine and beer served at the restaurant.”

Frank’s practices at his store are ecology friendly.

“We compost almost all our waste, recycle whatever we can, pay for 100 percent green energy, have solar panels on our roof to help with hot water production,,” he said. “Many of our staff have been here five years to a decade or more. To some extent, we are the ‘Cheers’ of natural foods--we’re not perfect, but we have a lot of heart and want to listen.”

Frank anticipates that the new site will open in Fall 2013. Architectural design of the retail building was created by Dennis Rigosu of Syvertsen Rigosu Architects PLLC in Clifton Park. Construction is being handled by Munter Enterprises, Inc., of Middle Grove.

Four Seasons Natural Foods Store and Cafe is open seven days a week. For more information, call 584-4670, visit the company website at [www.fourseasonsnaturalfoods.com](http://www.fourseasonsnaturalfoods.com), or visit the store’s business page on Facebook. □

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## New Stewart's Shop In Galway Becomes Company's Largest; More Growth Planned



*This new Stewart's Shop that opened in May in Galway at the intersection of Route 147 and Route 29 is the largest in the company's chain of 300-plus stores.*

Stock Studios Photography

BY BARBARA BREWER LA MERE

A new Stewart's Shop, the largest in the chain of 300-plus stores, opened in May in Galway at the intersection of Route 147 and Route 39.

The company also expanded its store in nearby Middle Grove, according to Maria D'Amelia, Stewart's public relations specialist.

The new 3,300 square-foot Stewart's in Galway offers the same services and amenities as every other Stewart's store. It has six gas pumps, including one for diesel vehicles.

General contractor for the Galway project is Hilltop Construction of Hudson Falls.

The store opened in May. The site was formerly occupied by an independent convenience store with gasoline pumps.

D'Amelia said the existing Stewart's Store at 165 Middle Grove Road in Greenfield is being expanded by 800 square feet. The addition will accommodate walk-in coolers, in part to accommodate larger beer cartons, and room for Stewart's beverages and frozen products, including an indoor ice freezer.

A second bathroom is being added, with improved handicapped-accessibility. Counter space will be more open and a new sandwich case is being added. Stewart's is just beginning to offer made-on-site fresh

pizza, and this will be accommodated by the addition, D'Amelia said.

New LED lighting and a new ceramic floor are part of the renovations as well. D'Amelia said framing for the Middle Grove Road addition is done. It is expected that the project would be completed in early June. The location will be open throughout the renovation project.

During the period when freezers will be in transition, a freezer truck will be parked outside to ensure that customers are still able to purchase their favorite Stewart's frozen products.

D'Amelia said Stewart's Shops is implementing new features within some of their store sites, like the walk-in coolers. Some shops will also receive expanded parking areas. It depends on the size and the needs of the particular community.

There are plans being developed for at least one more new store in Saratoga County.

Hilltop Construction is also currently involved with the construction of new Stewart's shops in West Cohoes, Greenwich, Hamburg St. in Schenectady, Pleasant St. in Keesville, and Freeman's Bridge Road in Glenville.

Hilltop is also overseeing the remodeling of a shop in Oneonta. □

## NYS Unveils Web-Based Process To Make It Easier For Contractors To Bid On Projects

The state Department of Transportation Commissioner Joan McDonald announced in June a new web-based process making contract documents for road and bridge projects available electronically to construction contractors.

The new system allows the DOT to be more responsive to the contracting community, and creates a more efficient process for communicating project plans to the industry and responding to questions, she said.

"Streamlining our process makes it more efficient for customers to do business with New York state and allows us to be more responsive to contractor needs," McDonald said. "This move follows Gov. Andrew Cuomo's direction of making it easier to do business in and with the state of New York."

This new process is part of Cuomo's initiative to use technology to improve collaboration and efficiency in state agency operations, officials said.

All contracting documents will now be available on [www.dot.ny.gov/business](http://www.dot.ny.gov/business) for free and immediate download.

Questions and comments regarding project plans will now be received and responded to electronically. McDonald said this allows inquiries to be addressed right up to the letting date, which is the day the contractors must submit their final bids for projects. The formal amendment process will continue to be used for any changes to the original bid documents.

Previously, plans were available only on paper, CD or a fee for service website, but not on the NYSDOT website.

The new system was implemented beginning with contracts advertised for letting on July 11.

CDs will remain available for all projects with a letting date on or before September 5. CDs will not be made available for contracts let after that date, with all documents available on-line only, according to DOT.

Documents now available on-line include contract proposals, plans, supplemental information, and amendments. Potential bidders can ask contract-related questions on-line and DOT will post answers. □

## Mangino's New Facility

*Continued From Page 11*

there won't be any days missed of work. He said so far the project has been "a seamless transition from old to new," and based on the successful renovations to the Amsterdam site, he is confident his customers and staff will be happy with the changes.

"I am excited for customers, but I am probably more excited for our employees that have been in this situation for a long time," he said. "I'm excited for the staff to have a brand new place to work."

The renovations also enable the business to increase its staff. Mangino anticipates hiring more

service technicians, and possibly one to two more salespeople.

Mangino said business "has been very good, even amidst construction."

"With the renovations, we are running out of space. We are certainly eager to put car deals together to get them off the lot," he said.

The Mangino family has operated the Ballston Spa showroom since 1978. The new building is expected to be complete by the end of 2013. For more information call Mangino Buick GMC at 490-1269 or visit [www.mangino.com](http://www.mangino.com). □

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# Business Report

## Divorce After 50

BY TAMMY J. ARQUETTE, ESQ.

