

# Insight

EMPOWERMENT SERIES

## Discover Your "Wonder Woman" on July 21

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 2.0 Breakfast**, the latest in our dynamic Tech Valley Series for Empowerment. *Due to popular demand, we're presenting this interactive event twice this year, giving you double the opportunities for life-changing connections and motivation for your personal and professional life.* The region's top women professionals will share their experiences in three 20-minute sessions, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and discover new strategies for success. Topics include Work? Life? Balance?; If You're Competent, It's Time to be Confident!; How to Climb the Corporate Ladder; Lessons Learned: What I Wish Someone Had Told Me; and Styling Your Leadership. 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!



OUR PRESENTERS

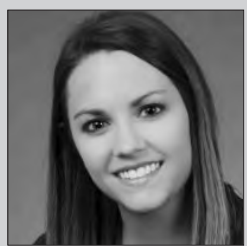
- Kelli Arnold**, Sr. VP/Director Government Banking & Eastern New York Market Executive, First Niagara Bank
- Joanna Bernabei-McNamee**, Head Women's Basketball Coach, University at Albany
- Theresa Bourgeois**, President, Esperance Consulting
- Miriam Dushane**, Managing Director, Linium Recruiting
- Daquetta Jones**, Executive Director, YWCA of the Greater Capital Region
- Lynn LaRocca**, SVP, Chief Experience Officer, New York Racing Association
- Barbara Lombardo**, former Executive Editor, *The Saratogian* and *The Record*.
- Ellen Sax**, VP, Community Engagement, MVP Health Care
- Paula Stopera**, President & CEO, CAP COM FCU
- Marcia White**, President & Executive Director, Saratoga Performing Arts Center

Register now for **Wonder Women Mentoring Breakfast** on Thursday, July 21 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up online at [rensochamber.com/events](http://rensochamber.com/events). Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$35 members; \$50 member walk-ins; \$70 future members. Sponsorship opportunities are available. Contact Director of Member Engagement & Business Development Kate Ollier at 518.687.1249 or [kollier@rensochamber.com](mailto:kollier@rensochamber.com) to learn more.

**“As a facilitator, I have the opportunity to guide others as they pursue their dreams. It's refreshing to mentor women and see them promoted in their careers and taking on new roles in their communities.”**



Paula Stopera, president & CEO  
 CAP COM Federal Credit Union



**“Wonder Women events are favorites of mine. I leave feeling motivated to take on the challenges of work and life and I'm inspired by the extraordinary women I meet and collaborate with.”**

Colleen Whitaker, sales manager  
 Hilton Garden Inn Troy



Major underwriters for the Tech Valley Empowerment Series are Bouchey Financial Group, Ltd./Bouchey & Clarke Benefits, Inc.; CAP COM FCU, Linium Recruiting and Turner Construction Company. Event sponsor is DeCrescente Distributing Company. Coffee bar sponsor is YWCA of the Greater Capital Region, Inc.

## It's Summertime and the Networking is Easy as 1-2-3!

Meet, Greet & Connect this Summer with the Chamber's High-Impact Networking Events  
 Mark Your Calendar & Register Today at [rensochamber.com/events](http://rensochamber.com/events)

- 1** Free Member Benefits Breakfast  
 Wed., July 13 7:30-9 a.m.  
 @ The Eddy Memorial Campus.\*
- 2** Rooftop Off-the-Clock  
 Thurs., July 28 5:30-7 p.m.  
 @ Franklin Plaza's Rooftop.  
 \$10/\$15\*
- 3** NetworkingPlus Luncheon  
 Tues., Aug. 23 11:30 a.m.-1:15 p.m.  
 @ Franklin Terrace Ballroom.  
 \$35/\$50\*

\*for details and sponsors, check the page 2 calendar of events

ASK THE EXPERTS:  
 Business & Education

**Ian Glasgow** is president of Next Advance, Inc., a provider of instruments for laboratories worldwide researching cures for cancer, developing pharmaceutical drugs, improving crop yields, developing biofuels and more.



**Robert Horan** is superintendent of the Schodack Central School District with a background in technology and business education/administration. He fosters public and private-sector partnerships to enhance student learning and job readiness.



