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SARATOGA

M A G A Z I N E

March 2016

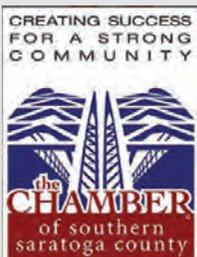
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A photograph of a light-colored ceramic vase filled with several vibrant pink daisy flowers. The flowers are in sharp focus, showing their many layers of petals and green centers. The background is a soft, out-of-focus white.

**Desmond Media
Celebrates 25th Anniversary**

**Quest for Grace
Provides Foster Children
with Free Clothes**

**Fireball Run to Highlight
Southern Saratoga Region**



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Spring Excitement in Southern Saratoga County!

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We are bold enough to attempt anything here in Tech Valley, including hosting some great celebrations! 2016 marks the 200th Anniversary of both the Village of Stillwater and the Town of Waterford. It’s also the 175th Anniversary of the Saratoga County Fair. Our venerable business community celebrates milestones every year, with 50th Anniversaries for Stiles Excavating (Halfmoon – 2014), Bell’s Auto Driving School (Clifton Park – 2015), a 60th for the Connors Agency (Mechanicville – 2015), 90th for Earl B. Feiden Appliances (Clifton Park – 2016), and many more.

We innovate, from the marine industry to manufacturing, agriculture and transportation. Our local chamber serves 17 municipalities, including Ballston Lake, Ballston Spa, Burnt Hills, Charlton, Clifton Park,



Crescent, Halfmoon, Jonesville, Malta, Mechanicville, Milton, Rexford, Round Lake, Schuylerville, Stillwater, Vischer Ferry, and Waterford, plus nearby towns such as Glensville. Their diversity provides the spark that gives us our unique economic resilience.

An international spotlight will be focused on southern Saratoga County on September 29/30, 2016 as the Fireball Run adventure travel series comes to the neighborhood! Visit www.fireballrun.com for more details, and watch for social media posts with the hashtag #fireballrun.

The Chamber of Southern Saratoga County maintains an information center at the Clifton Park Rest Area between Exits 9 and 10 on the Northway, plus offices in downtown Clifton Park and Waterford. Details are a www.southernsaratoga.org, or call (518) 371-7748.

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Peter P. "Pete" Bardunias, IOM - President/CEO
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 2345 Maxon Road Ext.
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 518-374-4141
 www.dailygazette.com

Randy Lewis Advertising Director
 Gary LaBelle Retail Advertising Manager
 Kelly Murray, Deb Smith, Denise Danz Advertising Representatives
 Diana M. Foti Layout and Design



The Chamber of Southern Saratoga
 58 Clifton Country Road, Suite 102
 Clifton Park, NY 12065
 www.southernsarotoga.org

Peter P. Bardunias President and CEO
 Nigar Hale Vice President, Marketing and Membership
 Christine Donohue Vice President, Finance and Administration
 Sandy McAlonie Membership Consultant
 Liz Roggenbuck Member Services Manager
 Sheila Whinnery Member Services Assistant

Editorial and Photo Contributors

Pete Bardunias, President/CEO
 The Chamber of Southern Saratoga County
 Contributing Writer

Lee Coleman
 Contributing Writer

Michael Hale
 Photographer

Nigar Hale
 Contributing Writer

Peter Barber
 Gazette Photographer

Penny Heritage
 Contributing Writer

The Southern Saratoga Magazine has been produced in partnership with The Chamber of Southern Saratoga and the Marketing Department at The Gazette Newspapers. The contents of this magazine are copyright 2016 by The Gazette Newspapers. Any reproduction of the contents of this magazine are strictly prohibited without permission.

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Spring 2016

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 Saratoga County Fair

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Published: Friday, May 6th, 2016

Deadline: Friday, April 8, 2016

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Desmond Media Celebrates 25th Anniversary

By LEE COLEMAN
Contributing Writer

Denise Desmond says being flexible and listening closely to her clients' needs have translated into 25 years of success for her business, Desmond Media and Marketing.

Desmond started her own agency in 1991 after working for larger media and marketing firms in the Capital Region.

"Coming from the (big) agency business and seeing their rise and fall, I kept it small on purpose," Desmond said about the business she operates from a dedicated office in her home on Saratoga Farm Road in the town of Malta.

"I kept it small so I could be flexible," she said. If she needs more depth in one area or another she can call the many contacts she has in the marketing and media industry.

Her firm currently has four full-time employees but can expand quickly to meet a client's media requirements.

"We have long-term relationships with creative people in the marketplace," Desmond said.

For example, Desmond sometimes calls on Herman Schnurr to collaborate on projects. She once worked for the former Schnurr & Jackson agency in Albany as media director. Schnurr & Jackson was a large agency with major accounts including GE, New York City Ballet, Comedy Central and the A&E Network.

Schnurr is currently an independent consultant and has helped Desmond with some of her larger clients over the years. "We can swell to about 10 (employees). We have a pretty flexible business model," Desmond said.

Her current staff includes herself as owner, president and senior media director; Kim Clark Lemme, media director; Daniel Cunningham, vice president of client services, and Rob Picotte, chief financial officer. Picotte is Desmond's husband.

Desmond worked in radio and television sales and operations before getting into advertising and marketing. She said this has always given her an advantage when purchasing tele-



Denise Desmond, president, owner and senior media director.

vision or radio air time for clients.

"I love coming up with solutions for people without breaking the bank," Desmond said.

Some of her current clients include Saratoga Hospital, Saratoga Performing Arts Center, and Maria College. Past clients have included Time Warner, Old Brick Furniture, and Saratoga Gaming and Raceway.

The media and marketing landscape is constantly changing, she said. Clients come and go for one reason or another.

"Sometimes an agency calls us. They may be strong in creative but don't have a media department. This might mean one, two or three new

clients for us," Desmond said.

Whether the client has \$30 million to spend on a marketing campaign or just \$30,000 to spend, Desmond and her staff study the client's needs carefully. "I like coming up with the best solutions and having it be creative," she said.

Some solutions include five and ten second commercials that suit some clients perfectly.

Saratoga Hospital is one of her largest clients. "We help them with their branding campaign," she said. Desmond Media and Marketing also helps the hospital market its new services and new employees such as surgeons and other medical personnel.

Kim Clark Lemme, media director, has been working for Desmond for the past decade.

"I work on all of the accounts. Everything I do I work directly with Denise," Lemme said.

"She's amazing, she's brilliant," Lemme said about Desmond. Lemme said Desmond has been a "visionary" in light of the many changes in the media and marketing field in the past 10 years.

"She taught me to never stop asking questions," Lemme said. Desmond Media attempts to get a comprehensive understanding of a client's business and media needs.

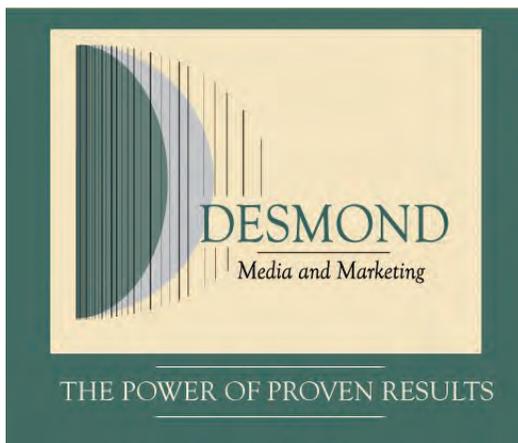
“Every client is different and every client has different needs,” Lemme said.

“You need to understand the business and stay ahead of the curve,” Lemme said. She said Desmond has been a mentor to her. “She’s full of passion (for her client’s success),” she said.

“She’s just a genuine caring person who understands this business,” she said. “If there are 9th hour changes needed, do it right. We will play to the last second to make sure we are putting out the best campaign.”

Desmond is the oldest of seven children. The family lived in Albany for the first 10 years of her life before moving to Schenectady. She earned her associate’s degree in human services at Schenectady County Community College and worked for the Association of the Blind for four years before going back to college to get her degree in economics and business at the State University of New York at Albany. Then Desmond started her career in radio operations and television advertising sales. She later moved into advertising and marketing, eventually working at the Schnurr & Jackson Inc. firm before starting her own business. She started Desmond Media and Marketing when her daughter, now 26 and living in Brooklyn, was just a baby.

She and her husband, Picotte, enjoy the outdoors and staying in shape. She was an avid downhill skier until she took a bad fall and broke a shoulder. It took six months to recover from that fall so now she enjoys snow shoeing and cross country ski-



ing in winter and riding her bicycle in the warmer months.

“We’ve handled accounts longer than most agencies get to, some up to 15 years. That’s a nice indication that we are doing good work,” Desmond said.

One of her more interesting campaigns was for Sutton’s Marketplace in Queensbury. Television cooking show host Rachel Ray, a Lake George native, agreed to be part of a television ad for Sutton’s in 2005.

“She said she would be more than happy to do a commercial,” Desmond said about Ray. “She walked through the

store, being herself,” she said.

Some years Desmond Marketing and Media has done as much as \$30 million in placing media spots on television, online, outdoor, and on radio. Those years included a considerable amount of work for the New York State Department of Health.

