

insight

INVESTING IN OUR COMMUNITIES

Chamber's EDP Promotes Economic Vitality

Are you looking to start, grow or relocate a business? The Chamber's Economic Development Partnership (EDP) is a one-stop shop for the resources you need. Founded in 2008, the EDP develops, supports and sustains the long-term economic vitality of Rensselaer County and promotes greater awareness of the region's high quality of life, local attributes and healthy economic climate. Through its successful collaborations with Rensselaer County, local municipalities, the Center for Economic Growth, institutes of higher education and other strategic partners, the EDP is a primary resource for a diverse mix of businesses within the region and beyond.

"The EDP's important work is more in demand than ever, as established businesses, start-up companies and entrepreneurs seek a higher level of advice and guidance," said James Conroy, senior vice president at New York Business Development Corporation and 2015 chair of the Chamber's Economic Development Committee. "The EDP assists businesses as they expand and revitalize buildings and offices. This demonstrates a strong economic growth and job creation forecast for the region. It also demonstrates the significant need for the resources the EDP provides."

Among its many services, the EDP strives to:

- » Retain businesses that call Tech Valley home.
- » Assist with site locations, funding sources and connections so businesses can grow and expand.
- » Serve as a single point of contact for business inquiries and resources.
- » Encourage workforce development initiatives for the competitive marketplace.
- » Create a platform for connecting regional CEOs.

This year the Chamber's EDP has introduced a new forum—the CEO Roundtable. C-level executives, presidents and owners from member businesses and organizations come together in small groups to discuss issues, share successful strategies and make professional connections. The roundtables present opportunities for collaboration and conversation and provide the Chamber with important feedback on how to help businesses meet challenges. Through the roundtable programs, CEOs have reported they are hiring new staff across all levels of employment and will be turning to the Chamber for assistance with workforce development. Small business executives are looking to the Chamber for strategies and resources to take their companies to the next level of success. All of this information has been presented to the Chamber's board of directors as it continues to craft our next Strategic Plan, the roadmap that will guide the Chamber and EDP's priorities for the next three years.

The Chamber's EDP is a great way to invest in the success of your own business community. The Chamber is welcoming you to join our partnership of regional investor/companies. Investors' generous financial support assists the EDP's vital work and leverages their own brand recognition with high-impact exposure in print, online and at public events. Join us today by contacting Chamber President Linda Hillman at lhillman@rensochamber.com or 518.274.7020. For more information, visit www.renscochamber/edp.



James Conroy
2015 EDP chair

ASK THE EXPERT Sports: An Economic Game Changer

Rick Murphy is COO and Executive VP of the Tri-City ValleyCats, a class A baseball affiliate of the Houston Astros and 2010 and 2013 New York-Penn League (NYPL) champions. With 27 seasons in professional baseball, Rick is the 2008 NYPL Executive of the Year and the 2011 NYPL Robert F. Julian Community & Baseball Service Award winner.



Q: How is a sports franchise an economic driver?

A: As a short-season professional baseball franchise, the ValleyCats generate a \$20 million total economic impact in the Capital Region annually. This includes all spending by the ValleyCats, our fans and the operation of Joseph L. Bruno Stadium. The economic impact of expenditures include direct, indirect and induced effects. The direct effects include demand for goods and services by fans; indirect is the turnover of the dollar within the economy from the initial fans' purchase. Induced effects are the resulting increase in employment and household income. Currently, the ValleyCats employ 12 full-time and 240 seasonal employees.

Q: How do you create a "winning" culture?

A: On the field success is derived from our major league affiliate, the Houston Astros. A winning culture at the minor league level eventually will translate into a winning culture at the major league level. On the business side, our mission statement is "to develop fans for life by creating an experience that is affordable, fun and entertaining while in a safe and clean environment." Each night at the stadium our goal is to create a memorable experience for every fan.

Q: What business lessons are there in the ValleyCats' success?

A: Every day is a new opportunity. In real estate it is location, location, location. In the sports industry it is fan experience, fan experience, fan experience. We are all in the people business. Successful businesses have employees that are invested in their brand and deliver exceptional customer service.

"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.

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MEET THE AWARD WINNERS

Van Rensselaer Awards Dinner Set for Sept. 10

The Chamber presents the 2015 Van Rensselaer Awards Dinner, a celebration of excellence in the business community. For more than two decades these prestigious honors have recognized companies, small businesses and individuals who invest in the economic, cultural and humanitarian advancement of our region. Congratulations to our recipients:

Turner Construction Company has a long history of community involvement, including Habitat for Humanity, the Salvation Army, YouthForce 2020 and the Ace Mentor program.

