

# insight

NON-STOP NETWORKING ON MAY 3  
**117th Annual Dinner {with a twist}**



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

Looking for more? The Chamber's special **After Party** begins at 7:45 p.m. on the Plaza's third floor rooftop terrace. View a spectacular sunset and the city skyline as the evening's enjoyment continues with a delicious food buffet and cash bar.

More than 500 guests are expected to attend this year's 117th Annual Dinner {with a twist}, making it the Chamber's premier event with a 98% approval rating since 2010.

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

*Join us for the celebration and share your photos and favorite moments with us on Twitter and Facebook @renscochamber #Twist2017*

Register now for the **117th Annual Dinner {with a twist} & Business Expo** on Wednesday, May 3 at Franklin Plaza Ballroom in Troy, 5:30-8:30 p.m. \$130 for members, \$260 future members; \$1,550 Chairman's Circle table of 10. Expo booths are \$475, including one dinner ticket (for Chamber members in good standing). Event registration and expo booth forms available online at [renscochamber.com/events](http://renscochamber.com/events).

Major sponsors



APPLICATIONS DUE MAY 17

## Ready, Set, Lead! Leadership Open House April 7

Take your career to the next level with the Chamber's Leadership Institute, our skills-based professional development program that incorporates a "learning from leaders" approach to successful training. Now is the time for you and key members of your staff to take advantage of this transformational opportunity. Our award-winning model develops participants' professional and personal skills as they learn from a distinguished faculty of the region's top executives. Starting with an overnight retreat, the program builds with monthly sessions on strategic thinking, communication, career-life balance, financial management, human resources, organizational development and board development.

The results are clear: nearly 85% of graduates of the Chamber's Leadership Institute experience promotion or career advancement. Our graduates increase their value as leaders in their companies and in our communities, paving the way for career advancement and personal success. Leadership alumni also enjoy

exclusive networking events and educational opportunities.

Learn about The Leadership Institute at our **Open House**

**for the Class of 2018**, on Friday, April 7, 8:30-9:30 a.m. at the Chamber offices, 90 Fourth Street in Troy. Meet graduates, pick up an application and get your questions answered. The new class is forming now and will begin this fall. Application deadline is Wednesday, May 17, at 5 p.m. For more information and online applications, visit [renscochamber.com](http://renscochamber.com) or contact Events Manager Gabrielle Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238.



Sponsored by KeyBank  
 with media sponsorship by Albany Business Review



### ASK A BOARD MEMBER: Preparing Students for Life

Dr. Donna Watson is the Assistant Superintendent for Curriculum and Instruction for the Enlarged City School District of Troy. She serves the students and families of the district by working with teachers and administrative staff to meet the academic and social needs of students and prepare them for successful careers and lives beyond school.



**Q: What is today's biggest education challenge?**

**A:** To truly prepare our students for life after high school graduation. A big part of that preparation involves exposure to diverse career fields so that students can uncover what interests and excites them. This means not only internships but high levels of student engagement and relevant learning, both in the classroom and in the business and nonprofit communities. If we start to view school systems as pathways to college/career readiness, it resets our thinking and starts the conversations we need to have.

**Q: How do you encourage opportunities?**

**A:** Through creative collaborations. There is no set formula but it starts with the interests of each student and a connection to a relevant job or mentor. For every interest, there is someone out there who can bring real-world experiences to the students so they can explore their choices more fully. All students deserve access to a future of their choice, one that leads to personal fulfillment and success. And every business deserves a workforce of people who are passionate about their work. We're asking businesses how we can better prepare their workforce as it comes through our school system. It's a two-way street.

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

**A:** Call your local school district and start a conversation. Maybe you have an internship to offer or maybe you can come into a classroom and provide tangible examples of how students can apply what they are learning in meaningful and relevant ways. Attend Chamber events and network with educators to find out how you can collaborate. My hope for every student is that they have the opportunity to pursue a field that they are truly passionate about and that leads to a promising future.

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



The Rensselaer County Regional Chamber of Commerce is a business, civic and economic development alliance that strives to enhance the economic vitality of Rensselaer County and the neighboring Gateway communities of Cohoes, Green Island, Waterford and Watervliet. The Chamber seeks to improve the quality of life within the community for both residents and businesses.

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

Kate Ollier, President  
 90 Fourth Street, Suite 200, Troy, NY 12180  
 Telephone: 518.274.7020  
[renscochamber.com](http://renscochamber.com)

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● NEW MEMBERS

**Sara Beach Aesthetics**  
Skin Care Products  
Rep: Sara Beach  
1731 Washington Avenue Ext.  
Rensselaer, NY 12144  
Phone: 518.339.9655

**Midwest Steel Inc.**  
Steel Brokers  
Rep: Erika Ozols  
11A Commerce Drive  
Ballston Spa, NY 12020  
Phone: 518.309.3972

**Hill & Markes**  
Wholesale Distribution  
Rep: Jason Packer  
1997 State Highway 5S  
Amsterdam, NY 12010  
Phone: 800.836.4455

**The College of Saint Rose**  
Schools-Universities & Colleges  
(Academic)  
Rep: Dr. Carolyn J. Stefanco  
432 Western Avenue  
Albany, NY 12203  
Phone: 518.454.5121

**Interfaith Partnership for the Homeless**  
Non-Profit Organizations  
Rep: Eric Guzman  
176 Sheridan Avenue  
Albany, NY 12210  
Phone: 518.434.8021, ext.111

**CloseUP Conversation**



Valerie Lazzari is the Chamber's executive assistant and office manager. Email her at vlazzari@renscochamber.com or call 518.687.1241.