**Q: How can schools and businesses collaborate?**

**Bob Horan:** As chair of the Chamber's Economic Development Committee, one of our goals this year is to connect businesses and education in meaningful ways. It's clear that when the two work together, both sides benefit. A great example is the connection between students in the Schodack Central School District and Next Advance, Inc.

**Q: Tell us about it.**

**Ian Glasgow:** We have two high school students from the Schodack district who are interning with our company and it's working out very well. One is an aspiring graphic artist and is developing marketing materials for us, including brochures, ads and the company website. The second student is involved in office work and R&D, including testing products. We also have a third student intern from another school district. Next Advance benefits from their talents and enthusiasm, and the students benefit from real-life work experience.

**Q: What should businesses know?**

**Bob Horan:** That they don't have to be on the Chamber's board of directors to find these connections! Businesses can start by contacting the school district in which they are located and ask the guidance department or high school principal about programs like CEIP (Career Exploration Internship Program). Secondly, they can contact the Chamber, which is a great advocate for making connections. There are global companies right here in Rensselaer County that can offer exceptional opportunities to students.

*“Ask the Experts” 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.

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

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● NEW MEMBERS

**ACI Security Systems, Inc.**  
Commercial Security Systems  
Rep: Karen Church  
20287 NY 22  
Petersburgh, NY 12138  
Phone: 518.686.5700

**Advance Auto Parts, Inc.**  
Automobile Parts & Supplies  
Rep: Jamie VanGuilder  
618 Hoosick Street  
Troy, NY 12180  
Phone: 518.874.0527

**Averill Park Central School District**  
Education  
Rep: Dr. James D. Hoffman  
146 Gettle Road  
Averill Park, NY 12018  
Phone: 518.674.7055

**The Children's Museum of Science & Technology (CMOST)**  
Museums  
Rep: Catherine Gilbert  
250 Jordan Road  
Troy, NY 12180  
Phone: 518.235.2120  
[cmost.org](http://cmost.org)

**Coyne Insurance - Allstate**  
Insurance  
Rep: Gary Hearst  
146 Columbia Turnpike  
Rensselaer, NY 12144  
Phone: 518.477.2174

**Solatus Web Solutions**  
Website Designer  
Rep: Jennifer Bennett  
120 Defrest Drive  
Troy, NY 12180  
Phone: 1.888.431.3343  
[solatus.com](http://solatus.com)

**CloseUP Conversation w/**



*Maureen McGuinness is the Chamber's membership manager. Her responsibilities include recruiting and retaining members while acting as a liaison to enhance member relations.*

**Q: What do members want most?**

**A:** The number one reason members join the Chamber is networking. High-impact networking, referrals, professional introductions and personal connections are the building blocks to success. That's where our Chamber is second to none. Our personalized service and depth of resources propel our members to achieve their goals.

**Q: How can members get involved?**

**A:** Joining a committee, whether it's the Golf Classic, Troy Victorian Stroll or Ambassador's Committee, is a great way to meet regional business professionals. You'll connect with individuals as motivated as you are.

**Q: What about business resources?**

**A:** We listen to our members and we deliver. Staff training, HR, social media, whatever the challenge is, we can help. We also help members identify key staff to apply for The Leadership Institute. For those looking to hire, our online Jobs & Volunteer Board is a top-viewed web page with new jobs posted every week.

Contact Maureen at 518.687.1244 or [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com).

● MEMBER NEWS



**Heslin Rothenberg Farley & Mesiti P.C.** Partner David P. Miranda received the Dean's Medal from Albany Law School for his contributions to the legal profession and law school community. He is a former president of the New York State Bar Association and former board member and counsel for the Rensselaer County Regional Chamber of Commerce. Visit [hrfmlaw.com](http://hrfmlaw.com).



**SEFCU** awarded \$54,500 in scholarships to high school and college students throughout the Capital Region, Syracuse and Binghamton as part of the credit union's annual scholarship program (photo above). Scholarships are awarded for academic achievement, proven leadership, written essays and community service. Visit [sefcu.com](http://sefcu.com).



**Robert C. Parker School** celebrated its 25th anniversary with a ground-breaking ceremony (photo above) for its new \$700,000 Discovery Center and the premiere of a video that profiles the school's students and culture. The celebration at the school's 77-acre campus at 4254 Route 43 in North Greenbush highlighted the 3,200-square-foot addition that will give students hands-on experiences in STEM, arts and performance. Visit [parkerschool.org](http://parkerschool.org).