As the overall divorce rate among Americans is decreasing, the rate of divorce among Americans ages 50 and older is on the rise. A recent study showed that from 1990 to 2009 the divorce rate among Americans ages 50 and older nearly doubled. This has been dubbed the “gray divorce.” It is important to recognize the various financial concerns that a divorce presents for couples over the age of 50.

Health insurance is a serious concern for divorcing adults 50 and older. Once the parties are divorced, they can no longer be covered under the same family plan. Therefore, the parties must consider several options.

Does your employer offer health insurance? Individual health care plans can be expensive, but the usual open enrollment requirements are waived when you have a need for insurance coverage due to divorce.

You may also have the option to continue coverage under your spouse's plan if you enroll in COBRA, a federal program that provides qualifying individuals, such as divorcing spouses, up to 36 months of continued coverage under a spouse's employee group health insurance plan. That coverage will end 36 months after the date of divorce. You would have to pay the cost of the insurance coverage, which can be very expensive, or you could negotiate that cost into consideration for the need for spousal maintenance.

Medicare is an option for divorcing spouses ages 65 and older. However, it is important to consider that Medicare coverage is not as good as private coverage, and supplemental coverage is often necessary.

Another option is to obtain a separation agreement as opposed to a divorce. Couples that remain legally married but enter into a separation agreement are generally permitted to continue coverage under their spouse's plan.

Spousal maintenance, more commonly known as alimony, has undergone several significant changes in the past few years. In 2010 the Domestic Relations Law was amended to establish a formula for determining temporary awards of maintenance from the commencement to the completion of the divorce, based on the spouses' incomes. Permanent or post-divorce maintenance awards remain in the discretion of the court. New York state takes the approach that spousal maintenance should not continue indefinitely. The spouse receiving maintenance is expected to strive for self-sufficiency. However employment opportunities for adults over the age of 50 may be limited. Spousal maintenance is particularly important for women, since they earn less than men and often have forgone careers to care for the home and children, rendering re-entry into the work force more difficult.

Social Security benefits are not an asset to be divided. However the court will take these benefits into consideration as post-divorce income. Just as with a married individual, a divorced spouse is entitled to receive their own social security benefits



Tammy J. Arquette, owner of The Arquette Law Firm PLLC in Clifton Park.

Courtesy The Arquette Law Firm

based on the earnings history of the former spouse, subject to additional requirements such as: the recipient must be at least 62 years old; the marriage must have lasted at least 10 years; and the amount received must be more than what would be received based on recipient's own earning record.

Benefits are payable regardless of whether the former spouse is collecting his or her own benefits.

The Social Security Administration will not advise the former spouse of the application for spousal benefits under the former spouse's earnings history, nor will the former spouse incur a reduction in his or her own benefits.

There are several precautions older couples can take to ensure financial survival after a divorce. The first is to consult with an experienced and reputable divorce attorney as early as possible. Knowing your rights and obligations, as well as what documents and information to collect, will prepare you for the process.

Immediately begin considering your health insurance options. As discussed above, obtaining health insurance can take time, be costly and may result in a lack of coverage for those ages 50-65, which can have serious consequences.

Compile a realistic list of living expenses for your current lifestyle and your anticipated post-divorce lifestyle. Speak to a qualified financial adviser about your current financial status and your anticipated post-divorce financial status.

A divorce later in life means that a divorcing couple will have less time to recover financially, recover their lost assets and retire their debt. Therefore, preparation and representation are key to successfully surviving a divorce after 50.

Tammy J. Arquette, Esq. is a member and owner of The Arquette Law Firm PLLC in Clifton Park. □



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# 50 - Plus

## Saratoga Senior Center Is Hub Of Activity, Sees Membership Surge In Recent Years



People take advantage of computers available for use at the Saratoga Springs Senior Center, 5 William St., which has numerous programs and activities for people age 50 and up.

Stock Studios Photography

BY JILL NAGY

Things are humming at the Saratoga Springs Senior Center, with between 100 and 150 people using the center each day for classes, meals, or just to socialize, according to Executive Director Lois Celeste.

"It's really busy," she said.

The center, located at 5 Williams St. in Saratoga Springs, is open to anyone age 50 or over. There is a \$15 annual membership fee and a \$10 fee for most classes, with scholarships available.

It first opened in 1955 and moved to its current building in the 1970s. At the time, according to Celeste, "it was in total disrepair."

Celeste has directed the center for three years. In that time, she has seen membership increase from 300 to 1,100, overseen a complete renovation of the building, and added two full-time paid staff members. Today, she said, the center boasts a new board of directors, a renovated building, new staff, new programs--and no financial debt.

The building is owned by the city. The center itself is operated as a stand-alone not-for-profit agency. It is one of several senior centers in the county, each of which is operated by an independent agency.

On a recent day in early June, 40 members had just returned from a bus trip to Montreal and another, smaller, group was off exploring Alpine lakes in Switzerland. In August, a group will head for the Pacific Northwest and, in September, another

group goes to Chicago.

Generally, there are about four trips per year. Some are arranged through travel companies. Others, like a day trip to visit the 9/11 memorial in New York City, are do-it-yourself projects.