Bouche Financial Group, Ltd. and **Bouche & Clarke Benefits, Inc.** make it a priority to support community organizations, including Seton Health/St. Peter's Health Partners, Rensselaer County Historical Society, Commission on Economic Opportunity (CEO) and YWCA of the Greater Capital Region.

Dr. Lee A. McElroy is the award-winning University at Albany vice president and director of athletics and current athletic director at Rensselaer Polytechnic Institute in Troy.

Register now for the **Van Rensselaer Awards Dinner** on Thursday, September 10 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 future member. \$1,495 for Chairman's Circle Table of 10.



Van Rensselaer
Corporate Award



Van Rensselaer
Small Business Award



Dr. Lee A. McElroy
Edward H. Pattison
Citizenship Award



Sponsored by Capital Bank, CDPHP
and The Phoenix Companies, Inc.



● NEW MEMBERS

Diocese of Albany Catholic Schools
Schools
Rep: Martha Fashouer
40 North Main Avenue
Albany, NY 12203
Phone: 518.453.6602
higherpoweredlearning.org

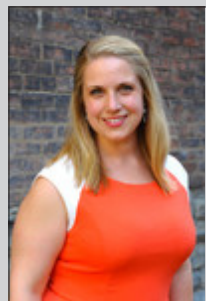
Empire Financial Advisors, Inc.
Financial Planning Consultants
Rep: Edward Piotrowski
3 Lear Jet Lane
Suite 200
Latham, NY 12110
Phone: 518.608.1100
empirefa.com

Pinonnault Creative
Website Designers
Rep: Cynthia Pinonnault
214 Diamond Rock Circle
Troy, NY 12182
Phone: 518.326.4522
pinscreative.com

Museum Association of New York
Non-Profit Organizations
Rep: Devin Lander
265 River Street
Troy, NY 12180
Phone: 518.273.3400
manyonline.org

The Pines at Heartwood
Assisted Living Communities
Rep: Patricia Broderick
2405 Fifteenth Street
Troy, NY 12180
Phone: 518.266.9654

CloseUP Conversation w/



Staci Makovich is the Chamber's communications & web strategies manager. She oversees social media, e-newsletters, media releases, website maintenance and co-edits our

print newsletter. Staci develops marketing initiatives and coordinates member ribbon cuttings and milestone events.

One of the most exciting Chamber services is assisting members with customized marketing/advertising packages that fit any size budget. We recommend three touchpoints of advertising: 1. Our print and online newsletters, mailed to nearly 2,700 members per month (with a pass-on rate of 6,000), 2. Our twice-weekly e-newsletters with an above industry average in open and click-thru rates and website at renscochamber.com averaging nearly 15,000 visits per month, 3. Our popular, well-attended events featuring high-impact sponsorship opportunities.

We also offer **free** marketing opportunities, available to all members. On our website, you can post news in the Member News section and upload any event to the Community Calendar. If you tweet at us (@RenscoChamber) we will retweet you to all of our followers. Also, members are allowed to post directly to our Facebook page.

In today's world, technology provides free, high-impact resources to reach your audience and gain new business contacts. There is a misconception that social media is very time consuming, but if you carve out 15 minutes here and there, or use a social media organization platforms, you can set up a whole week's worth of social media with minimal effort. For more ideas, just contact the Chamber!

Email smakovich@renscochamber.com or call 518.274.7020, ext. 16.

● MEMBER NEWS



The Rensselaer County Historical Society (RCHS) has appointed Karin Krasevac-Lenz, a long-tenured advancement professional and member of RCHS, as its new executive director. She brings more than 30 years of experience in non-profit development, strategic

planning, creative community engagement, constituent relations, agency communications and other areas to her new role. Visit rchsonline.org.

Rensselaer Polytechnic Institute has named Dr. Lee A. McElroy, Jr. as director of athletics, after his service as interim director. Dr. McElroy is responsible for overseeing 12 men's and 11 women's National Collegiate Athletic Association intercollegiate teams, involving more than 550 student athletes, as well as an intramural sports program that engages more than 2,000 students. Visit rpiathletics.com.

CAP COM Federal Credit Union has joined the CO-OP Shared Branch Network, allowing members access to more than 5,000 additional participating branches across the nation, increasing services and convenience. The Shared Branch network links participating credit unions electronically, allowing members to access their account information and perform select transactions. CAP COM's own branch network has tripled in size over the past decade. Visit capcomfcu.org.

