

Insight

A YEAR OF PROGRESS

Chamber Highlights & Accomplishments



Daniel Slote
2014 Board Chair

With the end of the year almost upon us, I am looking back at 2014 and my time as chair of the Chamber's Board of Directors with a sense of accomplishment. It's been a busy and fulfilling year for our members, our board, and our staff, as we worked together to tackle challenges and reach new heights of success. Best of all, through all of our events, business development and services, the Chamber's mission of advocating for the business community really shines through. Whether it's helping with a referral, connecting members with one another, providing educational opportunities, supporting economic development, or expanding cost-saving programs, the Chamber is all about YOU.

The Chamber's relocation to newly renovated space in the historic Proctor's Theater on Fourth Street in Troy was truly a landmark occasion. After a year-long search process that considered more than a dozen potential sites throughout the county, the move marked a new era for the nationally recognized building as well as the surrounding neighborhood of businesses, offices and residences. As the building's anchor tenant, the Chamber, collaborating with other stakeholders, is playing a leading role in the ongoing renaissance of downtown Troy and, by extension, Rensselaer County. Our new space, more than 5,000 square feet of offices and conference rooms, gives us more leverage than ever before to serve our members in new and expanding ways.

Speaking of serving our members, we are launching a new fundraising initiative to provide scholarships for our award-winning Leadership Institute, now celebrating its 10th year of success (see article below). We're seeking corporate and individuals donations to provide scholarships and expand the experience for students and alumni, making this valuable training resource available to more professionals. If you're a Leadership alumnus — or an employer of a graduate — you know the extraordinary impact of this program. If you aren't, now is the time to find out more. In January, we will start accepting applications for the Class of 2016. Isn't it time you, or a promising member of your staff, discover the benefits of The Leadership Institute?

In 2014, more than 3,000 participants attended 40 value-added Chamber events and programs. Our members discovered the "Seven Habits of Highly Effective People," "Economic Development: Building the Future," "Legal Issues in HR" and more. Members learned how to fundraise for nonprofits, support homegrown products that drive our regional economy and write like pros for business success. Our new "QuickLearn" sessions, in collaboration with MicroKnowledge, Inc., brought hands-on computer training to employers and staff at a fraction of the usual costs. We also attracted 48 event sponsors, a 27% increase in newly engaged supporters looking for high-impact marketing and advertising opportunities. Visitors to our website, renscochamber.com, increased 75% and our social media also grew exponentially with Twitter increasing by 88% and Facebook 21%.

One of the biggest challenges faced by our members is the cost of health insurance and difficulties navigating the federal Affordable Care Act. Through our partnership with Bouchey & Clarke Benefits, Inc. and CDPHP, our members can access quality, affordable group insurance, as well as one-on-one advice and guidance from industry professionals. The Chamber hosted "Preparing for the Next Wave of Health Care Reform," a workshop to keep our members ahead of the curve on this issue.

A leading proponent for quality economic development, the Chamber held two informative meetings in 2014 on proposed sites for casinos in Rensselaer County. Our president, Linda Hillman, continues to serve on the state's Capital Region Economic Development Council, advocating for worthwhile projects that will bring quality jobs and revenue to our local communities.

What makes our Chamber successful is personal, face-to-face service and assistance. We strive every day to answer your questions, provide the training and networking you need, and connect you to resources for business growth. We knock on your door, visit your neighborhood and tour your business in order to better understand how we can help. When you need us, we're here to listen.

As I make way for 2015 Chair Tony McManus of WNYT TV-NewsChannel 13, let me express my gratitude for the opportunity to serve this past year. The Chamber is an exciting organization and I encourage you to actively participate; the more active you are, the more benefits you'll realize. Best wishes for health and prosperity during the holiday season and in the new year!

— Dan Slote, NAI Platform

INVEST IN TOMMORROW'S LEADERS

Chamber Establishes Leadership Institute Fund

The Chamber can help you to support the future of our region. We're kicking off a campaign for The Leadership Institute, our award-winning training and development program that has graduated more than 220 regional professionals during the past 10 years. With your help, we'll welcome a new generation of individuals ready to take on leadership roles at work and in our communities.

