

# insight

WELCOME TO A NEW YEAR

## Message from the 2017 Board Chair



John M. Ahearn  
2017 Board Chair

our growing organization during the upcoming year. As chief financial officer at Rifenburg Construction, Inc., I know what it's like to plan for a new year, to organize priorities and to set corporate goals. Let the Chamber help you achieve *YOUR* goals for the coming year:

» **Market your business or nonprofit cost-effectively.** The Chamber has digital, print and direct mail marketing packages customized to fit every budget.

» **Make quality connections and attract potential customers.** Attend Chamber networking events with table topics, rotation seating and facilitated introductions.

» **Use training and education to inform and empower your staff and yourself.** Chamber workshops and seminars feature a host of topics like sales, communications, teamwork, diversity and more, led by top-notch presenters. The Chamber is the region's business resource for quality professional development,

A new year brings the opportunity for a fresh start. Here at the Chamber we're striving every day to provide the foundation for *YOUR* fresh start in 2017.

First, I'd like to thank you for the opportunity to serve

from our award-winning Leadership Institute to our popular Wonder Women Mentoring events. On tap this year are more CEO Roundtables and our "Ask the Expert" series. All of these programs feature regional professionals sharing their experiences and strategies, providing valuable expertise and reaching out to connect face-to-face with our members.

» **Partner with the Chamber to grow and expand your business.** The economy of Rensselaer County is a vibrant one. Let the Chamber help you navigate the paths to success, including site location, government regulations and capital financing.

If you wonder how our Chamber gets ideas for programs and services, we get them from *YOU*. We ask what you need to succeed and then we craft solutions to your challenges. Our organization is member-focused and driven by you. In fact, our event with The HUMOR Project, "The Laughing-Leading Link: Taking Your Job Seriously and Yourself Lightly," is the result of member input and suggestions. Contact us by phone, by email or in person (see you at an upcoming event).

On a final note, I'd like to emphasize that the best way to benefit from your Chamber membership is to get involved. Like any important investment, the more you put into it, the more you'll get out of it. It bears repeating that an organization like the Chamber exists for the benefit of its membership and the greater good of our communities. Attend a program, join a committee, start networking.

On behalf of the Chamber board and staff, we wish you a happy, healthy and rewarding new year!

## UPCOMING EVENTS

### 2017 County Executive's Breakfast on January 19



Reserve your seat at the annual **County Executive's Breakfast** with Rensselaer County Executive Kathleen Jimino. She will report on the status of local economic development initiatives and what the future holds for the region. An informative way to start your new year! Reserve your seat now; this popular event sells out each year. Sponsored by the Rensselaer County IDA.

**County Executive's Breakfast** is on Thursday, January 19 at the *Comfort Inn & Suites, 99 Miller Road in Schodack. Sign up online at [renscochamber.com/events](http://renscochamber.com/events). Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members.*

RENSSELAER  
COUNTY

life looks good from here™

### Chamber's Meet the Legislators on February 16

State representatives will participate in an informative panel discussion at the Chamber's upcoming **Meet the Legislators Luncheon**. Join us as we meet our region's New York State Senate and Assembly members and discuss topics such as ethics in government, budget issues, business regulations, upstate revitalization initiatives and more. Our participants are (above right, l-r) New York State Senators Neil D. Breslin and Kathleen A. Marchione and New York State Assemblymen John T. McDonald III and Steven McLaughlin.



**Meet the Legislators Luncheon** is on Thursday, February 16 at the *Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up online at [renscochamber.com/events](http://renscochamber.com/events). Registration and lunch at 11:30 a.m.; program 12-1 p.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by Express Scripts.*



## ASK A BOARD MEMBER: Investing in Downtown Communities

Larry Novik is Director of Business Development at Bonacio Construction, one of the largest developers in the region. During his 17 years with the company, he has served in a variety of positions, from project manager to director of operations. In his current position, Larry is responsible for identifying and shepherding new opportunities through the preliminary design and pro-forma stages, to the point where they are buildable projects. He works to develop win-win investment projects that drive downtown vitality and fuel creative mixed-use economic development projects, benefiting entire communities.



### Q: Why does Bonacio Construction choose to invest in the region?

A: We take on a wide variety of projects but we love the challenge of urban infill and revitalization. The national trends towards downtown living and walkability are well established. The architecture and sense of place in the region's small cities is amazing and lends itself naturally to those trends. The work we do to recreate spaces that attract new residents and businesses to our downtowns is particularly rewarding.

