

insight

HONORING EXCELLENCE

2010 Van Rensselaer Award Winners

The Chamber announces the 2010 recipients of its prestigious Van Rensselaer Awards, to be presented at the Van Rensselaer Dinner on Thursday, September 23. The honors include the Van Rensselaer Corporate and Small Business Awards and the Edward H. Pattison Citizenship Award.

"The Chamber's annual awards give us the opportunity to publicly distinguish people who are making a difference by their initiatives and by their example," said Anthony Lanzillo, 2010 Chair of the Chamber's Board of Directors. "This year's recipients exemplify the meaning and purpose of these awards in extraordinary ways that benefit the entire community."

The Van Rensselaer Corporate Award will be presented to Stewart's Shops in recognition of the company's longstanding role in supporting the region's quality of life, civic and community organizations.

"Stewart's Shops is honored to receive such a prestigious honor as the Van Rensselaer Award," said President Gary Dake. "Good corporate citizenship is a tradition at Stewart's, and it is assisted by the enthusiastic role of our employees and our customers. Together, we're doing our part in making a difference."



Founded in 1945 by the Dake family, Stewart's Shops is a convenience store chain that operates 328 locations in more than 30 counties in upstate New York and southern Vermont. Stewart's is a privately-held company, one-third of which is employee-owned. All of Stewart's brand products, including ice cream, chili, soups, milk, juices, and more are manufactured, distributed, or processed at its 226,000-square-foot plant in Greenfield Center. The company also develops rental property adjacent to its shops, an increasing part of its overall business interests.

Stewart's is committed to contributing approximately 5% of the company's profits each year. In 2010, the firm will donate more than \$2.25 million to charitable organizations including monetary funding, products, and gift certificates. In addition, the Dake family contributes an equivalent amount to charity. Stewart's "Holiday Match" customers have helped the company donate more than \$13 million during the past 24 years.

Past recipients of the Van Rensselaer Corporate Award are Pioneer Bank, Hannaford Supermarkets, Bell Atlantic, W.J. Cowee, Rose and Kiernan, Rensselaer Polytechnic Institute, The Sage Colleges, The Phoenix Companies, Capital District YMCA, The Franklin Hospitality Group, Pitney Bowes MapInfo, KeyBank, and Hudson Valley Community College.

The 2010 Van Rensselaer Small Business Award (50 employees or less) will be presented to Old Daley Inn Catering in recognition of the firm's outstanding contributions to the quality of life within our communities. One of the largest caterers in the Capital District, the award-winning Old Daley has built its reputation on quality food and services, a diverse business model, and generous community service.

"We really try to live the brand," said Vice President Gene Coletti, co-owner with James Pettit and Martin Keary. "We don't see the business as just a job, but as our life, and we love doing it. Our charitable work gives us great satisfaction. Receiving this Chamber award is an honor shared by the whole Old Daley team."

Founded 35 years ago as a restaurant, The Old Daley

has focused exclusively on catering since 2001. Today, the company operates three retail lunch cafes, three outdoor vending locations, and a food service management division that supplies two cafeterias as well as Saratoga Chicken at the race track.

As the company has grown, so has its commitment to the community. The Old Daley is a partner in "Feed a Kid," a program that feeds 100 children on a weekly basis. The company is now establishing a charitable foundation, funded in part by a line of home-baked products.



This year's Edward H. Pattison Citizenship Award, also known as "The Ebbie," will be presented to Christopher Burke, CEO of Unity House, for his exemplary commitment to improving the lives of individuals through community involvement. Mr. Burke has dedicated 30 years to serving and empowering people in need, including the past decade at Unity House.

The human service agency provides services to 14,000 individuals a year who face barriers to safe and independent living. Unity House works with victims of domestic violence, adults with mental illness, people living in poverty, and children with developmental disabilities.



Christopher Burke

a statewide advocacy group for programs serving adults with mental illness.

"My work at Unity House – helping the most vulnerable people in our community to live better lives – has been personally gratifying, so I am very honored to receive the Chamber's Ebbie Award for doing what I love," said Mr. Burke. "I share this award with all the staff at Unity House who work tirelessly every day to help improve the lives of others."