"The goal of this campaign is to strengthen and support the experience of The Leadership Institute by providing scholarships, offsetting operational costs and expanding the experience for both alumni and students," said Chamber Board Chair Dan Slote, who has made a personal commitment of \$1,000 per year for the next

five years. "The funds will provide additional training opportunities and enhance the program to make it an even stronger vehicle for success."

More than 85% of Leadership alumni report career promotions, new responsibilities and advancement after graduation. In addition, these alumni continue to take advantage of exclusive networking and training opportunities. Interested? Make a charitable donation today through the "Van Rensselaer Fund - Rensselaer County Regional Chamber of Commerce" through the Community Foundation for the Greater Capital Region and enjoy the tax benefits of a charitable contribution. Contact Kate Ollier at kollier@renscochamber.com or 518.274.7020. We appreciate your support!

ASK THE EXPERT: Marketing & Sales

Carrie Hillenbrandt, CMP is director of Sales and Marketing for BBL Hospitality and has more than 18 years of experience in the hospitality industry. She currently leads the company's strategic sales efforts, working with hotel sales personnel to develop new opportunities to attract business.



Q: How can marketing increase my sales?

A: There is no "magic bullet" to increase sales. The reality is that people buy from people they trust to get the job done. The best marketing investment you can make is to be visible to your clients. If you can't physically be where your clients are, think about ways you can keep your message in front of them and invest your marketing dollars in those areas. Remember, it takes multiple marketing channels to get your message out.

Q: How do I create a marketing budget?

A: Your marketing budget should be based around your marketing strategy. Start with evaluating what worked well in the past that deserves repeating, and what should be eliminated because no return on investment was realized. Budget discussions should begin in late summer in order to have a marketing plan in place for the following calendar year, a plan that all of your stakeholders are comfortable with. Be sure to leave some flexibility for opportunities that may come up as you move forward. But, for the most part, plan to stick to the marketing budget and don't fall victim to last-minute, costly investments that were not pre-planned.

Q: What are the advantages of hiring a pro?

A: Depending on the size of your business, you may need professional assistance. You may have the best product in the world but if people don't know about it, it doesn't matter how great it is. When you hire sales professionals, you're able to see a direct return on your investment.



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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Phone: 518.590.6940
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1520 Sixth Avenue
Troy, NY 12180
Phone: 518.326.5535
optigolftroy.com

Saratoga Living Magazine
Publishers
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433 Broadway
Suite 301, P.O. Box 5
Saratoga Springs, NY 12866
Phone: 518.584.7500

The Flying Chicken
Restaurants
Rep: Ian Hunter
122 Fourth Street
Troy, NY 12180
Phone: 518.326.3546

Towne Place Suites by Marriott - Albany Downtown Medical Center
Hotels & Motels
Rep: Emily Wood-Leclerc
22 Holland Avenue
Albany, NY 12209
Phone: 518.860.1500
tpsalbany.com

● MEMBER NEWS

The Doane Stuart School has installed a \$1.5 million, half acre “green roof” (artist’s rendering at right). The high-tech innovation features 46,000 plants in super lightweight soil and includes mounds, berms and other aesthetic landscaping features, as well as stone walkways, a pergola and patio areas suitable for receptions. The area will be used as a natural classroom for students and serves to control stormwater run-off. It also improves air quality and creates energy savings by insulating the building.



Whiteman Osterman & Hanna LLP Partners Michael G. Sterthous and Robert T. Schofield have been selected by a nationwide peer review to be listed among the nation’s top lawyers in the 21st edition of *The Best Lawyers in America*®. Mr. Sterthous (photo upper left) was selected by his peers for his work in the practice area of environmental law and Mr. Schofield (lower right) in the practice area of employment law.



Hector PT Rehabilitation, PLLC has opened a new location at the East Greenbush YMCA, 20 Community Way in East Greenbush (photo below). The business, also located at the Clifton Park YMCA, offers outpatient rehabilitation, athletic pre-screening and enhancement programs, pool therapy, fall/injury prevention evaluations, wellness programs and more. Visit hectorpt.com.