### Q: What are the region's advantages and challenges from an economic development view?

A: The Rensselaer County region has exciting momentum right now – it's great to see so many people choosing to move back to downtown communities, as well as the new restaurants and retail businesses that provide the support services people want. The primary challenge faced by investors is that the revenue streams of these projects are still lagging behind the more expensive costs of urban development – so projects are difficult to make work without subsidies like grants and other programs.

### Q: How does the future look for Rensselaer County and Bonacio's investments here?

A: We see a tipping point in the future (and we think it looks great!) so we are continuing to invest in that belief. Our hope is that the municipalities and communities we work with continue to actively encourage and promote the continuation of this forward momentum.

"Ask a Board Member" is a monthly Q&A featuring members of the Chamber's Board of Directors.



The Rensselaer County Regional Chamber of Commerce 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

**Phinney Design Group**  
Architects  
Rep: Whitney Shafer  
142 Grand Avenue  
Saratoga, NY 12866  
Phone: 518.587.7120  
[phinneydesign.com](http://phinneydesign.com)

**Hoosick Local Development Corp.**  
Marketing  
Rep: Bill Johnston  
273 Breese Hollow Road  
Hoosick Falls, NY 12090  
Phone: 518.339.5970  
[hoosickldc.org](http://hoosickldc.org)

**Child Care Center Software, Inc.**  
Software Consultants  
Rep: Gaye Weinberger  
24 Fourth Street  
Suite 100  
Troy, NY 12180  
Phone: 877.846.2227, ext. 700

**SCCC Workforce Development and Community Education**  
Education  
Rep: Denise Zieske  
201 State Street  
Kindl Building  
Schenectady, NY 12305  
Phone: 518.595.1101

**Mission Accomplished**  
Employment Training Service  
Rep: Carmen Duncan  
706 Madison Avenue  
Albany, NY 12208  
Phone: 518.207.0209  
[matransitionservices.org](http://matransitionservices.org)

**Grow Your Seasons**  
Marketing  
Rep: Catherine Jura  
8 Oxford Circle  
Troy, NY 12180  
Phone: 518.235.6057  
[growyourseasons.com](http://growyourseasons.com)

**The Daily Gazette**  
Newspapers  
Rep: Randy Lewis  
2345 Maxon Road Extension  
Schenectady, NY 12308  
Phone: 518.395.3188  
[dailygazette.com](http://dailygazette.com)

**American Heart Association**  
Non-Profit Organizations  
Rep: Kim Sheedy  
4 Atrium Drive  
Albany, NY 12205  
Phone: 518.626.8750  
[capitalregionheartwalk.org](http://capitalregionheartwalk.org)

**NY Wine & Liquor Warehouse**  
Liquor Stores  
Rep: Rebecca Southwood  
75 Vandenburg Avenue  
Troy, NY 12180  
Phone: 518.330.2426

**O'Briens Public House**  
Restaurants/Banquet Facilities  
Rep: Terry M. O'Brien  
43 Third Street  
Troy, NY 12180  
Phone: 518.874.1734

**King Piano Moving**  
Pianos - Tuning & Repair  
Rep: Sean King  
852 Broadway  
Rensselaer, NY 12144  
Phone: 518.316.1305  
[kingpianomoving.com](http://kingpianomoving.com)

**Recovery Sports Grill East Greenbush**  
Restaurants  
Rep: Erich Campolungo  
279 Troy Road  
East Greenbush, NY 12061  
Phone: 518.461.4057  
[recoveryssportsgrill.com](http://recoveryssportsgrill.com)

● MEMBER NEWS



**Linium Recruiting's** Albany office was named among the "Best Places to Work in New York's Capital Region" by the *Albany Business Review*. The company was chosen based on high employee ratings that showed Linium staff is engaged and fulfilled at work.

"As a company in the people business, Linium is particularly proud of this recognition, which demonstrates expertise and commitment to building strong workplace cultures," said Miriam Dushane, managing director (photo above). Visit [liniumrecruiting.com](http://liniumrecruiting.com).

**Community Resource Federal Credit Union (CRFCU)** has been named one of the "Best Places to Work in New York's Capital Region," according to the *Albany Business Review's* annual ranking. CRFCU was one of more than 100 companies to qualify for the listing based on an independent, confidential survey of its employees' overall satisfaction. Visit [communityresource.coop](http://communityresource.coop).

**architecture+** announced Mariel Hilowitz has joined the firm as an interior designer. She will work on a wide range of projects in healthcare, education, government, cultural and community organizations. Visit [aplususa.com](http://aplususa.com).