Let the Chamber help you present a professional image by taking advantage of two free conference rooms at our office at 90 Fourth Street in Troy.

Choose an accessible, first-floor executive conference room for your next board meeting, brainstorming session or staff training. The room seats 35 people comfortably and includes a kitchenette for convenient food and beverage preparation. It also includes its own restroom facilities.

Need a smaller space? Our upstairs conference room seats 10 with ease and is readily equipped with a white board for easy presentation and group participation.

Both rooms include free Wi-Fi and the Chamber can refer member catering companies or nearby restaurants within easy walking distance. Reserve a conference room for all day or for any time increment you need. Reservations are required; just contact me at the information above. Book a conference room today and let the Chamber help you to succeed!



● MEMBER NEWS

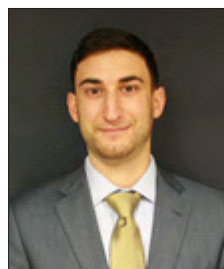


**The Sage Colleges** announced Christopher Ames, Ph.D. will serve as the college's 10th president, following a nine-month national search. Former provost of Shepherd University in Shepherdstown, West Virginia, he is a longtime literature professor and published author. He will take the position on July 1, after Dr. Susan C. Scrimshaw steps down at the end of her contract. Visit [sage.edu](http://sage.edu).

**Bonacio Construction, Inc.** was chosen by the City of Troy for its proposal to redevelop the vacant site at One Monument Square into a nine-screen movie theater in partnership with Bow Tie Cinemas. The 1.6-acre location along the Hudson River is central to the resurgence of Troy's downtown and the cinema project is expected to grow the city's attraction as a regional destination. Visit [bonacio.com](http://bonacio.com).

**The Tech Valley Center of Gravity (TVCOG)**

announced Holly Cargill-Cramer as its new executive director. She brings to the fast-growing makerspace more than 25 years of experience in communications and nonprofit management. TVCOG has entered its next phase of growth this year with a major manufacturing grant and an official designation as a certified business incubator. Visit [tvcof.org](http://tvcof.org).



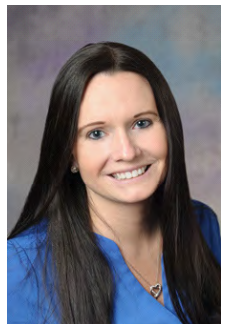
**Fusco Personnel, Inc.** welcomes three new employees (photos l-r, above): Ashley Cross, administrative assistant; Nicholas Longo, a client coordinator in the sales division; and Lindsay Pierce, a recruiter in Fusco's health care division responsible for recruiting and sourcing clinical and non-clinical positions. Visit [fuscopersonnel.net](http://fuscopersonnel.net).



**The Kensey on Elliot** celebrated a ribbon-cutting ceremony to open 58 luxury, maintenance-free apartments for residents aged 50 and older located at 50 Elliot Road in East Greenbush (photo, above). Amenities include 24-hour security, on-site management, fitness center, community room, custom finishes, patios and more. Visit [thekensey.com](http://thekensey.com).

**Wojeski & Company CPAs, PC**

promoted Michelle Bousquet (photo, right) to senior staff accountant. She is a member of the audit team responsible for attestation engagements including audits, reviews, compilations, and other agreed-upon procedures. The firm, which recently celebrated its 25th anniversary, provides audit, tax, and consulting services to a broad range of clients. Visit [wojeskico.com](http://wojeskico.com).



**Consigli Construction Co., Inc.** was chosen by the Boston Symphony Orchestra (BSO) to build a new performance and rehearsal complex at Tanglewood Music Center. The four-building, multi-season, multi-use complex in Lenox, Massachusetts will enhance Tanglewood's reputation as a premier music festival site and be the focal point of the new Tanglewood Learning Institute. Visit [consigli.com](http://consigli.com).

**Express Scripts** was named one of *Fortune* magazine's "World's Most Admired Companies of 2017" within the health care category. The distinguished list was based on surveys from 680 companies across 28 countries. To establish the rankings, company executives, board directors and outside analysts were asked to rate companies on nine criteria, including innovation, social responsibility and quality of products and services. With 26,000 employees, Express Scripts serves 85 million people. Visit [expressscripts.com](http://expressscripts.com).

