



2018 TMA NORTHEAST CONFERENCE

Wednesday, August 29 – Thursday, August 30

Gideon Putnam Spa Resort
Saratoga Springs, New York



Hosted by the TMA Connecticut, Long Island, New Jersey,
New York City, Northeast, and Upstate New York Chapters

WEDNESDAY, AUGUST 29

Networking Luncheon

Tennis Tournament: Saratoga Golf & Polo Club

Golf Tournament: Saratoga Spa Golf Course

Networking Reception

THURSDAY, AUGUST 30

Speaker Panel

Keynote Speaker

Luncheon at The Rail Pavilion: Saratoga Race Course

Visit turnaround.org/events to learn more.

Keynote Speaker Sponsor



Diamond Sponsor



Gold Sponsors



Silver Sponsors



14th Annual TMA Northeast Conference

Event and Golf Sponsors

Registration

- **Summit Financial Resources LP**

Opening Reception

- **Blackbird Asset Services, LLC**
- **Veritas Financial Partners**

Breakfast

- **Bond, Schoeneck & King PLLC**
- **HunterPoint LLC**

Golf Carts

- **Callidus Capital**

Beverage Carts

- **Rockland Trust**

Agenda

Wednesday, August 29

10:00 a.m. - 6:00 p.m.	Conference Registration	Gideon Putnam Hotel Lobby
10:00 a.m. - 12:30 p.m.	Golf & Tennis Check-In	Saratoga Spa Golf Course
11:00 a.m. - Noon	Luncheon: Welcome!	Saratoga Spa Golf Course
12:30 p.m. - 5:30 p.m.	Golf Outing (shotgun start)	Saratoga Spa Golf Course
1:00 p.m. - 4:00 p.m.	Tennis Tournament	Saratoga Golf & Polo Club
6:30 p.m. - 8:30 p.m.	Opening Reception With Hors D'Oeuvres and Carving Stations	Hawthorne Coesa Ballroom

Thursday, August 30

8:00 a.m. - 9:00 a.m.	Buffet Breakfast	Hawthorne Coesa Ballroom
9:00 a.m. - 10:00 a.m.	Panel	Orenda Geyser Ballroom
10:00 a.m. - 10:30 a.m.	Refreshment Break	Ballroom Gallery
10:30 a.m. - 11:45 a.m.	Keynote Speaker: Richard Picciotto, FDNY Chief and Highest Ranking Firefighter to Survive the World Trade Center Collapse	Orenda Geyser Ballroom
11:45 a.m.	Adjourn to Saratoga Race Track	
1:00 p.m.	Post Time at Saratoga Race Track* <i>Barbeque lunch will be served trackside</i>	At the Rail Pavilion Tent

*Track tickets will be limited to the first 65 registrants.
A wait list will be compiled.

Keynote Speaker



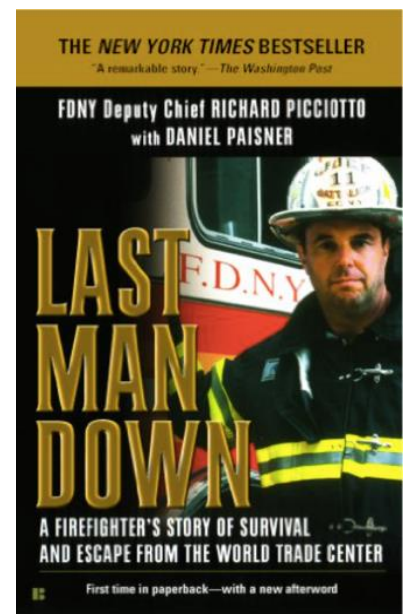
Richard Picciotto

FDNY Chief and highest ranking firefighter to survive the World Trade Center collapse.

Chief Richard Picciotto delivers a gripping, firsthand account of the day that altered history, underscoring the significance of courage, preparation and effective leadership when confronted with enormous adversity.

The FDNY battalion commander in lower Manhattan when it was the target of terrorist attacks on 9/11, Richard and his fellow firefighters selflessly rushed inside the World Trade Center towers to rescue those trapped inside. The highest-ranking firefighter to survive that day, he humbly reflects on his efforts and offers an insider's knowledge of how courage and training helped save numerous lives. He also chronicles this experience in his best-selling book, *Last Man Down*.

In captivating narratives that leave audiences on the edge of their seats, Richard recounts his experiences on that day and those following, revealing how he summoned lessons learned throughout his years as an accomplished leader to take on the most difficult tasks. Tactfully incorporating humor with valuable lessons on leadership, preparation and decision-making, Richard puts this defining historical event into perspective, while imparting valuable insights for business leaders to effectively lead teams through significant challenges and in crises.