3tarchitects recently celebrated a ribbon cutting and grand opening at 283 River Street in Troy (photo above). The collaborative architecture design group is committed to the creation of meaningful buildings and neighborhoods in and around Troy. For information, visit 3tarchitects.com.

The Chazen Companies announces CFO Glenn Gray (photo at right), has been named to the Dutchess County Community College Foundation, which awards more than \$375,000 in student and faculty/staff scholarships and educational enhancements every year.



Eco Baby Daycare, LLC is now a participating QUALITYstarsNY site, one of the first centers in Rensselaer County to be part of the statewide program. QUALITYstarsNY is a rating and improvement system for early care and learning programs. Participating sites are chosen for compliance with licensing regulations. Visit ecobabydaycare.com.

Hope 7 Community Center is seeking corporate and individual sponsors for its annual Holiday Adoption Program. For information and applications, visit hopeseven.com/holiday-adoptions.

CEO has been awarded \$300,000 from the New York State Housing Trust Fund Corporation to provide safety and energy-efficiency upgrades for homes owned by income-qualified residents. The funding targets the elderly who require safety modifications in order to remain in their homes. The award will assist at least nine low-income homeowners. Learn more at ceo-cap.org/healthy-homes.

events calendar 2014

DECEMBER	JANUARY 2015	ADDITIONAL INFO
<p>Tuesday • 12/2 Quick Learn Session Take Your Excel Skills to the Next Level A hands-on training course by MicroKnowledge, Inc. Understand core Excel features, how to work with formulas, use absolute vs. relative references, format data and more. 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 non-members. Seating is limited. At the Chamber, 90 Fourth Street, Suite 200, in Troy.</p> <p>Sunday • 12/7 32nd Annual Troy Victorian Stroll The region’s premier holiday event, attracting nearly 25,000 visitors from throughout the Northeast. 11 a.m. to 5 p.m. For a full schedule, visit victorianstroll.com. Presented by the Chamber and the City of Troy. Major sponsors listed on page four.</p> <p>Monday • 12/15 “A Conversation with former NYS Sen. Joseph L. Bruno” A luncheon program moderated by Chamber President Linda Hillman featuring guest speaker Joseph Bruno, former New York State Senate Majority Leader. At the Hilton Garden Inn, 235 Hoosick Street in Troy.</p> <p>Wednesday • 12/17 Holiday NetworkingPlus Luncheon Table rotations, talking points, and ambassador facilitation make for a valuable program. Bring plenty of business cards; enter to win a Spotlight article. At The Century House, Route 9 in Latham. Sponsored by Bouchey & Clarke Benefits, Inc., Bouchey Financial Group, Ltd., E. Stewart Jones Law Firm, PLLC, CAP COM Federal Credit Union; and Tri City Rentals/Massry Realty Partners.</p>	<p>Thursday • 1/8 Member Orientation Breakfast Make the most of your 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 required. At the Chamber, 90 Fourth Street, Suite 200 in Troy. Sponsorships available.</p> <p>Friday • 1/16 County Executive’s Breakfast Find out what’s ahead in 2015 for businesses in the Rensselaer County region. Presented by the Hon. Kathleen Jimino. At the Hilton Garden Inn, 235 Hoosick Street, Troy. Sponsored by Rensselaer County IDA.</p> <p>Thursday • 1/22 State of the Region Breakfast A collaborative annual event hosted by four area chambers of commerce. Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$25 per member with limited seating. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by CDTA.</p> <p>Wednesday • 1/28 NetworkingPlus Luncheon Networking is the number one reason why businesses join the Chamber! Table rotations, talking points, and ambassador facilitation make for a valuable program. Bring plenty of business cards; enter to win a Spotlight article. At Franklin Terrace, 126 Campbell Avenue, Troy. Sponsored by Groff NetWorks, LLC; and Web Instinct. Additional sponsorships available.</p>	<p>TIMES: <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>COSTS: <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 non-members is \$70.</i></p> <p>No-shows will be billed; 24-hour notice is required for all cancellations.</p> <p>Register online at: renscochamber.com/events</p> <p>Questions? Call us at 518.274.7020.</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>

ENTER TO WIN PRIZES!