The "Ebbie" award, established in honor of Edward H. Pattison, encourages "good citizenship, community involvement, and humanitarian advancement." Past recipients are Mary Jane Smith, Dr. Hugh Foley, James Millea, Jr., Esq., Joseph Fama, Morris Massry, Jack McNulty, Jr., Daniel Hogarty, Jr., Raona Roy, Richard Wallace, John Scarchilli, Dr. Jeanne Neff, and Steven Lobel.

The Van Rensselaer Dinner begins at 6 p.m. with a cocktail reception, followed by the awards ceremony and dinner at 7 p.m. Reservations are \$90 per person, with Chairman's Circle tables of 10 available for \$1,050. Register online at www.renscochamber.com or by contacting Kate Ollier, Programs and Communications Manager, at 274.7474 or kollier@renscochamber.com. The Van Rensselaer Dinner is underwritten by Capital Bank & Trust, CDPHP, and The Phoenix Companies.

UPCOMING EVENTS

NetworkingPlus3 Breakfast

Thursday, June 3

Networking is the number one reason why businesses join the Chamber! Our NetworkingPlus3 format is facilitated by Chamber Ambassadors, enhanced with talking points, and topic-driven for maximum discussion. Participants will take away great ideas and solutions to put to use in the workplace. Registration and breakfast at 7:30 a.m.; program 8 to 9 a.m. \$20 for members; \$40 for non-members and walk-ins. Held at Hudson Valley Community College in Troy. Sponsored by brigar x-press solutions, Commercial Investigations LLC, and First Niagara Bank.



All-Star Member Appreciation & Baseball Challenge: ValleyCat for a Day

Wednesday, June 9

Come and cheer on Chamber players as they take to the Tri-City ValleyCats' home diamond at "The Joe." Everyone is invited to the All-Star Member Appreciation event, featuring food, prizes, and fun! Begins at 5 p.m., with the game at 6 p.m. No charge for the Member Appreciation event, but reservations are requested. Held at the Joseph L. Bruno Stadium in Troy. Sponsored by Family Danz, and First Niagara Bank.



Monthly Breakfast

"Team Building: 1+1=11"

Tuesday, June 15

Learn to build productivity through motivational skills with John J. Pelizza, Ph.D. Registration and breakfast at 7:30 a.m.; program 8 to 9 a.m. \$20 for members; \$40 for non-members and walk-ins. Held at the Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by Kinderhook Bank.



For all of these events use our online registration at www.renscochamber.com, or contact Kate Ollier, at 518.274.7474 or kollier@renscochamber.com.



The Rensselaer County Regional Chamber of Commerce (RCRCC) is a business, civic and economic development alliance that strives to enhance the economic vitality of Rensselaer County and the neighboring Gateway communities of Cohoes, Green Island, Waterford and Watervliet. The Chamber seeks to improve the quality of life within the community for both residents and businesses.

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● NEW MEMBERS

Albany Clothing & Promotions Co.
Screen Printing
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660 Park Avenue
Albany, NY 12208
Telephone: 518.432.3333
Fax: 518.432.7700
www.albanypromo.com

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Waste Management & Service
Rep: Scott T. Earl
P.O. Box 790
Clifton Park, NY 12065
Telephone: 518.877.7007
Fax: 518.877.7337
www.county-waste.com

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Nassau, NY 12123
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Fax: 518.766.7224

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Printers
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Albany, NY 12203
Telephone: 518.489.3233
Fax: 518.489.1638
www.fortorange.com

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Medical Imaging Equipment & Systems
Rep: Sarah Condella
100 Stone Clay Road
Troy, NY 12180
Telephone: 518.874.3300
Fax: 518.874.3375
www.gehealthcare.com

The Judges Inn
Restaurants
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254 Broadway
Troy, NY 12181
Telephone: 518.279.7990

Natural Instincts
Fundraising Counselors & Organizations
Rep: Arlene LaCross
101 Grant Street
Bennington, VT 05201
Telephone: 802.753.7404
www.myjavafit.com/kimmieskoffe

DID YOU KNOW ?

The Chamber's new Networking-Plus Series for 2010 offers three unique formats designed to bring you quality contacts, greater visibility, and even more value for your money. Custom-crafted for our members' networking needs, these programs feature specific forums for maximum success:

NetworkingPlus1 - Table rotations for twice as many contacts, and themed questions for productive conversation. Bring plenty of business cards!