CDPHP has graduated its first pharmacy resident, Erich Weiss, PharmD, of Rochester. He is the first pharmacist to complete the 12-month program at the Albany-based health plan and one of a few pharmacists in the country who have completed a residency program in managed care pharmacy. CDPHP is the first health plan in the Capital Region to offer a pharmacy residency program. Visit cdphp.com. (Photo (l-r): Stephanie Ross, clinical pharmacist and head of pharmacy residency program; Erich Weiss, pharmacy resident; and Eileen Wood, chief pharmacy officer.



Cricket Wireless recently celebrated the grand opening of two new locations, at Riverside Plaza, 849 Second Avenue in Troy (photo above) and at Westgate Plaza, 911 Central Avenue in Albany (photo below). Visit cricketwireless.com.



Unity House of Troy has announced the promotion of Milinda Reed to director of human resources and general counsel, Andrea Ryan to corporate compliance officer and David Warren to service director of Domestic Violence Services. Visit unityhouse.ny.org.

SaxBST LLP has received a Marketing Achievement Award from the Association for Accounting Marketing (AAM). The award was presented at the AAM 2015 Summit in Orlando, Florida. The winning marketing campaign was cited for achieving and surpassing goals in the category of total advertising spent above \$25,000. Visit saxbst.com.

Famous Lunch has been named to the "Top 75 Places in the U.S. to Get a Hot Dog" list, according to thedailymeal.com. The Troy landmark, located at 111 Congress Street, was ranked 35th for 2015. Visit famouslunch.org.

events calendar 2015

SEPTEMBER	OCTOBER	ADDITIONAL INFO
<p>Thursday • 9/10 Van Rensselaer Awards Dinner This year's recipients are Turner Construction Company, The Van Rensselaer Corporate Award; Bouchey & Clarke Benefits, Inc. / Bouchey Financial, Ltd., The Van Rensselaer Small Business Award; and Dr. Lee A. McElroy, Jr., The Edward H. Pattison Citizenship Award. Networking at 5:30 p.m.; awards and dinner at 6:30 p.m. Reservations are \$120 members; \$240 future members; \$1,495 per Chairman's Circle tables of 10. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by Capital Bank, CDPHP and The Phoenix Companies, Inc.</p> <p>Thursday • 9/17 "How to Create a Winning Culture" Learn how to intentionally create a winning corporate culture with the Chamber's newest professional development program. Our presenter is Phil Gauthier, president of Insight Coaching & Consulting, LLC. Topics include: leaders as coaches, why culture matters, how to avoid "moldy" cultures, culturalizing intentionally and winning corporate cultures. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$35 members; \$50 member walk-ins; \$70 future members. At The Century House, Route 9 in Latham. Sponsored by MicroKnowledge, Inc.; and Pierce Communications.</p> <p>Tuesday • 9/29 Quick Learn Session Analyzing Lists Using Excel 2013 Did you know you can use Excel as a database? You'll discover how to keep track of lists and organize, quickly sort and filter information. 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>Wednesday • 10/7 Empowerment Series Inspire, Influence & Lead Join our breakfast panel discussion for a candid conversation on leadership and lessons learned. Panelists are Christopher Burke, CEO, Unity House; Carolyn Jones, publisher, <i>Albany Business Review</i>; Ruth Mahoney, president, Key Bank; and Jeff Vukelic, owner and president, Saratoga Eagle Sales & Service. Moderated by Chamber President Linda Hillman. At The Century House, Route 9 in Latham. Major underwriters are Bouchey Financial Group, Ltd.; SEFCU; and Turner Construction Company.</p> <p>Friday • 10/23 The Future of Workforce Readiness: Education & Business Partnerships This special event highlights the dynamic relationships between 6-12 education and regional businesses. We'll explore the vital need for these partnerships, the ways in which businesses and students benefit from collaborations and how it leads to workforce readiness. Registration and breakfast at 7:30 a.m.; program 8-10 a.m. \$35 members; \$50 member walk-ins; \$70 future members. At the Troy Middle School/High School campus. In partnership with Questar III, Tech Valley High School and Center for Economic Growth, Inc. Sponsored by CAP COM Federal Credit Union and CSArchitecture Engineers.</p> <p>Wednesday • 10/28 NetworkingPlus Luncheon Get connected, develop leads and build relationships at this fast-paced networking event. Now with three table rotations for more opportunity to connect your business. At Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by CAP COM Federal Credit Union, CDPHP and Web Instinct.</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 future 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>

Game On: Upstate Competes for \$500 Million Capital Region Goes for the Win with Most Promising Projects

How would you spend \$500 million in economic development funds? The right answer will win three upstate New York regions top awards worth \$100 million a year for the next five years. The Upstate Revitalization Initiative (URI) provides an unprecedented opportunity for each Regional Economic Development Committee (REDC) to develop a comprehensive plan that proves its region is ready for transformational revitalization. Competitors must present compelling, single-concept plans that clearly show how they would strategically leverage half a billion dollars of state investment. The proposals must show how the funding would be used to support and stimulate public and private investment and create a significant, vibrant impact on local communities, including new jobs in the private sector.