events calendar 2017

| APRIL  | MAY  | ADDITIONAL INFO   |
|--|--|---|
| <p><b>Wednesday • 4/5</b><br/><b>Member Benefits Breakfast</b><br/>This no-cost program is great for new members, your employees or anyone who wants to make the most of Chamber membership and discover all of our valuable benefits. Meet our staff and bring plenty of business cards to distribute. Great networking opportunity! No charge; registration requested. At Beechwood at The Eddy Memorial Campus, 2218 Burdett Avenue in Troy. Sponsored by Thomas K. Judd &amp; Associates.</p> <p><b>Friday • 4/7</b><br/><b>The Leadership Institute 2018 Open House</b><br/>Meet with graduates, pick up applications and learn about this award-winning program. At the Chamber, 90 Fourth Street in Troy. From 8:30-9:30 a.m. The Leadership Institute is sponsored by Key Bank with media sponsorship by <i>Albany Business Review</i>.</p> <p><b>Thursday • 4/13</b><br/><b>Bridging the Generation Gap: Creating a Timeless Workplace</b><br/>Attend this breakfast to learn how to leverage generational differences to strengthen your organization, build relationships and increase productivity. Discover how to harvest great ideas from every generation in order to blend the best of all experiences and find common ground to create a timeless workplace. At the Renaissance Albany Hotel, 144 State Street in Albany. Sponsored by SEFCU. Additional sponsorships available.</p> <p><b>Wednesday • 4/19</b><br/><b>Quick Learn: Excel Advanced Functions</b><br/>Train yourself and your staff at considerable cost savings. Presented through a Chamber partnership with 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>Wednesday • 5/3</b><br/><b>The 117th Annual Dinner {with a twist} &amp; Business Expo</b><br/>Join more than 500 regional business professionals to celebrate the Chamber's premier annual event! At Franklin Plaza Ballroom, Fourth and Grand Streets in Troy. From 5:30-8:30 p.m. Cost is \$130 members; \$260 future members; Chairman's Circle tables of 10 are \$1,550; Business Expo booths \$475. Sponsored by Bouchey &amp; Clarke Benefits, Inc.; Bouchey Financial Group, Ltd.; CDPHP; Community Resource FCU; and Saratoga Eagle Sales &amp; Service. Dessert room sponsored by CAP COM Federal Credit Union; Business Expo tent sponsored by Turner Construction Company. After Party sponsored by Groff NetWorks, LLC.</p> <p><b>Tuesday • 5/9</b><br/><b>Peak Your Company's Online Clout with Insights from Google and Adataxi</b><br/>This collaborative workshop with <i>The Record</i> and Saratoga County Chamber of Commerce will introduce you to Google and Adataxi experts for high-impact online strategies. At The Century House, Route 9 in Latham. Registration and lunch 11:30 a.m.; program 12-1:30 p.m.</p> <p><b>Wednesday • 5/31</b><br/><b>Ask the Experts: Development Approach to Grant Writing for Nonprofits</b><br/>Learn how to use a development and PR approach to successful grant writing for your organization. Presenter Diane Cameron Pascone, director of development at Unity House of Troy, Inc. will provide tips and tricks to successfully apply for grants. Bring your questions and get answers that work! Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. At The Century House, Route 9 in Latham. Sponsorships are available.</p> | <p><b>TIMES:</b><br/>All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).</p> <p>All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).</p> <p><b>COSTS:</b><br/>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).<br/><b>No-shows will be billed; 24-hour notice is required for all cancellations.</b></p> <p><b>Register online at:</b><br/><a href="http://renscochamber.com/events">renscochamber.com/events</a></p> <p><b>Questions?</b><br/>Contact Gabrielle Polce<br/>Events Manager<br/>518.687.1238<br/><a href="mailto:gpolce@renscochamber.com">gpolce@renscochamber.com</a></p> <p>If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.</p> |

# spotlights

## SMALL BUSINESS PROGRAM

### Chamber Brings SBDC Resources to You



**F**ind the assistance you need to achieve your business goals with the Chamber's on-site Small Business Development Center (SBDC) program. Every other Thursday — April 6 and 20 this month — a



representative from SBDC is available from 8:30 a.m.-5 p.m. at the Chamber offices, 90 Fourth Street in Troy. Thanks to this valuable Chamber partnership, SBDC Business Advisor Kenzie Yezzi (photo, right) is ready to help our members with no-cost, confidential business counseling and professional resources. Whether you are a small business (under 50 employees), a start-up or an entrepreneur with an idea, SBDC's comprehensive program provides management and technical assistance, specializing in one-on-one counseling on business strategies and education targeted to the needs and interests of small business owners.

SBDC works with a range of businesses including home-based, retail, technology, manufacturing and more, providing information necessary to making well-informed decisions. Let SBDC help you with business plan development, financial projections, cost analysis, start-up information, expansion, buying/selling, market research, identifying capital, international trade and MWBE certification. In addition, SBDC offers a Veteran's Business Outreach Center, Entrepreneur-in-Residence Program and Small Enterprise Economic Development (SEED).

Contact Kenzie Yezzi at [myezzi@albany.edu](mailto:myezzi@albany.edu) or 518.380.5070 to discover how SBDC can help your small business.

## CHAMBER COLLABORATION

### Get Online Clout from Google Experts

**P**eak Your Company's Online Clout with Insights from Google and Adtaxi is an educational workshop held in conjunction with *The Record* and Saratoga County Chamber of Commerce. Learn about:

- The growth of consumer activity online and on mobile devices
- All the ways to engage consumers online while they are making decisions
- The most effective search marketing skills
- How to make social advertising work for your business

**Peak Your Company's Online Clout with Insights from Google and Adtaxi** is on Tuesday, May 9 at The Century House, Route 9 in Latham. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Registration and lunch 11:30 a.m.; program 12-1:30 p.m. \$35 for members; \$50 for walk-in members; \$70 for future members.

## MAXIMIZE YOUR MEMBERSHIP

### Check Out These Chamber Benefits



#### COUNTRY CLUB OF TROY MEMBERSHIPS



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

family). To schedule a tour of the club or discuss membership options, contact the Country Club of Troy at 518.274.1000.