“We have never been lower than \$3 million,” Desmond said. Since 1995 Desmond Media and Marketing has been on the Albany Business Review’s list of top 20 women-owned businesses in the Capital District, according to a statement on the company web site (www.desmondmedia.com).

“This is the best job I have ever had,” said Lemme. “She is the best person to work for. I’m grateful for what she did for me so I do my best for her,” Lemme said.

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Quest for Grace

Provides Foster Children with Free Clothes

BY LEE COLEMAN
Contributing Writer

A Rexford couple has created a foundation that provides free clothing, toys, and other items to foster children in southern Saratoga County and surrounding counties to address a problem they experienced first hand.

Michele Ianniello and her husband, Dr. Louis Ianniello, were foster parents to Julia Grace who was just 5-1/2 months old when she came into their home. The infant was severely developmentally delayed but in just six months with the Ianniellos the child exceeded her developmental milestones and quickly became a much-loved part of their family.

Julia Grace was with the family for three years. The Ianniellos attempted to adopt the child they loved but a mid-level appeals court returned the girl to her biological parents.

The loss was devastating at first but the Ianniellos decided to turn this heartbreaking loss into something positive. They created the Quest for Grace Foundation in 2005 that has grown over the years and now operates its own store at 1482 Erie Boulevard in Schenectady.

"Many of these (foster children) come to their new home just wearing the clothes on their back," said Michele Ianniello. She said foster children often need pajamas, underwear, winter clothing, cribs, car seats, and toys.

"We used a lot of our own money," Ianniello said about their experience more than a dozen years ago with Julia Grace, for



Michele Ianniello, founder of Quest for Grace, at the foundation's store on Erie Boulevard in Schenectady.

whom the foundation is named.

The Ianniellos saw the real need to provide free clothing and other essentials to the struggling foster parents.

"Everything happens for a reason," Michele Ianniello said. She said instead of a sad story about the loss of a loved foster child, she likes to think of their story as a happy one, a story that led to the creation of their foundation.

"In the end everything works out," she said.

"People donate things, we meet so many wonderful people,"

she said. She said she loves to see the joy on a child's face when their foster parent brings them to the Quest for Grace store for the first time and they can pick out clothes as well as a toy and a book.

"When you see how happy these kids are, it makes you feel good and grateful," she said.

The Quest for Grace store on Erie Boulevard is fully stocked with new and gently used clothing, toys and equipment like strollers and cribs.

Ken DeCerce, the former supervisor for the town of Halfmoon, and his wife, Rachel, have been volunteers for Quest for Grace since 2008. DeCerce is an ambassador at large for the foundation and helps the foundation seek grants from the public and private sectors.

Like other volunteers and patrons of the foundation, DeCerce and his wife collect children's clothing at garage sales and through word-of-mouth.

"Rachel goes to garage sales, she looks for pristine things," DeCerce said. She brings the best items of clothing to the store on Monday, the day she volunteers.

"The store on Erie Boulevard looks like a nice (retail) store," DeCerce said. But everything in the store is free to foster children.

The store has three paid part-time employees and a dozen volunteers who work at the store, which is open from 9 a.m. to noon on Monday, Tuesday, Thursday and Friday.

"Being a foster parent is a tough job. It puts a lot of stress on foster parents. That's where my foundation comes in," Michele Ianniello said.

The trend is that more and more children are being placed into foster care. The foundation notes that foster care was intended to be temporary but many of these children remain in care for years (on average 2-1/2 years with a 40 percent chance of experiencing three or more placements).

The Quest for Grace Foundation provides a week's worth of clothes for each foster child including such things as boots, hats and winter coats.

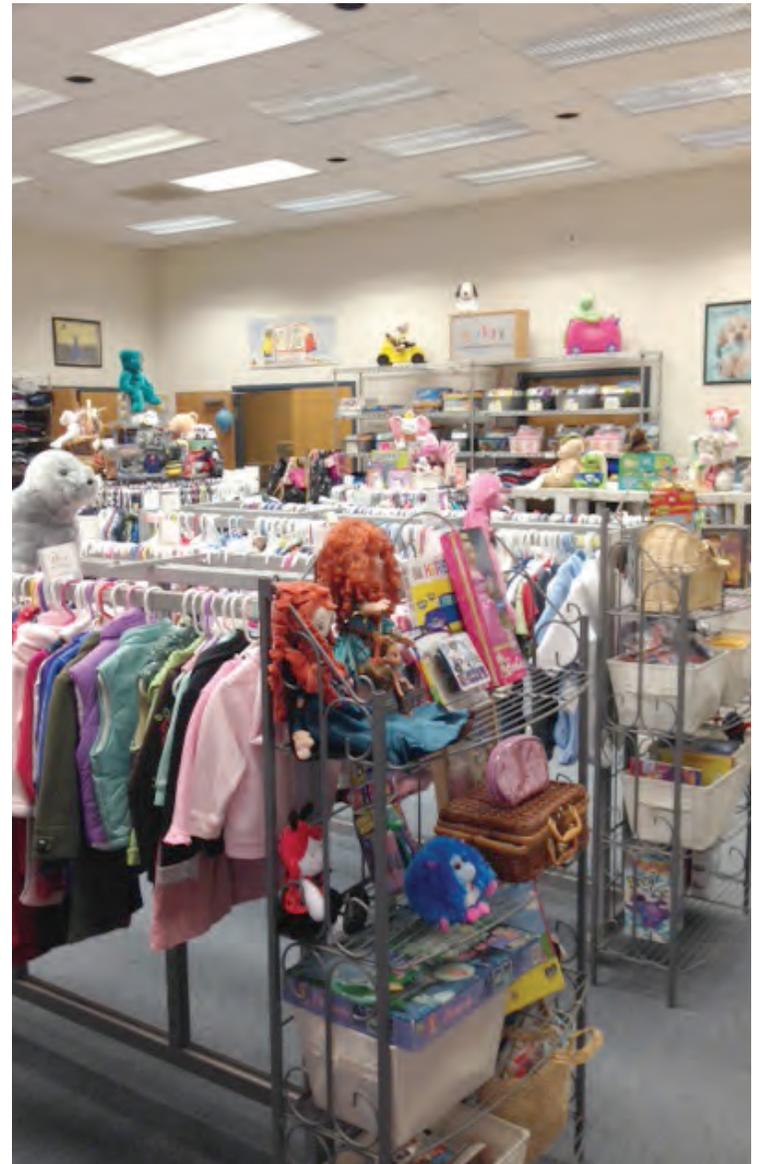
The child can come in to get clothing twice a year. Pajamas and underwear are always new while some of the other clothing is often gently used. Every child is also allowed to select a toy from the store's toy room.

To be eligible to receive free clothing and other items, the foster parents must provide their care worker's name and county with which they are working as well as their Department of Social Services paperwork.

Ianniello said she is seeing more and more grandparents on a fixed income caring for their grandchildren full time. Grandparents or other relatives age 65 and older given custody of their grandchildren through Department of Social Services in



The advertisement features a silhouette of a family (a woman, a child, and a man with a suitcase) walking through an airport terminal. To the right is the Albany International Airport logo, which includes the text "Albany International Airport" and "Capital Region Gateway". Below the logo, the text reads: "American Airlines Now flying new, non-stop daily flights Albany to Chicago O'Hare". At the bottom, it says "ALB... Easy in... Easy out..." and "Visit flyalbany.com".



The interior of Quest for Grace, a free clothes store on Erie Boulevard.



Quest for Grace store on Erie Boulevard in Schenectady where foster parents can get free clothes and other items for their foster children.

approved-relative foster homes are also eligible for the free clothing and other items through the foundation.

Dr. Ianniello and his wife were recognized by Siena College in 2013 for their work with the foundation and the Chamber of Southern Saratoga County has nominated the foundation for an inspiration award.

"I've met people who have been foster parents for 25 years. They are the ones who really deserve an award," Ianniello said.

"We are just a husband and wife trying to make a difference," she said. The Ianniellos have two older daughters and a four-year-old son, all their own biological children. Dr. Ianniello is a family physician with Capital Care.

DeCerce said the foundation thrives on donations and its volunteers. He said the foundation also holds two fund raising events during the year. The first is a golf outing that will be held June 17 at Ballston Spa Country Club and the second is a gala dinner event to be held in September. Details of these events and more information about the foundation can be found on the Internet at www.questforgrace.org.

"What Michele and her foundation have done for our foster children is nothing short of amazing," said a foster mother named Yvette.

"She has quality goods for them and is always striving to find the latest and greatest supplies. Her mission is one to be admired and I truly don't know what we would have done without her kindness," she wrote in a note to the foundation.

"We have had emergency placements where children come with virtually nothing but a plastic bag with a couple of items in it. Thank you Michele and Quest for Grace. You are truly a blessing to us all," Yvette said.






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Town Creating Park and Preserve on 246-acre Hawkwood Tract



Hawkwood around 1900. In the picture is the owner Guy Baker and his wife the Countess Louise Irene Palma Di Cesnola.

By LEE COLEMAN
Contributing Writer

The town of Ballston is in the early stages of creating a passive park on the recently acquired Hawkwood Estate property on Middle Line Road that will eventually feature miles of nature trails.

"It is really exciting, we are creating a park from scratch," said Ballston town historian Rick Reynolds.