Sponsorship

Sponsorship opportunities are still available. Please contact Ralph Aurelia at raurelia@summitfr.com or (203) 377-1527.

Registration*

Registration Fees include educational sessions, meals, and social functions. Room charges are additional (see below). All registered attendees will receive a TMA name badge at the Conference that must be worn for admittance to all sessions, meals, and social functions. The member registration is for current, active TMA members. If you are not a TMA member, you may join online at turnaround.org.

*Conference registration will close Friday, August 25 at midnight.

Conference	On or before 8/8/18	After 8/8/18
Member	\$290	\$340
Non-Member	\$370	\$420
Spouse	\$100	\$110
Golf	\$185	\$205
Tennis	\$ 95	\$100
Track**	\$ 50	\$ 55
Track Only** (guest)	\$ 55	\$ 60

** Track is limited to the first 65 people. A wait list will be compiled.

Registration is available online at: <https://turnaround.org/event/14th-annual-tma-northeast-conference>.

To register by mail (check only), please complete the registration form on the next page. Registrations cannot be confirmed until payment is received. Email Sharon Graber at upstateNY@turnaround.org or call 716-440-6615 with questions.

Cancellation Policy

The deadline to cancel for a refund is **5:00 PM on Wednesday, August 23, 2018** (the "Cancellation Date"). **After the Cancellation Date, no refunds will be granted but substitutions are welcomed.** Please consider sending a colleague in your absence, should you need to cancel after the cancellation date. There will be no exceptions.

Room Reservations

Please call The Gideon Putnam Resort at 866-746-1077, quoting the room rate of \$196 plus tax, event name "TMA 2018" and booking code [9nb8v7](#). Reservations must be guaranteed with a major credit card and made [by August 6, 2018](#) to take advantage of the discounted room rate. A deposit equal to the first night's stay is required. [Rooms are limited and subject to a first-come, first-serve basis.](#) All changes or cancellations to room reservations must be made with the resort more than 72 hours prior to arrival to receive the deposit refund, equal to the first night's stay. All changes, no-shows, or cancellations received less than 72 hours prior to arrival will be charged the full amount of the reservation.

Driving Directions

Visit www.gideonputnam.com for detailed driving directions or [click here](#). The closest major airport is Albany, NY.

Attire

Golf (Men and Women): Collared shirts, sweaters, cotton pants. No cut-offs, tank tops, sandals.
Educational Sessions and Networking Events: Business Casual.

14th Annual TMA Northeast Conference

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Gideon Putnam Spa Resort
Saratoga Springs, New York

Hosted by the Connecticut, Long Island, New Jersey, New York City,
Northeast, and Upstate New York TMA Chapters

Registration Form

(If paying by check)

Name: _____

Name for Badge: _____ Title: _____

Company: _____

Address: _____

City / State / Zip: _____

Telephone: _____

Email: _____

TMA Chapter: _____ TMA Member # _____

Golf: Yes _____ No _____

Tennis: Yes _____ No _____

Golf Handicap (required) _____

Level _____

Conference Registration Fee: \$ _____

Golf or Tennis: \$ _____

Track: \$ _____

Spouse: \$ _____

Total: \$ _____

Please mail this form along with your check payable to
TMA Upstate NY Chapter–Northeast Conference to:
Sharon Graber, 57 Middlebury Road, Orchard Park, NY 14127.

14th Annual TMA Northeast Conference

August 30 - 31, 2017
Gideon Putnam Spa Resort
Saratoga Springs, New York

Hosted by the Connecticut, Long Island, New Jersey, New York City,
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Spouse/Guest – Registration Form

(If registering by mail and paying by check)

