

# insight

NON-STOP NETWORKING MAY 5  
116th Annual Dinner *{with a twist}*



It's been called "networking in wonderland," an evening of culinary excellence and a "must-attend event" for regional business professionals. The Chamber's **Annual Dinner {with a twist}** is all of this and much more! Enjoy the freedom of non-stop networking, starting with a cocktail reception and our 55-showcase **Business Expo**. Savor lavish culinary stations featuring gourmet foods by Franklin Plaza, including a decadent dessert room. The Chamber's casual format allows guests to network, dine, explore expo booths, win valuable door prizes and meet and greet all evening, ensuring maximum opportunities to make connections and build relationships in a relaxed atmosphere.



Looking for more? The Chamber's special **After Party** event begins at 8:30 p.m. in the Plaza's new third floor addition with rooftop terrace. View a spectacular sunset and the city's skyline as the evening's enjoyment continues with a delicious food buffet and cash bar.

Most than 500 guests are expected to attend this year's 116th Annual Dinner *{with a twist}*, making it the Chamber's premier event with a 98% approval rating since 2010.

"This is the definitive, don't-miss event for everyone who wants an exceptional networking experience," said 2016 Chamber Board Chair Michael DiAcetis. "Each year the Chamber offers a fresh spin on this popular evening and attracts new guests for an unforgettable experience."



Join us for the celebration and share your photos and favorite moments with us on Twitter and Facebook @renscochamber #Twist2016

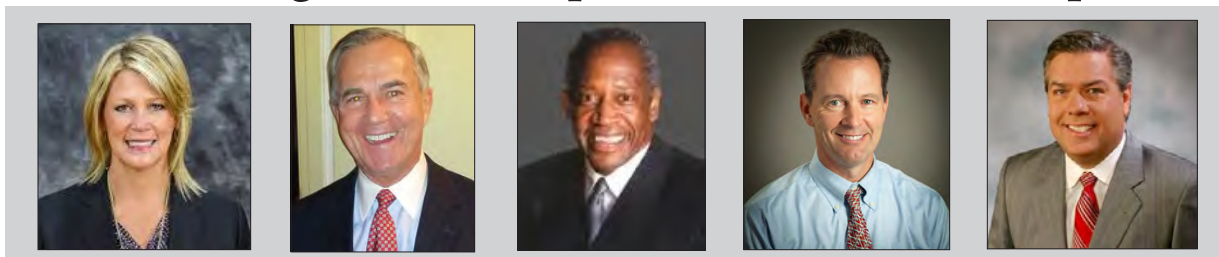
Register now for the **116th Annual Dinner {with a twist} & Business Expo** on Thursday, May 5 at Franklin Plaza Ballroom in Troy, 5:30-8:30 p.m. \$120 for members, \$240 future members; \$1,495 Chairman's Circle table of 10. Expo booths are \$425 (including one dinner ticket). Sign up online at [renscochamber.com/events](http://renscochamber.com/events).

Major sponsors



## EMPOWERMENT SERIES

### Game Changers: How Sports Drive Leadership



Sports provide opportunities to develop leadership skills in communications, team building, risk taking and more. Learn critical lessons from regional sports figures as they discuss their journeys to positions of leadership at the Chamber's newest Empowerment Series event, **Game Changers: How Sports Drive Leadership**. Our panel (above, l-r) includes Katie Abrahamson-Henderson, head coach, University at Albany women's basketball; Christopher Ciceri, CEO, The Albany Devils; Dr. Lee A. McElroy Jr., director of athletics, Rensselaer Polytechnic Institute; and Rick Murphy, COO/executive vice president, Tri-City ValleyCats. Rodger Wyland, sports director, WNYT NewsChannel 13, will moderate.

**Game Changers: How Sports Drive Leadership** is on Wednesday, April 13 at Renaissance Albany Hotel, 144 State Street in Albany. Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 members; \$50 member walk-ins; \$70 future members. Major underwriters for the Empowerment Series are Bouchey & Clarke Benefits, Inc.; Bouchey Financial Group, Ltd.; CAP COM FCU, Linium Recruiting and Turner Construction Co. Event sponsored by Recovery Sports Grill. Coffee bar sponsored by Big Brothers Big Sisters of the Capital Region.