Late last year the town purchased the 246-acre heavily wooded property that was once the site of the Hawkwood mansion built in the late 1700s, after several years of negotiations with the property owners and others. The mansion burned in the 1960s but the foundations of the main house and outbuildings remain.

"For the town to get the property was a dream come true for many of us," Reynolds said. He said the property is historically significant and environmentally important because the Delevan Brook (named after one of the early property owners, Edward Delevan) runs from the property to Ballston Lake.

One of the more interesting historical features on the property is a 20-foot-high, free-standing fireplace in the northwest corner of the land. "Whether it was attached to a house or not, we would like to investigate that (the fireplace)," Reynolds said.

Town Supervisor Tim Szczepaniak, who took office in January, said the Town Board has appointed new members to the Town Parks and Recreation Committee who are busy researching and making plans for the passive recreational park. As a master plan for the park and preserve is developed town residents will be surveyed to see what they would like to see at the site. The immediate plans include two archaeological digs in July led by New York State archaeologist Dr. Christina Rieth.

The Frank W. Schidzick estate gave the town nearly \$1 million some years ago for the preservation of recreation land in the town. The town used some of this money to purchase the 246 acres from the Taylor family which had owned the land since the mid 1930s.

Saratoga PLAN (Preserving Land and Nature), the Taylor family, and the town of Ballston worked together to preserve the property as "forever wild" but open to the public for passive recreational uses such as hiking and cross country skiing.

Saratoga PLAN, a nonprofit conservation organization, entered into a legally-binding agreement between the Taylor family and Saratoga PLAN that ensures the protection of the property's ecological, scenic, and recreational values for future

generations, according to a statement from the Saratoga Springs-based organization.

According to the agreement, the town of Ballston will own and manage the land while Saratoga PLAN will be responsible for ensuring the conservation easement is upheld over time.

"The agreement permits public access for recreational purposes that do not significantly impair wildlife habitat, the natural forest community, or wetland and aquatic habitats," says a statement released in late December by Saratoga PLAN.

Town officials are discouraging people from entering the property at present until a trail system can be created and some open wells properly covered. Supervisor Szczepaniak said early plans include a short trail loop of a mile or so and a longer loop of six or seven miles.

"It's really a fantastic opportunity," the supervisor said. He said the land will eventually be used for school field trips, be studied as a historic site, and be an area where Boy Scout projects can be conducted.

"We are trying to come up with a name for the preserve," Szczepaniak said. He said a parking area is needed off Middle Line Road. He would also like to see the Hawkwood Estate property be connected by a trail to town land on Goode Street.

The Schidzick trust paid the Taylor family \$575,000 for the Hawkwood land, according to records on file with the Saratoga County Clerk's office. The town then acquired the property for one dollar. About \$300,000 remains in the Schidzick trust for improvements to the nature preserve and passive park by the town and stewardship by Saratoga PLAN, town officials said.

Town historian Reynolds said the original home on the property was built in the late 1700s by wealthy Henry Walton who decided to build in the town of Ballston rather than Saratoga Springs. The big house was purchased by Edward Delevan in 1832 and became known as the Delevan Farm which at that time went all the way from Goode Street to Ballston Lake.

In the 1880s the wealthy Guy Baker family bought the Delevan estate and renamed the mansion Hawkwood.



The free-standing fireplace as it looks today. Use unknown as of this time but hopefully our archeological dig may uncover clues about it.

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Reynolds, in a brief history of the property posted on the town website, said the Bakers are well documented in newspapers of their time. The marriage of Guy Ellis Baker to Louise Irene Palma DiCesnola on Dec. 28, 1904 was reported in the New York Herald. Other social events involving the Baker family were also reported in other newspapers of the early 20th century.

Hawkwood, where the newly married couple lived, was described in the New York Herald as a "fine estate" with a large entry-receiving hall of 20 feet by 30 feet, big enough to host balls and concerts.

The mansion had 11 fireplaces and at one time contained four pianos and mahogany furniture. Reynolds said the home's walls were lined in brick when they were constructed in the late 1700s for protection "against stray bullets and arrows."

The Hawkwood outbuildings numbered at least five, including a tenant house for farm workers, a creamery, an ice house, a hog house and barns.

Teddy Roosevelt visited Hawkwood to go fox hunting, Reynolds said.

"Although the house burned down fifty years ago, its importance is verified by its inclusion in the Library of Congress' Historic American Buildings survey," Reynolds wrote in his history of the property. Pictures of Hawkwood taken in the 1940s when the house was empty and in poor condition can be found on the Library of Congress website.

"The Taylor family talked about bringing it (the mansion) back to life," Reynolds said. But this never happened.

The archaeological digs on Saturdays July 9 and July 16 will be community digs. Reynolds said the town is trying to locate a small dump area used by the mansion from its earliest days as an ideal location for archaeological investigations. The existing

free-standing fireplace will also be investigated at that time.

"My family purchased Hawkwood in 1936 at a farm auction," said John Taylor. "For many years the fields were used for farming and some of my fondest memories are picking wild strawberries, which grew abundantly in several meadows that are now the woods that are there today," Taylor said in a statement released by Saratoga Plan.

The Taylor family donated the conservation easement to Saratoga PLAN and that organization simultaneously transferred title of the land to a trust set up through the will left by Schidzick. The trust then donated the property to the town of Ballston for management of the public nature preserve, according to the Saratoga PLAN statement.

The protection of the property from future development helps provide the public with clean air and water. Saratoga PLAN notes that the property is part of the Ballston Lake watershed and its protection "affords important buffers to its streams, which help the water quality, temperature, biota, and ecological functions of the lake."

"There are still a lot of questions," Reynolds said about how the park will be developed. A parking area is needed and possibly rest rooms near the parking area.

The town Parks and Recreation Committee is currently developing a master plan for the park and preserve. Town Board member Kelly Stewart is the board's liaison with the committee and involved in the master plan work.

Reynolds himself has developed a short presentation, including historic photos of the Hawkwood mansion, to be shown before community organizations and at town meetings. The presentation explains the historical significance of the site and potential plans for its use by the town.



Remains of foundation of the house which burned down in the 1960s.

UNDERSTANDING GREENWASHING

BY NIGAR HALE
Contributing Writer

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- Research online reviews from consumers and experts
- Shop from trusted sources

An excerpt from a blogger by guest blogger Ava Anderson, natural-beauty expert and safe-cosmetics advocate, we live in a world where companies use terms like "natural," "botanical," "pure," and "free" when their products are actually full of harmful chemicals. These companies spend millions on slick advertising campaigns to get you to buy their products--stacking the deck against you, the consumer. Many beauty corporations are beginning to realize more people are looking for products that are natural and safe, but few are actually delivering on their packaging's promises. To find truly safe products, here are four game-winning strategies that can put the odds back in your favor.

"We live in a world where companies use terms like "natural,"

"botanical," "pure," and "free" when their products are actually full of harmful chemicals." –Ava

1. Never succumb to pretty labels or alluring advertising.

Brands use phrases like "no parabens," "no dyes," and "fragrance free" emblazoned on packaging to catch the attention and dollars of unsuspecting customers looking for safer products. Don't just look at the pretty logos and claims on the front, though. Turn over your bottle or tube and READ THE FULL INGREDIENTS LABEL; it's all about the ingredients.

2. Learn the names of harmful ingredients.

Brands make big claims about one or several natural ingredients and hope customers won't notice the "nasties" that are added along with them. Beat them at their game by becoming an ingredient detective. See how far down the list those natural ingredients are, and what else is really in there. If "green tea extract" is the 25th ingredient on the list after a slew of six-syllable chemicals you can't pronounce, you probably shouldn't purchase the product.

In addition, if you see the word "fragrance" or "parfum" know that they can legally hide untold numbers of chemicals there.

3. Don't buy something just because a celebrity endorses it.

Companies pay huge sums to celebrities (especially those perceived as eco-friendly) to hawk their products. This doesn't necessarily mean that the products are healthy or natural, or that the sponsor even uses them.

4. Know who owns your favorite natural brands.

Brands simply buy "market share" by purchasing other brands, often changing formulations and introducing new ones. The majors are scooping up many brands you want to trust:

Burt's Bees sold to Clorox, Tom's of Maine sold to Colgate, Mrs. Meyers is now in the hands of SC Johnson. The natural market is just still only 10 to 15 percent, but it's growing fast, and it's often easier for large corporations to buy up that 10 percent than to create truly natural products. Be a smart consumer and know who owns your favorite brands.

At the age of 15, Ava Anderson launched her own line of personal-care and home-cleaning products, Ava Anderson Non-Toxic. Now an undergrad, Ava is educating hundreds of thousands of American families annually on the issue of toxic chemicals in personal care products through her line, which now includes baby, skin, face, hair, body, scents, bugs, candles, home, sun, and pet products. At Babson College in Wellesley, Massachusetts, Ava actively helps run her multimillion-dollar empire with 17 full-time employees. Her goal is to help force a paradigm shift on the issue of toxic chemicals in products.

<http://www.ewg.org/skindeep/>
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CONGRATULATIONS TO THE 2015 CHAMBER OF SOUTHERN SARATOGA COUNTY AWARD NOMINEES!