#### MARKETING & SOCIAL MEDIA

SLN Connect is a marketing benefit that will help YOU reach more customers. The SLN Connect initiative provides each of our members with a digital platform equipped with the tools needed to better promote your business: content publishing, search engine optimization, email marketing and social sharing. Learn more about digital marketing with SLN Connect experts from the comfort of your home or office. For details, visit [renscochamber.com](http://renscochamber.com) and click on Member Benefits or contact Communications and Web Strategies Manager Staci O'Neill at [soneill@renscochamber.com](mailto:soneill@renscochamber.com) or 518.274.7020, ext. 16. Start saving today!



#### JOIN A CHAMBER COMMITTEE

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



#### Cruise Planners - GenerationVacation.com

travel consultant and independent franchise owner Allison Roney provides travel services to corporate, individual and family clients, while specializing in niche travel for groups with a particular interest. "I meet with clients to understand exactly what they are looking for — the lifestyle factors, the size of the

group, interest and activity levels, budget and travel goals," she said. "Affinity travel groups can be sports lovers traveling to a world championship, food and wine groups on a tour of restaurants and vineyards, retirement or anniversary dream vacations, multigenerational family reunions or a garden club on a river tour of Amsterdam to see the springtime tulips. The possibilities are limitless."

Allison works with local businesses to plan sales incentive trips, business retreats or themed tours to build business brands and cultures. Currently, she is packaging a travel tour of Belgium breweries and beer tastings in partnership with Merry Monk restaurant. Another niche travel package is a VIP Italian Opera Experience with private tours of Venice, Florence, and Milan, opera performances and wine tastings. "Cruise Planners top-producer status allows me to independently choose among the best travel partners for the best value for my clients," said Allison, who is a certified Special Needs (SNG) Accessible Travel Advocate. "Personalized service provides a multitude of benefits, from high-caliber, knowledgeable guides to fully immersive cultural experiences. Tours can provide "skip the line" passes for popular attractions, giving travelers more time to spend creating unforgettable memories.



Cruise Planners is part of the American Express Travel Representative network and is the nation's largest home-based travel agent franchise company.

CRUISE PLANNERS  
PH: 518.626.8583 | [GENERATIONVACATION.COM](http://GENERATIONVACATION.COM)  
[FACEBOOK.COM/GENERATIONVACATION](https://FACEBOOK.COM/GENERATIONVACATION)



#### East Greenbush Community Library

is a prime example of how today's public libraries are providing so much more than books. "We're in the business of community," said Director Jill Dugas

Hughes, who heads the library that welcomes more than 200,000 visitors annually, making it the top library in Rensselaer County for usage. "Our library is a just a facility without the dynamic ingredient of people who bring their needs, ideas and creativity to our doors. We connect the community with all types of media, information, technology and, importantly, with one another."

With four community meeting rooms, unique areas for children, teens and adults, online computer space, a new soon-to-be-launched website and a calendar full of events for all ages, the library relies on its board of directors, knowledgeable staff and about 400 volunteers who contribute more than 2,000 hours of their time each year. In addition, The Friends of the East Greenbush Community Library raises funds, hosts special events and enhances broad community support for the library's continued growth. The library is part of the Upper Hudson Library System (UHLS), a cooperative association of twenty-nine autonomous public libraries serving nearly 450,000 residents in Albany and Rensselaer counties. Thanks to UHLS, patrons can enjoy libraries without borders and can access materials across geographic districts.

East Greenbush Community Library, which offers a popular farmer's market (starting June 14 in 2017) and signature programs such as an Oscar movie day, is seeking the creative ideas of businesses and individuals to expand its programs and services. If you have an idea or want to share your expertise or your talents with the community, contact the library today. In addition, volunteers, donations, corporate support and partnerships are always welcome.

EAST GREENBUSH COMMUNITY LIBRARY  
10 COMMUNITY WAY | EAST GREENBUSH, NY 12061  
PH: 518.477.7476 | [EASTGREENBUSHLIBRARY.ORG](http://EASTGREENBUSHLIBRARY.ORG)

Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase a Spotlight, contact Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com). Members must be in good standing.

## Member Milestones

Thank you for your valued investment in the Chamber. Congratulations to these members:

### 50+ YEARS

*The Record* (1964)

### 25 YEARS

Becker's Farm (1992)

### 15 YEARS

Capital District YMCA (2002)

Girls Incorporated of the Greater Capital Region (2002)

Rensselaer County Department of Employment & Training (2002)

### 10 YEARS

Troy Industrial Development Authority (2007)

DeCrescente Distributing Co., Inc. (2007)

## 2017 BOARD OF DIRECTORS

**JOHN M. AHEARN**, Board Chair\*

Rifenburg Construction, Inc.

**KELLI ARNOLD**

KeyBank, NA

**VICTORIA CAROSELLA BAECKER**

CDPHP

**CHRISTOPHER BURKE\***

Unity House of Troy, Inc.

**LISA DESPART**

Action Window Cleaning Co., Inc.

**MICHAEL A. DIACETIS\***

National Grid

**MICHAEL E. GINSBERG, ESQ.\***

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**DR. DONNA WATSON**

Enlarged City School District of Troy

\* Executive Committee members.