“I want each region to demonstrate in their Upstate Revitalization Plan how they will create and maintain a significant number of high paying permanent private sector jobs.” Gov. Andrew Cuomo

Seven upstate areas, including the Capital Region, will compete for three awards. Winners will be designated URI “Best Plan Awardees” and will receive up to \$500 million each, funding that will go to the projects identified in their plans. The other competing regions are Central New York, Finger Lakes, Mid-Hudson, Mohawk Valley, North Country and the Southern Tier. The URI is part of an overall program aimed at revitalizing the economy of upstate New York. Modeled after the success of the Buffalo Billion Initiative, the URI is an opportunity for upstate New York to address regional economic challenges and bring quality jobs and significant private sector investment to their communities.

In response to New York State’s URI competition, the Capital Region Economic Development Council (CREDC) is leading the effort to create a regional economic transformation plan and compete for the state funding. CREDC is drafting a 5-year plan to revitalize the area’s economy and is asking for ideas to help identify the best regional projects. With funding provided through the Community Foundation for the Greater Capital Region, a CREDC advisory council has hired McKinsey and Co. to help develop the proposal. The consulting firm will use data analysis to support its recommendations. McKinsey is the consulting firm used by Buffalo to win \$1 billion in state money to jumpstart the economy of western New York, a region not competing in this URI competition.

URI Goals

- The revitalization plan must lead to significant increases in permanent private sector jobs that pay above average wages for the region.
- The revitalization plan must result in the widespread increase of wealth in the region as evidenced by the increase in wages and income.
- Implementation of the plan will include significant private sector investment in the region, representing an overall ratio of 5 to 1 private to public investment.

Get Involved

The Capital Region Economic Development Council (CREDC) has formed the Upstate Revitalization Advisory Council to coordinate the development of the region’s plan. The council is co-chaired by Michael J. Castellana, president and CEO of SEFCU and one of the inaugural chairs of the CREDC, and Michael J. Hickey, interim CEO of the Center for Economic Growth. The Advisory Council is a public-private effort represented by leaders from various industries as well as the resources of research firms. The council’s goal is to create a winning plan, including short- and long-term strategies.

The committee is calling for residents and business leaders to submit suggestions at capital2020.biz/submit-your-idea.html. URI Revitalization Plans are due to New York State by October 5.

“Only the best plans will win the funding. And we’re in it to win,”
Chamber President
Linda Hillman



Donna Abbott Vlahos, Albany Business Review

SPHP Set to Transform Health Care in Troy & Rensselaer County



PROJECTED TIMELINE

- May 2015 – Samaritan Hospital School of Nursing opens at St. Mary’s.
- June 2015 – St. Mary’s Cancer Treatment Center opens.
- Aug. 2015 – Parking deck at Samaritan Hospital opens.
- Aug. 2015 – Construction begins on the Heinrich Medicus Pavilion.
- Sept. 2015 – Samaritan Pharmacy relocated.
- March 2017 – New Emergency Department opens.
- June 2017 – Endoscopy Department renovation begins.
- June 2017 – Heinrich Medicus Pavilion is substantially completed.
- June - Aug. 2017 – Upper floors of Pavilion opened.
- Nov. 2017 – Endoscopy Department renovation is finished.
- July 2017 - Feb. 2018 – Connecting link is constructed.

For more information, visit sphp.com.

St. Peter’s Health Partners (SPHP) is well on the way to fulfilling its multi-phase Troy Master Facilities Plan (MFP), a strategic initiative aimed at transforming the future of health care in Troy, Rensselaer County and the surrounding communities. Capping a busy summer of construction, SPHP has opened a new parking garage on the Samaritan Hospital campus. The \$10 million, four-level, 550-car parking structure is the linchpin of the \$99 million MFP. Partial funding of the garage was provided by the Capital Region Economic Development Council, which awarded \$1.25 million grant for the project.

In June 2015, the first major component of the Troy MFP opened: the St. Mary’s Cancer Treatment Center, designed for and by cancer patients. Construction also includes a new patient pavilion at the Samaritan campus.