BY NIGAR HALE
Contributing Writer

ENDURANCE AWARD Nominees

These members have been nominated for exhibiting the dedication to excellence necessary to achieve long term success as well as tenacity and perseverance. The nominees are members in good standing with the Chamber of Southern Saratoga County and have been in operation more than five years.

Ballston Lake Improvement Association – (BLIA) – Member since 2015



Ballston Lake Improvement Association Water quality data collected and recorded by members of BLIA over the **past 20 years** proved persuasive in the success of bringing the proposed sewer project in the south eastern corner of the Town of Ballston and surrounding Ballston Lake to fruition. BLIA’s mission is to preserve the legacy and quality of Ballston Lake and their watershed.

Members of BLIA conducted a door to door campaign to educate the community about the importance of proceeding with the creation of a sewer district in the Ballston Lake watershed and in October, 2015, a Referendum passed in both the Town of Clifton Park and Town of Ballston.

DeCrescente Distributing Company – Member since 1996



In addition to running an exceptional company that has endured and grown through generations, the company has a long history of supporting and contributing to the well-being of the communities they serve. They take very good care of their employees and are extremely philanthropic. A family business since 1948, DeCrescente Distributing Company

has been recognized locally by the *Albany Business Review* as one of the Capital District’s Best Places to Work, year after year, and also one of New York State’s Best Places to Work.

Holiday Inn Saratoga – Member since 1983



Holiday Inn Saratoga has been in business for 52 yrs. Built by 1200 local investors it was the catalyst that spawned the city's economic vitality that continues today. Even with increased competition, it continues to be one of the areas' top 10 hotels by volume. They have been making memories for Saratoga County families for generations. Generosity & Volunteerism are the culture of Holiday Inn Saratoga. The staff serves

on 10 non-profit boards. 2015-they donated \$150,000 in money & in kind to 40 County organizations. Annually they host Relay 4 Life Team.

ENDURANCE AWARD Nominees Continued

State Farm Insurance – Lee Serino Insurance Agency – Member since 1979



The Serino Agency has been in operation over 50 years with a combined insurance knowledge between Ralph Serino and Lee Serino over 70 years of experience. They are people who make it their business to be a good neighbor. Their success is built on a foundation of shared values, quality service and mutual trust, integrity and financial strength.

INSPIRATION AWARD nominees

These nominated members have been in business for at least three years, are a source of inspiration and exhibit a culture of excellence in small business ownership.

Adirondack Basement Systems – Member since 2011



Adirondack Basement Systems has been helping homeowners with their basement needs for over 17 years. Kevin maintains A+ rating with the Better Business Bureau, and are the recipients of the 2010 & 2013 Torch Award for Market Place Ethics. His mission at ABS is to improve the life of each customer and colleague. Each employee at ABS understands that their reputation as an honest and ethical business is key to their success. Their mission providing healthier, safer homes by adding their basement wants & needs.

Desmond Media & Marketing – Member since 2008



Desmond Media and Marketing is an innovative small business that successfully brands and markets businesses, both large and small throughout the county. Both Denise Desmond and Rob Picotte, president and COO respectively, serve on the Board of CAPTAIN and give generously of their time and resources. The pro bono DVD Desmond Media produced was excellent.

Mother Teresa Academy – Member since 2005



Joyce Maddalone is an inspiration to all who know her (or meet her), she encourages others to develop to their full potential at MTA while encouraging growth of the school and community involvement among the staff, students and families of MTA. She has faced multiple trials and challenges since the founding of the school and yet stays focuses on the goal of providing a quality education for the children of MTA in a Christian based atmosphere.

INSPIRATION AWARD Nominees Continued

Pinnacle HR – Member since 2010



Pinnacle HR serves clients in Saratoga County and beyond. Their focus is strengthening small businesses by providing HR solutions that improve their bottom line. Rose Miller's HR expertise has been published in the Times Union, Saratoga and Glens Falls Business Journals and has inspired many owners to value and support their employees' needs.

The Quest for Grace Foundation – Member since 2012



The Quest for Grace Foundation (QfG) is a 501 c3 est. in 2005 by Dr. and Mrs. Louis Ianniello. QfG offers clothing and essentials for children in foster care in the NYS Capital District. Lou & Michele fostered 4 children. The 4th, Julia Grace lived with them 4 years. Adoption was complete in Saratoga County and was reversed by Appellate. QfG resulted. The Quest for Grace Foundation now serves 17 Counties in upstate New York. Their mission is to help foster children from newborns to teenagers. Children can visit twice a year to select a weeks' worth of clothes, underwear, socks, shoes, pajamas and more, as well as a toy or book to take with them to their new homes. Every item is free and nothing is sold. QfG tries to help lighten the burden of neglect, indifference and abuse and let foster children know that someone cares for them. Their work and mission is an inspiration to the community.

Site Solutions Worldwide – Member since 1999



With its attention to detail and unique team approach, Site Solutions Worldwide offers a level of service unsurpassed in the Capital Region. Nathalie Whitton and her team are passionate about superior customer service and strive to make each client feel special. Working with Corporate, Association and Government clients of all sizes and all over the world - simultaneously is a marvel and inspiration as a women-owned successful business with headquarters in Southern Saratoga County.

ENTREPRENEURIAL SUCCESS AWARD nominees

These small business members have exhibited a talent and passion that has resulted in outstanding success. These members have exhibited characteristics that include innovation, risk-taking and exceptional creativity in business.

ENTREPRENEURIAL SUCCESS Nominees Continued

eBiz ROI – Visionary Partner since 2012



Rick Noel is a leader in his field and always finds the time to assist others with their goals. He shares his knowledge and ideas to help others to grow. As a digital marketing agency, Co-Chair of the Ambassador committee, 1st Vice President of the Burnt Hills-Ballston Lake Business & professional Association, Rick selflessly gives his time

and expertise to businesses of all sizes to grow sales through the Internet while increasing Return on Investment. His experience at General Electric, Bellcore, Telcordia Technologies and Burst Media led him to found his company in 2009. eBiz ROI reflects the very essence of entrepreneurial success.

Revered Business Solutions – Member since 2000



Awarded 2013, 2014 and 2015 Microsoft Most Valuable Professional, this award is given to exceptional technical community leaders who actively share their high quality and real world expertise with others. Their expertise crosses several industries including distribution, education, government, healthcare, publishing and retail.

The RPR Studios, LLC – Member since 2014



RPR Studios is a full service production company located in Southern Saratoga County. They specialize in cinematic quality video for businesses, government agencies and non-profits. Since RPR's beginning in 2012, it has seen outstanding success. They completed their 1st full length motion picture, "Airtight", which premiered locally in the fall of 2015. RPR has also been hired by many well-known area companies due to their creativity, production

capabilities, and reliability to deliver a high quality product on time. RPR has been a big help to The Chamber of Southern Saratoga by providing a promotional video for the Annual Golf Tournament, and setting up a "Chamber Day of Video Shooting" where members could have a professional video produced for their company at a great rate.

Willow Marsh Farm – Member since 2013



Willow Marsh Farm is a multi-generational family farm founded circa 1860 by the Curtiss family in Ballston Spa. Willow Marsh sell their raw cows milk in their farm store, and make small batches of cheese and yogurt from that milk. Their mission is to help us feed the community with delicious, healthy foods. There was an effort launched last year on CrowdWise to raise funds for equipment for a creamery directly on their farm. Owner, Chuck Curtiss is the President of the Saratoga County

Fair and is an avid advocate for farms and agricultural businesses in Saratoga County.

STRONG COMMUNITY AWARD nominees

These members actively contribute to the strength and wellness of our community, are involved in our local community on a regular basis while supporting and engaging with local businesses and organizations.

Bouchey & Clarke Financial | Bouchey & Clarke Benefits, Inc. – Member since 2000, President’s Council since 2014



Steven Bouchey and his team of associates at Bouchey Financial Group and Bouchey & Clarke Benefits, Inc. dedicate a huge piece of their time and resources back into the community in which they live and work. Associates sit on boards, volunteer their time and the firm makes a financial commitment to give back at least 10%/year to local nonprofits.

CAPTAIN Youth and Family Services – Member since 1979



CAPTAIN Youth and Family Services works with numerous businesses, government and individuals to help youth and families in crisis in our community. Their many services help to make the Southern Saratoga County community stronger by lifting up those among us who are in desperate need of assistance.

Schrader & Company, Inc. - Member since 2010



On both a professional and personal level, Schrader & Company is a pleasure to work with. Now in business for 43 years, this company has consistently volunteered their time and expertise to help their industry, community, and co-workers. Schrader & Company are a talented group of individuals with a passion for doing the right thing. Schrader has been nationally recognized with prestigious craftsmanship awards. The company always finds time to give back to the community including supporting the Toys for Tots serving as a designated drop-off point in 2015.

Visiting Nurse Service of NENY – Member since 2015



The VNSF and the VNS has been serving the community since 1919 with home care visits. They have a long and deep connection to the Saratoga community and are proud of the high level of care they offer to those in need. Their mission is to be an innovative provider of community based health care services by assessing needs, coordinating resources and planning comprehensive care. Home care allows patients to live independently in the community, while providing support for families. Patients receiving home care include the elderly, persons with disabilities, technology-dependent patients, as well as chronically ill and post-acute care patients of all ages.