Chamber Says 'Thanks' to Members

We're giving thanks for our members by launching an exciting contest for two members to win customized Chamber marketing packages valued at \$1,000 each! It's our way of saying "Thank You" for your continuous support of the Rensselaer County Regional Chamber of Commerce. We are fortunate to have such wonderful members!



ENTER TO WIN A CUSTOMIZED MARKETING PACKAGE VALUED AT \$1,000 FOR YOUR BUSINESS IN 2015!

Marketing packages may include digital and print marketing, tickets to events and opportunities to showcase your business as a sponsor or expo booth participant. The two winning businesses will meet with the Chamber's marketing staff prior to January 1, 2015 to develop a package to meet their specific marketing and business goals. **Enter online at renscochamber.com** for a chance to win (one entry per business only). Eligible entrants must be Chamber member businesses in good standing and members since November 2012 or earlier. Winners must maintain their membership through 2015 for the prizes to remain valid. Marketing packages are effective January 1 through December 31, 2015. Deadline to enter is Friday, December 12, 2014 at 5 p.m. Winners will be announced at the Chamber's Holiday NetworkingPlus Luncheon on December 17. Enter to win today!

MONDAY, DECEMBER 15

A Conversation with former NYS Sen. Bruno

Join us for a conversation with Joseph L. Bruno, former majority leader of the New York State Senate (photo at right). Chamber President Linda Hillman will moderate this candid conversation with one of the area's longest-serving public officials.



Register now for **A Conversation with former NYS Senator Joseph L. Bruno** on Monday, December 15 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up online renscochamber.com/events. Registration and lunch at 11:30 a.m.; program 12-1 p.m. \$35 for members; \$50 for walk-ins; \$70 for non-members.

SAVE THE DATE

2015 County Executive's Breakfast on Jan. 16



Reserve your seat for the annual County Executive's Breakfast with Rensselaer County Executive Kathleen Jimino. This popular event features County Executive Jimino's report on the status of Rensselaer County, including economic development initiatives and what the future holds for the region. Be sure to save the date for this informative way to start the new year! Make your reservations early; this event sells out each year. This program is sponsored by Rensselaer County Industrial Development Agency.

Register now for the annual **County Executive's Breakfast** on Friday, January 16 at the Hilton Garden

Inn, 235 Hoosick Street in Troy. Sign up online at renscochamber.com/events. Registration and lunch at 7:30 a.m.; program 8-9 a.m. \$35 for members; \$50 for walk-ins; \$70 for non-members.

RENSSELAER COUNTY

life looks good from heresm

JOINT CHAMBER EVENT

"State of the Region" Program on Jan. 22

Save the date for the Chamber's "State of the Region" breakfast program hosted by a panel of executives from area chambers of commerce. This joint event will bring together members from four organizations, including the Rensselaer County Regional Chamber of Commerce, Albany-Colonie Regional Chamber of Commerce, Saratoga County Chamber of Commerce, and The Chamber of Schenectady County.

Join us Thursday, January 22 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Registration and breakfast begin at 7:30 a.m., with the program from 8 to 9 a.m. Reservations are \$25 for members **with limited seating**. Register online at renscochamber.com/events. Sponsored by CDTA.



CHAMBER MEMBER

spotlights



eBizDocs is an award-winning digital asset management solutions provider that assists businesses, organizations and agencies with electronic solutions for highly efficient record management. Through process consultation, software solutions, mass scanning, and scanner sales and service,

eBizDocs helps clients improve efficiency, reclaim workspace, reduce costs, ensure compliance, and mitigate risk while increasing document security. By digitalizing, businesses protect valuable records from loss and degradation and make information immediately accessible to authorized personnel. Even companies who have already gone "paperless" find eBizDocs solutions improve productivity and customer response time while providing secure cloud-based storage rather than relying on a local server.