NetworkingPlus2 - "Industry exclusive" seating, and access to internet technology including Facebook, Linked-In, and Twitter. Give a two-minute presentation about your business or organization.

NetworkingPlus3 - Facilitated by Chamber Ambassadors and enhanced with specific talking points. Topic-driven for maximum discussion. Take away great ideas and solutions to put to use in the workplace.

Check the Chamber calendar and reserve your seat today!

● MEMBER NEWS

The University at Albany has unveiled a new web gateway at www.albany.edu/outreach, designed to connect people in business, government, schools, non-profits, and neighborhoods with information about hundreds of programs and activities to further their interests and growth. The website's goal is to give the public access to its own extensive network of research, expertise, resources, and to advance partnerships that benefit diverse communities.

J. Kenneth Fraser and Associates has merged with Weston & Sampson of Peabody, Massachusetts to form **Fraser -- A Weston & Sampson Co.** The move gives the local firm the opportunity to grow, be more competitive regionally, and add employees. Owner Jeffrey F. Budrow is a shareholder in the new firm and has been named Regional Manager.

Whiteman Osterman & Hanna LLP's Senior Counsel John R. Dunne has been honored with the Fund for Modern Courts' Career Public Service Award. The award recognizes lawyers who have made outstanding contributions to improving the administration of justice in New York State. Mr. Dunne concentrates his practice on Environmental, Government Relations, Litigation, Arbitration, and Mediation law.

AJ Management's Alicia Jacobs has written and produced a 15-second public service announcement (PSA) video on Underage Drinking. Filmed locally, the PSA promotes a hotline for reporting underage drinking and is airing in movie theatres in Saratoga County during prom and graduation season.



The White Sands Luxury Tropical Massage has moved to a new location at 455 Broadway in downtown Troy. A staff of NYS-licensed massage therapists offer customized massage packages including deep tissue, Swedish, reflexology, and more.



Excelsior College has presented its Partners in Lifelong Learning Award to John Cavalier, Chair of Tech Valley High School Foundation, and former President/CEO of MapInfo (photo above). The award recognizes his long-standing efforts to mentor and advocate for innovative teaching and learning strategies.

Tri City Rentals was recently honored at the 2010 Tobacco-Free Champions Recognition Event, held at the Hilton Garden Inn in Troy. The awards honored more than 60 recipients for their contributions to creating a tobacco-free community. Tri City Rentals was recognized for creating an entirely smoke-free community at The Glen at Sugar Hill, a 60-unit luxury apartment community in Brunswick.

Anchor Agency, Inc. is celebrating its 50th anniversary. Located at 61 Colvin Avenue in Albany, Anchor Agency provides insurance and financial products to individuals and businesses in the Capital Region. Visit www.anchoragency.com or call 458-8908.

Superior Business Products, Inc. has expanded its sales force with the addition of Jack Astriab. With 20 years in office furniture sales, Mr. Astriab will focus on mid-market furniture sales & development for Superior.

S & B Staffing welcomes Piper Huntington as the firm's new Marketing Coordinator. A graduate of Skidmore College, Ms. Huntington was previously an Account Executive with a printing solutions company in Albany.

Ryan-Biggs Associates, P.C., has announced Christopher A. Leshner, P.E., a Senior Associate with the firm, was named Engineer of the Year by the Mohawk-Hudson Section of the American Society of Civil Engineers. With the firm since 1990, he provides structural engineering design and management for medical, educational, cultural, and municipal projects.