Guest Name: _____

Name for Badge: _____

Registered Attendee: _____

Telephone: _____

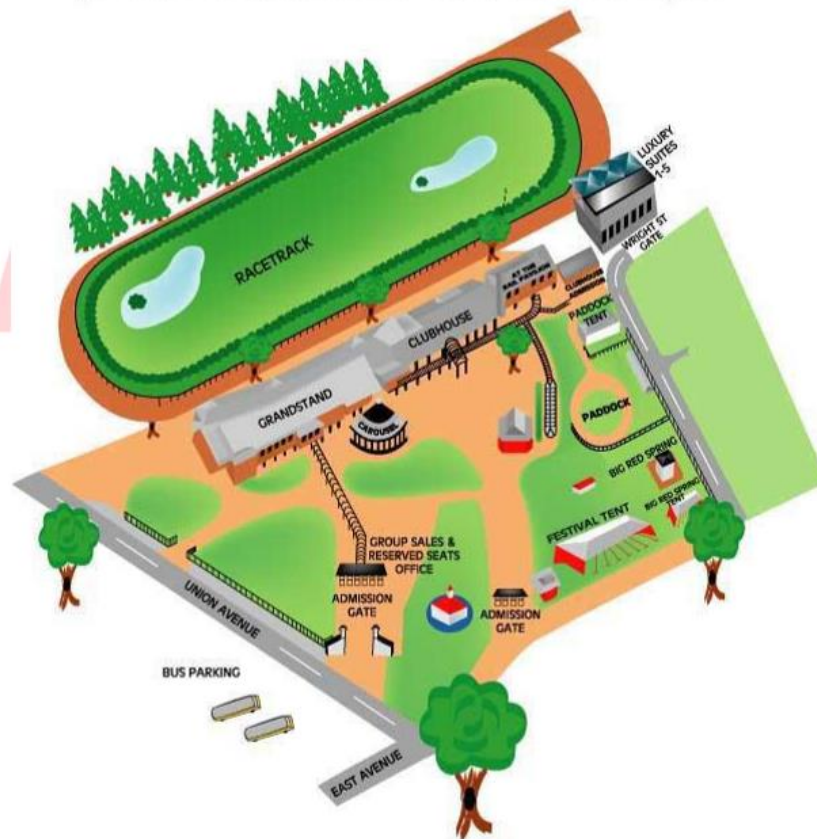
Email: _____

Saratoga Race Course

267 Union Avenue
Saratoga Springs, NY
(518) 584-6200

The **At-The-Rail Pavilion** is air-conditioned, located trackside on the Clubhouse turn, next to the Clubhouse, and includes a barbeque style buffet luncheon of peppercorn brandy marinated steak tips, BBQ chicken, burgers, hot dogs, macaroni & cheese, coleslaw, cornbread, watermelon, cookies, and iced tea.

SARATOGA RACE COURSE



Transportation

Hotel Shuttle: Please inquire at the Bell Stand or the Front Desk for availability. The shuttle must be pre-arranged and runs daily to/from the race track and hotel from approximately 11 a.m. to 6:30 p.m.

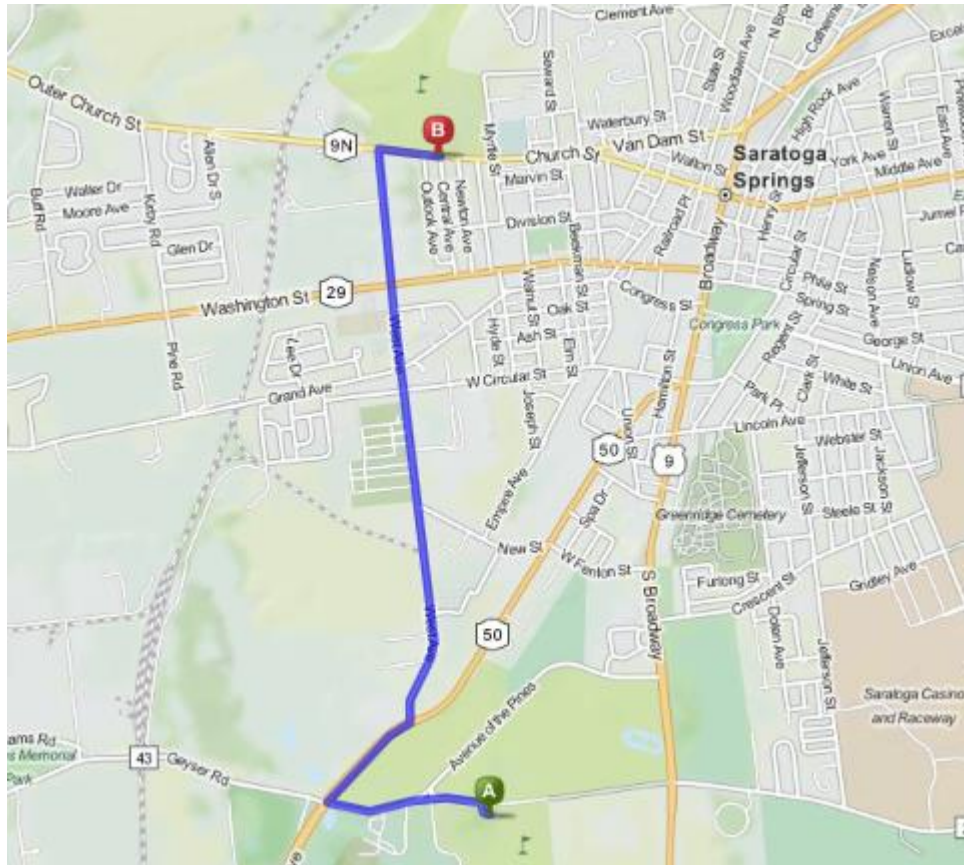
Driving Directions: For detailed directions, visit www.mapquest.com or turn left out of the parking lot, slight right onto Avenue of the Pines. Turn left onto Rte 9N (South Broadway) at the light. Take the 1st right onto Crescent Street, left on Nelson Avenue, and 3rd right onto Union.