"As a service bureau, our production is only as good as the people manning our front lines," said Howard Gross, president and CEO. "eBizDocs has the best team in the business with a 20:20 focus on delivering solutions that make our clients more efficient. Our clients are our partners - when they succeed, we succeed." Since its inception in 1999, eBizDocs has relied on a highly diverse staff, reflecting the company's commitment to collaborate with such organizations as Rensselaer ARC, WERC and others. "Everyone benefits. Our customers get better results, our communities have stronger, more self-sufficient members, and eBizDocs continues to grow," said Mr. Gross.

A preferred contractor for New York State entities, eBizDocs is a center of excellence serving both private and public sector organizations. The company has received numerous honors, including the Chamber's Van Rensselaer Award for Corporate Citizenship and the Corporate Partner Award from the Tech Valley Nonprofit Business Council. The awards, paired with satisfied customers, fortifies eBizDocs' status as a dependable leader in the content management industry.

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Insight Coaching & Consulting, LLC provides professional leadership and coaching services to executives and managers, assisting companies to reach their potential through positive transformation. Whether you're looking to develop your leadership and/or management, or transform your corporate culture, ICC provides proactive solutions designed to achieve your goals.



"Having over 30 years of leadership experience myself, I am passionate about offering expert, relevant input that empowers leaders and managers to perform at their best," said Dr. Phil Gauthier, president and CEO and a certified executive coach since 2010. "We provide professional insight, along with the confidence needed to help develop leaders, managers, organizations and corporate cultures. Our goal is to meet and exceed client expectations, as we develop an ongoing, win-win professional relationship."

ICC's leadership and coaching expertise helps clients clarify their goals and determine specific action steps to apply on the job. As this occurs, leaders and managers experience improvement in performance, productivity and their company's bottom line. "We work to empower leaders and managers to perform at their optimum level. As a result, they experience a significant degree of transformation," said Mr. Gauthier. "Their organization benefits by the enhancements that occur in their personal and professional lives."

From prioritizing responsibilities, improving communication and resolving conflict to identifying leadership styles, improving time management skills and handling company growth, ICC is a trusted sounding board providing strategies for success. The firm is also the Capital Region's premiere distributor of PowerRound™, a group coaching program that accelerates the learning and development of "soft skills."

INSIGHT COACHING & CONSULTING, LLC
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PHONE: 518.742.0414 | ICC4U.COM

Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase a Spotlight, contact Chyresse Wells at 518.274.7020, ext. 16 or cwells@renscochamber.com. Members must be in good standing and not have been featured within the past 24 months.

Workforce Development Savings

Are you looking for affordable, effective employee training and recruitment? Capital Region Workforce New York provides resources to assist businesses in Rensselaer, Albany and Schenectady counties. New Employee Training Funds reimburse eligible businesses up to 50% of new employee wages, for as long as 10 weeks of on-the-job-training. Existing Worker Training Funds is a matching funds program to upgrade the skills of your existing employees through on and off-site training, and classroom training. Recruitment, placement and assessment services are also available. Visit renscochamber.com/edp.

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Thank You to All 2014 Sponsors

The Chamber extends its sincere thanks to all of the major sponsors* whose support and generosity made the Chamber's 2014 schedule of programs and events such a success!

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*This list does not include supporters of the 32nd Victorian Stroll, who will be recognized in an upcoming issue.

Would you like to join our sponsor list for 2015? Sponsorship opportunities for upcoming events, starting at just \$315, are available now by contacting Director of Member Engagement & Events Kate Ollier at 518.274.7020 ext. 23 or at kollier@renscochamber.com.

UPCOMING IN DECEMBER

Annual Victorian Stroll in Downtown Troy

Join us on Sunday, December 7, from 11 a.m. to 5 p.m. for the 32nd annual Troy Victorian Stroll. The region's premier seasonal event attracting nearly 25,000 visitors from all over the Northeast, the Stroll features more than 100 performances, shopping, food, and activities for all ages. The Stroll is a great opportunity to promote your own business or non-profit organization in Troy. For a full mobile-friendly and printable schedule of events, visit victorianstroll.com.