**BBL Hospitality** has opened the doors of its 12th Recovery Sports Grill with a ribboncutting (photo above). The restaurant, located in the Rensselaer County Plaza in East Greenbush, is part of BBL's 'Gen 3' style with modern finishes, a 100+ inch projection screen and a new menu, featuring guest favorites as well as brand new items. Visit [recoveryssportsgrill.com](http://recoveryssportsgrill.com).



**The Beer Diviner Taproom & Market** celebrated a ribbon-cutting and grand opening celebration at 461 Broadway in Troy (photo above). With production in Petersburg, The Beer Diviner is a farm brewery with a wide selection of craft beers, ales and gruit. Visit [thebeerdiviner.com](http://thebeerdiviner.com).

**Mission Accomplished Transition Services** is taking applications for its College and Room Essentials (C.A.R.E) Initiative, which eases the financial burden for students going away to school. Eligible students can receive a bin filled with college necessities, including classroom and personal care items, to help them get started on campus. Applications are accepted through May 13 for the fall 2017 semester. Visit [matransitionservices.org](http://matransitionservices.org).



**Wojeski & Company CPAs, PC** welcomes Christina Kokoras (photo left) as a senior staff accountant responsible for individual and corporate client tax compliance. She brings sixteen years of tax and accounting experience to the firm. Visit [wojeskico.com](http://wojeskico.com).

**CDPHP** announced two promotions: Brian J. Morrissey to president, Practice Support Services, LLC and executive vice president, Partner Solutions; and Brian O'Grady to executive vice president, Commercial Business and chief marketing officer. Visit [cdphp.com](http://cdphp.com).

**Sandler Training** announced Matthew Scarchilli, business entrepreneur and long-time Sandler-trained sales professional, as the new authorized franchisee owner and CEO of Sandler Training Systems of the Greater Capital Region. Scarchilli formed Winning Process, LLC to acquire the franchise. He will maintain existing staff and expand Sandler Training throughout the Tech Valley region. Visit [www.winningprocess.sandler.com](http://www.winningprocess.sandler.com).

## events calendar 2017

JANUARY	FEBRUARY	ADDITIONAL INFO
<p><b>Wednesday • 1/11</b> <b>Member Benefits Breakfast</b> This no-cost program is great for new members, your employees or anyone who wants to make the most of Chamber membership and discover all of our valuable benefits. Meet our staff and bring plenty of business cards to distribute. Great networking opportunity! No charge; registration requested. At the Chamber in the first floor conference room.</p> <p><b>Thursday • 1/19</b> <b>County Executive's Breakfast</b> Find out what's ahead in 2017 for businesses in Rensselaer County and the status of significant local economic development initiatives. Reserve your seat now; this popular event sells out each year. At the Comfort Inn &amp; Suites, 99 Miller Road in Schodack. Sponsored by the Rensselaer County IDA.</p> <p><b>Wednesday • 1/25</b> <b>NetworkingPlus Luncheon</b> Get connected, develop leads and build relationships at this fast-paced networking event. Topic-driven themes, ambassador facilitators and three table rotations make for more opportunities. Registration 11:30 a.m.; program 12-1:15 p.m. At The Franklin Terrace Ballroom, 126 Campbell Avenue in Troy.</p> <p><b>DID YOU KNOW ?</b> The number one reason members join the Chamber is to network. That means our events and programs are chock full of motivated regional professionals looking to connect with YOU and your business!</p>	<p><b>Tuesday • 2/7</b> <b>The HUMOR Project Presents The Laughing-Leading Link: Taking Your Job Seriously and Yourself Lightly</b> This fast-paced, fun-filled, FUNomenal presentation will include a combination of learning-filled, laughter-fueled, powerful principles and amusing anecdotes to help you see the connection between the bottom line and the funny line. Presented by Dr. Joel Goodman, founder of The HUMOR Project, Inc. Cost is \$50 members; \$75 walk-in members; \$100 future members. Registration and breakfast 7:30 a.m.; program 8-9:30 a.m. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by CDPHP.</p> <p><b>Thursday • 2/16</b> <b>Meet the Legislators Luncheon</b> Join us for an informative panel discussion of the timely issues facing our local communities. Our participants are NYS Senators Neil D. Breslin and Kathleen A. Marchione and NYS Assemblymen John T. McDonald III and Steven McLaughlin. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by Express Scripts.</p> <p><b>Tuesday • 2/28</b> <b>Wonder Women Mentoring Breakfast</b> Back by popular demand, this event will inspire you to harness your powers, build your network and find your own wonder women of support. A series of three 20-minute roundtables, group discussions and more, led by leading wonder women of the region. Timely topics about today's challenges. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. At The Century House, Route 9 in Latham. Sponsorships available.</p>	<p><b>TIMES:</b> All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).</p> <p>All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).</p> <p><b>COSTS:</b> All programs are \$35 (unless otherwise noted) for members who have pre-registered. The cost for walk-in members is \$50. The cost for future members is \$70 (unless otherwise noted).</p> <p><b>No-shows will be billed; 24-hour notice is required for all cancellations.</b></p> <hr/> <p><b>Register online at:</b> <a href="http://rensochamber.com/events">rensochamber.com/events</a></p> <p><b>Questions?</b> Contact Gabrielle Polce Events Manager 518.687.1238 <a href="mailto:gpolce@rensochamber.com">gpolce@rensochamber.com</a></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>