calendar 2010

	JUNE	JULY	AUG		
<i>All breakfast programs are \$20 (unless otherwise noted) for members who have pre-registered.</i>	<p>Thursday • 6/3 NetworkingPlus3 Breakfast* At Hudson Valley Community College. Sponsored by brigar x-press solutions, and First Niagara Bank.</p> <p>Wednesday • 6/9 "All-Star" Member Appreciation" & "Baseball Challenge: "ValleyCat for a Day" Come and cheer on Chamber players as they take to the ValleyCats' diamond at "The Joe" in Troy. Everyone is invited to the All-Star Member Appreciation event, featuring food, prizes, and fun! At 5 p.m. No charge, but reservations required. Sponsored by Family Danz, and First Niagara Bank.</p> <p>Tuesday • 6/15 Monthly Breakfast* "Team Building: 1 + 1 = 11" Reach new heights in productivity through motivational team-building skills with John J. Pelizza, PhD. At the Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by Kinderhook Bank.</p>	<p>Thursday • 7/8 Celebration Cruise: 12 Chambers 1 River. Cruise the Hudson River aboard the Capt. JP II and network with members of 12 area Chambers! 5:30 boarding; 6 to 8 p.m. cruise. \$36 per person. Sponsorships available.</p> <p>Tuesday • 7/20 Member Benefits Breakfast* Open to all members and their employees, this program presents details of the Chamber's benefits and services, and provides an excellent forum for networking. No charge; registration required. At the East Greenbush Community Library. Sponsored by Thomas K. Judd Associates.</p> <p>Thursday • 7/29 NetworkingPlus1 Luncheon At the Hilton Garden Inn, Hoosick Street, Troy. Registration and lunch 11:30 a.m.; program 12 to 1 p.m. \$22 members; \$40 non-members/walk-ins. Sponsored by Excelsior College, and Goold Orchards.</p>	<p>Tuesday • 8/10 Business Education Series Workshop Registration and breakfast at 7:30 a.m.; program 8 to 10 a.m. \$25 members; \$40 non-members/walk-ins. At Hudson Valley Community College in Troy. Sponsored by Micro-Knowledge, Inc., with media sponsorship by Pierce Communications.</p> <p>Monday • 8/23 Chamber Golf Classic & Clubhouse Classic A day of golf on the award-winning links at the Country Club of Troy, followed by an elegant, relaxed evening networking reception at the Clubhouse. \$195 per golfer; \$40 per person for reception. Many levels of sponsorships are available to fit every budget.</p>	<p>How do you sign up for these great events?</p> <p>Online registration: Quick, convenient and easy! Go to www.renscochamber.com and click on "Chamber Event Calendar."</p> <p>Telephone us: 518.274.7474</p> <p>e-mail us: kollier@renscochamber.com</p> <p>Fax us: 518.272.7729</p> <p><i>If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.</i></p> <p>Please Note: <u>No-shows will be billed.</u></p>	<p>Upcoming Global Business Network Events:</p> <p>Thursday • 6/17 Roundtable discussion with area business and community leaders. Bring your issues, leave with solutions. Registration at 7:30 a.m., with program from 8 to 9:15 a.m. Cost is \$20 per person. Held at the Albany-Colonie Regional Chamber of Commerce, One Computer Drive South, Albany.</p> <p>For details about upcoming GBN events, contact Ryan Silva, Chamber Business Development Director, at 518.274.7020, ext. 14 or at rsilva@renscochamber.com.</p>

MONTHLY BREAKFAST

“Team Building: 1+1=11” on June 15



Dr. John J. Pelizza

Learn how to empower your staff to reach new heights in productivity and collaboration with the Chamber’s upcoming Monthly Breakfast, “Team Building: 1 + 1 = 11” with Dr. John J. Pelizza. Through this engaging presentation, Dr. Pelizza will motivate participants to work better in teams by sharing and demonstrating practical principles that influence proactive teams. Effective team building not only benefits the organization itself but also the clients it serves.

A nationally recognized expert, Dr. Pelizza has presented to more than 2,500 businesses and professional groups. A dynamic speaker, he is a leading authority on wellness, change, process, stress management, productivity, and personal growth.

“Team Building” is set for Tuesday, June 15 at the Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Registration and breakfast begin at 7:30 a.m., with the program following from 8 to 9 a.m. Reservations are \$20 for members and \$40 for non-members and walk-ins. Register online at www.renscochamber.com or contact Kate Ollier at 274.7474 or kollier@renscochamber.com. This program is sponsored by Kinderhook Bank.

MEMBERSHIP BENEFIT

Member-to-Member Discounts Save You \$\$

Looking to save money? The Chamber’s Member-to-Member discounts are a great way to cut business costs and network with other members. Participants offer money-saving discounts on products and services to other members, so everyone benefits. All Chamber member businesses and organizations, including their employees, can take advantage of special discount packages on retail products, business services, and much more.