The Stroll is presented by the Chamber and the City of Troy and funded entirely through the generosity of individual and corporate donors. Make your tax-deductible donation today by contacting us at 518.274.7020. This year's major sponsors are:

Platinum - Dunkin' Donuts; Fagan Associates, Inc.; First Niagara; E. Stewart Jones Law Firm, PLLC; MVP Health Care; Pioneer Bank; Rensselaer Polytechnic Institute; Saratoga Eagle Sales & Services; City of Troy; Troy Business Improvement District; Troy Local Development Corporation.

Gold: Rensselaer County IDA and National Grid.
Silver: Bonacio Construction, Inc.; Kaleel Jamison Consulting Group, Inc.; Rifenburg Construction, Inc.

Media sponsors: B95.5 FM, *Capital Region Living Magazine*, *The Record*, *Times Union* and WNYT-NewsChannel 13.

Holiday Networking Luncheon Dec. 17th

Enjoy networking with a holiday flair at the Chamber's NetworkingPlus Luncheon on Wednesday, December 17 at The Century House, Route 9 in Latham.

Featuring topic-driven themes, facilitators, table rotations, and more than 60 great door prizes, our holiday networking event is a sell-out every year, so be sure to reserve your seat early! Bring plenty of business cards; guests are also invited to bring door prizes for giveaways.

Register online at renscochamber.com/events. Registration and lunch are at 11:30 a.m., with the program from 12 to 1 p.m. Reservations are \$35 for members; \$50 for walk-in members; \$70 for non-members.

Sponsored by Bouchey & Clarke Benefits, Inc.; Bouchey Financial Group, Ltd.; CAP COM Federal Credit Union; E. Stewart Jones Law Firm, PLLC; and Tri City Rentals/Massry Realty Partners.





Economic Development Partnership

The Economic Development Department of the Rensselaer County Regional Chamber of Commerce

A QUARTERLY PUBLICATION

VOLUME 07 | ISSUE 04

WORKFORCE DEVELOPMENT

P-TECH Creates a Path for Future Tech Employees

One of only 16 programs of its kind in the state, the Troy Riverfront P-TECH (Pathways in Technology Early College High School) program puts high school students on a direct career path to the region's most in-demand fields, including technology, biotechnology, and advanced manufacturing.

A public-private partnership of Troy City Schools, Questar III BOCES, Hudson Valley Community College (HVCC), the Center for Economic Growth, GE Healthcare, Simmons Machine Tool Corporation and Regeneron, P-TECH received \$2.8 million in funds from New York State to launch the college-

manufacturing, mechanical engineering technology, advanced manufacturing technology, biotechnology, and engineering science. P-TECH college-level courses target skills needed in fast-growing job sectors where the demand for trained employees is highest.

As a result of taking a combination of high school and college-level courses, P-TECH students will earn 20 to 30 college credits before they graduate high school. They will also build a skillset that includes a solid grasp of statistics, the ability to work independently and strong written and verbal communications. Students receive the support of a

P-TECH is a unique high school experience that gives students a college degree and a direct path to the Tech Valley region's most in-demand jobs.



Clockwise from top right: P-TECH students use a team approach to solve real-life manufacturing challenges; students and staff discuss P-TECH's mission; Commissioner of Education and President of the University of the State of New York Dr. John B. King, Jr. visits Riverfront P-TECH classes.

focused high school that gives students the skills manufacturing employers need. The inaugural Riverfront class of 34 started in September and is one of 16 P-TECH models in New York State.

HVCC President Andrew J. Matonak said he looks forward to leveraging resources to give more local students the opportunity to earn associate's degrees.

"Hudson Valley Community College is proud to be a partner in this collaborative effort to create an educational pipeline from high school to college to work for students in Troy schools, students in our own backyard. It is an unbelievable opportunity for high school students to earn a marketable associate's degree during their high school years and to look forward to the job opportunities in technology or manufacturing."

Students in P-TECH will graduate in six years with both a Regents High School Diploma and an associate's degree at no cost to the student or their families. The students in the Riverfront program can choose among the following two-year degree programs offered at HVCC: electrical engineering, semiconductor

team of teachers, counselors and industry professionals and experience job shadowing and internships at participating companies. In this way students can explore careers and see firsthand how their academic studies apply to the real world. These students become first in line for jobs at some of the region's most prestigious companies, or they can choose to continue their education at a four-year institution.