## BOARD OF DIRECTORS

### Welcome New Board Members for 2017-19

The Chamber extends a warm welcome to the newest members of its Board of Directors, elected in December. Each has a three-year term, beginning in January 2017 (a full listing of the Chamber Board of Directors is on page four). We look forward to working with these talented and diverse professionals as we continue to grow the Chamber and serve our membership. The newly elected board members are:

**Kelli Arnold**  
KeyBank, NA

**Alison Leonard**  
architecture+

**Victoria Carosella Baecker**  
CDPHP

**Kate Otis**  
DeCresente Distributing Co., Inc.

**Lisa Despart**  
Action Window Cleaning Co., Inc.

**Dr. Donna Watson**  
Enlarged City School District of Troy

**Michael E. Ginsberg, Esq.**  
Pattison, Sampson, Ginsberg & Griffin, PC

## PRIZE WINNERS ANNOUNCED

### Chamber Gives Away Two \$1,000 Packages

The Chamber has picked the winners of two customized marketing packages valued at \$1,000 each! It's our way of saying "thank you" to our great membership. Congratulations to Verdile's Restaurant, 572 Second Avenue in Troy, ([verdile.com](http://verdile.com)) and the Arts Center of the Capital Region, 265 River Street in Troy ([artscenteronline.org](http://artscenteronline.org)). The winners will meet with the Chamber's marketing staff to develop a package to meet their specific marketing and business goals.



You don't have to be a contest winner to take advantage of our customized packages, designed for your individual goals and budget. Marketing packages may include digital and print marketing, tickets to events and opportunities to showcase your business as a sponsor or expo booth participant.

Our Chamber specializes in customer service; contact us today and we'll set up a personalized meeting at your location or ours. Contact the Chamber's Events Manager Gabrielle Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238.

## Check Out These Chamber Benefits

### ✓ CELEBRATIONS & MILESTONES

Is 2017 a celebratory year for your business or organization? The Chamber and our Economic Development Partnership (EDP) are here to support your next grand opening or milestone celebration. We can assist you with invitations to media representatives and elected officials, provide you with resources for refreshments and entertainment and include your news in our print and digital communications and social media. Give us a call six weeks in advance to confirm your date. Questions? Contact Communications & Web Strategies Manager Staci O'Neill at [soneill@renscochamber.com](mailto:soneill@renscochamber.com) or 518.687.1243.



### ✓ ALBANY MBA SCHOLARSHIP PROGRAM

Offered through a partnership with the University at Albany School of Business and the Chamber, MBA scholarships allow working professionals to earn an MBA in less than two years by attending a class every other weekend. Students come from diverse backgrounds, yet all have the desire to further their education and expand their opportunities while pursuing their respective careers. For information, visit [albany.edu/business](http://albany.edu/business) or contact the Chamber at 518.274.7020.

### ✓ CONSTANT CONTACT DISCOUNT

Chamber members receive exclusive savings on Constant Contact's entire suite of online tools: **Email Marketing** to get your audience's attention and retain it; **Social Campaigns** to attract and engage fans and followers; **Event Marketing** from promotion to online registration; **Online Surveys** and more. Sign up through our representative Erik Bunaes at [erik@endorphinadvisors.com](mailto:erik@endorphinadvisors.com) and receive a discount of up to 25%, even if you're already a Constant Contact customer.