SPHP’s multi-year MFP, first announced in 2012, includes the construction, renovation and modernization of Troy’s health campuses at St. Mary’s and Samaritan hospitals. Targeted completion is 2017.

A major capital campaign, “Transforming Health Care in Troy: The Campaign for Samaritan and St. Mary’s Hospitals,” has been launched to raise \$25 million. SPHP has received a \$10 million donation from Dr. Heinrich Medicus, benefactor and resident of Troy. The new patient pavilion, when completed, will be named the Heinrich Medicus Pavilion in his honor. SPHP also received a \$1 million gift from Stewart’s Shops and the Dake Family towards the overall project. Individuals and businesses can participate or make a donation to the capital campaign by contacting St. Peter’s Health Partners Foundation at 518.274.0190 or visiting healthcareintroy.com.

A QUARTERLY REPORT OF THE CHAMBER’S



Economic Development Partnership

VISIONARY INVESTORS



CHAMPION INVESTORS

BBL Family of Companies

Pioneer Bank

SEFCU

Tri City Rentals

TRAILBLAZER INVESTORS

Center for Economic Growth (CEG)

NAI Platform

NBT Bank

Pattison, Sampson, Ginsberg & Griffin PC

Rose & Kiernan, Inc.

List reflects investors as of press time.



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THE ECONOMIC DEVELOPMENT PARTNERSHIP

is a department of the Rensselaer County Regional Chamber of Commerce. EDP assists new and existing businesses to develop and expand in our region. We provide resources and information to connect you to regional, national and international marketplaces. The mission of EDP is to enhance the economic vitality of Rensselaer County and establish greater awareness of its high quality of life.

JOIN EDP TODAY

Looking for a smart investment? With the Chamber’s EDP you can invest in the success of our regional business community. In conjunction with the Rensselaer County IDA and CEG, we serve as a catalyst for businesses starting up, expanding, or looking to make a profitable move. EDP’s high-impact marketing attracts regional, national, and international attention to our county’s dynamic quality of life and thriving business environment. Are you ready to join us?

CONTACT US

President Linda Hillman
lhillman@renscochamber.com
Add Kate
518.274.7020



MEET OUR INVESTORS:

NBT Bank

An independent community bank with 30 offices in the Capital Region, NBT Bank delivers a personalized approach and high level of service with a focus on providing innovative products and services.

In addition to a full range of personal banking products, NBT Bank offers commercial and business banking, trust and investment services, insurance products, retirement plan administration and cash management services.



David Krupski
Capital Region
President

NBT Bank's commercial relationship managers work closely with businesses of all sizes to develop individualized plans that foster success. NBT Bank helps businesses,

municipalities and non-profit groups better manage their resources.

"The Capital Region has seen tremendous successes over the last decade," said Capital Region President David Krupski. "NBT Bank is honored to be associated with a number of projects that have helped to transform the region by improving transportation infrastructure, adding employment opportunities, revitalizing downtown areas and providing expanded access to healthcare. With focus, commitment and a positive outlook, NBT Bank and local businesses can build upon the important successes the region is continuing to experience."



"NBT Bank's greatest advantage is our employees, added Krupski. "Through their dedication, we are able to serve customers through relationship building, personalized banking solutions, local decision making and commitment to community initiatives. Our SBA Preferred Lender status and even our First-time Homebuyer Program are examples of how NBT Bank is committed to serving as a leader in supporting businesses, organizations and economic development in our community."

NBT Bank offers personal banking, asset management and business services through a network of over 155 banking locations in six states. NBT Bank and its parent company, NBT Bancorp Inc., are headquartered in Norwich, N.Y. NBT Bancorp Inc. has assets of \$8.1 billion (as of June 30, 2015) and is traded on the NASDAQ Global Select Market under the symbol NBTB. Visit nbtbank.com and nbtbancorp.com.



**Traditional
lending requires
cash, collateral
and great credit.**

**If access to capital has
prevented you
from starting or
expanding your
business, SEED may be
the program for you.**

*Learn how to
start up or grow
your business at
albany.edu/seed*

NON-TRADITIONAL LENDING

Micro-Enterprise Loan Program

Small Enterprise Economic Development (SEED) is an award-winning loan program for entrepreneurs and small business owners that bases lending decisions on non-traditional standards. SEED was developed to provide entrepreneurs that do not meet traditional lending criteria of cash, collateral and credit scores with an alternative means to funding the start-up or expansion of their business. It creates a micro-enterprise loan fund that makes lending decisions based on the character of the applicant, quality and feasibility of the business model and financial projections. The program is designed to provide economic growth and community revitalization by extending loan funds to projects typically not fundable within current lending formulas. It also offers a model program that can be duplicated statewide. To date, the SEED program has provided more than \$1 million in funding and helped create 120 jobs in the Capital Region. The program was named a 2012 Tribeca Disruptive Innovation Award recipient.