EDUCATION & BUSINESS PARTNERSHIP Award Nominees

This year, the Education & Business Partnership Award will recognize a chamber member who has formed a valuable partnership with a Chamber member-public or private (K -12) school or post-secondary institution to further a shared mission of educational excellence.

Burnt Hills-Ballston Lake CSD nominates Applied Robotics

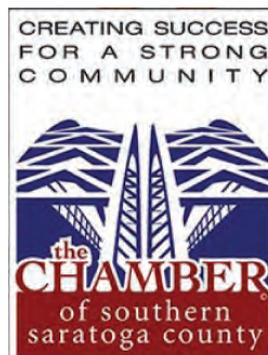


Applied Robotics has been a valued partner of the Burnt Hills-Ballston Lake school district for many years. They continuously demonstrate their investment in our community by opening their doors and sharing their knowledge and expertise with both our students and our faculty. Applied Robotics has provided assistance to our FTC Robotics program and has repeatedly and eagerly offered to bring their expertise directly to each of our schools. Their willingness to share age appropriate programming has been an extremely valuable asset to our schools. We are proud to have Applied Robotics as a part of the community; they set a strong example for our students. Students often refer to the global reach of Applied Robotics as something they did not see as possible from a company in their small town.



Shenendehowa CSD nominates CAPCOM

Over the past few years we have had the pleasure of working with CAP COM on creating and implementing a student-run credit union at Shenendehowa High School in Clifton Park. CAP COM'S commitment to community partnerships and willingness to provide authentic work experience for our students has been top-notch! Students have had the ability to work as trained bank tellers at school and have also assisted with marketing promotional activities on campus. CAP COM has consistently given scholarships to our tellers and have invested in our school community. Shen has also had the good fortune of sending our Career Exploration Internship Program (CEIP) students to CAP COM corporate headquarters in Albany for internships in a variety of financial careers. In September of 2015 CAP COM sponsored a back to school celebration for our senior class and provided live entertainment and an ice cream truck in the athletic stadium.



SEVEN

AN AMERICAN BISTRO

Guest Experience at



When you emerge from Exit 9 W off the Northway – straight ahead is an abbreviated restaurant row including Delmonico’s, Chili’s and the newest restaurant in town – Seven – An American Bistro. Located in the fully renovated Park Manor Hotel. Is this truly an elegant dining option for the bustling township of Clifton Park? The cocktail list itself certainly lends itself that way. Try a Raspberry Java – Espresso, Baileys Irish Cream, Godiva Chocolate Liqueur, finished with Raspberry Vodka or a Blackberry Julep – muddled blackberries and mint, Brown Sugar Syrup, Amber Rum, finished with a wedge of Lime and Frozen Blackberry. The location on 7 Northside Drive is the inspiration behind its name.

7 Northside Drive • Clifton Park, NY

SEVEN

An American Bistro

By NIGAR HALE, Contributing Writer

Indeed, accompanied by my handsome husband, we enjoyed a relaxing evening in an atmosphere reminiscent of Greenwich Village in lower Manhattan. The bread was baked on the premises – and it did not disappoint. The bread was soft in the center, and crispy on the outside. The pizza oven is state of the art and can cook a pizza in four and a half minutes. There is an extensive sandwich menu including your classic Reuben, BLT, pulled pork, huge turkey burgers and a “Gut Busting Burger” that is described as an all-beef patty, fried egg, shredded pork, cheddar cheese on a brioche bun served with pub truffle fries.

The appetizers included such temptations as Manor Bites, fried mashed potatoes, mac & cheese and risotto and whipped feta dip - a whipped feta with honey, dill and crostini. We decided to taste - Meatballs Three Ways - pork with sweet glaze, beef with gravy and chicken with veloute sauce. Each meatball was delicious and creative. Each meatball had a different texture. It set us up for a dinner experience that was whimsical and distinctive.

My entrée selection was seared red snapper served with quinoa and sautéed spinach. The dish was simply delicious – with the quinoa as fluffy as it should be contrasted by the sautéed spinach wilted to perfection. The high protein content of the quinoa was a welcome change to traditional starches – like pasta or rice.

My handsome husband’s choice was blackened salmon with a sweet glaze served with corn succotash and horseradish whipped potatoes. The salmon has a citrus note and there was an added southern flair to the corn, lima bean, carrot and pea side dish combination. The potatoes were chunky and added a brightness to the overall flavor. We had no room for dessert – though the “Seven” beignets served with chocolate ganache raspberry sauce and stuffed with raspberry whipped cream would have been a delightful bit of New Orleans decadence transported to the 518. You will find the experience at Seven to be delectable especially if you seek a little bit of New York City charm in Clifton Park.



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BY NIGAR HALE, Contributing Writer

**Celebrating
21 years!**
*Laissez Les Bon
Temps Rouler!*

Chef Greg Paige, a graduate of the Schenectady County Community College's Culinary Arts Program, shared the Restaurant's recipe for **Crawfish Etoufee** - their famous Louisiana seafood sauce served over rice - a classic from New Orleans that includes peppers, onion, and a spicy seafood sauce served with crawfish. Come in and enjoy Cajun, Mexican, Ribs, Chubby Burgers or Hearty Sandwiches.

With over 29 draft beers - come in and sip and savor the food.

Crawfish Etoufee



Ingredients:

- 1 lb. of cooked crawfish tails
- 3 medium green bell peppers (sliced)
- 2 large white onions (chopped)
- 3 Garlic cloves (minced)
- 1 pint sliced mushrooms
- 1 teaspoon dry basil
- 1 teaspoon dry oregano
- $\frac{1}{2}$ tablespoon granulated garlic
- 1 teaspoon white pepper
- $\frac{1}{4}$ teaspoon Cajun seasoning
- 1 tablespoon seafood base
- $\frac{1}{2}$ teaspoon tobacco
- Pint of Chablis wine
- Roux (equal portions of butter to flour)

Preparations:

In a saute pan, warm $\frac{1}{8}$ cup olive oil, brown garlic and add onions, peppers and mushrooms and saute. Add your dry spices and let the heat open the flavors. Add crawfish tails. Deglaze the bottom of pan with white wine and bring to a boil and simmer for 3 minutes. Now add the seafood base and tobacco. Finally add your roux and thicken to your desired consistency. Makes 4 servings.

Hours of Operation:

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March 27, 2016

All Saints on the Hudson
St. Paul's - Mechanicville
52 William Street
St. Peter's - Stillwater
267 Hudson Avenue
(Call for times - 518-664-3354)

Clifton Park Center Baptist Church
(518) 371-6023
713 Clifton Park Ctr. Rd., Clifton Park
Easter Sunday 10:00 am

Faith Baptist Church
(518) 399-2220
11 Glenridge Road, Rexford
Easter Sunday 8:00 am, 9:30 am
& 11:00 am

The First Presbyterian Church
of Ballston Spa
(518) 885-5583
22 West High St., Ballston Spa
Every Sunday 10:00 am
Palm Sunday 10:30 am
Maundy Thursday Family Seder
& Communion 6:00 pm
(Call for more information)
Good Friday Tenabre Service 7:00 pm
Easter Sunday 10:00 am

Fruitful Vine Christian Church
(518) 877-6175
9 Burning Bush Blvd., Clifton Park
Palm Sunday 10:30 am
Good Friday 7:00 pm
Easter Sunday 10:30 am

Grace Fellowship North
(518) 389-2252
One Enterprise Ave., Halfmoon
Easter Sunday 9:00 am & 11:00 am
www.halfmoon.gracefellowship.com

Harvest Church
(518) 371-2997
303 Grooms Road, Clifton Park
(Call for times)

Jonesville United Methodist Church
(518) 877-7332
963 Main Street, Clifton Park
(Call for times)

Northway Church
(518) 899-1200
120 Route 146, Suite 5,
Clifton Park
(Call for times)

Parkside Church
(518) 557-2690
14 Jarose Place, Clifton Park
Palm Sunday Service 10:00 am
(Call for times)
The Roman Catholic Community
of Corpus Christi
(518) 877-8506
2001 Route 9, Round Lake
(Call for times)

Shenendehowa
United Methodist Church
(518) 371-7964
971 Route 146, Clifton Park
Maundy Thursday 7:00 pm
Good Friday 7:00 pm
Easter Sunday 9:00 am & 10:30 am

St. Edward's Church
(518) 371-7372
569 Clifton Park Ctr. Rd., Clifton Park
Maundy Thursday 7:30 pm Mass
Good Friday 7:30 pm Liturgy
Saturday - 8:00 pm Vigil
Easter Sunday 7:30 am, 9:00 am
& 11:00 am Mass

St. George's Episcopal Church
(518) 371-6351
912 Route 146, Clifton Park
Maundy Thursday 7:30 pm
Good Friday 7:30 pm
Saturday - 4:30 pm Family
Vigil Service
Easter Sunday 8:00 am & 9:30 am

St. Luke's Church
(518) 664-4834
2 South Main Street, Mechanicville
(Call for times)

St. Mary's Church
(518) 885-7411
167 Milton Avenue
Ballston Spa
(Call for times)

St. Mary's Church, Crescent
(518) 371-9521
86 Church Hill Road
Waterford
Good Friday -
St. Mary's Crescent - 7:00 pm
Holy Thurs. - Corpus Christi - 7:00 pm
Easter Vigil - Saturday 8:00 pm
Easter Vigil - Sunday 7:30 am,
9:00 am & 11:00 am

St. Mary's - Waterford
119 Broad Street
Waterford
Holy Thursday 7:30 pm
Good Friday 7:30 pm
Stations of the Cross 3:00 pm
Holy Saturday 8:00 pm
Easter Services 8:00 am, 9:30 am
& 11:00 am



EASTER SERVICES

Fireball Run

*To Highlight Southern
Saratoga Region.*

Fireball Run takes the road less traveled to find America's rare, historic and epic attractions.