**Recovery Sports Grill's** ground-breaking ceremony was held at Rensselaer County Plaza, Route 4 in East Greenbush (photo above). The 7,800-square-foot building will seat up to 195 patrons and feature more than 30 high-definition TVs and projection screens, lounge area and arcade. The restaurant plans to employ 40 full and part-time employees. The sports grill is owned by BBL Hospitality, its 9th in New York and 12th overall. Visit [recoverysportsgrill.com](http://recoverysportsgrill.com).



**Mick Butler - State Farm Agency** celebrated a ribbon cutting and grand opening at its new location at 961 Hoosick Road in Troy (photo above). The move accommodates the company's growth and client base, which includes the entire Capital District with a special focus on Brunswick, Troy and surrounding communities. Visit [statefarm.com/agent/us/ny/troy/mick-butler](http://statefarm.com/agent/us/ny/troy/mick-butler).

**Hudson Valley Community College** bestowed the John L. Buono Award for Citizenship on William F. Fagan of Troy, a 1973 graduate and president of Wm. J. Fagan & Sons, Inc. The award from the college's athletic department recognizes his commitment to the college and its student-athletes. As a member of the Faculty Student Association's board of directors, Fagan has been instrumental in development of the college's \$4.5 million outdoor athletic complex. In addition, he is a supporter of Hudson Valley's athletic teams, regularly attending home athletic contests. Visit [hvcc.edu](http://hvcc.edu).

## events calendar 2016

JULY	AUG	ADDITIONAL INFO
<p><b>Wednesday • 7/13</b> <b>Free Member Benefits Breakfast</b> Open to all members and their employees. Great for new employees, new members and those who want to get a refresher on the value of their membership! Meet our staff and bring business cards to distribute. Great networking opportunity! No charge; registration required. At The Eddy Memorial Campus, 2256 Burdett Avenue in Troy. Sponsored by Thomas K. Judd &amp; Associates. <i>Additional sponsorships available.</i></p> <p><b>Thursday • 7/21</b> <b>Wonder Women Mentoring 2.0 Breakfast</b> With a new venue and hot topics, this event will inspire you to harness your powers, build your network and find your own wonder women of support. Meet with professional women from around the region (see full list on page one) to discuss career challenges, strategies and solutions. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Series underwriters are Bouchey Financial Group, Ltd./Bouchey &amp; Clarke Benefits, Inc.; CAP COM FCU; Linium Recruiting; and Turner Construction Company. Event sponsor is DeCrescente Distributing Company. Coffee bar sponsor is YWCA of the Greater Capital Region, Inc.</p> <p><b>Thursday • 7/28</b> <b>Rooftop Off-the-Clock</b> Join us for the Chamber's first after-hours networking event of the summer! Connect with regional business professionals on the third floor terrace of Franklin Plaza and enjoy stunning sunset views of downtown Troy. Includes gourmet hors d'oeuvres and a cash bar. From 5:30-7 p.m. Cost is \$10 members; \$15 future members. At Franklin Plaza's Rooftop, 4 Fourth Street in Troy. Sponsored by eBizDocs.</p>	<p><b>Monday • 8/15</b> <b>Golf Classic at the Country Club of Troy</b> Golf package includes lunch, cart, on-course beverages and dinner. \$195 per golfer; \$780 per foursome; \$35 for dinner only. Check-in at 10:30 a.m.; lunch at 11 a.m.; shot-gun start at 12 p.m.; dinner at 5:30 p.m. Eagle sponsors- eBizDocs, Pioneer Bank, RPI Athletics, Sunmark FCU; Birdie sponsors- Albany Devils, CDPHP, Express Scripts, Hometown Healthcare, Saratoga National Bank &amp; Trust Company, Turner Construction Company; Closest to Pin- architecture+, WNYT NewsChannel 13; Longest Drive Men- Groff NetWorks, LLC; Longest Drive Women- Merrill Lynch The Clore Kelly Group; Putting Challenge- Bouchey Financial Group, Ltd. / Bouchey &amp; Clarke Benefits, Inc.; Chipping Challenge- Mosaic; Hit the Green- Hoosick Valley Contractors, Inc.; Carts Sponsor- CAPCOM FCU; Hole-in-One- Carbone Subaru, Cooley Motors. <b>Sponsorships are available at all levels and for every budget.</b></p> <p><b>Thursday • 8/18</b> <b>Quick Learn Session: Top 5 Time Management Tools Using Outlook 2013</b> Train yourself and your staff at considerable savings. Presented by MicroKnowledge, Inc. Registration and refreshments 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>Tuesday • 8/23</b> <b>NetworkingPlus Luncheon</b> Topic-driven, ambassador facilitated and three table rotations. At Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Registration at 11:30 a.m.; program 12-1:15 p.m. Sponsored by Insight Coaching &amp; Consulting, Saratoga National Bank &amp; Trust Company and St. Peter's Health Partners.</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></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://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>