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## CREATE A TIMELESS WORKPLACE

# Bridging the Generation Gap on April 13

People are working longer than ever before, causing a new business challenge: a multi-generational workplace. Learn how to create a collaborative, team environment by leveraging generational differences to strengthen your organization with the Chamber's **Bridging the Generation Gap: Creating a Timeless Workplace**. Discover the following:

- » How to utilize the differences and strengths each generation has to offer
- » What historical markers and life experiences define each generation and lead to differences
- » Where generational labels come from
- » How bridging the gap creates stronger relationships and more productivity
- » How to harvest great ideas from all generations

Our panel of experts (photos, above, clockwise from upper left) are: Ashley Jeffrey Bouck, executive director, Girls Inc. of the Greater Capital Region; Christopher Burke, CEO, Unity House of Troy, Inc.; Paula Stopera, president and CEO, CAP COM Federal Credit Union; and Jeffrey Vukelic, president, Saratoga Eagle Sales and Service. This event will be moderated by Chamber President Kate Ollier (photo at right). Register now and find out how to blend the

best of every generation, find common ground and establish guidelines to create a timeless workplace. Bring your whole team to this one-of-a-kind Chamber program!



**Bridging the Generation Gap: Creating a Timeless Workplace** is on Thursday, April 13 at the Renaissance Albany Hotel, 144 State Street in Albany. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by SEFCU.



## Quick Learn

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. Spend two hours with expert instructors and master new computer skills to make your work more efficient and to better serve your customers. Let the Chamber take care of your staff's training needs with this cost-effective business series.

### Using Excel Advanced Functions | Wednesday, April 19

Unleash the power of Excel using decision-making functions (IF), lookup functions to find data across sheets (VLOOKUP) and techniques for name ranges, match, index, hiding columns/rows, goal seek and more.

### PowerPoint: Building Effective Presentations | Tuesday, June 6

Learn principals of effective presentation planning, design and delivery including content organization, formatting, colors, slide masters, transitions and animations.



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

Sponsored by the Chamber and MicroKnowledge, Inc.



## ASK THE EXPERTS

# Grant Writing for Nonprofits May 31

Mark your calendars for **Ask the Experts: A Development Approach to Grant Writing for Nonprofits**. Guest presenter Diane Cameron Pascone, director of development at Unity House of Troy, Inc. will present tips and tricks for staff, board members and volunteers to successfully apply for grants. Learn how to take a development and PR approach to grant writing beginning with understanding necessary principles. Attendees are encouraged to bring questions and come prepared for a dynamic discussion.



**Ask the Experts: A Development Approach to Grant Writing for Nonprofits** is on Wednesday, May 31 at The Century House, Route 9 in Latham. Sign up at [renscochamber.com/events](http://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. Sponsorships are available. Contact Events Manager Gabrielle Polce at [polce@renscochamber.com](mailto:polce@renscochamber.com) or 518.687.1238.



**Proud hosts of the  
2017 New York-Penn League  
All-Star Game!**



**Tuesday, August 15, 2017**

**The best and brightest stars of the New York-Penn League will gather at Joseph L. Bruno Stadium in Troy on Tuesday, August 15 for the 2017 New York-Penn League All-Star Game!**

**An All-Star Fan Fest, featuring a live concert, will kick off the festivities on Monday night!**



**Individual Tickets On Sale Now!  
Stay tuned for a full list of events and details  
surrounding the All-Star Game!**



**Inquire today about how your office can be part of one of  
the most exciting Capital Region events this summer!**

**518-629-CATS**

**TCVALLEYCATS.COM / ALL STAR GAME** 



# 2017 Schedule

| JUNE       |            |     |             |                             |             |            |
|------------|------------|-----|-------------|-----------------------------|-------------|------------|
| SUN        | MON        | TUE | WED         | THU                         | FRI         | SAT        |
|            |            |     |             | 1                           | 2           | 3          |
|            |            |     |             |                             |             |            |
| 4          | 5          | 6   | 7           | 8                           | 9           | 10         |
| 11         | 12         | 13  | 14          | 15                          | 16          | 17         |
|            |            |     |             | AN EXHIBITION GAME<br>10:00 |             |            |
| 18         | 19         | 20  | 21          | 22                          | 23          | 24         |
|            | @CT        | @CT | LOW<br>7:00 | LOW<br>7:00                 | LOW<br>7:00 | VT<br>7:00 |
| 25         | 26         | 27  | 28          | 29                          | 30          |            |
| VT<br>5:00 | VT<br>7:00 |     | @CT         | @CT                         | @CT         |            |

| JULY       |            |             |                         |             |            |            |
|------------|------------|-------------|-------------------------|-------------|------------|------------|
| SUN        | MON        | TUE         | WED                     | THU         | FRI        | SAT        |
|            |            |             |                         |             |            | 1          |
|            |            |             |                         |             |            | @SI        |
| 2          | 3          | 4           | 5                       | 6           | 7          | 8          |
| @SI        | @SI        | BRK<br>6:30 | BRK<br>7:00             | BRK<br>7:00 | @ABD       | @ABD       |
| 9          | 10         | 11          | 12                      | 13          | 14         | 15         |
| @ABD       |            | SC<br>7:00  | SC<br>7:00              | SC<br>7:00  | @BAT       | @BAT       |
| 16         | 17         | 18          | 19                      | 20          | 21         | 22         |
| @BAT       | CT<br>7:00 | CT<br>7:00  | CAMP DAY<br>CT<br>11:00 | @LOW        | @LOW       | @LOW       |
| 23         | 24         | 25          | 26                      | 27          | 28         | 29         |
| @VT        | @VT        | @VT         |                         | SI<br>7:00  | SI<br>7:00 | SI<br>7:00 |
| 30         | 31         |             |                         |             |            |            |
| VT<br>5:00 | VT<br>7:00 |             |                         |             |            |            |