BY LEE COLEMAN
Contributing Writer

Southern Saratoga County will be showcased both nationally and internationally when the 10th anniversary edition of the Fireball Run Adventure Rally comes through the county later this year.

The adventure rally features 40 two-person teams driving 2,000 miles in eight days. The trivia-seeking rally starts in western New York, comes to Saratoga County, then proceeds to locations in Pennsylvania, Maryland, and Connecticut ending up in Amesbury, MA, where a winner will be crowned.

Fireball Run is a trivia-based competition that is viewed as an on-line streaming series in the United States and is televised on traditional networks in Europe, India, Latin America, and Africa giving it a worldwide audience.

The teams drive unusual and vintage vehicles; everything from a car that looks like the Batmobile to a classic, stainless steel DeLorean Motor Co. wing-door car could be part of the rally.

Each team is provided clues scripted around points of interest, often historic in nature. When solved, the answer reveals a location which the team must travel to and accomplish a mission or engage in an activity. Points are awarded for successful accomplishment of each activity.

"We are very excited about the show making its base of operations in Clifton Park," said Clifton Park Town Supervisor Philip Barrett.

Barrett was among the local officials who met J.J. Sanchez, creator and executive producer of Fireball Run, and others from the on-line streaming and television series when they spent a week in southern Saratoga County recently planning the show. Sanchez has said the series has a worldwide audience of about 1.7 million.

"It's a great way to highlight the town of Clifton Park and Saratoga County," Barrett said.

Sanchez was originally inspired by the illegal, cross country Cannonball Run road speed race of the 1970s. But the Fireball Run rally he created is not a race but a completely-legal, trivia-based travel competition show, according to Aidy Alonzo, a spokeswoman for Fireball Run.

To win, the contestants take back roads in "a quest for America's under-discovered places and obscure historic artifacts," according to the Orlando, Fla.-based Fireball Run officials.

The series is also an awareness campaign for the Child Rescue Network that finds and recovers missing children. Each team is provided with 1,000 posters featuring a missing child to distribute during the live event. The series also donates goods to local charities designated by local community leaders.

Alonzo said Pete Bardunias, president and CEO of the Chamber of Southern Saratoga County, was the guide for producer Sanchez and other Fireball crew members in January. The crew spent a week visiting a variety of locations that will be

developed into the trivia game that is part of the competition.

"It will focus world attention on our community for the first time," Bardunias said.

He said many locations visited by the crew have a historical perspective. "I was their tour guide," Bardunias said.

The series is popular because the participating teams include actors and celebrities in addition to local business leaders and elected officials.

"There are quite a few interesting people coming," Bardunias said about the anniversary production. He said he couldn't provide names or locations yet for the show. He said that, in general, teams will be looking for things that have a historic significance as part of the trivia competition. For example, they may be searching for objects touched by an American president.

Alonzo said that between 30 and 35 camera crews are used to capture the action. Nothing in the series is staged or



Fireball Run participants in a 1966 Batmobile arrive to the finish line for red carpet interviews and scoring during a previous run.

rehearsed. The tightly scheduled production is filmed in "real time" as it happens over eight days in September. Alonzo said it takes an additional eight months to edit and release a season series.

The Fireball Run that will be produced this September in Saratoga County will be streamed and shown on television overseas in June of 2017 in 26 episodes of 22 minutes each.

This coming June the Fireball Run Space Race will be streamed on line or on network television in Europe and other countries in 13 episodes of 44 minutes each. The contestants include four real astronauts from four countries.

The Space Race series takes the viewer from Hartford, CT, to Coco Beach on Florida's Space Coast.

The celebrities participating in the 10th anniversary of Fireball Run will be announced in April or May of this year on Facebook and Twitter (#fireballrun), Alonzo said.

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Team Time Car's Doc Nigh pilots the classic DeLorean Time Machine from Back to the Future during an earlier Fireball Run.



Each day of the rally, viewers can catch the live red carpet event streamed online at FireballRun.com

"It's not about speed. It's a very safe product," Alonzo said. Competitors are penalized if they arrive at a designated location too early. Their speed is monitored by a GPS system.

"At this point the producers are trying to figure out what will

make it onto the show. We send different teams to different challenges," Alonzo said. The team gets an envelope with a mission outlined in it.

Although part of an episodic series, the daily start and finish events are also streamed live to audiences at www.fireballrun.com. When the teams arrive at a given town, they cross a red carpet finish line that is streamed live on the Fireball Run website. Then the next morning when the teams are sent on their missions, that is streamed live as it happens.

Clifton Park Supervisor Barrett said having the Fireball Run crews staying in hotels in Clifton Park and then the many team members staying at the local hotels in late September is very good for the local economy.

"It helps support the hospitality (industry) in the town," Barrett said.

He said other production companies have shown interest in Clifton Park and this interest is encouraged by local officials and the operators of the seven hotels and motels in Clifton Park.

"We are centrally located, the hotels are right off the Northway, and it's cheaper to rent a room in Clifton park (than some other locations in the region)," Barrett said.

Alonzo said Fireball destinations are selected based on "economic vitality, quality of life, uniqueness, story content, and audience interest." The Fireball episodes can be watched on Google Play, Roku, Amazon Fire TV and iTunes, among others. The Child Rescue Network is a Florida-based, 501-c3 non-profit organization. It assigns each team a child missing from their hometown. Fireball Run's missing child campaign has resulted in the recovery of 47 missing children, according to Fireball Run officials.

The 10th anniversary Fireball Run is not the first time the event has featured a community in the Capital Region. In 2012 Fireball Run paid a visit to Schenectady that highlighted women sports celebrities.

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The future of

Burnt Hills- Ballston Lake

A Community Vision

By NIGAR HALE
Contributing Writer

Did you know

The geography of Burnt Hills Ballston Lake community encompasses two counties – Saratoga and Schenectady as well as four townships – Ballston, Charlton, Clifton Park and Glenville? This geography defines the Burnt Hills-Ballston Lake School District, which is in the midst of celebrating its Centennial.

History

One hundred years ago, before there was a School District (BH-BL), there were 10 one-room schoolhouses, or “districts,” that served local students. The school superintendent of Ballston decided that it was in the best interest of the students and the community to consolidate three of the “districts” so that children no longer needed to take the train to Schenectady or Ballston Spa to attend school beyond eighth grade. Not surprisingly, school consolidation was a controversial issue at the time, the New York State Education Department approved it on September 22, 1915, creating the first consolidated school district in the state.

Twenty-nine years ago, a group of now legacy businesses recognized a need to collaborate and form an organization that will advocate on behalf of business in this unique geographic space. The businessman who had the foresight to lead this effort was none other than Terry Morris, Founder of Morris Ford

– a legacy business in Burnt Hills on the Route 50 corridor. This organization is the Burnt Hills-Ballston Lake Business & Professional Business Association, Inc. (BH-BL BPA).

BH-BL BPA Creating Positive Community Spirit

The mission of the BH-BL BPA is to encourage, support and promote business in the footprint of the Burnt Hills-Ballston Lake Central School District and enhance the quality of life in that and surrounding areas. Every collaboration and sponsorship is rooted in the purpose to strengthen the community, education, town government and local business. In short, the *BHBL BPA is actively engaged in making our community a better place to live.*



BPA Tulips

Charles Lasky, MD
Amy Knoeller, MD
Amos Cutler, MD
Katja Bock, MD
Eliot Birnbaum, MD
Dympna Weil, MD
Rana Daniel, DO
Kelly Goldenberg, CNM
Paula Curro-Casey, NP
Bernice Moeller-Bloom, NP



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Indiankill, Glenville

During this past year, this community addressed a confluence of issues – the impact of a casino bordering the Town of Glenville, an impaired Ballston Lake that had to address sewer versus septic infrastructure and at the same time –the Town of Ballston formed a Zoning Working Group to re-examine their existing zoning map and codes. The Town sought the feedback and input of the business community.

To this end, a survey was distributed to BH-BL BPA members to convey their vision of the Town’s future growth and development. The question was direct - How would your business like to see the Burnt Hills-Ballston Lake Community develop over the next 10 to 20 years? After tabulating the results, it became clear there was a need for a deeper dive into what and how a vision for the future could be developed and implemented.

The formation of a Visioning Committee

During the summer of 2015, a visioning committee was

formed to include leaders of the school district, leaders of both Towns of Glenville and Ballston, leaders of the business community and BPA.

The Burnt Hills – Ballston Lake BPA Visioning Committee Mission Statement.