The center offers low-cost congregate dining lunches daily at the center as well as meals on wheels and, once a month, a local chef prepares a special dinner. For the dinners, students from Skidmore College or Saratoga Springs High School help out with the cooking and serving. About 100 people attended the most recent dinner, said Celeste.

On a day-to-day basis, there are exercise and wellness classes, crafts classes, informational sessions on financial and legal issues, assistance with computers and other electronic devices, and a library run by volunteers.

Donated day-old baked goods arrive three days a week from Panera, Price Chopper and the Breadbasket for members to enjoy with their coffee. There are walking groups, bridge groups, and a cadre of pool players. People drop in to use the computers or just to visit.

"The biggest thing is socialization," Celeste said, "For many seniors without family in the area, we become their support system."

For more serious issues, the center has an intern from Skidmore to help with housing, health care, Social Security, transportation, and other problems, often by making a referral to another

## AARP Recommends Family Leave Laws Be Improved For All Working Caregivers

A new report from AARP argues for improving family leave for working caregivers, citing the growing population of older Americans, increasing numbers of family caregivers on the job, and escalating demands and stress on caregivers.

"Keeping Up with the Times: Supporting Family Caregivers with Workplace Leave Policies" points to three policy solutions to ease the burden on both caregivers and employers: unpaid family and medical leave, paid family and medical leave insurance, and earned sick time.

"The aging of the population, changing workforce demographics and increasing demands on family caregivers are colliding at the expense of working caregivers," said Lynn Feinberg, senior strategic policy advisor with the AARP Public Policy Institute and author of the report.

"Even as workforce participation and caregiving demands are increasing for caregivers, workplace policies protecting or supporting them have remained stagnant," she said.

According to the report, close to three out of four women of prime caregiving age are in the workforce and seventy-four percent of adults with eldercare responsibilities have been in the workforce at some point in their caregiving. One in four retirees reports leaving the workforce earlier than planned to care for an ill spouse or other family member. One in five workers age 45 to 74 expects to take time off for caregiving in the next five years.

The Family and Medical Leave Act limits leave for caregiving for elderly relatives to parents or spouses, effectively excluding those caring for in-laws, grandparents, or aunts and uncles. In addition, because FMLA leave is unpaid, it is irrelevant to many low-income workers.

It is also totally unavailable to those working for small companies with fewer than 50 employees. Nearly two-thirds of workers eligible for FMLA who didn't take it reported they couldn't afford to take unpaid leave or were afraid of losing their job, said Feinberg.

Feinberg said a number of other states and municipalities have established programs or regulations that enhance federal or workplace leave policies for caregivers. New Jersey enacted a family leave insurance program that provides benefits to

community agency. In July, Celeste expects to hire an advocate/case manager.

Celeste is assisted by a full-time arts and outreach director, a full-time program director, and a part-time bookkeeper, plus a host of volunteers ranging from high school students to center members.

The telephone number for the center is 584-1621. Its website is [www.saratogasenior-center.org](http://www.saratogasenior-center.org). □

family member caring for a child, spouse parent or domestic partner.

More information is available at: [www.aarp.org/home-family/caregiving/info-08-2012/insight-protecting-family-caregivers-from-employment-discrimination-AARP-ppi-health.html](http://www.aarp.org/home-family/caregiving/info-08-2012/insight-protecting-family-caregivers-from-employment-discrimination-AARP-ppi-health.html)). □

### Are you a "Baby Boomer"?

Believe it or not if you were born between the years of 1946 and 1964 you are among the more than 76 Million babies born in the US between these years, and yes you are a "Boomer". What makes a Boomer special?

- Almost half (48 percent) of all households in the U.S. are headed by Baby Boomers.
- Forty percent of Boomers expect their adult children to move back in with them.
- Thirty percent of Boomers expect their parents to move in with them.
- By the year 2030, Baby Boomers, will be between the ages of 66 and 84, and will make up 20 percent of the population.
- Only 56 percent of Boomers have a will, according to a 2011 survey by Rocket Lawyer.

Most of us put estate planning on a back burner, it is easier to wait until tomorrow, but if you are over 50 years old the clock is running. As Benjamin Franklin once said "You may delay, but time may not."

Estate planning is more than just having a will. Four basic documents are required to have a "good" estate plan: a Last Will and Testament, a Durable Power of Attorney, a Health Care Proxy and a Living Will. With these four documents in place, you give your loved ones clear direction as to how you want to be treated if you are ill, who you want to take care of your financial matters while you are living and how your want your estate distributed after your death.

It is a good idea to to have and maintain a current estate plan, significant events may require a revision. If you recently started a business, your child has special needs, your son or daughter marries someone you prefer not to include in your estate plan, you are in the process of a divorce, you have a domestic partner who you would like to become your heir, or any other changes in the family dynamic, require careful consideration when planning or updating your documents. If you procrastinate, one can only hope that their assets will pass to their heirs as they intended.

Don't be one of the 44 percent of "Boomers" that don't have a will. Consult an Estate Planning Attorney today to establish an estate plan that works for you.



To find out more about Estate Planning, contact **Debra Verni, Esq.** at the Herzog Law Firm P.C. **518-465-7581** or **dverni@herzoglaw.com**. You can also visit their web site at **www.herzoglaw.com**  
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# Four Promoted To Division Manager Jobs At C.T. Male Associates Engineering Firm

C.T. Male, a consulting firm offering architecture, engineering and surveying services in the region, recently made a number of promotions within its various divisions.