According to Questar III BOCES, the P-TECH partnership builds on the success of Tech Valley High School, BOCES career and technical education programs and the Tech Valley Career Pathways Consortium, which is a group of BOCES, community colleges and businesses that have worked together over the past four years.

"P-TECH will prepare more of our students for a successful future," said Troy City School District Superintendent John Carmello. "It will help our district's mission to graduate all students college and career ready."

ECONOMIC DEVELOPMENT PARTNERSHIP

VISIONARY INVESTORS



CHAMPION INVESTORS

- Capital District Transportation Authority (CDTA)
- Center for Economic Growth (CEG)
- Pioneer Bank
- SEFCU
- Tri City Rentals

INNOVATOR INVESTORS

- U.W. Marx, Inc.

TRAILBLAZER INVESTORS

- CAP COM Federal Credit Union
- NAI Platform
- Pattison, Sampson, Ginsberg & Griffin PC

List reflects investors as of press time.



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THE ECONOMIC DEVELOPMENT PARTNERSHIP (EDP) is a department of the Rensselaer County Regional Chamber of Commerce. EDP's goal is to develop, support and expand new and existing business for the region by providing relevant information, contacts and assistance through marketing opportunities to regional, national and international businesses. The mission of EDP is to enhance the economic vitality of Rensselaer County and establish greater awareness of its high quality of life.

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MEET OUR PARTNERS:

Tri City Rentals/Massry Realty Partners



For more than 40 years, Tri City Rentals has owned and managed premier apartment communities throughout New York State. With more than 20 communities in the greater

Capital Region, Tri City Rentals is recognized as the largest and most experienced firm in the industry.

The Glen at Sugar Hill apartment community is situated in a peaceful conservation area surrounded by the rolling hills of Brunswick, just outside of Troy and only a few miles from the Capitol in Albany.

The Woods, also located in Brunswick, is a luxury apartment community that redefines apartment living with high-end amenities, exceptional design and views.

Capitol View Apartments in East Greenbush offers a variety of floor plans to fit diverse lifestyles. The property boasts spectacular views of Albany and amenities that include a swimming pool, tennis courts, clubhouse, private entryways and laundry centers in each building.

The Apartments at Brunswick offers spacious, fully appointed one- and two-bedroom apartments, with executive suites available. The community includes a tennis court, swimming pool, fitness center and panoramic views of the surrounding areas.



Overall, Tri City owns and manages communities in Albany, Brunswick, Clifton Park, Colonie, East Greenbush, Glens Falls, Guilderland, Latham, Menands, Schenectady and Troy. Amenities include granite in kitchens and bathrooms, premium appliances, professionally designed interiors, natural gas fireplaces, vaulted ceilings, washer/dryer in all apartments, custom cabinetry and shelving, walk-in closets, cable and internet, private covered balconies, personal garden areas, pool, tennis, fitness centers, clubhouse and entertainment centers, and non-smoking and pet friendly buildings.

All of Tri City Rental's apartment communities are staffed with professional management teams and offer convenient locations, quiet neighborhoods and expert services, making these communities places that people can call home. Visit tricityrentals.com.



Economic Development Partnership

The Economic Development Department of the Rensselaer County Regional Chamber of Commerce

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INTERNATIONAL TRADE

New Rensselaer Wharf Doubles its Capacity

The Albany Port Commission has completed an \$8.5 million reconstruction project at the Rensselaer Wharf, creating unprecedented opportunity for local and international transportation and trade. The project enables the Rensselaer side of the Port of Albany to double its shipping capacity, including heavy-lift cargo, and has already attracted a new commercial customer representing a \$20 million investment and 50 new jobs.

"The mission of the Albany Port Commission is to lead and develop commerce opportunities for the port district on both sides of the Hudson River," said General Manager Rich Hendrick. "By investing in infrastructure systems, we are creating tremendous opportunity for the entire region's economic development."