### ✓ ENERGY ALLIANCE

The Chamber's Energy Alliance program, administered by EnergyNext, gives members the opportunity to lower energy bills by choosing more competitive rates. There is no cost to sign up or to participate. Through the alliance you'll secure fixed rates from carefully selected top-tier energy suppliers, giving you money-saving options and peace of mind. Visit [renscochamber.com](http://renscochamber.com) or contact the Chamber's Membership Manager Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com) or 518.687.1244.

*For a full listing of member benefits, visit [renscochamber.com](http://renscochamber.com).*

## CHAMBER MEMBER

# spotlights



**Albany Med EmUrgentCare**, located on Hoosick Road in Brunswick, is a professional medical facility providing unscheduled treatment for urgent and non-urgent illnesses and injuries for patients of all ages.

EmUrgentCare is open 9 a.m. to 9 p.m. every day of the year. Emergency medicine-trained

providers offer expert treatment for common ailments including ear, sinus and throat infections, asthma, cuts and lacerations, tick and other insect bites, rashes and any other seasonal ailments. In addition, digital x-ray capabilities on-site help medical providers diagnose sprains and fractures. Occupational medicine services will be provided to local employers with the focus on getting employees back to work in good health. As with all EmUrgentCare facilities, no appointments are necessary.

The 4,500-square-foot facility in Brunswick is the fifth location for Albany Med's expanding EmUrgentCare Division. Albany Med EmUrgentCare's other locations throughout the region are on Wolf Road in Colonie, US Route 9W in Coxsackie, Saratoga Road in Glenville (in the Socha Plaza) and on US-Route 9W in Saugerties.

ALBANY MED EMURGENTCARE  
730 HOOSICK ROAD | BRUNSWICK, NY 12180  
PH: 518.264.2232 | [EMURGENTCARE.COM](http://EMURGENTCARE.COM)  
[FACEBOOK.COM/EMURGENTCARE](http://FACEBOOK.COM/EMURGENTCARE) | [EMURGENTCARE.COM](http://EMURGENTCARE.COM)



For more than 70 years, **miSci** has offered exhibits, programs and activities that entertain, inform and challenge individuals of all ages. An early proponent of STEM education, the museum is committed to hands-on, minds-on experiences that build knowledge and spark imaginations with the

wonders of science. The generous support of members, friends and corporate sponsors enables miSci to continue to offer high-quality programming that underscores its mission: "To inspire people to celebrate and explore science and technology, past, present and future."

The Challenger Learning Center at miSci is a state-of-the-art STEM learning facility presenting simulated space missions for ages 3 to adult. Based on NASA astronaut training, visitors take on the roles of crew members, fulfilling essential tasks and conducting critical experiments for mission success. The center offers five different group missions, providing a unique learning opportunity for students and an unforgettable setting for private parties, scout troops and community groups.



The Challenger Learning Center is an out-of-this-world environment for corporate events, retreats and team-building exercises. Regional businesses of all sizes can support the center by donating funds for underserved classrooms to participate in an experience or mission, with gifts starting at just \$250.

MiSci members – individuals and corporations – enjoy a wide range of benefits, including free admission to nearly 300 science centers and museums nationwide. For more information, visit the museum's website.

MISCI  
15 NOTT TERRACE HEIGHTS | SCHENECTADY, NY 12308  
PH: 518.382.7890 | [MISCI.ORG](http://MISCI.ORG)

*Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase a Spotlight, contact Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com). Members must be in good standing and not have been featured within the past 24 months.*



insight into...

## Chamber's Van Rensselaer Fund

Looking for a great way to make a corporate or personal investment in the quality of life of our communities? A gift to the "Van Rensselaer Fund - Rensselaer County Regional Chamber of Commerce" allows the Chamber to receive funding for member-focused initiatives, helping our organization to provide scholarships for educational and entrepreneurial programs as well as supporting the arts and culture. Gifts of all levels make a valuable difference and donations may be designated for specific purposes. Donors enjoy the tax benefits of a charitable contribution. Contact the Chamber at 518.274.7020. We appreciate your support!