In announcing the promotions, Gary Male, company president said his firm “prides itself on professional development and promotion from within our ranks. Each of these individuals has earned their promotion to leadership positions as a result of their years of dedicated service and by consistently providing quality service to their clients. These promotions position C.T. Male to continue to grow and effectively serve the evolving needs of our diverse base of public and private sector clients.”

Raymond T. Liuzzo, PLS, was promoted to division manager of the Survey Division. He will be responsible for the personnel, production and operations of the Survey Group for both the Latham and Syracuse offices.

He manages and supervises a staff of 40 land surveyors, technicians, field crews and support staff. He is responsible for aligning appropriate staff to accommodate the production demands of many simultaneous projects within the division. He also prepares and reviews proposals, budgets and contract documents, and performs quality reviews of project deliverables.

Liuzzo earned an associate’s degree in applied science in surveying technology from Paul Smith’s College in 1990. He brings over 21 years of career experience in surveying to the project team. He has been employed by C.T. Male since 1997, is a shareholder of the firm and is a member of its board of directors. Liuzzo is a member of the Zoning Board of Appeals for the town of Malta and is a board member for the Malta Business and Professional Association.

Daniel P. Reilly, P.E., was promoted to division manager of the Environmental Services Division. He is responsible for aligning appropriate staff to accommodate the production demands of many active projects within the division. He also prepares and reviews proposals, budgets and contract documents, and performs quality reviews of project deliverables.

His technical expertise is assisting clients in their compliance with the Clean Air Act, chemical and petroleum bulk storage, and other environmental standards; as well as managing design projects for water and

wastewater systems.

Reilly earned an associate of science degree from Hudson Valley Community College in 1991 and a bachelor’s degree in environmental science from Rensselaer Polytechnic Institute in 1993. He has been employed by C.T. Male since 1993 is a shareholder in the firm and is a member of its board of directors.

James R. Edwards, P.E., was promoted to division manager of the Civil Engineering Division. He will be responsible for the management of personnel, production and operations for the Civil Engineering Division. He will oversee a staff of engineers, project managers, technicians and construction observers. His responsibilities will also include all scheduling and staff assignments within the group to accommodate the production demands across multiple projects.

Edwards also acts as project manager for multiple projects. He is responsible for project development and planning, design and quality control efforts, project financial oversight, along with the preparation of construction documents and construction phase services.

Edwards earned an associate’s degree in engineering science from Adirondack Community College in 1983, and a bachelor’s of science degree in environmental and resource engineering from SUNY ESF in Syracuse in 1985. He brings 28 years of experience to this position, and has been employed by C.T. Male since 1993 and is a shareholder in the firm.

Dale T. (Skip) Francis, P.E., was promoted to division manager of the Land Services Division. Francis will be responsible for the personnel, production and operations of the Land Services Division that includes land development and geographic information systems (GIS) services. He supervises a staff of 15 employees consisting of civil engineers, landscape architects, and GIS technicians.

He is responsible for the scheduling of staff assignments to accommodate the production demands of multiple projects within the division. He also prepares and reviews proposal and contract documents, and performs quality reviews of project deliverables.

Francis earned a bachelor’s degree in civil engineering from Purdue University in 1990. He brings over 22 years of experience in civil engineering and construction to this position, and has been employed by C.T. Male since 2006 and is a shareholder in the firm.

The firm’s headquarters is located in Latham, with branch offices in Glens Falls, Highland, Johnstown, Red Hook and Syracuse and Mechanicsburg, Pa. □

# Personnel Briefs

Continued From Page 4

performed the same throughout the U.S., Africa, Puerto Rico, Cuba and Greece. He also developed and provided fraud detection and prevention training internationally to various business entities. His specialties include conducting corporate fraud investigations; forensic analysis of financial documents; forensic analysis of insurance claims; and providing fraud and ethics training for organizations.

Rosetti serves on the board of the Association of Certified Fraud Examiners Foundation and is a member of the AICPA’s Fraud Task Force and a former member of the AICPA’s Fraud, Forensics and Litigation Conference Planning Committee.

The two-day training class led by Rosetti is offered two times during the year at different locations throughout the United States. The AICPA established the CFF credential in 2008 for CPAs who specialize in forensic accounting. The CFF encompasses fundamental and specialized forensic accounting skills that CPA practitioners apply in a variety of service areas, including: bankruptcy and insolvency; computer forensic analysis; family law; valuations; fraud prevention, detection, and response; financial statement misrepresentation; and economic damages calculations.

Tully Rinckey PLLC hired **Joseph R. Mendez** as the law firm’s director of client relations.

Mendez oversees the operations of the Client Relations Department and helps connect potential new clients with the attorney best suited to address their legal matter.

He came to the firm with over 30 years of experience in sales at both the regional and national levels, including 20 years of sales training experience. Over the years, he has owned five businesses. Mendez was the owner and operator of a sales consulting firm, at which he worked with Fortune 500 companies to create sales strategies, train the sales force, and for sales analysis. Additionally, he served as the director of sales for both Morgan RV and Resorts in Saratoga Springs and Documentation Strategies Inc. in Rensselaer.

He was also a national account executive for American Medical Information in Omaha, Neb., and a senior account executive for the West Group in Eagan, Minn.

In 1995, he began working for the legal book publisher Lawyers Cooperative Publishing in Rochester, Thomson Reuters acquired this company, along with the Eagan-based West Publishing, which published case law documents. Together these companies became the West Group. Mendez represented the West Group and affiliates with nearly 4,000 legal products in print, CD, and online services within the corporate, government, and private law markets in Vermont and western Massachusetts and western Connecticut.