Components of the SEED program include development of a business model, entrepreneurial training classes, one-on-one business counseling, peer and executive mentoring support, monthly financial monitoring and more. Participants also benefit from interaction with the Small Business Development Center and graduate students from University at Albany School of Business and School of Social Welfare. SEED is located at the University at Albany's state-of-the-art School of Business at the University's grand entry plaza.

**SEED
Partners**

Small Business
Development Center,
University at Albany

Empire State
Development

School of Business,
University at Albany

School of Social
Welfare, University
at Albany

SEFCU

For more
information, contact:

William Brigham
Director
Small Business
Development Center
University At Albany
6 Executive Park Dr.
Entrance B
Albany, NY 12203
ph: 518-380-5076

TEAM-BUILDING

MiSci Challenger Center Offers Out-of-This-World Events

Whoever said kids have all the fun never visited MiSci's new Challenger Learning Center in Schenectady. In addition to providing experiences for schools, scout troops, community groups and private parties, MiSci offers innovative corporate programs. Businesses, civic groups, boards of advisors or directors and others can take advantage of programs designed to promote teamwork, problem-solving, decision-making and communication skills in a learning environment that commands focus and shatters routine training. The Challenger Center turns staff and sales events, board retreats, incentive meetings, strategy sessions and employee and client appreciation celebrations into unique experiences.

Based on NASA astronaut training, the Challenger Learning Center allows participants to be part of a crew of engineers and scientists in simulated space missions in an inspiring learning environment. Attendees become part of a team on a mission, performing essential tasks of astronauts, scientists and engineers. Participants work together towards success both onboard the spacecraft, conducting critical experiments and activities, and at mission control, monitoring and guiding the spacecraft crew. Missions rely on active teamwork, critical thinking, and inquiry-based problem solving. Corporate "missions" include light team



building, which is a four-hour session, and immersion team building, a six-hour session that can be arranged for one or two days. Part of the cost of each corporate program goes towards sponsoring school groups of 30 students, enabling more children to experience what the Challenger Learning Center has to offer. For more information and reservations, call 518.382.7890, ext 237, Mondays through Fridays, from 9 a.m. to 4 p.m. Visit misci.org for information and application forms.

TOMORROW'S ENTREPRENEURS

Cup of Java? Coffee is Hot & Ready at Woodland Hill School



At Woodland Hill Montessori School seventh and eighth graders are getting hands-on skills that go far beyond the classroom. Every other month these middle schoolers operate the Java Connection, a coffee house and cafe, selling organic coffee and beverages, fresh bakery croissants and bagels, all-natural oatmeal and hot lunches to fellow students, parents, relatives, friends and alumni. Setting up tables and chairs, banners, kiosks, a cash register and credit card machine, these students run every aspect of their business including budgeting, inventory, purchasing, staffing, marketing, advertising and customer service.

"It's an extension of their curriculum and teaches them entrepreneurship," said Head of School Susan Kambrich. "But it's also a

great community builder for us as a school. Families come, parents and teachers connect and alumni love coming back to visit."

Live music is provided by members of the school's Suzuki violin program. Thanks to visiting professionals, including parents, the students learn real-world business concepts such as how to run a "green" cafe and cut down on waste. All proceeds from the Java Connection benefit the middle schoolers' class trips. The students travel to Boston, Lexington and Salem, as well as Thoreau's Walden Pond and Cape Cod, where they tackle community service work at an Audubon bird sanctuary. They also travel to Puerto Rico where they visit colonial sites, absorb Spanish culture and get to see Bioluminescent Bay in Fajardo and the world's largest radio telescope in Arecibo.

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. Mark your calendars now for our upcoming workshop:

Quick Learn Session
Analyzing Lists Using Excel 2013

Tuesday, September 29
Registration at 8 a.m.; program from 8:30-10:30 a.m.
\$79 members; \$99 future members
Seating is limited, so register today!
Held at the Chamber, 90 Fourth Street in Troy.



Register at renscochamber.com/events. 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.

ALBANY MBA SCHOLARSHIP PROGRAM

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

FREE ONLINE COMMUNITY CALENDAR

Planning an open house, a fundraiser or a ribbon-cutting? Keep the regional business community aware of your upcoming events and milestones with the Chamber's free Community Calendar at renscochamber.com/community-calendar. Post your own events and be sure to check out the news of other Chamber members.