COMING TO YOUR NEIGHBORHOOD  
**Business Breakfast Set for July 26**

Are you a business owner? The Chamber and Rensselaer County invite you to an upcoming "Business Breakfast" on Tuesday, July 26, from 7:30-9 a.m. at the Italian Community Center, 1450 Fifth Avenue in Troy. The meeting is part of an ongoing series of popular and productive Business Breakfasts that provide a friendly format to hear first hand from area business owners what needs to be done to enhance and improve the region's business climate. This is your opportunity to talk in person with hosts Chamber President Mike O'Sullivan and Rensselaer County Executive Kathleen Jimino about your business challenges and needs. As a valued member of our business community we encourage you to attend and contribute your ideas and concerns. We'll also review recommendations from previous Business Breakfasts and successful solutions that were reached. Then we'll focus on these topics:

1. What challenges do you anticipate in the next five years?
2. How can the Chamber and/or county government help you?
3. Do you have difficulty filling specific jobs?
4. What workforce demands do you anticipate?
5. Do you see a labor shortage in any areas?

Register for this free program at [renscochamber.com](http://renscochamber.com) today and get ready to talk with the Chamber and Rensselaer County!

**YOU ARE INVITED**

**Van Rensselaer Dinner & Awards Sept. 15**



VAN RENSSELAER  
CORPORATE AWARD



VAN RENSSELAER  
SMALL BUSINESS AWARD



**E. Stewart Jones Jr.**

EDWARD H. PATTISON  
CITIZENSHIP AWARD

The Chamber presents the 2016 Van Rensselaer Dinner and Awards, a celebration of excellence in the regional business community. These prestigious honors recognize corporations, small businesses and exceptional individuals in the Rensselaer Gateway communities who invest in the economic, cultural, and humanitarian advancement of our region and act as ready and willing partners to other businesses and organizations. You can acknowledge this year's award recipients (at left) with a customized "Note of Congratulations" in the evening's program. Full color, half-page ads are just \$250. Deadline to reserve space is Friday, August 26 at 5 p.m.; deadline for electronic files is Thursday, September 1 at 5 p.m. For more information or to send files, contact Events Coordinator Gabie Polce at 518.687.1238 or [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com).

Register now for the **Van Rensselaer Dinner** on Thursday, September 15 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Networking and cocktail reception at 5:30 p.m.; awards and dinner at 6:30 p.m. \$120 per member; \$240 per non-member. \$1,495 for Chairman's circle table of 10.



Underwritten by Capital Bank, CDPHP and The Phoenix Companies



**Check Out These Chamber Benefits**

Here's a quick reminder of 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).

**ONLINE MEMBER DESCRIPTIONS**

What sets your business apart from the competition? Your answer could bring you new business contacts and clients! Now you can reach the public with enhanced Online Member Descriptions, a free benefit provided by the Chamber. Just compose a 10-word description about your area of specialty, expertise or strengths, and we'll add it to our Online Membership Directory, which is accessible at no charge to the public on our interactive website at [www.renscochamber.com](http://www.renscochamber.com).



**RIBBON CUTTINGS & CELEBRATIONS**

The Chamber and our Economic Development Partnership (EDP) are here to support the grand opening or milestone celebration of your business or organization. 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 in-print and online communications and social media. Just 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.