## ASK THE EXPERT : Business & Community Service

**George E. LaMarche III, Esq.** is an attorney and founding member of LaMarche Safranko Law, PLLC. His legal practice is focused on personal injury litigation and criminal defense. An exercise enthusiast, he has developed a distinct practice area representing pedestrians, runners and bicyclists who are injured as a result of the negligence of others ([pedbikelaw.com](http://pedbikelaw.com)). He is active in the Chamber and The Leadership Institute, as well as many charitable and community-based organizations.



### Q: Why should a professional make time for community involvement?

A: Whether it's local government, board service or volunteer work, community involvement allows us to give back to our communities in meaningful and positive ways. We should support those causes that we are most passionate about. If we do something that we love and care about, it is a win for ourselves and the community. Investing in the community translates into unexpected benefits and our communities thrive when its members are invested.

### Q: Should I encourage my employees?

A: Inviting employees to join in helps to develop a sense of community within the work place and friendships that support a healthy work environment. But it's also important to support causes that are meaningful to employees. In that regard, it reinforces the importance of employees and the value they bring to the organization.

### Q: What lessons have you learned from your community service?

A: There are truly amazing people in this world. Not only the people who give, who have such kind and generous hearts, but those who receive, who have such a tremendous spirit, and who, in the face of great challenges, are so inspiring. Every individual has their own talents, gifts and something to offer. Everyone should give back; it is vitally important to our community.

"Ask the Expert" is a monthly Q&A featuring a member 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.

"insight" is published monthly. Submissions are considered for publication based upon content and space availability.

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● NEW MEMBERS

**Claiborne Consulting Group, Inc.**  
Consultants  
Rep: Gi Lee  
1800 JFK Boulevard, Suite 300  
Philadelphia, PA 19103  
Phone: 646.824.5287  
claibornecg.com

**Collar City Sweet Shoppe**  
Candy & Confectionary Retail  
Rep: Amy Farrigan  
45 Third Street  
Troy, NY 12180  
Phone: 518.244.3387

**Greenbush Renewals, LLC**  
Asphalt Shingle Recycling  
Rep: Lorne Browe  
19 Sun Oil Road  
Rensselaer, NY 12144  
Phone: 518.407.7079  
greenbushrenew.com

**Hedley Kobylar Wealth Management Group, LLC**  
Financial Services  
Rep: Belinda Cross Kucharski  
1593 Route 9  
Clifton Park, NY 12065  
Phone: 518.348.2079  
hkwm.com

**Koni's Broadway Cafe**  
Restaurants  
Rep: Koni Valenti  
357 Broadway  
Troy, NY 12180  
Phone: 518.273.2233

**Maximize Social Marketing, Inc.**  
Marketing  
Rep: Asif Ismail  
279 Troy Road, Suite 9-269  
Rensselaer, NY 12144  
Phone: 518.279.6659  
maxemizesocial.com

**Muddaddy Flats**  
Restaurants  
Rep: Dan Frament  
49 Third Street  
Troy, NY 12180  
Phone: 518.326.0630  
muddaddyflats.com

**New England College of Business and Finance**  
Schools - Universities & Colleges  
Rep: Mike Gunther  
10 High Street  
Boston, MA 02110  
Phone: 617.951.2350  
necb.edu

**ProKnowledge**  
Professional Training  
Rep: Kathleen Pingelski  
21 British American Boulevard  
Latham, NY 12210  
Phone: 518.786.1338  
proknowledgetraining.com

**Silver Griffin Printing, Copying and Shipping**  
Printers  
Rep: Paul Noonan  
691 Hoosick Street  
Troy, NY 12180  
Phone: 518.272.7771  
silvergriffininc.com