Now the Member-to-Member Discount program is better than ever with online enhancements, including one-click links to member websites. We’ve made it even easier for you to save money and connect with regional businesses.

For details about the Member-to-Member Discount Program, contact Chamber Membership Manager CJ Harkola at 518.274.7020, ext. 17 or charkola@renscochamber.com. Online application forms are available at www.renscochamber.com. Sign up and start saving today!

NEW EVENT

“All-Star Member Appreciation” June 9



Two of the Chamber’s most popular events are joining forces for twice the fun. Our annual “Baseball Challenge: ValleyCat for a Day” will be partnered with a brand new “All-Star Member Appreciation” reception, featuring food, prizes, and enjoyment on Wednesday, June 9, at the Joseph L. Bruno Stadium at Hudson Valley Community College in Troy.

Check out the game roster online at the Chamber’s website, and plan to come and cheer on the players! Batting practice begins at 5 p.m., with the game following at 6 p.m.

Everyone is invited to the All-Star Member Appreciation reception, which starts at 5 p.m. Watch all the action on the diamond while networking and enjoying a BBQ with live entertainment.

This is the Chamber’s way of saying “thank you” to our members! There is no cost, but reservations are required. Contact Kate Ollier at 274.7474 or kollier@renscochamber.com. See you at “The Joel!”

MARK YOUR CALENDAR

Golf & Clubhouse Classics on August 23

The Chamber presents the 2010 Golf Classic and Clubhouse Classic, set for Monday, August 23, at the Country Club of Troy. We’re offering a day of golf on the award-winning course, followed by an evening of relaxed networking in the elegant clubhouse. All-inclusive golf/clubhouse packages are \$195 per person. Reservations for the Clubhouse Classic Networking Reception are \$40 per person.

A variety of cost-effective sponsorship opportunities are available, including underwriting sponsors, contest sponsors, raffle prize donations, and flag sponsors. To volunteer, register for the event, or for information on customized sponsorship packages, contact Kate Ollier at 518.274.7474 or kollier@renscochamber.com.



CHAMBER MEMBER

spotlights



Photo by Randall Perry

After 22 years as an accomplished chef, Patty Miller decided to turn her creative spirit towards interior design, which has long been a personal passion. The result is **Patricia Lauren Miller Design**, where the emphasis is on the home.

“My specialty is to personally connect with clients to create comfortable rooms where they can enjoy their home as a reflection of themselves,” said Ms. Miller, who recently completed a music room for the 2010 Vanguard Designer Showhouse (photo above). It was her third consecutive year at the Vanguard. “It’s my passion to work with clients to create timeless spaces that fulfill a vision of what their home should be.”

Patricia Lauren Miller Design is a full service firm, offering every aspect of residential services including window treatments, color consultation, furniture and accessories, and more for every room in the house. With a background in art and architecture, Ms. Miller designs kitchens and baths. She has a special interest in working with clients who are downsizing, not only “empty-nesters” but individuals who are experiencing other lifestyle changes. “Downsizing requires a combination of emotional and logistical support in order to successfully edit a lifetime of belongings,” said Ms. Miller. “What I love about my work is the relationships that develop with clients. Interior design is a business of referrals and repeat clients, so I am building relationships that will continue for years to come.”

Ms. Miller is also an independent consultant for Arbonne, an exclusive line of skin care, cosmetics, health and wellness products based on natural and botanical principles. The business complements her work in interior design while providing an additional revenue source. “Arbonne’s superior quality products and its business model are a natural fit for me,” said Ms. Miller.

PATRICIA LAUREN MILLER DESIGN / ARBONNE
25 MAPLE AVENUE | TROY, NY 12180
PHONE: 273.7185 | E-MAIL: plmillerdesign@gmail.com



Doane Stuart School’s move to its new home in Rensselaer County has positioned the coeducational institution as a leader in private education. The historic school has undergone an award-winning renovation and restoration, resulting in a 117,000-square-foot facility that combines classic and art deco architecture with the academic space needed to accommodate

new programs, enhanced science laboratories, and more. The facility and the school curriculum are designed to give students the environment they need for next-generation learning.

“It was important that we uphold the ideals of our school, the manner in which we educate, and our unique identity,” said Headmaster Richard Enemark, Ph.D. “But we needed to do it in a facility that would accommodate the challenges of educating for today’s students. We’ve accomplished just that.”