To develop and implement a strategy and plan for the BH-BL community that:

- *Sustains and enhances education excellence*
- *Enhances local quality of life along with a sense of place and community pride*
- *Supports the retention and expansion of local business opportunities and local agriculture*
- *Supports the expansion and connection of active and passive recreational opportunities*
- *Leverages the historical and agricultural heritage of the area*

These combined efforts will position the community for a



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sustainable future as a highly desirable destination to live, visit and operate a small business.

Working Groups

Facilitated by the Chair of the Committee, Michael Hale, The LA Group, four working groups were formed with the goal to provide the community - leadership, focus, expertise, direction and energy to achieve a specific aspect of an overall vision for the community.

The working groups and the topics developed in part through stakeholders survey:

Route 50 Corridor

- Define limits of corridor in Towns of Ballston, Glenville and Ballston Lake
- Develop landscaping/architectural standards
- Zoning/land use descriptions
- Address curb cut and access issues

Parks and Connecting Trails

- Nature parks/preserves/Dog Parks
- Open space for active and passive recreational activities
- Amphitheater
- Connect schools, parks and neighborhoods

Agricultural Living/Heritage Sites

- Life on the farm - then and now
- Hands-on use of farm tools
- Sustainable farming practices
- "Ballston Farm-fest" and/or multi-farm cooperative

Marketing the Vision

- Promote the activity of each working group
- Reach out to businesses and key stakeholders
- Organize public charrettes
- Market BH-BL community Events

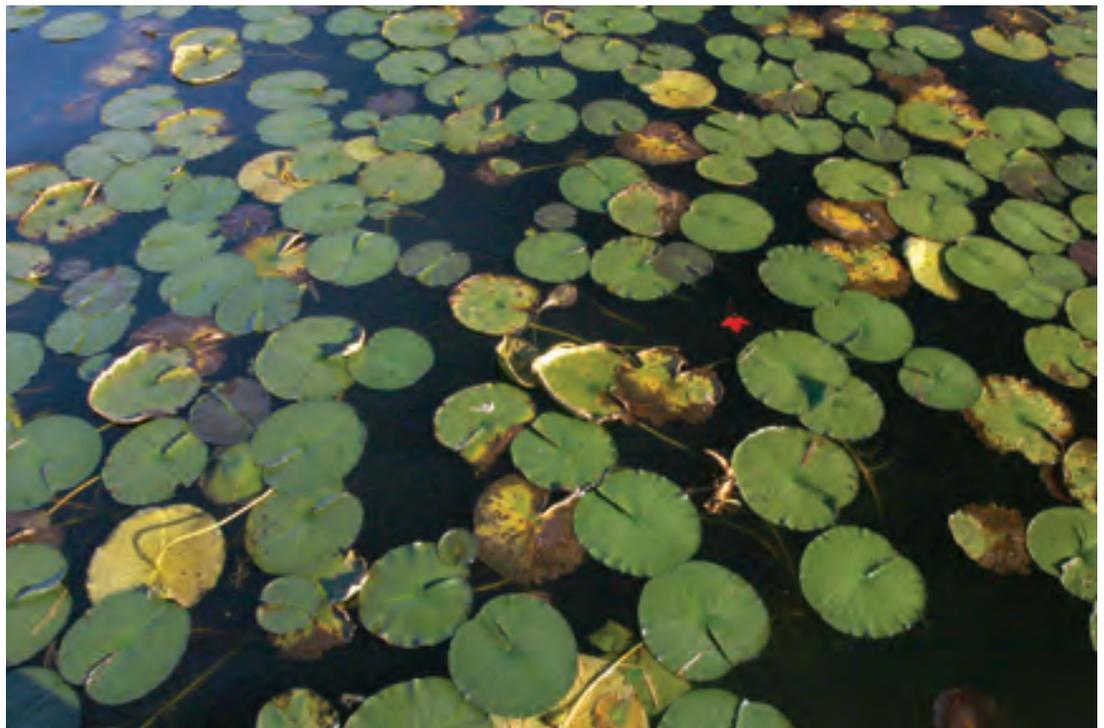
What is your vision?

If you are interested in getting involved, look for public outreach announcements with information on how you can contribute to the thought process. In addition to the area news outlets, find informational details on the BHBL BPA web site, www.bhblbpa.com.

Stay tuned as the vision comes to fruition with the help of our local business community, BH-BL School District officials and Town Board representatives from the Towns of Ballston and Glenville. Partnerships are the driving force behind the emergence of a positive and forward thinking agenda.



Charlton



Ballston Lake



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kubota.com

© Kubota Tractor Corporation, 2016

Although the Griffen family has been farming in Saratoga County since 1786, it wasn't until 1986 that they seeded their first 50 acres of Kentucky bluegrass and Saratoga Sod Farm was born! The farm is located along Route 4 in the towns of Stillwater and Saratoga, bordered on three sides by the Saratoga National Historical Park and Battlefield, and on the other by the Hudson River. "Throughout seven generations, our farm has continued to evolve," comments Steve, "as markets and demand changed, we realized sod was a natural fit for the unique location and qualities of our land and the expanding area we live in."

Saratoga Sod Farm grows approximately 600 acres of turf-grass sod, including Kentucky bluegrass, Fine Fescue/bluegrass blends and Turf Type Tall Fescue. Mature sod is harvested after two years of well-managed care in either standard palletized rolls or big rolls for larger projects such as golf courses and athletic fields. The sod business serves a broad customer base ranging from landscapers, builders, garden centers and golf courses, to schools, sports fields, colleges, towns and individual homeowners. "We're proud of our quality and how sod instantly transforms each location," adds Laurie, "some prominent jobs have included the National Baseball Hall of Fame fields, the State Capital, Saratoga National Golf Course, SPAC and the practice field for the Buffalo Bills."

The business depends on an additional 15 full- and part-time team members to get the job done every day. Aside from production responsibilities of mowing, harvesting, ordering, scheduling, delivering, and machinery maintenance, the staff handles the marketing and sales of products directly to the customer. Sod is either picked up at the farm or delivered to jobsites.



Diversifying Operations

To serve their customers' expanding needs, the company also partners with a local sod installation service, and offers a range of seed and fertilizer products. In addition, Saratoga Sod grows and harvests nearly 600 acres of soybeans, corn, and barley annually. "Rotating crops is beneficial for the land," says Steve, "it enhances soil fertility and breaks the pest and weed cycles."

What's next for this progressive business? The latest addition is their Big Yellow Bag of black garden soil—blending lo-

cally sourced compost and peat right on the farm. Designed to add nutrients and organic matter to vegetable gardens and flower beds, it also improves the health of lawns established on sandy or inferior soils. "We got into Big Yellow Bag because there's nothing like it," remarks Laurie, "a giant cubic yard bag of rich garden soil delivered to your door saves lugging dozens of bags. There's no messy pile on the driveway, and it stays dry. Customers can order online (at www.bigyellowbag.com) or call, and we deliver."

To celebrate their 30th year in business Saratoga Sod is giving back this spring by donating a Big Yellow Bag of black garden soil to eligible School Gardens within a 30-mile radius of the farm. For an application: e-mail info@saratogasod.com or call 664-5038; completed applications are due March 31st.



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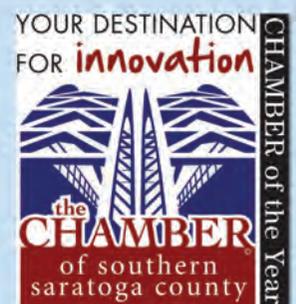


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Calendar of Events

March 17-20

7:30 PM

Bye Bye Birdie

Saratoga Springs High School

1 Blue Streak Blvd, Saratoga Springs, NY

Cost: \$12 Adults, \$7 Seniors & Students

Saratoga Springs High School Drama Club will present the fun-loving musical comedy Bye Bye Birdie.

March 18

7:00 PM - 10:00 PM

Hair of the Dog LIVE

The Saratoga Winery & Tasting Room

462 Route 29 West, Saratoga Springs NY

Cost: \$10 Cover

The Saratoga Winery presents the best Irish Rock to party to for St. Patrick's Day weekend! Corned Beef & Cabbage Buffet Irish Beers, Irish Cheese Boards and more.

March 18

10:30 AM

Very Hungry Caterpillar Party

Northshire Bookstore

424 Broadway, Saratoga Springs, NY

The Very Hungry Caterpillar himself will be our guest star for story time fun and a photo opportunity! Bookseller Jennifer and Senora Gloria from Capital Region Language Center will read the story.

March 18-20

10:00 AM to 5:00 PM

Capital District Garden & Flower Show

Hudson Valley Community College

Troy, NY

Cost: \$12 at the door

Full scale gardens - over 100 floral exhibits - hourly lectures & demonstrations - outdoor living & garden themed retail exhibits - wine tastings. Partial proceeds benefit Wildwood Programs.

March 19

6:00 PM to 11:00 PM

Annual Make-A-Wish® Gala

Hall of Springs

108 Avenue of the Pines, Saratoga Springs, NY

Cost: \$160

Tickets are now available online or by phone for the annual Gala to benefit Make-A-Wish® Northeast New York. This 18th annual Gala is themed Wishes Light the World.