**Town of Sand Lake**  
Municipalities  
Rep: Flora Fasoldt  
8428 NY Route 66  
Sand Lake, NY 12153  
Phone: 518.674.2026  
townofsandlake.us

**Two Ring Circus**  
Children's & Infants Wear  
Rep: Irena Shein  
279 River Street  
Troy, NY 12180  
Phone: 518.270.1988

● MEMBER NEWS

**YWCA of the Greater Capital Region, Inc.** has received a \$10,000 grant from the KeyBank Foundation. The funding will help expand the YWCA's Jamison-Rounds "Ready for Work" program, an intensive twelve-week job readiness project for women facing barriers to gainful employment. The money will allow for more time to be spent building relationships with community employers and providing one-on-one case management and follow up. Visit [ywca-gcr.org](http://ywca-gcr.org).



**The Sage Colleges'** 2016 Centennial Commencement Address will be delivered by internationally known women's health care advocate and incoming Wellesley College President Paula A. Johnson, M.D., M.P.H. (photo, right), on Saturday, May 14, at 10 a.m. at the Houston Field House on the Rensselaer Polytechnic Institute campus in Troy. Dr. Johnson, a cardiologist, is a founder of the Connors Center for Women's Health and Gender Biology. Sage is marking its 100th anniversary during 2016. Visit [sage.edu](http://sage.edu).

**The Northeastern New York Chapter of the American Red Cross** honored its 2016 Real Heroes Award Recipients during a celebration in March. The recipients, ordinary citizens who performed extraordinary acts of service and bravery, are: Blood Donor Hero, Philip Kopach of Waterford; Emergency Relief Hero, Avery Moses (age 7) of Albany; Good Samaritan, Brandon Smith of Warrensburg; Life Saving Heroes, Officer Joseph Valiquette and Deputy Chief Michael Woods of the Colonie Police Department and Scott Briggs, Samantha Cook, Mark Freiberger, Tim Lasher, Raymond Lipani, William Perry, Kevin Robert, Rick Spoth and Richard Thompson of Clifton Park Halfmoon EMS; and Military Hero – Paul Mosseau of Ballston Lake. Visit [redcross.org/local/eny](http://redcross.org/local/eny).

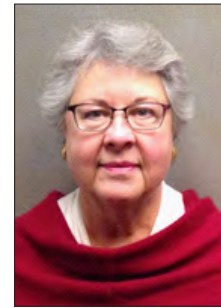
**Heslin Rothenberg Farley & Mesiti P.C.** has promoted Kellie S. Fredericks to the position of partner. Her practice includes patent preparation and prosecution with a focus on pharmaceutical chemistry, polymers, nanotechnology and materials science. She has more than 12 years of experience in start-up pharmaceutical and biotechnology companies. Visit [hrfmlaw.com](http://hrfmlaw.com).



**Kirchhoff-Consigli** is being rebranded **Consigli Building Group** to consolidate resources and better reflect its status as an affiliate company. Founded in 1991, Kirchhoff Construction Management was acquired in 2009 by Consigli Building Group, Inc. and was originally renamed Kirchhoff-Consigli Construction Management. Since the acquisition, the company's annual volume has grown to more than \$130 million. Visit [consigli.com/ny](http://consigli.com/ny).

**The City of Troy** has received \$12.8 million in funding to finance the next phase of its seawall stabilization project. The funding was made available through the Federal Emergency Management Agency's Hazard Mitigation Grant Program for critical infrastructure upgrades to about 7,750 linear feet of seawall to prevent potential breaches. Visit [troyny.gov](http://troyny.gov).

**Capital Roots** welcomes three new members to its board of directors (photos, below, l-r): Barbara Featherstonhaugh, a community volunteer and hobby farmer from Schenectady County; David Krupski, regional president of NBT Bank; and Wendy Meola, office manager at the Law Office of Rudolph J. Meola. Visit [capitalroots.org](http://capitalroots.org).