ONLINE JOBS & VOLUNTEER BOARD

Looking for a new employee? Interested in attracting volunteers? Welcome to the Chamber's online Jobs & Volunteer Opportunities Board. All around the Capital Region, employers and organizations are posting new positions available immediately. Post all of your opportunities at renscochamber.com/edp and spread the word to nearly 15,000 monthly website visitors. It's free! All positions are reviewed before being published.

EMPOWERMENT SERIES

"Wonder Women" Find Strategies for Success

Top women professionals from around the region came together for the Chamber's recent Empowerment Series workshop, "Wonder Women Roundtables," held at The Century House in Latham. Led by a powerhouse group, they learned how to build professional and personal networks, connect with inspiring mentors and share their experiences. The series of 20-minute roundtables sparked lively and candid conversations about career challenges and solutions.

Photo below: A roundtable of Wonder Women professionals.



Photo above (l-r): Chamber President Linda Hillman; Albany Business Review Publisher Carolyn Jones; The Phoenix Companies' Assistant VP for Human Resources Mary Martinez; and Spiral Design Studio, LLC Managing Partner Lauren Payne.



Major underwriters were Bouchey Financial Group, Ltd.; SEFCU; and Turner Construction Company. Event sponsor was Hoosick Valley Contractors, Inc.

CHAMBER MEMBER

spotlights



Questar III BOCES is an educational cooperative providing leadership and creating student success through shared instructional and support services to schools and their communities. For 30 years the organization has provided cost savings for schools and given students of all ages and abilities access to high quality programs. Questar III is also

committed to partnering with the regional business community. "We know how important it is to establish business partnerships to enhance opportunities for students and teachers," said District Superintendent Gladys I. Cruz, Ph.D. "We partner with employers, colleges, labor unions, government and human service providers to prepare a 21st century workforce. Our business collaborations ensure our programs are current with industry trends and standards and students are ready for the competitive workplace."

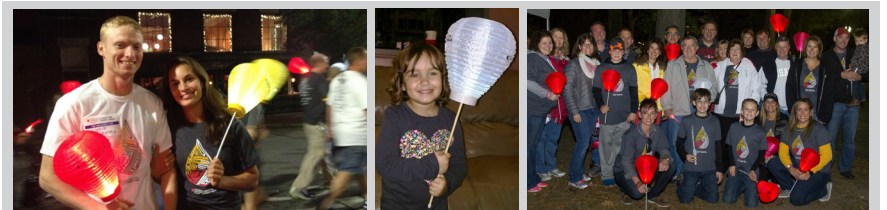
Questar III has approximately 230 business partners involved in its Career Technical Education (CTE), Career Studies, and Special Education programs. CTE and Career Studies provide internships, mentors and structured work-based learning for high schoolers to gain real-world experience in preparation for employment after graduation. Special Education programs bring students into the community to learn interaction skills and experience for future employment.

With 153 business partners, Tech Valley High School connects through its Business Alliance and its Foundation Board. The Alliance gives businesses an ongoing role in the school's development and ensures a strong link between the school and emerging technologies. The Foundation Board is comprised of business and education partners.

Questar III's Science Research Fellows program places science teachers in labs of local businesses and colleges to spend summers learning and conducting research. The program enables teachers to bring cutting-edge knowledge and techniques into their science classrooms.

Questar III, in partnership with the Center for Economic Growth and local school districts, is hosting a STEM Career Expo on October 22 at Troy Middle School, 4:30-7:30 p.m. For information, call Pam Mertz at 518.273.2264.

QUESTAR III BOCES
10 EMPIRE STATE BOULEVARD | CASTLETON, NY 12033
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The Leukemia & Lymphoma Society (LLS), founded in 1949, is the world's largest voluntary health organization dedicated to funding blood cancer research, finding cures, education and ensuring access to treatments. Through its local chapters, LLS coordinates events that raise funds for research while promoting greater public awareness and education about blood cancers. "Our public events are celebrations that bring together survivors, supporters, their families and friends, co-workers and anyone whose life has been touched by blood cancers," said Jennifer Clunie Holmes, campaign manager of Light the Night Walk for the Upstate New York/Vermont LLS Chapter. "Light the Night is family friendly, fun and community focused. It's a wonderful opportunity to celebrate and memorialize our heroes."