Mendez has been a life coach for over 10 years, working with senior executives and corporations in achieving life and business goals. He is also an Air Force veteran who studied business administration at Adirondack Community College and the University at Albany.

**Lorelei Barrett**, RHIA, CHC, CHPC, director of health information services and corporate compliance/privacy officer at Saratoga Hospital, has successfully earned her certification in health care privacy compliance (CHPC) from the Compliance Certification Board.

Barrett received the certification after passing an examination on health care privacy compliance. This new credentialing will help Barrett ensure that Saratoga Hospital follows federal, state, and local regulations on maintaining the confidentiality of private health care information.

Also, two hospital staff members recently earned new certifications from the National Certification Board for Sterile Processing and Distribution:

**Amanda Coss**, materials management supervisor, is now certified in sterile processing management.

**Julia Rivera**, certified central supply technician II, is certified as a surgical processing and distribution tech. □

Whiteman Osterman & Hanna LLP announced a new associate, **Genevieve Trigg**. Trigg will join the Environmental Practice Group at Whiteman Osterman & Hanna.

Trigg was an associate attorney at Tooher & Barone, LLP where her practice encompassed all aspects of environmental law.

She previously served as a legal intern for General Electric’s Environmental Health & Safety Department; the state Public Service Commission’s Office of Industry and Government Relations; and the state Department of Environmental Conservation’s Spills/Remediation and Water bureaus. She is a member of the New York State and American Bar Associations as well as the Saratoga PLAN, Community Planning Committee.

Trigg obtained her juris doctor degree from Albany Law School in May 2011. During law school, she was a founding member and the executive editor for research and writing of the Student Editorial Board for the State Bar Association’s Environmental Lawyer. Prior to law school, she graduated cum laude from St. John’s University, as a member of its nationally ranked Mock Trial Team.

Saratoga Casino and Raceway hired **Michael L. Vild** for its new general counsel position.

Vild will have responsibility for all legal and human resources matters for Saratoga Casino and Raceway and its affiliates, including the new Saratoga Casino Black Hawk in Colorado. The position will be based at the casino in Saratoga Springs.

Vild previously represented both Delaware Park Racetrack and Casino in Delaware and Maryland’s Casino at Ocean Downs, serving as senior vice president and general counsel.

He is 1991 graduate of Notre Dame Law School and received his bachelor of music degree from the Ohio State University in 1988.

Caffè Lena announces that **Dianne Winter** has joined the staff of the landmark Saratoga music venue as associate director.

Winter will be responsible for attracting financial supporters to the non-profit arts organization and overseeing its annual budget. She will manage Caffè Lena’s annual fund campaign, solicit grants and major gifts, and assist the board of directors with a capital fund drive to cover the cost of modernizing the building that has been home to Caffè Lena since 1960.

Winter comes to Caffè Lena from Salem Art Works in Salem, where she also served as associate director and booked the annual SAWFest music festival. She earned a master of arts degree in arts management from American University in 2011 and a bachelor of science degree in business administration from Washington and Lee University in 2005.

She held internships at Wolf Trap Foundation for the Performing Arts in Vienna, Va., and ClancyWorks Dance Company in Silver Spring, Md. She has also served as a client services manager for Cambridge Associates LLC., in Arlington, Va.

**Maryanne Davis**, pharmacy director for Saratoga Hospital, was recently presented with an award for her selection as Mentor of the Year by the students in the New Visions Health Career Exploration program.

Davis has served as a mentor for the New Visions program for 15 years.

New Visions is a rigorous academic program designed for college-bound high school seniors interested in majoring in healthcare-related fields. New Visions has been working with Saratoga Hospital since 1998. □

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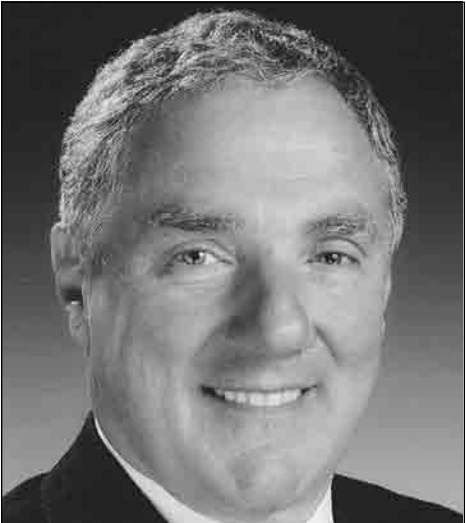


# Hodgson Russ Opens Law Office In Saratoga

The Hodgson Russ law firm announced its newest office location at 60 Railroad Place, Suite 300, Saratoga Springs.

The office opened May 20, with the relocation of the firm's Johnstown office staff to the Saratoga Springs office. They will be joined by several attorneys from the firm's Albany office, officials of the firm said.

"Hodgson Russ has been proud to serve the Capital District region with dedicated law offices since 1990, and we are delighted by the prospect of serving many of these client through this new and larger office location," said Mario J. Papa, managing partner of the new office. "We believe this will



Mario J. Papa is managing partner of the Hodgson Russ office on Railroad Place.

Courtesy Hodgson Russ

allow us to provide our valued clients with an even greater level of service while also allowing for a deeper level of commitment to the community."