**Crawford Door and Window Sales** has received the 2015 Presidents Award for Commercial Business in recognition of business excellence. The award is given annually by the manufacturer Pella Corporation. Crawford, a third generation family business founded in 1946, is the regional distributor of Pella doors and windows in the Albany and Syracuse markets and sole member of the Pella Direct Sales Network serving central and eastern New York. Visit [cdwsales.com](http://cdwsales.com).

**The Capital District Women's & Employment Resource Center (WERC)** is seeking nominations for its 2016 awards: The Harriet Rifkin Leadership Award, The WERCing Woman Achievement Award and the Advancement of Women in the WERCplace Award. Deadline is Friday, April 22 at 5 p.m. Visit [cdwerc.org/2016awards\\_ceremony\\_nominations.html](http://cdwerc.org/2016awards_ceremony_nominations.html).

## events calendar 2016

APRIL	MAY	ADDITIONAL INFO
<p><b>Tuesday • 4/5</b> <b>Free Member Orientation Breakfast</b> Open to all members and your employees. Meet our staff and bring business cards to distribute. Great networking opportunity! No charge; registration required. At The Eddy Hawthorne Ridge, 32 Community Way in East Greenbush, at the Sterling Center. Sponsored by Thomas K. Judd &amp; Associates. <i>Additional sponsorships available.</i></p> <p><b>Wednesday • 4/13</b> <b>Empowerment Series</b> <b>Game Changers: How Sports Drive Leadership</b> Learn leadership strategies from a panel of regional sports figures as they discuss communications, team building and risk taking. At the Renaissance Albany Hotel, 144 State Street in Albany. Major underwriters are Bouchey &amp; Clarke Benefits, Inc.; Bouchey Financial Group, Ltd.; CAP COM FCU, Linium Recruiting and Turner Construction Company. Event sponsored by Recovery Room Sports Grill. Coffee bar sponsored by Big Brothers Big Sisters of the Capital Region.</p> <p><b>Thursday • 4/14</b> <b>Notary Public Workshop</b> Comprehensive view of the responsibilities of the notary office and preparation for the state exam. Led by expert instructor Victor Bujanow. 9 a.m. - 12 p.m. Cost is \$49 members; \$65 future members. At the Chamber, 90 Fourth Street in Troy.</p> <p><b>Wednesday • 4/27</b> <b>Quick Learn Session</b> <b>Using Excel to Manage Day-to-Day Business</b> A hands-on training course by MicroKnowledge, Inc. Train yourself and your staff at considerable savings. Registration at 8 a.m.; program 8:30-10:30 a.m. Cost is \$79 members; \$99 future members. At the Chamber, 90 Fourth Street in Troy.</p>	<p><b>Thursday • 5/5</b> <b>The 116th Annual Dinner {with a twist} &amp; Business Expo</b> Join more than 500 regional business professionals to celebrate the Chamber's premier annual event! Enjoy an evening of non-stop networking with a cocktail reception, Business Expo with 55 showcase booths, culinary stations with gourmet foods by Franklin Plaza, a decadent dessert room, casual seating, valuable door prizes and more. Guests can network, dine, explore expo booths and meet and greet all evening! At Franklin Plaza Ballroom, Fourth and Grand Streets in Troy. From 5:30-8:30 p.m. Cost is \$120 members; \$240 future members; Chairman's Circle tables of 10 are \$1,495; Business Expo booths \$425. Sponsored by Bouchey &amp; Clarke Benefits, Inc.; Bouchey Financial Group, Ltd.; CDPHP; National Grid; Saratoga Eagle Sales &amp; Service; and SEFCU. Dessert room sponsored by CAP COM Federal Credit Union; Business Expo tent sponsored by Turner Construction Company. After Party sponsored by Groff NetWorks, LLC.</p> <p><b>Tuesday • 5/24</b> <b>"Meet the Mayors" Breakfast</b> The mayors of area municipalities will gather for the Chamber's annual "Meet the Mayors" breakfast, an informative panel discussion with Rensselaer Mayor Daniel Dwyer, Watervliet Mayor Michael Manning, Cohoes Mayor Shawn Morse, Green Island Mayor Ellen McNulty-Ryan, and Troy Mayor Patrick Madden. We'll discuss timely issues facing our region and what the future has in store for you and your business or organization. At the Comfort Inn &amp; Suites, 99 Miller Road in Schodack. Sponsored by Express Scripts. Coffee bar sponsored by Saratoga National Bank &amp; Trust Company. <i>Additional sponsorships available.</i></p>	<p><b>TIMES:</b> <i>All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).</i></p> <p><i>All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).</i></p> <p><b>COSTS:</b> <i>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).</i> <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://renscochamber.com/events">renscochamber.com/events</a></p> <p><b>Questions?</b> Contact Gabrielle Polce Events Coordinator 518.687.1238 <a href="mailto:gpolce@renscochamber.com">gpolce@renscochamber.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>