Light the Night Walk, set for Saturday, October 10 at Siena College from 5:30-8 p.m., is one of 200 fundraising walks across the U.S. The Albany walk, which starts with food, music and kids' activities, attracts more than 1,500 individuals and volunteers, many of whom form fundraising teams in honor of a loved one. Light the Night participants create an inspirational, memorable evening walk along a two-mile route. Anyone who raises \$100 or more is a Champion for Cures and carries an illuminated lantern—white for survivors, red for supporters and gold in memory of loved ones lost. The event's Executive Challenge is a competition among participating corporate executives to raise funds. Top executives win special recognition nationally and locally. Grand prize for fundraising is a luxury get away at The Pavilion Grand Hotel in Saratoga Springs. This year's honored hero is Lexi Gurka (photo above, center), a five-year-old who recently finished her two-and-a-half-year battle with lymphoma and is leading the Love for Lexi Walk Team (lightthenight.org/ny/localchapter/honoredhero).

THE LEUKEMIA & LYMPHOMA SOCIETY
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[HTTP://PAGES.LIGHTTHENIGHT.ORG/UNY/](http://pages.lightthenight.org/ny/)

Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase a Spotlight, contact Staci Makovich at smakovich@renscochamber.com. Members must be in good standing and not have been featured within the past 24 months.

insight into...

Chamber's e-newsletter

Have you signed up for the Chamber's convenient e-newsletter? It's fast, it's easy and it will keep you connected with the regional business community. Stay informed about upcoming events, important announcements, member benefits, Chamber news and more with this handy online resource.

Just visit our website at renscochamber.com and click on the e-newsletter sign up to enter your contact information. While you're there, be sure to check out the latest issue of the electronic version of our monthly newsletter, *insight*. Sign up and get connected today!

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PROFESSIONAL DEVELOPMENT

"Create a Winning Corporate Culture" Sept. 17

Our entire business society is engaged in a cultural transformation that requires ongoing training and development for senior managers. Where do you start? With the Chamber's newest professional development program, "Create a Winning Culture." This cost-effective executive coaching program is designed for CEOs, c-suite leaders, upper to middle managers, Leadership alumni and anyone looking to effect cultural change. Discover an empowering leadership style, grow staff commitment and intentionally create a corporate culture of respect, responsibility and the will to win. Our presenter is Dr. Phil Gauthier, president of Insight Coaching & Consulting, LLC, (photo right) an executive coaching service that assists senior managers to develop proactive leadership and management skills. Executive coaching focuses on communication, leadership and management style, effective planning and execution, intentional delegating and more. Topics for our program include:

- » Leaders as coaches
- » What culture is and why it matters
- » How to avoid "moldy" cultures
- » Culturalizing intentionally
- » Creating a successful corporate culture that works

Gauthier, a corporate culture consultant, is a licensed executive coach through the Lifeforming Leadership Institute. "Dr. Phil," as he is known, is a member of the International



Coach Federation. He provides one-on-one executive and life coaching, utilizing organizational development insights, adult learning theory, 360-degree surveys and DISC assessments. These effective tools develop a vibrant and productive corporate culture, positively impacting the bottom line of an organization.

Register now for **How to Create a Winning Culture** on Thursday, September 17 at The Century House, Route 9 in Latham. Sign up online at renscochamber.com/events. Registration and breakfast at 7:30 a.m.; program 8 - 9:30 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by MicroKnowledge, Inc. and Pierce Communications.

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EMPOWERMENT SERIES

Panel of Leaders Will Inspire, Influence & Lead

The Chamber's popular Tech Valley Series for Empowerment continues its success with "Inspire, Influence & Lead," featuring a diverse panel of regional professionals ready to deliver more of what you're asking for. Join us for brand new opportunities to interact in lively and candid conversations about leadership challenges and out-of-the-box strategies for success. Our guests will talk about their personal stories, including obstacles, management styles and lessons learned.

You'll share in the inspiring and individual journeys of these business and non-profit professionals as they discuss their backgrounds and unique strategies that have led to personal and career success. Their stories will draw you in to discover your own path to success, with take-away solutions for professional advancement.

Ready for more of the conversation? Make your plans today to participate in this career-changing event!

P A N E L I S T S					
	Christopher Burke Chief Executive Officer Unity House of Troy	Linda Hillman Chamber President Panel Moderator	Carolyn Jones Publisher, <i>Albany Business Review</i>	Ruth Mahoney President Key Bank	Jeff Vukelic President, Owner Saratoga Eagle Sales & Service

Register now for our **Inspire, Influence & Lead** breakfast on Wednesday, October 7 at The Century House, Route 9 in Latham. Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 members; \$50 future members and walk-ins. Sponsorship opportunities available. Call today!

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Major underwriters: Bouchey Financial Group, Ltd.; SEFCU; and Turner Construction Company.