### 2017 BOARD OF DIRECTORS

**JOHN M. AHEARN**, Board Chair\*  
Rifenburg Construction, Inc.

**KELLI ARNOLD**  
KeyBank, NA

**VICTORIA CAROSELLA BAECKER**  
CDPHP

**CHRISTOPHER BURKE\***  
Unity House of Troy, Inc.

**LISA DESPART**  
Action Window Cleaning Co., Inc.

**MICHAEL A. DIACETIS\***  
National Grid

**MICHAEL E. GINSBERG, ESQ.\***  
Pattison, Sampson, Ginsberg & Griffin, PC

**IAN GLASGOW**  
Next Advance, Inc

**LAUREN GROFF\***  
Groff NetWorks, LLC

**HOWARD GROSS\***  
eBizDocs

**ALISA C. HENDERSON**  
Duncan & Cahill, Inc.

**PATRICK HUGHES\***  
UHY LLP

**SUSAN KAMBRICH\***  
Woodland Hill Montessori School

**ANDREW KINERSON**  
Gettysburg Flag Works, Inc.

**GEORGE E. LaMARCHE III, ESQ**  
LaMarche Safranko Law, PLLC

**ALISON LEONARD**  
architecture+

**JOHN MILLET**  
Bouche & Clarke Benefits, Inc.

**RICK MURPHY**  
Tri-City ValleyCats

**LARRY NOVIK**  
Bonacio Construction, Inc.

**KATE OTIS**  
DeCrescente Distributing Co., Inc.

**DENISE PADULA\***  
The Alchar Printing Group

**MEL QUINLAN**  
Oberlander Group

**PAMELA REHAK**  
St. Peter's Health Partners

**NICOLE STEIN\***  
SEFCU

**JEFFREY VUKELIC**  
Saratoga Eagle Sales & Service

**DR. DONNA WATSON**  
Enlarged City School District of Troy

\* Executive Committee members.



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### THE HUMOR PROJECT PRESENTS

## Taking Your Job Seriously and Yourself Lightly

Join us for a fast-paced, fun-filled, FUNomenal presentation when **The HUMOR Project Presents The Laughing-Leading Link: Taking Your Job Seriously and Yourself Lightly**. Get ready for a combination of learning-filled, laughter-fueled, powerful principles and amusing anecdotes to help you see the connection between the bottom line and the funny line.

You will discover:

- » The Steve Allen Principle (the secret to developing your comic vision and finding humor in your life and work)
- » Reasons why you should be very serious about humor
- » How humor might improve the quality of both your life and work
- » Potent personal and professional ways to tap the positive power of humor

This is a great opportunity for you and your staff to learn from a recognized expert, Dr. Joel Goodman, founder of The HUMOR Project. In addition, the Chamber is offering a **SPECIAL VALUE FOR ALL ATTENDEES**: Every attendee will receive a copy of Dr. Goodman's book "Laffirmations: 1,001 Ways to Add Humor to Your Life and Work" included with their admission price. Sign up for this exciting event!

Register now for **The HUMOR Project Presents The Laughing-Leading Link: Taking Your Job Seriously and Yourself Lightly** on Tuesday, February 7 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$50 members; \$75 walk-in members; \$100 future members. Sponsored by CDHP.



### MEET OUR PRESENTER



**Dr. Joel Goodman** is founder of The HUMOR Project, Inc. in Saratoga Springs (HumorProject.com), which is the first organization in the world to focus on the positive power of humor. Joel is a popular presenter whose programs have tickled and touched the lives of millions all over the planet. In fact, Joel is one of only two professional speakers in the world to have presented in all 50 states and on all seven continents. Author of eight books and recipient of the International Lifetime of Laughter Achievement Award, his pioneering work has been featured in 7,000+ TV and radio shows, newspapers and magazines in 175+ countries.

### EMPOWERMENT SERIES

## Discover Your "Wonder Woman" on February 28

Learn how to harness the power within, build your professional and personal networks and find inspiring mentors at the Chamber's upcoming **Wonder Women Mentoring Breakfast**. We're gathering top women professionals to share their experiences by hosting a series of three 20-minute roundtables for attendees, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and discover new strategies for success. Following the roundtables will be break-out sessions for even more discussion.

Topics include:

- » Work? Life? Balance
- » If you are competent, it's time to be confident!
- » Moving your career to the next level
- » Lessons learned: What I wish someone had told me
- » Having difficult conversations

Sign up now for an event that will give you "a-ha!" moments, new connections and take-away solutions. Bring your {superhero} cape and discover the wonder woman in you!



Register now for **Wonder Women Mentoring Breakfast** on Tuesday, February 28 at The Century House, Route 9 in Latham. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$35 members; \$50 member walk-ins; \$70 future members. Sponsorships for this event are available now! Contact Events Manager Gabrielle Polce at gpolce@renscochamber.com or 518.687.1238.



**Loudonville Studio**  
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**Troy Studio**  
828 Hoosick Rd, Troy, NY 12180

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*(with annual membership)*

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[info@focusmaster.com](mailto:info@focusmaster.com)

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FITNESS