In addition to Papa, Michelle Merola and Eleanor M. Zimmerman will be resident attorneys in the Saratoga Springs office, and Noreen DeWire Grimmick and Christopher M. Martell will divide their time between the Saratoga Springs and Albany offices.

These attorneys will be joined as needed by visiting attorneys from other Hodgson Russ offices.

John P. Amershadian, president of Hodgson Russ, said, "With our new location, all of us at Hodgson Russ are excited to become an even stronger part of the Capital District region. We look forward to continuing to advance through this office the firm's long-standing and unwavering commitment to legal excellence and to the communities where we and our clients live and work."

Hodgson Russ also has offices in Albany, Buffalo, New York City, Toronto and Palm Beach, Fla.

Hodgson Russ facilitates the U.S. legal aspects of transactions around the world. Officials said the firm's attorneys practice in virtually every substantive area of law and generally use multidisciplinary work teams to serve the specific, often complex, needs of clients, which include public and privately held businesses, governmental entities, nonprofit institutions, and individuals.

Established in 1817, Hodgson Russ is one of the oldest law firms in the United States. The Saratoga Springs office can be reached at 736-2900. □

## Business Briefs

Continued From Page 3

**sional Association** will host a Hawaiian luau fundraising event on Saturday, July 27, at the Brickyard Tavern & Grill, 70-72 Milton Ave. in Ballston Spa.

A cocktail hour starts at 6 p.m. with a full dinner buffet, including a Hawaiian pig roast, at 7 p.m. There will be a silent auction from 6-9 p.m. featuring donated items and services from many local businesses, a limbo contest, music and dancing.

Tickets are \$30 per person. Proceeds from the event, as with all BSBPA fundraisers, go back into community to support free events like concerts in the park and village beautification projects.

Tickets are available in advance from any BSBPA board member, online at [www.ballston.org](http://www.ballston.org) or call 885-2772. Tickets will also be available at the door.

Silent auction donations are still being accepted. Interested people can contact Sam Capuano, [wsamcap@gmail.com](mailto:wsamcap@gmail.com), 281-1072, Kimberly Salerno [kim@salernolawny.com](mailto:kim@salernolawny.com) or Kelly Delaney-Elliott, [kelly@elliottps.com](mailto:kelly@elliottps.com). □

# Group Gives Grant To High School In Kenya

Loisaba Community Conservation Foundation Inc. in Kenya was awarded a Soroptimist Global Initiative Grant, which will be used to provide computer and Internet access to the Ewaso Primary School's 42-plus students and teachers.

Providing computer and Internet access to the school's students and faculty will increase the educational opportunities for the community, Soroptimist officials said. The grant will go toward supplying secure, dust-free space for the computers, a computer technician, and training and support for Ewaso teachers.

Access to the Internet will give Ewaso teachers and students increased educational opportunities and awareness of world news. Many of the teachers live several hours away from their family and friends. Internet access will provide a higher quality of life for the teachers, allowing them better contact with loved ones, officials said.

For the past six years, the students of Ewaso Primary School have been exchanging pen pal letters with students at the Maple Avenue Middle School in Saratoga Springs and the Scotia-Glenville Middle School in Scotia. Once the Internet connection is in place, the hope is to institute Skype sessions between the pen pals.

This on-going program has greatly enriched the writing and communication skills of the students both in Kenya and the U.S. as well as given them a first-hand experience with their different cultures.

Loisaba Community Conservation Foundation is a non-profit organization which serves the Ewaso community located in the Laikipia Valley in Kenya, 100 miles north of Nairobi. Information can be found at [www.LoisabaCCF.org](http://www.LoisabaCCF.org).

Through LCCF's efforts funds are provided to employ elementary school teachers, build housing for students and teachers, new class rooms and a dining hall, to provide for a nurse and physician's assistant for the Ewaso community, and to sponsor scholarships for high school, college and professional students.

LCCF recently received news that one of their first scholarship students has graduated from medical school and will be returning to the region to practice medicine. Due to LCCF's sponsorship the first female student from Ewaso has been accepted into medical school.

To date, LCCF has sponsored over 50 secondary, college and university students, as well as provided teachers, classrooms and supplies for over one thousand Primary School students and services for Nursery School children.

Local trustees include Jim Towne and Susan Bartkowski, both of Towne, Ryan & Partners, P.C.

LCCF also provides support for conservation and animal husbandry and has just joined a local rapid response anti-poaching campaign to support efforts to stop the slaughter of rhinos and elephants. □

## Social Media

Continued From Page 8

social marketing, valuable time is taken away from making money. Mannix said business owners have to be involved to keep the social contact genuine.

"The best thing to retain in-house is the daily social media posting, as authenticity matters," she said. "However, we help most of our clients set up their accounts properly and assist them with a plan."

"Businesses can learn to maximize social marketing," Mannix said. "But if the owner has literally no time, social marketing may not be the best venue for them."

A top trend today is optimizing web sites and social network sites for use by cellular phones, tablets and anything new and mobile.

Mannix said that since the beginning of the year, her firm has been converting client sites for mobile use. She said hits on a site that come from mobile devices is now up to 25 percent and growing.

"There have been more changes in the digital marketing industry in the past three months than in the past ten years," she said. □

# Teal, Becker & Chiaramonte Shareholders Name Drislane A New Managing Partner

The shareholders of the regional accounting firm Teal, Becker & Chiaramonte, CPAs,PC, elected James W. Drislane, CPA as the new managing partner.