## COST-EFFECTIVE TRAINING

### Chamber + MicroKnowledge, Inc. = Success!

Looking for a valuable training opportunity for yourself and your staff? Welcome to **Quick Learn**, a series of high-impact workshops brought to you by the Chamber and MicroKnowledge, Inc., a pioneer in technology education and a leader in high-quality training and consulting. Spend two hours with expert instructors from MicroKnowledge and master new computer skills to make your work more efficient, expand your skills and better serve your customers. Let the Chamber take care of your staff's training needs with this cost-effective business series:

- ▶ **Using Excel to Manage Day-to-Day Business | Wednesday, April 27**  
Learn core Excel features for enhanced productivity and effectiveness in business. Topics: working with formulas, using absolute vs. relative references, formatting data, dynamic charts, the benefits of dashboards and changing print options.
- ▶ **OneNote: The Organizing Tool for Multitaskers | Wednesday, June 8**  
Discover the hidden advantages of this Microsoft tool to keep a variety of notes in one convenient location. Topics: creating and formatting notes, organization, adding pages, searching and using tags and using OneNote on other devices.
- ▶ **Top 5 Time-Management Features of Outlook 2013 | Thursday, Aug. 18**  
Save time and effort with set up features such as recurring events, automatic reminders, using categories for email searching, flags/rules and draft emails.
- ▶ **Power Point: Building Effective Presentations | Friday, October 7**  
Uncover the principals of memorable and effective presentation design and delivery. Organize content, format colors and use the design tips the pros know. Topics: presentation planning, slide masters, inserting and organizing content and transitions/animations.



All Quick Learn workshops are held at the Chamber, 90 Fourth Street in Troy. Registration and refreshments begin at 8 a.m. with the workshop from 8:30-10:30 a.m. Cost is \$79 for members; \$99 for future members. Seating is limited. Register today at [renscochamber.com/events](http://renscochamber.com/events). Questions? Contact the Chamber at 518.274.7020.



Quick Learn workshops are sponsored by the Chamber and MicroKnowledge, Inc.

## FOR MEMBERS ONLY

### Check Out These Chamber Benefits

Here's a quick reminder of just some of the benefits we offer to you and all of your employees. For a full listing of member benefits visit [renscochamber.com](http://renscochamber.com).

#### ✓ CONSTANT CONTACT DISCOUNTS

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



#### ✓ COUNTRY CLUB OF TROY MEMBERSHIPS



Enjoy significant savings on exclusive membership packages at the award-winning Country Club of Troy, including full facility use for families and individuals, a discounted rate for juniors and corporate memberships. Initiation fee is waived for all members of the Chamber, a value of up to \$2,500 per family and the first, second and 13th month are dues free (a value of up to \$1,743 per family). To schedule a tour of the club or discuss membership options, contact the Country Club of Troy at 518.274.1000.

#### ✓ LONG-TERM CARE INSURANCE

The Chamber's Long Term Care Insurance is administered by Thomas K. Judd & Associates, a registered representative of NY Life/NY Life Securities, Inc. This benefit can save you 9% on long term care insurance and gives Chamber members and their families the security they need in the event of a chronic illness or long term health issue. To apply or for additional information, contact Thomas Judd at 518.220.4247.