| AUGUST / SEPTEMBER |             |                     |            |             |             |                     |
|--------------------|-------------|---------------------|------------|-------------|-------------|---------------------|
| SUN                | MON         | TUE                 | WED        | THU         | FRI         | SAT                 |
|                    |             | 1                   | 2          | 3           | 4           | 5                   |
|                    |             | VT<br>11:00         | @BRK       | @BRK        | @BRK        | ABD<br>7:00         |
| 6                  | 7           | 8                   | 9          | 10          | 11          | 12                  |
| ABD<br>5:00        | ABD<br>7:00 | @LOW                | @LOW       | @LOW        | @WIL        | @WIL                |
| 13                 | 14          | 15                  | 16         | 17          | 18          | 19                  |
| @WIL               | FAN FEST    | ALEXIS GAME<br>7:00 | HV<br>7:00 | HV<br>7:00  | HV<br>7:00  | BRK<br>7:00         |
| 20                 | 21          | 22                  | 23         | 24          | 25          | 26                  |
| BRK<br>5:00        | BRK<br>7:00 | @CT                 | @CT        | @CT         | LOW<br>7:00 | LOW<br>7:00         |
| 27                 | 28          | 29                  | 30         | 31          | 1           | 2                   |
| LOW<br>5:00        | @HV         | @HV                 | @HV        | ABD<br>7:00 | ABD<br>7:00 | ABD<br>7:00         |
| 3                  | 4           | 5                   | 6          | 7           | 8           | 9                   |
| @VT                | @VT         | @VT                 | CT<br>6:30 | CT<br>6:30  |             | NVPL PLAYOFFS BEGIN |



**Why not join us and enjoy a night at "The Joe" with your company this summer?**

**Here are some reasons why:**

- Entertain prospective business partners
- Reward current customers & motivate valuable employees
- Interact with co-workers and/or clients in a fun, family-friendly environment
- It's a great option for community organizations such as little leagues, churches, clubs, etc.
- Great seats at a discounted rate
- Picnic packages starting at just \$18 per person.
- Higher-end experience in our Luxury Suites for \$500 per night.
- Group recognition on the scoreboard
- Fundraising opportunities for non-profit organizations & much more!

**Contact a ValleyCats representative today to book your company outing!**

**518-629-CATS**

**TCVALLEYCATS.COM / GROUPOUTINGS**





## Comprehensive Waste Services for Every Commercial Site

Your Single Source for Commercial Waste Solutions

*We meet every commercial waste need with convenient end-to-end services customized to your requirements — at very competitive prices. One call does it all for:*

- Collection
- Hauling and disposal
- Help with regulatory or compliance issues
- Compacting
- Diversion and recycling services

### A Full Range of Container Options



Choose from a complete range of bins and sizes, including:

- Roll-off containers from 10 to 40 yards
- Flat or slant-style containers from 2 to 8 yards
- Castors for efficient handling and moving
- Security locks



### Compactors

We can supply compactors with roll-offs as needed to help manage your waste.



*We never stop looking for ways to be better: better for our customers, better for our employees, better for our owners and better stewards of the environment."*

**Ronald J. Mittelstaedt**  
Chairman of the Board and CEO

### Customized, Proactive Collection Services



Bins and roll-offs will be delivered and serviced according to your specifications. In addition, our drivers will inspect your containers at every pick up and ensure any maintenance issues are immediately corrected.

### Flexible, Hassle-Free Service



Need to make a change? Make one quick call to our local customer service representatives to get it handled fast.

### Diversion & Recycling Solutions

We offer our Recycle360 program to track your diversion and recycling efforts for a wide variety of materials including cardboard, plastic, office paper, newsprint, organics, and more.



**Call Us Today!**

518-951-9486

## FRONT-LOAD BINS ARE IDEAL FOR:

- Businesses
- Multi-Family Complexes
- Manufacturing
- Rural Residential
- Retail
- Industrial
- Government & Institutional
- Nurseries & Growers
- Restaurants
- Hotels, Motels & Resorts
- Apartments & HOAs
- Agricultural

### 2 YARD BIN

35.5" W x 72" L x 36" H



### 3 YARD BIN

45" W X 71" L X 50" H



### 4 YARD BIN

54" W X 72" L X 48" H



### 6 YARD BIN

66" W X 72" L X 60" H



### 8 YARD BIN

66" W X 72" L X 80" H



| ROLL OFF CONTAINERS | CAPACITY       | LENGTH | WIDTH | HEIGHT |
|---------------------|----------------|--------|-------|--------|
|                     | 20 Cubic Yards | 22 ft. | 8 ft. | 4 ft.  |
|                     | 30 Cubic Yards | 22 ft. | 8 ft. | 6 ft.  |
|                     | 40 Cubic Yards | 22 ft. | 8 ft. | 8 ft.  |

Note: Images are for reference only and are not to scale. Sizes may vary by market and location. Other sizes may be available.