TBC, located in Albany, serves a large client base throughout Saratoga County and the Capital Region.

"I am delighted to have been elected as TBC's managing partner," Drislane said. "TBC has always focused on exceptional relationships with its clients and employees and I plan to continue that effort. I am honored to lead the firm and look forward to the challenge this role will bring."

Drislane joined the firm in 1983, when there were less than 25 associates, and he has been an integral part of the firm's growth to more than 80 employees, all of whom work out of one office in Albany.

A graduate of Siena College and a lifetime resident of the Capital Region, Drislane is a member of both the American Institute of Certified Public Accountants and the New York State Society of CPAs. Over the years, he has developed a diverse client portfolio while serving as an appointed member of the firm's executive committee.

Drislane's client engagements consist largely on commercial entities, such as construction contractors, professional practices and automobile dealerships as well as not-for-profit organizations including colleges and universities.

Prior to Drislane's election, the firm's immediate past managing partner was Robert H. Kind, CPA and before that, John A. Chiaramonte, CPA, both of whom remain active in the business.

"Client service is Jim's top priority. He is always looking out for the client's best interest and he instills this upon staff of all levels, making him an excellent candidate to lead the firm into the future," Kind said. "His strategy includes concentrating on the growth of the accounting and auditing side of the business,



James W. Drislane, CPA, is new managing partner at Teal, Becker & Chiaramonte.

Courtesy Teal, Becker & Chiaramonte

while continuing to further develop the valuation, forensic accounting and pension services."

Drislane will develop and monitor all aspects of the firm's strategic plan, marketing plan, business development plan and share in the executive committee responsibilities.

In the last year, TBC acquired another local Albany accounting firm and made new hires to reinforce its forensic accounting and litigation services practice.

"Staff development is a key ingredient to our firm's success," Drislane said.

"We focus on providing mentorship opportunities that encourage professional and personal development. The demands of our business can be daunting, so we do everything possible to allow our associates to keep a positive work-life balance," he stated.

TBC was founded in 1971 and serves thousands of clients in the areas of accounting, auditing, tax and advisory services. □

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4pm. Dinner 4pm-10pm. 518 580 0312. [www.saratogamaestros.com](http://www.saratogamaestros.com). Tucked away in the village of Round Lake, **Lake Ridge** is less than 15 minutes from both Albany and Saratoga Springs, just a half mile from the Northway and even less from route 9. Lake Ridge is a fine dining restaurant with excellent food, great service and an inviting ambiance, featuring three dining rooms and a mahogany bar. Groups can have lunch in the bright and sunny Saratoga room. Or for a business luncheon choose the more private green room. Chef Scott Ringwood's lunch menu offers a wide variety of entrees, salads, sandwiches and burgers. Lake Ridge is perfect for dinner, whether it is enjoying an entrée favorite or something on the expanded small plate menu. The new American cuisine consists of the freshest seafood, great steaks including prime, veal, pastas and a great selection of daily specials. At Lake Ridge there is an extensive wine menu to accompany any meal along with a large beer selection and a full bar. Martinis and specialty drinks are plentiful. The Lake Ridge bar is stocked

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*Dining Guide*

with an abundant supply of over 30 scotches and 20 bourbons. Lunch is served Tuesday through Saturday 11:30 a.m. to 2:30 p.m. Dinner is served Tuesday through Sunday starting at 4:30 p.m. The bar is open daily from 11:30am until close. **The Seven Horse Pub** 43 Phila Street in Saratoga offers one of the finest pub and dining experiences in town. Erected in the 1860s and originally home to Heaslip's Food Market, it later became the renowned Mother Goldsmith's Restaurant. Caricatures of well-known patrons from the 1940s and 50s hang on the walls, offering glimpses of the past to modern day patrons. The spacious yet cozy downstairs pub has the original brick wall and boasts a 50 foot long red oak bar, well stocked with draft and bottled beers and complimented by a wide variety of wines and specialty cocktails. Everything is homemade, including a variety of barbecue sauces. Their award-winning chowder is a unique blend of smoky lobster bisque and fresh vegetables, topped with pulled pork and cornbread.

Many other mouth-watering options round out the menu. Several large TV's situated throughout the pub make it a perfect place to watch your favorite sports team with friends. More intimate dining is available upstairs in the beautifully renovated Phila Room. The hand-crafted bird's eye maple bar and exposed beams make this a truly inviting and relaxing Saratoga setting to enjoy a delicious meal with friends. The Phila Room is also available for private parties, rehearsal dinners, wedding receptions, and business functions. Their newest feature is the magically transformed outdoor street café – Lena Lane – the cobblestone pedestrian walkway between The Seven Horse Pub and Hattie's. It's the perfect place to enjoy the true flavor of Saratoga. The Seven Horse Pub is open 7 days a week, from 4pm until 2am Monday through Friday and from 11am until 2am on Saturday and Sunday. For reservations call 518-581-0777. On Facebook and at [www.sevenhorsepub.com](http://www.sevenhorsepub.com).



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Mara King



# Route 50 Crosswalk At West Avenue Is A Key Part Of Saratoga, State Trail Systems

The state Office of Parks, Recreation and Historic Preservation celebrated National Trails Day in June by announcing the completion of a signalized crosswalk on Route 50 near West Avenue.

The road crossing marks the completion of a key component of the Saratoga Springs Greenbelt Trail by linking the Saratoga Spa State Park trail system to the city's Railroad Run trail, which is across Ballston Avenue (Route 50) from the park.