THOMAS K. JUDD & ASSOCIATES

#### ✓ JOIN A CHAMBER COMMITTEE

Maximize your membership investment and expand your networking opportunities by joining a Chamber committee. You'll meet new business contacts while playing an active role in supporting and enriching our community. Choose from the Ambassador Committee, Golf Classic Committee and Troy Victorian Stroll Committee. For more information contact the Chamber offices at 518.274.7020.

## CHAMBER MEMBER

# spotlights



**Kinderhook Bank** is positioned for another exciting year in the Capital Region. With its corporate office in Kinderhook, branches in East Greenbush, Delmar, Valatie, Chatham and Greenport — and two new branches at 39 North Pearl Street in Albany and 782 Troy-Schenectady Road in Latham — Kinderhook Bank is expanding its brand of community banking with an emphasis on customer service.

"With our headquarters based here in the Capital Region, we can be agile and much more responsive to the needs of our customers than other banks," said President & Chief Executive Officer John Balli. "For more than 163 years, Kinderhook Bank has been locally owned and focused on serving our community. We've always trusted in the belief that the relationship with our customers is our most important asset."



Customers enjoy the advantages of a community bank along with all the products, services and 24/7 technology that modern banking has to offer. "We work tirelessly to provide the best offerings possible, from personal banking and loan products, to a full range of business products and services," said Balli.

Kinderhook's Premier Business Checking provides a flexible, money-smart option without the costly monthly fees and per item charges of other banks. The KBusiness Express lending program expedites loans to businesses up to \$150,000 for expansion of already successful enterprises. Kinderhook Bank is one of the top Small Business Administration and USDA lenders in the region and recently expanded its commercial lending expertise with the addition of Vice President and Commercial Banking Officer Kevin Catalano to a team of professionals committed to the success of the business community.

Since 1853, Kinderhook Bank has been an active member of the community through volunteerism, donations and sponsorships. These partnerships continue to grow each year.

KINDERHOOK BANK  
ONE HUDSON STREET | KINDERHOOK, NY 12106  
PH: 518.758.7101 | KINDERHOOKBANK.COM

**R&G Cheese Makers**, wholesale producers of a full line of handmade artisan cheeses, is on the move this spring to a new creamery and manufacturing facility in Troy. The location, 4,000 square feet of renovated space at the Ross Technology Park, is 10 times the size of R&G's former facility in Cohoes and allows the growing entrepreneurship to expand operations and staff in order to meet increased market demands.



"The new location means we can increase production and further expand our line of high quality cheeses," said Master Cheesemaker Sean O'Connor, a Troy native who began his career at the Old Chatham Shepherding Creamery and honed his craft among masters in New York and New Jersey. "The advanced equipment is more efficient but the really exciting part is the expanded cooler, storage and aging space. We'll be able to offer as much aged cheese as our customers want, whether it's one year, two years or more, as well as our unique seasonal cheeses that have become so popular."

If you've dined at a fine restaurant in the Capital Region, such as Chez Mike in East Greenbush, odds are you've enjoyed R&G's products. Restaurants, hotels, natural food co-ops and gourmet shops all carry O'Connor's cheeses and the brand has a loyal following at year-round farmer's markets in Troy, Delmar, Schenectady and the Empire State Plaza. Products include classic French, Greek and Italian cheeses and yogurts, as well as signature and seasonal small-batch cheeses. Cow and goat milk is sourced from local farms.

R & G CHEESE MAKERS  
ROSS TECHNOLOGY PARK | 102nd ST. & 9th AVE. | TROY, NY 12180  
PHONE: 518.892.6701 | FACEBOOK.COM/RGCHEESE/

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

# insight into...

## Notary Public Workshop

Interested in becoming a notary public? The Chamber's Notary Public Workshop, led by expert Victor Bujanow, provides a comprehensive view of a notary's authority, duties and responsibilities — a must for candidates taking the state test. Learn to avoid conflicts of interest, maintain ethics, charge proper fees, handle special situations and minimize liability. All materials provided, including a practice exam and web links to state licensing information.