30 Cubic Yard Container



## Call Us Today!

To get started, call your local representative today. Our experts can recommend the best bin style and size to accommodate your business needs based on your space, location, waste streams, safety and budget.

We are part of the largest non-hazardous solid waste solutions companies in North America, Waste Connections. Together, we serve the needs of commercial, industrial, and residential customers with innovative and responsible waste and recycling solutions.





# Need Top Talent?

Look no further than the Summer Arch students from Rensselaer Polytechnic Institute. Rensselaer educates the leaders of tomorrow for technology-based careers.

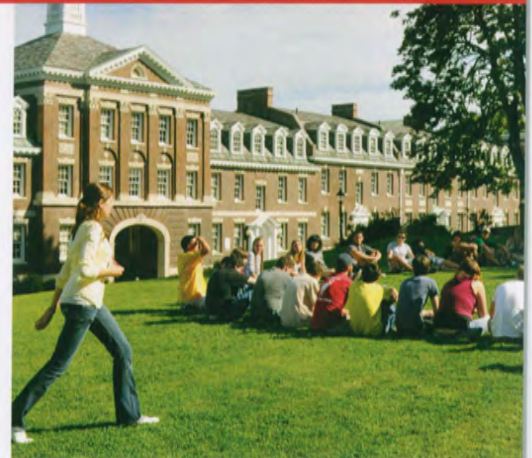


“The distinctive Rensselaer Summer Arch aligns with, and prepares students to meet, the multifaceted challenges of the 21st century. We are educating the kind of graduates that the world needs: global, multicultural, and self-aware leaders; critical and creative thinkers; exceptional communicators; and inventive and enterprising problem solvers prepared to address great challenges, and to seize great opportunities.”

—PRESIDENT SHIRLEY ANN JACKSON

## What Is Summer Arch?

Summer Arch is a unique approach to student development and growth that prepares students to meet the multifaceted challenges of the 21st century. Summer Arch is a restructuring of the academic calendar that builds opportunities for students to pursue a co-op or internship during a full semester of their junior year after completing a robust educational experience during the summer after their sophomore year.



## Employer Benefits of Partnering with Students from Summer Arch

### FULL-TIME STUDENT AVAILABILITY

The shift in the academic calendar to include a summer semester at Rensselaer provides employers with the opportunity to select from a larger pool of rising juniors who are seeking full-time opportunities during their fall or spring semester.

### ADVANCED KNOWLEDGE/EXPERIENCE

Students participating in Summer Arch receive an exceptional educational experience during this pivotal time in their life. The advanced academic calendar allows them to focus on specialized skills and experiences that enhance their professional portfolio.

## Interested in Top Talent from Rensselaer Polytechnic Institute?

Rensselaer prepares students for rewarding careers in the work world, including co-ops and internships through Summer Arch. The on-campus Center for Career and Professional Development will help connect you with future professionals who are motivated and skilled.

### For More Details, Contact:

Dawn Cairns-Weaver  
Center for Career and Professional Development  
(518) 276-6234  
summerarch@rpi.edu  
www.rpi.edu/dept/cdc



# Rensselaer

[www.rpi.edu/summerarch](http://www.rpi.edu/summerarch)

**SONIA KUMAR '17** spent six months at Hasbro working under the lead project engineer for My Little Pony.



“We’re always impressed with the engineering co-ops hired from Rensselaer. RPI has become our ‘go-to’ source for students with that valuable balance of technical ability, creativity, and initiative. RPI co-ops hit the ground running at Hasbro and positively make an impact on their teams right away.”

**JENNIFER (SULLIVAN) HOLLMAN**, Class of 2001  
Senior Project Engineer, Hasbro Inc.



## TOP TALENT AWAITS THROUGH SUMMER ARCH

## ABOUT RENSSELAER

### Why Partner with Rensselaer?

#### THE NEW POLYTECHNIC

Transformative in the global impact of research, in its innovative pedagogy, and in the lives of students, The New Polytechnic is an emerging paradigm for teaching, learning, and research at Rensselaer. This unique approach enhances the professional portfolio of our future leaders.

#### RANK/REPUTATION

Our employer partners rank Rensselaer among the best schools in the country to fulfill their recruiting needs.

#### TOP OF CLASS

Rensselaer has always been a living laboratory of collaboration, innovation, and technology. These qualities are all made manifest in our students. Over 70 percent attending Rensselaer were in the top 10 percent of their high school class, with an average GPA of 3.87 and SAT scores between 1280-1490.

### Fields of Recruitment

- Architecture
- Business
- Engineering
- Humanities, Arts, and Social Sciences
- IT and Web Science
- Science

### Employer Partnerships

Rensselaer values its relationships with companies and organizations. The Center for Career and Professional Development supports this by helping to develop relationships between students and employers for a wide range of employment opportunities. Recruitment resources include:

#### ON-CAMPUS RECRUITING

Provides employers the opportunity to meet students on campus to fulfill their recruiting needs. Interview seasons - Fall: early October through late November; Spring: mid-February through late April.

- Career Days
- Information Sessions
- Career Fairs

#### ONLINE RECRUITING

Rensselaer’s exclusive online recruiting system is available for employers to post positions, access resumes, and schedule recruiting events.