CHAMBER MEMBER

spotlights



**Hollywood Drive-in Theatre** is a real labor of love for owner Frank Fisher, whose parents, James and Beatrice, built the business in 1952. Today, the 400-car theater is a monument to nostalgia, attracting patrons from the Capital District and nearby Massachusetts with its double-feature movies, digital

projection, Dolby sound, food concession stand and money-saving prizes in popcorn boxes. Located on Route 66 (even the location is nostalgic), just eight miles outside of Troy, Hollywood Drive-in is a seasonal treat for all ages.

"I've been here since I was five and was running a projector by the time I was 12. When you do that, it becomes part of you," said Fisher, who took over the family business in 1968. "I love it because it's just a fun place to be. You can't beat the price of two movies for \$10 (\$5 for ages 5-10). People come here and relax, they have fun with their families or their dates. They laugh. I really enjoy seeing that. There are only a few hundred drive-in theaters left in the United States and they are part of our history. We want to keep this one going."

Hollywood's patrons agree. They come to relive a favorite American pastime in Fisher's preserved time capsule and to introduce the next generation to the joy of watching "the Stars under the Stars." Arriving as early as 6:30 p.m. for a 9 p.m. showing, they make themselves comfortable with lawn chairs, beach blankets and treats from the full-service concession stand, including fresh pizza, nachos, hot dogs, hamburgers, fries, popcorn, candy and beverages. Tuning in their car radios to the digital sound system, they view current blockbusters on a newly resurfaced 36-foot-by-88-foot screen in the great outdoors.

"It's a whole different experience than sitting on your sofa or in a movie house," said Fisher, whose business relies on food concession profits to pay costly film royalties. "We offer neat, clean facilities, a freshly mowed parking area and a well-trained staff. So kick off your shoes, sit back, relax and re-visit part of a past era. Introduce your children to one of the old-time pleasures of childhood."

Gates open at 6:30 p.m. Fri-Sat; 7 p.m. Sun-Thurs. Check website for movies showing.

HOLLYWOOD DRIVE-IN THEATRE  
 9270 NY-66 | AVERILL PARK, NY 12018  
 PH: 518.283.4425 | [HOLLYWOODDRIVEIN.COM](http://HOLLYWOODDRIVEIN.COM)



This is a special season for the **Tri-City ValleyCats**, the Class-A affiliate of the Houston Astros and 2010 and 2013 champions of the New York-Penn League. The 'Cats are celebrating 15 years at the Joseph L. Bruno Stadium with commemorative baseball jerseys, card-set giveaways featuring fan-favorite players, 15 fireworks shows and much more.

"More than 40 former ValleyCats have gone on to play major league baseball," said Matt Callahan, general manager. "This year we've got several of Houston's top draft picks on the team as well as talented guys who have come up within the organization. It's going to be an exciting year for fans."

A generous, community-focused partner to schools, organizations and local groups, the ValleyCats are also an active stakeholder in the regional business arena, offering unique and cost-effective corporate options for coming out to the ballpark. Appreciate your employees, entertain your clients or celebrate milestones by choosing from many options, from \$4 grandstand tickets to \$35 per person private parties. In addition to season-long luxury suites, visitors can reserve a suite for a single game for \$500, including 16 game tickets and a \$100 food credit. Looking to impress a client? Purchase a "loaded ticket" with valuable add-ons that can include any concession in the ballpark, from food to gifts and souvenirs. Picnic areas are available for groups from 40 to 400, to suit any-sized budget. For more ideas and custom corporate packages, contact the ValleyCats.



TRI-CITY VALLEYCATS  
 JOSEPH L. BRUNO STADIUM  
 80 VANDENBURG AVENUE | TROY, NY 12180  
 PHONE: 518.629.2287 | [TCVALLEYCATS.COM](http://TCVALLEYCATS.COM)

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



# insight into...

## 2017 Marketing Opportunities

Sponsorship and marketing opportunities for the Chamber's 2017 year-long lineup of events are now available. Customized packages are available for every budget, ensuring your organization gets noticed in the coming year. Whether it's event sponsorships, marketing with our monthly newsletter, or gaining exposure with our Chamber website, you'll make the most of your marketing dollars. Let us develop a comprehensive package that meets your 2016 budget and marketing goals. Contact Director of Member Engagement & Business Development Kate Ollier at 518.687.1249 or at [kollier@renscochamber.com](mailto:kollier@renscochamber.com).