March 21-27

9:00 AM to 4:00 PM

Mid Winter Horseback Riding Session 2016

522 Route 32, Schuylerville, NY

Cost: \$30 per half hour x 6 weeks = \$180

\$50 per hour x 6 wks = \$300

Learn to ride or be with a horse no matter you level, age, or disabilities.

March 22

7:00 PM

Carly Rae Jepsen at Upstate Concert Hall

Upstate Concert Hall

On the follow-up to her U.S. debut album Kiss—a 2012 re-release featuring the Grammy Award-nominated, multi-platinum-selling breakout hit “Call Me Maybe”—singer/songwriter Carly Rae Jepsen brings new depth and dimension.

March 26

10:30 AM - 11:30 AM

Easter Egg Hunt

Malta Community Center

It's a hoppin' good time at our annual Easter Egg Hunt held at the Malta Community Center. Festivities will include a fun make and take craft-time, a special visit from the Easter Bunny and of course, the egg hunt. Light refreshments will also be served. Don't forget your camera as there will be photo opportunities. Each child should bring an Easter Basket to be used to collect eggs during the hunt! Pre-registration is required by Monday, March 21st. No tickets will be sold at the door. Free for Malta Residents / Non-residents \$8 (We do not guarantee that our candy is peanut free.) This program is provided by grant funding from the GlobalFoundries /Town of Malta Foundation, Inc.

March 27

11:30 AM to 12:30 PM

Free Easter Egg Hunt

Parkside Church

14 Jarose Place, Clifton Park, NY

Cost: FREE ADMISSION

Easter service starts at 10:00 am and the Easter Egg Hunt will start at 11:30 am. Everyone is welcome. Easter Egg Hunt is for children 12 and under. This event will take place rain or shine.

April 1

6:00 PM - 9:00 PM

First Friday in Ballston Spa

Downtown Ballston Spa

Visit the village of Ballston Spa on the First Friday of every month, from 6-9 pm and enjoy special happenings in many of our downtown shops, restaurants and galleries. Live music, art displays and demonstrations, refreshments and featured shop promotions. April's First Friday highlights Reading Night, along with Ballston Spa school PTAs as part of the PARP (Parents As Reading Partners) program.

April 2

9:00 AM to 1:00 PM

Saratoga Farmers' Market

Saratoga Spa State Park

65 South Broadway, Saratoga Springs, NY

The Saratoga Farmers' Market is a year-round market offering a wide variety of local products. Fun for the whole family with live music and activities for kids at every market.

April 3 **2:00 PM**
Gardening 101 in Changing Times with Sue Beebe
Clifton Park - Halfmoon Public Library
475 Moe Road, Clifton Park, NY

We continue the celebration of the Two Towns-One Book 2016 winning book, *The Martian* by Andy Weir with a gardening update.

April 5 **6:30 PM - 8:30 PM**
Finding Ancestors:
Using Genealogical Resources on the Internet
Clifton Park-Half Moon Public Library

This hands-on presentation by Clifton Park Historian John Scherer will explore the various internet sources for genealogical information and show how to use them to extract information regarding your own family. Bring some basic information about your own family history or genealogical problems that you would like to research.

April 6 **1:00 PM - 2:00 PM**
Know the 10 Signs: Early Detection Matters
Clifton Park-Half Moon Public Library

The warning signs of Alzheimer's disease are often dismissed as inevitable parts of normal aging. Early detection is the key to improving quality of life for anyone affected by memory impairment. Attend this interactive workshop to learn the 10 warning signs of Alzheimer's disease.

April 7 **6:00 PM - 8:00 PM**
Unlock the Digital Power of your Library Card
Clifton Park-Half Moon Public Library

Join us as we explore the free digital resources available to you as a patron of the Clifton Park-Halfmoon Public Library; download free music, free magazines, eBooks, audiobooks and consumer information sources. Bring your device, your App Store account login information, and your library card.

April 7 **6:00 PM to 9:00 PM**
Brighter Days, Shelters of Saratoga 2016 Gala
Longfellows Restaurant
500 Union Avenue, Saratoga Springs, NY

Reservations: Cost: \$100 per person
Shelters of Saratoga annual gala is entitled "Give Our Regards to Broadway" Please join us for an evening of cocktails, dinner, dancing, and a silent auction all to benefit the shelter.

April 8 **10:30 AM - 12:00 PM**
FMFFA - CPH Roadshow with Mark Lawson Antiques
Clifton Park-Half Moon Public Library

Join Mark Lawson as he provides valuation of items brought in by audience members. There will be a limit of one item per person, with a maximum of 30 items during the course of the program.

April 8 **5:00 PM to 5:00 PM**
The Capital Region Guitar Show
Saratoga Springs City Center
522 Broadway, Saratoga Springs, NY

Dealers from the Northeast will be on hand to buy, sell, trade,

and appraise your musical equipment. No matter what level of playing or interest you have, the Capital Region Guitar Show is sure to please the eyes, ears, and fingers!

April 9 **11:00 AM to 1:30 PM**
Books & Lunch: Blogging Panel Discussion
Clifton Park - Halfmoon Public Library
475 Moe Road, Clifton Park, NY

Did you know that Andy Weir, author of *The Martian*, first published this year's Two Towns-One Book (TTOB) Community Read as a blog on his website? Learn to start a blog or simply learn something about blogging.

April 13 **7:00 PM**
An Evening with Augusten Burroughs
Skidmore College - Gannett Auditorium

Northshire Bookstore will host a presentation and book signing with Augusten Burroughs, the #1 New York Times Best-selling author of *Running with Scissors*, in Saratoga Springs on April 13 at 7 pm. Burroughs will speak about and sign his new memoir *Lust & Wonder* in Gannett Auditorium, Palamontain Hall at Skidmore College.

April 16 **11:00 AM to 2:00 PM**
Susan G. Komen 2016 Survivorship Luncheon:
Never Underestimate the Power of Pink
Angelo's Prime Bar and Grille
30 Clifton Country Road, Clifton Park, NY

Join us for our 22nd Annual Celebration of Survivorship Luncheon! This year's program will include a fashion show by the Pink Paddock, a photobooth, signature pink drink, presentation of the Volunteer Award and the Make a Difference Award, silent auction, pampering, and of course: brunch!

April 22 **7:30 PM**
The Not Too Far From Home Comedy Tour
Saratoga-Wilton Elks Lodge #161
1 Elks Lane, Saratoga Springs, NY

Enjoy a night of great comedy and help raise money for the Saratoga Warhorse Foundation, which helps veterans adjust to post-military life!

April 23 & 24 **10:00 AM**
Chase Con Expo
Saratoga City Center
522 Broadway, Saratoga Springs

Cost: \$15
With the interest in pop culture and comic book events continuing to rise Chase Con Expo announces its Spring Show coming to the Saratoga City Center.

April 30 **6:00 PM**
American Cancer Society's Gala of Hope
The Hall of Springs
108 Avenue of the Pines, Saratoga Springs NY

Cost: General Ticket: \$250
Join us at the American Cancer Society Gala of Hope for a one-of-a-kind evening, featuring great food, dancing, a spectacular auction, and much more.

SOUTHERN SARATOGA SCENE

Photos by
The Chamber of
Southern Saratoga County



The Chamber of Southern Saratoga County opens a Field Office for its Waterford Community Business Alliance committee. Located at 43 Broad Street in Waterford in the lobby of Universal Office Products, the office features literature on local attractions and services plus great canal photos on the walls dating back to the 1850s.



Volunteers from the Chamber of Southern Saratoga County's Saratoga County Executive Institute volunteer to sort product at the Regional Food Bank in Latham, for delivery to food pantries and other service agencies from the Lower Hudson Valley to the Adirondacks.



Area farms often host events to attract families and children to visit. Here, the February WinterFest comes to Riverview Orchards in Rexford, with crafts and activities for the children, horse drawn sleigh or carriage rides outdoors, making s'mores at the campfire, and of course plenty of apples in storage!



The Chamber of Southern Saratoga County's Women in Business Committee, led by Chair-Elect Jenifer Marten of BSNB and sponsored by St. Peter's Health Partners, volunteers to create baskets of necessary items to help women in need, including victims of domestic violence.



The Charlton General Store, decorated for the holidays and stocked with interesting and unique gift items plus a tasty breakfast and lunch menu. It's well worth the short ride from other nearby towns.



This kiosk was dedicated on the overlook to the Mohawk River in Rexford at the bottom of Sugarhill Rd. Town Supervisor Phil Barrett (L) and Assemblyman Jim Tedisco (wearing scarf) braved the cold to help unveil the sign to visitors walking along the Mohawk Towpath Scenic Byway, which parallels the River.

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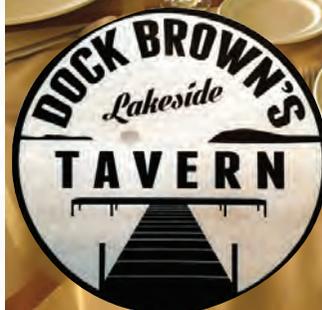
A quaint, beach-style cottage retreat offering a tranquil, inviting atmosphere and gracious hospitality. Seven distinctive and tastefully furnished rooms, each with their own theme native to the area. Book your bridal party rooms with us and enjoy warm gathering with friends and family.
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