- JobLink ([rpi-csm.symplicity.com](http://rpi-csm.symplicity.com))

Rensselaer Polytechnic Institute, founded in 1824, is America’s first technological research university. For nearly 200 years, Rensselaer has been defining the scientific and technological advances of our world. Rensselaer faculty and alumni represent 85 members of the National Academy of Engineering, 17 members of the National Academy of Sciences, 25 members of the American Academy of Arts and Sciences, 8 members of the National Academy of Medicine, 8 members of the National Academy of Inventors, and 5 members of the National Inventors Hall of Fame, as well as 6 National Medal of Technology winners, 5 National Medal of Science winners, and a Nobel Prize winner in Physics. With 7,000 students and nearly 100,000 living alumni, Rensselaer is addressing the global challenges facing the 21st century—to change lives, to advance society, and to change the world.

#### FOR MORE INFORMATION:

Rensselaer Polytechnic Institute  
Center for Career and  
Professional Development  
Darrin Communications Center  
110 8th Street, Troy, NY 12180  
(518) 276-6234  
[summerarch@rpi.edu](mailto:summerarch@rpi.edu)  
[www.rpi.edu/dept/cdc](http://www.rpi.edu/dept/cdc)



summer  
ARCH



Rensselaer

why not change the world?™



# SUMMER ART CAMPS

## AT THE ARTS CENTER OF THE CAPITAL REGION

SERVING CHILDREN AGES 6 - 17 / CAMPS RUN JUNE-AUGUST



The Arts Center has been serving the community since 1962 and offers state of the art studios and technology.

- Unique, fun, and engaging experience!
- Fine craft studio spaces!
- Talented teaching artists!
- Help them reach artistic potential!

## WHAT ARE YOU WAITING FOR?

## CAMP OFFERINGS:

- Pottery & Mixed Media
- Video Game Design
- Metalworking & Jewelry
  - Painting & Drawing
- Photography & Digital Arts
- Woodworking & Sculpture
  - Cooking classes
- **& more!**



## WHAT WE OFFER:

- One or two week sessions
- Half day sessions (ages 6-8)
- Full day sessions (ages 6-17)
  - Before and after care
- Scholarships are available

# TO REGISTER:

visit us online at [artscenteronline.org](http://artscenteronline.org)

or call (518) 273-0522 x 231

The Arts Center is a non-profit organization.  
This is not a school sponsored event.



**THE ARTS CENTER**  
OF THE CAPITAL REGION  
265 RIVER STREET TROY, NY 12180

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Let your home work for you!

## Variable Home Equity Line of Credit

- Revolving line of credit for 10 years
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- Introductory rate as low as **1.99% APR\*\***

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Closing costs including the New York State Mortgage Tax paid by First New York on behalf of the borrower. No closing costs offer ends 4/30/17. Reimbursement of fees will be added to the payoff amount of the loan if the home equity line of credit is paid and closed within three years of closing. Title insurance may be required. Minimum loan amount is \$10,000, maximum is \$417,000. \*\*Annual Percentage Rate. SPECIAL INTRODUCTORY OFFER: Rates for Home Equity Line of Credit (HELOC) are variable. Special Introductory Rate is as low as 1.99% APR for the first 13 months then as low as prime plus 0.00% APR thereafter. Rates are based on 80% combined loan-to-value with a 25 year repayment term and are based on the Prime Rate published in the Wall Street Journal with an 18.00% APR lifetime ceiling and a 4.00% APR lifetime floor. Prime Rate as of February 2017 is 3.75%. This is a limited time offer and only applies to new First New York loans. All loans are subject to credit approval and actual rate may vary.



# Investment Property Loans

The needs of real estate investors are very different than the needs of a typical home buyer. It's important to work with a mortgage lender like First New York.

We understand real estate financing of investment properties. Our commercial loan department will help you decide what kind of mortgage best suits your needs.



## **Bill Chow**

*Commercial Business Lending Officer*

2 Wall Street  
Albany, NY 12205

(518) 608-8558

[william.chow@firstnewyork.org](mailto:william.chow@firstnewyork.org)





# Literacy 5K Run/Walk

## May 7, 2017

### Schodack Island State Park

New Location! New Events! New Activities!



**Chicken Barbecue**  
11:00 a.m.-1:00 p.m.  
Hosted by Schodack Fire Dept.

Register online:  
[www.zippyreg.com](http://www.zippyreg.com)



All proceeds benefit  
**Literacy Volunteers of  
Rensselaer County**  
1915 Fifth Ave., Troy, N.Y. 12180  
(518) 274-8526  
[www.lvorc.org](http://www.lvorc.org)

## Race Day Schedule

7:45 a.m. Registration

8:15 a.m. Guided Nature Walk (1.5 mi)  
\$10 pre-registration; \$15 race day

9:00 a.m. Story Walk  
Suggested donation of \$5 (or any amount)

9:30 a.m. Youth Mile  
\$10 pre-registration; \$15 race day

10:00 a.m. 5K Trail Run/Walk  
Until 2/28 pre-registration \$25  
3/1-5/6 pre-registration \$30; Race Day \$35

11:15 a.m. Awards Ceremony

All fees include park entrance fee.  
Stay all day and play! Hiking trails, kayak/canoe access,  
bicycle trails and more: Schodack Island State Park,  
1 Schodack Island Way, Schodack Landing, N.Y. 12156

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