### 2016 BOARD OF DIRECTORS

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National Grid

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\* Executive Committee members.



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ADVERTISING DEADLINE IS JULY 29

## Get Your High-Impact Ads, In-Print & On-Line



Take advantage of advertising deals with the Chamber during our Summer Sizzle promotion!

- ☑ Two (2) inserts for \$600 - *Save \$100!*
- ☑ One (1) insert & one (1) e-newsletter standard ad for \$615 - *Save \$75!*
- ☑ Two (2) e-newsletter standard ads for \$630 - *Save \$50!*

The Chamber's **print newsletter** is distributed to 2,500 recipients every month (with a pass-on rate of 6,000) and is posted in full color on our website, which receives nearly 18,000 monthly visitors. *A limit of five member inserts are included in the print newsletter each month.*

Our **electronic newsletter** is sent to more than 3,300 recipients twice weekly and has a higher than average industry click-on rate. *A limit of two member ads are included in our electronic newsletter each week.* All opportunities are on a first-come, first-served basis and are subject to availability. Visit [renscochamber.com/advertising](http://renscochamber.com/advertising) and click on summer sizzle today!

### VIP PACKAGES FOR YOUR CLIENTS & GUESTS

## Golf Classic Tees Off August 15 at CC of Troy

The 2016 Golf Classic: A Day of Clubs, Carts & Connections gets underway on Monday, August 15 at the award-winning Country Club of Troy. A popular event for golfers and non-golfers alike, it's a great way to network or treat a client or guest while enjoying a day on the links. Check in is at 10:30 a.m., with lunch at 11 a.m. and a shotgun start at noon. Golf packages are \$195 per person or \$780 per foursome and include lunch, dinner, cart, and more. For an additional \$50 per person, you can pre-order a VIP package for yourself,

clients or guests that includes all of the day's golf challenges, valuable raffle tickets and mulligans (an \$80 value). For \$35 per person, non-golfers are invited to join us for a 5:30 p.m. dinner at the clubhouse. Businesses and nonprofits can take advantage of sponsorship opportunities for every budget from underwriting to raffle prize donations and flag sponsors. For information, contact Events Coordinator Gabie Polce at 518.687.1238 or [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com). A special thank you to our major sponsors (as of printing):

#### Eagle Sponsors



#### Birdie Sponsors



#### Closest to the Pin (M)



#### Closest to the Pin (W)



#### Putting Challenge



#### Longest Drive (M)



#### Longest Drive (W)



#### Cart Sponsor



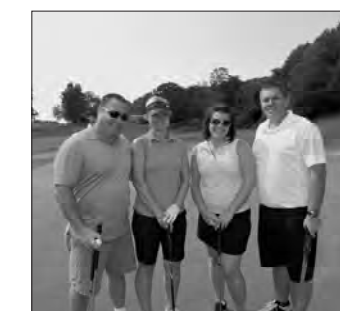
#### Chipping Challenge



#### Hit the Green



#### Hole-in-One Sponsors



## Win Big with Raffle Prizes!

Even if you don't golf, you can still get in on this year's exciting raffle prizes, including: **1st Grand Prize - Jet Away on JetBlue** with two roundtrip tickets from Albany to any non-stop city (courtesy of [www.jetblue.com](http://www.jetblue.com)); **2nd Grand Prize - Two Nights in Lake Placid** at the Mirror Lake Inn (courtesy of [www.mirrorlakeinn.com](http://www.mirrorlakeinn.com));



**3rd Grand Prize - Overnight Stay & Golf For Two in Cooperstown**

at The Cooper Inn and Leatherstocking Golf Course (courtesy of [www.otesaga.com](http://www.otesaga.com)); **4th Grand Prize - Custom Designed Cufflinks** featuring sterling silver compass and map of the world (courtesy of [www.jkbloom.com](http://www.jkbloom.com)). More than 60 other exciting prizes! Tickets are \$4 each/eight for \$20. Drawing at the Golf Classic; **winners do not have to be present.** For raffle tickets, call the Chamber at 518.274.7020.