**Notary Public Workshop** is on *Thursday, April 14, 9 a.m.-12 p.m. at the Chamber, 90 Fourth Street in Troy.* Register at [renscochamber.com/events](http://renscochamber.com/events). \$49 for walk-in members; \$65 for future members. Sign up today!

### 2016 BOARD OF DIRECTORS

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## The Leadership Institute

APPLICATIONS DUE MAY 18

### Ready to Grow? Leadership Open House April 1

This is your year! Take your career to the next level with the Chamber's award-winning Leadership Institute, our skills-based professional development program that incorporates a "learning from leaders" approach to successful training.

Apply now for The Leadership Institute's Class of 2017 and you'll build professional and personal skills with strategies from our distinguished faculty, featuring the region's top executives. Beginning with an orientation retreat, Leadership will drive you forward with dynamic monthly sessions on strategic thinking, communication, career-life balance, financial management, human resources, board development and community service. The result? You will increase your value as a leader within the community and your company. You'll also join the growing ranks of Leadership alumni and enjoy exclusive networking and educational opportunities.

The results are clear: nearly 85% of graduates of the Chamber's Leadership

Institute experience promotion or career advancement and more than

two-thirds of alumni volunteer in their communities. Now is the time for you and key members of your staff to take advantage of this high-impact program.

Learn about The Leadership Institute at our **Open House Event for the Class of 2017**, on Friday, April 1, 8:30-9:30 a.m. at the Chamber offices, 90 Fourth Street in Troy. Meet graduates, pick up an application and get your questions answered. The new class is forming now and will begin with a weekend retreat this fall.

This year's **application deadline is Wednesday, May 18, at 5 p.m.** For information and online applications, visit [renscochamber.com/leadership-institute](http://renscochamber.com/leadership-institute) or contact Kate Ollier at 518.274.7020, ext. 23 or [kollier@renscochamber.com](mailto:kollier@renscochamber.com).



The Leadership Institute is sponsored by First Niagara Bank with media sponsorship by Albany Business Review.



### Leadership Institute Scholarships Funded

Thanks to the generosity of those who attended the Chamber's farewell celebration honoring past President Linda Hillman, new scholarships have been funded for The Leadership Institute. The scholarships will enable members of the business community to participate in the program. Applicants are welcome to apply for these financial assistance scholarships by Wednesday, May 18 at 5 p.m. for the Class of 2017.

Are you or your company looking to invest

in future leaders and the Capital Region community? Support a person's leadership journey by donating money to fund scholarships to The Leadership Institute. Your donation will help provide professional development and sustain this valuable program and its unique "learning from leaders" model. Many organizations have matching gift programs. Contact Director of Member Engagement & Business Development Kate Ollier at 518.274.7020 ext. 23 or [kollier@renscochamber.com](mailto:kollier@renscochamber.com). Thank you for your support!

SAVE THE DATE

### "Meet the Mayors" Breakfast Panel on May 24



The mayors of area municipalities will gather for the Chamber's annual "Meet the Mayors" breakfast, an informative panel discussion with (photos, l-r) Rensselaer Mayor Daniel Dwyer, Watervliet Mayor Michael Manning, Cohoes Mayor Shawn Morse, Green Island Mayor Ellen McNulty-Ryan, and Troy Mayor Patrick Madden. We'll discuss the issues, challenges and success stories of their respective municipalities and answer questions from the audience. Come and learn what's ahead for local municipalities and the business community.

Register now for the Chamber's **Meet the Mayors** program on Tuesday, May 24 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. Sponsored by Express Scripts. Coffee bar sponsored by Saratoga National Bank & Trust Company. Additional sponsorships are available. Contact Kate Ollier at [kollier@renscochamber.com](mailto:kollier@renscochamber.com) or 518.274.7020, ext. 23.



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