"I'm grateful to Gov. Cuomo for his commitment to investing in the parks, trails and recreational opportunities that make New York state so attractive to residents, visitors and businesses," State Parks Commissioner Rose Harvey said.

Saratoga Springs first developed the Railroad Run trail in the early 1990s. When the YMCA was opened in 2007, Railroad Run was extended to the new facility. This year, the city completed the trail by clearing and paving the trail from the YMCA to Route 50.

The opening of the crossing was celebrated at the YMCA. Runners, walkers, bicyclists, and baby strollers gathered to be the first to use the new crossing. The crosswalk features a traffic signal that turns red with a press of a button to stop traffic for safe crossing.

State Department of Transportation Commissioner Joan McDonald said "safety is the top priority ... the department is happy to contribute to this effort to link the trail systems on either side of Route 50, while also making trail users and park visitors safe when crossing this thoroughfare."

A bicycle and pedestrian crossing for Ballston Avenue has been featured in numerous trail plans for decades, including the Saratoga Springs Comprehensive Plan and Open Space Plan, the Saratoga County Green Infrastructure Plan, and the Saratoga Spa State Park Master Plan.

A study funded by the Capital District Transportation Committee in 2009, the Route 50 Southern Gateway Study, enlisted DOT as

a critical partner in the project. With funding from New York Works and the federal Recreational Trails Program, State Parks contracted Callanan Industries to build the signalized crosswalk and to develop the trails north on the east side of Ballston Avenue connecting to the Avenue of the Pines.

DOT will operate and maintain the light. "The Route 50 pedestrian crossing is a critical link in the development of a Greenbelt Trail for Saratoga, expanding and linking the Railroad Run trail with the impressive collection of trails in Saratoga Spa State Park," said Barbara Glaser, Saratoga Capital District Regional State Park commissioner.

"Saratoga PLAN has been collaborating with many partners and trail user groups to advance the vision of a county-wide trail network for both recreation and transportation. It is exciting to see another piece of the puzzle in place" said Maria Trabka, executive director of Saratoga PLAN.

Harvey said the visitor experience will be further improved by the completion of new trails throughout the state park.

Last year, the park completed \$125,000 of trail work to connect the Saratoga Auto Museum and the State Seal Spring with the new crossing location.

In addition, the Friends of Saratoga Spa State Park are spearheading the redevelopment of the beautiful Ferndell Trail, while Adirondack Trust Co. has been heading up continued improvements to the mineral springs trail in the southern end of the park.

The state Office of Parks, Recreation and Historic Preservation oversees 179 state parks and 35 historic sites, which are visited by 60 million people annually. A recent study by Parks & Trails New York found that New York State Parks generate \$1.9 billion in economic activity annually and support 20,000 jobs.

For more information on any of these recreation areas, call 474-0456 or visit [www.nysparks.com](http://www.nysparks.com). □



Officials prepare to cut the ribbon at the unveiling of the new signalized crosswalk on Route 50 linking the state park trail system to the city's Railroad Run trail.

Courtesy Office of Parks, Recreation and Historic Preservation

# At Harness Track And Casino For 67 Years, Charlie Hoffman Celebrates 90th Birthday

Saratoga Casino and Raceway celebrated in June the 90th birthday of a team member who has been part of the company since 1946.

Charlie Hoffman, mutuel supervisor, began working at the harness track 67 years ago. His career started at the \$2 show window, part time, for only the summer seasons. He later became year-round staff as racing expanded.

After retiring from the U.S. Postal Service, Hoffman continued to work for Saratoga Casino and Raceway, climbing the ranks. He has been a full-time employee since 2007.

"I kept saying I wanted to stay here until I was 90 years old," he said. Hoffman accomplished that goal on June 25. "My wife keeps telling me I'm either going to die at the track or on the golf course."

Hoffman's career at Saratoga Casino and Raceway has spanned most of its history, as the Saratoga Harness Track first opened just five years prior to his start, in 1941. He has seen the track transition from the days of figuring out odds by hand, to current technological advances including online wagering through the SaratogaBets platform and simulcast racing.

Hoffman's memories from over the years are enriching and entertaining for both team members and racing customers, alike.

"He has an incredible work ethic and is here if there's anything needed of him. Charlie is

probably the best example here of our signature service standards. He just really believes in top notch customer service," said Don Braim, senior vice president of racing operations. "He's very well respected. He's trained in almost every position in that department and excels at dealing with any problem."

Hoffman will be taking time away from the track for his 90th birthday, to go golfing. Bill McQuiston, mutuel manager at the harness track, will be taking him. They have worked together since 1974, when Hoffman got McQuiston the job.

"He's doing exactly what he wants to do," Braim said. "I wouldn't be surprised if he hadn't taken time off and was working here at the casino on his birthday, because he would still be doing what he loves."

Saratoga Casino and Raceway, located on Crescent Avenue in Saratoga Springs, NY, features over 1,700 slots, electronic table games, Vapor Night Club, two full-service restaurants with buffets, a casual dining restaurant, three full-service bars, deli and a variety of guest services including valet parking and coat check.

Operating hours for the gaming facility are 9 a.m. to 4 a.m. every day.

Simulcast races can be viewed seven days a week and live harness racing runs March through mid-December. For a full racing schedule and additional information, visit [www.saratogacasino.com](http://www.saratogacasino.com) or call 800-727-2990. □

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