Grande Aggregates, the wharf's first commercial customer in 25 years, has signed an agreement to ship aggregate products from the Rensselaer Port to downstate construction sites. The products will be trucked to the port from a quarry in the North Country before being shipped south.

The wharf reconstruction was a Round 1 priority project of the Capital Region Economic Development Council (CREDC). Predevelopment work, including engineering and permitting, began in 2012; construction started last year and was completed in October. A portion of the CREDC funding was directed toward rebuilding the Rensselaer dock and the remaining funds were used to purchase a new Mobile Harbour Crane.

"The Port of Albany contributes hundreds of millions of dollars to the state's economy every year and is a significant part of the region's growth," said Empire State Development President, CEO and Commissioner Kenneth Adams. "This is exactly the kind of ground-up economic development the Regional Council initiative has been promoting for the past four years."



STRATEGIC REDEVELOPMENT

St. Peter's Health Partners Plan Underway

St. Peter's Health Partners (SPHP), the region's largest health system, has broken ground on its \$99 million Troy Master Facilities Plan (MFP), marking the first part of a multi-phase strategic redevelopment project.

"This is just the start of our bold vision to transform the face of health care in Troy, Rensselaer County and the surrounding communities," said Norman E. Dascher, CEO of Samaritan and St. Mary's hospitals, and vice president of Acute Care Troy, SPHP.

Targeted for completion in 2017, the project will include construction, renovation and modernization of inpatient facilities on Samaritan's campus and the relocation, expansion and enhancement of all outpatient services on the



St. Mary's campus. Construction of a four-level parking garage is expected to be completed in the next eight months. Future highlights include construction of a new five-story inpatient pavilion at Samaritan that would include an emergency department/urgent care facility, outpatient medical oncology/chemotherapy, women's health center, school of nursing, sleep lab, physical therapy, wound care, cardiac rehabilitation and outpatient endoscopy.

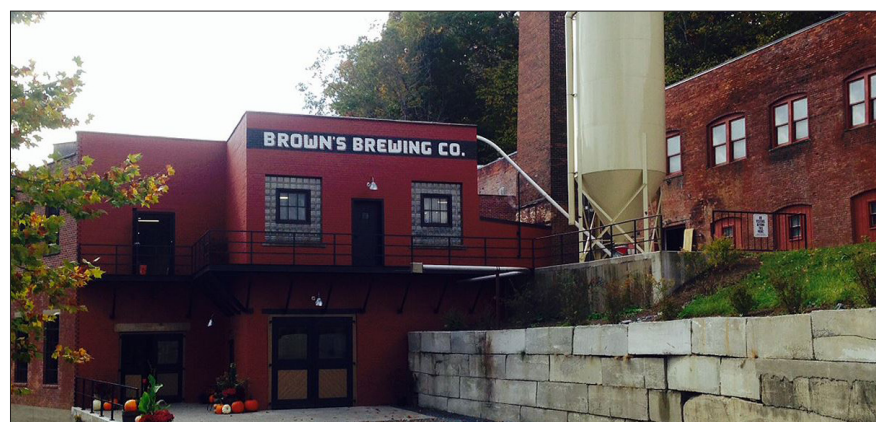
LOCAL EXPANSION

Brown's "Taps" Walloomsac River Brewery

Brown's Brewing Company has opened the doors to its newest location, a \$3.55 million taproom and brewery built in a converted paper mill and valve factory on the Walloomsac River in North Hoosick (photo below). The site, which took eight years to renovate, now boasts a brewery with an annual capacity for 20,000 barrels. Brown's invested in the Walloomsac

Brewery to serve its growing wholesale bottled and keg business and offer a base for visitors to experience Brown's brand at its source. Located about 28 miles from Brown's original location on River Street in Troy, the new brewery includes a 1,700-square-foot retail

space with beer hall-style seating. The retail space includes a 56-foot reclaimed hardwood factory floor bar that is open Wednesdays through Fridays from 3-9 p.m. and Saturdays and Sundays from 12-9 p.m. Brewery tours will be available on Friday evenings and weekends. Visitors can buy pints of Brown's beer at the bar as well as growlers and bottled beer to go. Visit brownsbrewing.com.



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