Doane Stuart is one of the region’s oldest and most prestigious college preparatory schools. Its rigorous academic curriculum educates students in social responsibility while building a strong foundation of faith. The new location, purchased from the Rensselaer City School District, serves more than 270 students, nursery through 12th grade. Enrollment is up four percent this year.

At a time when many non-profit and independent schools are struggling, Doane Stuart has succeeded in increasing enrollment and maintaining financial stability. The school purchased the \$4 million campus outright and was able to secure bank financing for renovations and restoration work. Improvements to the facility included science labs, enhanced spaces for music, art, and photography, and additional classroom space. Central to the school is its interfaith chapel with clerestory windows, custom wood paneling, and period light fixtures.

The 24-acre property, located just off I-90 on the Hudson River with views of the Albany skyline, allows for ample future expansion of playing fields, gardens, and nature trails.

THE DOANE STUART SCHOOL
199 WASHINGTON AVENUE | RENNELAER, NY 12144
PHONE: 465.5222 | WWW.DOANESTUART.ORG

Spotlight articles are awarded through a random drawing of business cards at Chamber Member Benefits Breakfasts and Networking events.

insight into...

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NETWORKING WITH 12 CHAMBERS

Join us for a Celebration Cruise July 8

Come aboard as we gather a dozen area chambers of commerce for "Celebration Cruise: 12 Chambers 1 River." on the Captain JP II on Thursday, July 8. Here's a rare opportunity to connect with business professionals from all 12 chambers in the greater Tech Valley region, making this a "must-attend" event. The Celebration Cruise will include non-stop networking, live entertainment, valuable door prizes, hot hors d'oeuvres, drink specials and so much more, all in a fun and relaxed setting. Boarding is from 5:30 to 6 p.m., with the cruise following from 6 to 8 p.m. Tickets are only \$36 per person. Register online, or contact Kate Ollier at 518.274.7474 or kollier@renscochamber.com. The following chambers of commerce are participating: Albany-Colonie Regional; Bethlehem; Colonie; Columbia County; Fulton County Regional; Guilderland; Mechanicville; Montgomery County; Rensselaer County Regional; Saratoga County; Schenectady County; and Southern Saratoga County.



Info Session on Chamber Trip to Ireland



The Chamber and Meissner Cruise & Travel will host an informational session on "Explore Ireland 2010," a nine-day trip geared to area businesses and individuals. Come to the Chamber office on Tuesday June 8, from 5:30 to 7 p.m. and learn about this exciting travel opportunity. You'll explore the Emerald Isle and exchange ideas with Irish business owners, traveling from October 15 to 23. See the famed cities of Dublin, Kildare, Birr, Galway, Killarney, Blarney, Cork, and Limerick. Your tour includes roundtrip airfare and 4-star accommodations, along with great highlights including a medieval castle banquet, and visits to the Guinness Brewery, Trinity College, and much more. Contact Debbie O'Donnell at 274.7020, ext. 10 or dodonnell@renscochamber.com.

APPLICATIONS DUE

Professional Training for Entrepreneurs

SmartUp, a program designed to help small businesses start up and succeed, is accepting applications for its next class. Applications are due by Friday, August 13 for the fall session, which begins Wednesday, August 25.

A comprehensive, educational business course, SmartUp is offered to entrepreneurs in the regional business community who want to gain insight and practical instruction about starting and growing small businesses. Ten weekly seminars are led by experienced local business experts who bring a "real world" view into the classroom. Students explore topics such as Writing a Business Plan; Legal Issues; Insurance; Sales; Bank Financing & Accounting; Marketing & Public Relations; Real Estate; and Human Resources. These critical topics deliver the essential knowledge you need to know to start or grow a successful business.

SmartUp, a program designed to help small businesses start up and

SmartUp is presented by the Chamber in partnership with Rensselaer County Economic Development & Planning. All-inclusive cost is \$295 per person. For information and online application forms, visit www.renscochamber-edp.com. Or contact Ryan Silva, Director of Business Development, at 274.7020, ext. 14 or rsilva@renscochamber.com. SmartUp is sponsored by Capital Bank & Trust.