Saratoga Hybrid Cab: Call 518-698-4122 or visit www.saratogahybridcab.com.

Saratoga Golf & Polo Club

301 Church Street
Saratoga Springs, NY
(518) 584-8121

Tennis will begin at 1pm.



Driving Directions: For detailed directions, visit www.mapquest.com or turn left out of the parking lot onto Gideon Putnam Road. Turn right onto Ballston Ave/NY-50. Take the 1st left onto West Avenue. West Avenue ends at Church Street: turn right. 301 Church Street is on the left.

Extra Activities

Saratoga Race Course: Popular Activities

Early Morning Breakfast | Saratoga Race Course

Start your day with a scrumptious buffet breakfast on the Clubhouse Lower Porch on Wednesday through Monday throughout the racing season at 7:00 a.m. - 9:30 a.m. The cost is \$14.95 per adult and \$7.95 for children 3-12. Large groups should call in advance for reservations. Call 518-587-5070.

Backstretch Tours | Saratoga Race Course

Get a behind-the-scenes look at thoroughbred racing with a tram tour of the oldest race course in North America and watch the Paddock Show and Starting Gate Demonstration. The first tour departs at 7:30 a.m., with additional tours every 15 minutes, and the last tour departs at 9:00 a.m. daily except Tuesdays. Call 518-587-6200.

Guided Walking Tour | Saratoga Springs

History, legends, lore, and more! Taste the mineral water and learn facts and anecdotes about Saratoga's historic past on Monday through Saturday at 10:30 a.m. - Noon. Meet at the Visitor Center, corner of Broadway and Congress Street. The cost is \$5.00 per person. Call 518-587-3241.

Oklahoma Training Track Tours | The National Museum of Racing and Hall of Fame

This is an exclusive behind the scenes walking tour of the Oklahoma Training Track to see the Spa's racehorses as they are exercised and groomed. The walking tour covers 1.5 miles; sturdy walking shoes are recommended. Reservations are strongly encouraged as space is limited. No strollers, umbrellas, backpacks, or children under the age of 10. Tour meets in the parking lot behind the museum off Ludlow Street. Tours are from 8:30 a.m. - 10:00 a.m. at a cost of \$10.00. Call 518-584-0400 x120.

City of Saratoga Springs

The Saratoga Farmers Market | High Rock Park

Located at High Rock Park on High Rock Avenue, the Saratoga Farmers Market takes place Wednesday from 3:00 - 6:00 p.m. and Saturday from 9:00 a.m. - 1:00 p.m.

Chapter Presidents

14th Annual TMA Northeast Conference

Hosted by the Connecticut, Long Island, New Jersey, New York, Northeast,
and Upstate New York TMA Chapters

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The conference committee would like to acknowledge and extend a special thank you to the chapter executives for their assistance in organizing the 2015 TMA Northeast Regional Conference in Saratoga Springs.

Laura Carey - Long Island Chapter
Sharon Graber - Upstate New York Chapter
Betty Mantz - New Jersey Chapter
Marie Shirley - Northeast Chapter
Dorri Weinstein - Connecticut and New York City Chapters

2018 TMA Northeast Conference Committee

Event Co-Chairs	Mark Patchell, Capital One Bank Matthew Jackson, O'Connell & Aronowitz PC
Sponsorship	Ralph Aurelia, Summit Financial Resources LP
Golf	Matthew Jackson, O'Connell & Aronowitz PC
Publicity	Harvey Gross, Publicity
Member at Large	Christopher Hemrick, Walsh Pizzi O'Reilly Falanga LLP
Event Administrator	Sharon Graber, Upstate New York Chapter