

Insight

MESSAGE FROM THE PRESIDENT

Always Evolving, Always Focused on You

When I think of what makes our Chamber successful, I am convinced of two significant factors: our capacity for listening to members and the flexibility to respond to your needs. Both require our organization to stay focused on you, our members, and place your needs at the forefront of everything we do, every day. Hopefully, you hear it in our voices when you call us and see it on our faces at events — we work for you and we take great pride in serving such a dynamic business community.

Our Chamber's mission is to evolve. We are responsible for helping to create the healthy environment in which businesses can grow, change, rise to challenges and take advantage of new opportunities. Good chambers respond to change, but great chambers anticipate members' needs and are out in front, leading the way.

Member Survey in June

Communication is critical to evolving in the most productive and creative ways. To that end, we're launching a Member Survey starting June 1, which will be emailed and available on our website. We're looking for your feedback about your current and long-term business needs. It's an opportunity for the Chamber to collect data that will direct our ongoing workforce development/readiness efforts. Your participation will help us identify the jobs that will need to be filled by qualified candidates and how to encourage career exploration among students from kindergarten through high school and in higher education. By building a strong workforce pipeline, we can help ensure a strong economy now and into the future.



Connecting with You

The foundation of our Chamber is its members. As we reach the half-way point in our most recent strategic plan, we're recognizing and thanking milestone members (see page 6) who help sustain this organization and firmly believe in its mission. Our board members are busy making calls to thank members for their ongoing support. In addition, I'm touring many of our member businesses all around the county, meeting them one-on-one and learning first hand about the daily challenges they face. These personal connections encourage authentic communication and build a culture of mutual understanding.

Newly Redesigned Website

We've unveiled a more intuitive, user-friendly website at renscochamber.com that is ready to serve as a leading online resource for members, future members and a worldwide audience. For a list of its exciting features and how you can leverage the site to advance your company's own brand, take a look at Communications & Web Strategies Manager Staci O'Neill's article on page 2.

Stay in Touch

What do you need to succeed? I'd like to hear your feedback. Call, email or invite me to tour your business. After all, I work for YOU! Together, we will continue to build on the solid foundation of the Chamber, to evolve in the ways of success, prosperity and achievement.

Regards,

Kate Ollier

kollier@renscochamber.com

ASK A BOARD MEMBER: Business Budget Planning

John M. Ahearn is chief financial officer for all of the Rifenburg-related companies, which employ approximately 300 workers. Rifenburg Construction, Inc., is a heavy highway contractor specializing in road construction and paving, site work, bridge rehabilitation and replacement, landfill and airport projects.



Q: With businesses approaching the mid-year budget mark, what should they be focused on?

A: Here are some tips for the mid-year point of fiscal year, coming up on June 30:

- » Maintain close scrutiny of your labor costs.
- » Look at your cash flow – is your operating line of credit sufficient for your needs?
- » Is your sales/revenue and net income tracking or exceeding your current year budget expectations? Now is the time to make adjustments.
- » Periodically and consistently review financial statements and key performance indicators (KPI) to recognize trends and to help limit any surprises.

Q: What about businesses closing out their fiscal year?

A: As their fiscal year winds down, business plans should be reviewed and updated, and budgets should be developed for the upcoming year. It's important to remember that your budget (projection) is your road map for next year.

Focus on the following:

- » Do you have the personnel, fixed assets and available capital/operating line of credit to accomplish your goals and meet your budget?
- » Complete tax planning for the current year and make any necessary adjustments relating to changes in tax laws for the next year.
- » Have you considered any new products or markets? Now is the time to plan for it.
- » Do you have a business plan for the next three years? A proper plan will help you set a course of action that will support growth, secure funding and manage cash flow. It's your guide to success.

"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

Editor: Doreen M. Ercolano | Co-Editor: Staci O'Neill
Design: Spiral Design Studio, LLC

Printed on recycled paper.

QUALITY CONTACTS

Rooftop NetworkingPlus Luncheon Set for June 8

Get connected, develop leads and build relationships at our fast-paced NetworkingPlus Luncheon, facilitated by Chamber Ambassadors. NetworkingPlus events are a fun and effective way to achieve high-impact results. Increase your business contacts in a structured yet relaxed environment among fellow Chamber members. Remember to bring plenty of business cards as all attendees get equal time to spread their message during three table rotations to maximize your networking opportunities. Sign up today and jump start your summer networking.

NetworkingPlus Luncheon is on Thursday, June 8 at Franklin Plaza Rooftop Terrace, Fourth and Grand Streets in Troy. Sign up at renscochamber.com/events. Registration and luncheon 11:30 a.m.; 12-1:15 p.m. \$35 members; \$50 walk-in members. Sponsored by Community Resource FCU and Northwestern Mutual.



● NEW MEMBERS

Boy Scouts of America, Twin Rivers Council
Community Organization
Rep: Julie Van Amburgh
253 Washington Avenue Extension
Albany, NY 12205
Phone: 518.869.6436
twinriverscouncilbsa.org

Choice Physical Therapy
Physical Therapist
Rep: Erin Napoleone
506 Campbell Avenue
Troy, NY 12180
Phone: 518.203.6761
choiceptny.com

Hart Engineering
Civil Engineers - Residential, Commercial, Industrial
Rep: Steven Hart
1969 Ferndale Road
Castleton, NY 12033
Phone: 518.365.6572

Ronco Specialized Systems
Audio Visual Equipment Dealer
Rep: Diane Montes Harris
One Northway Lane
Latham, NY 12110
Phone: 518.223.3331
roncospecialized.com

CloseUP Conversation



Staci O'Neill is the Chamber's Communications & Web Strategies Manager. Contact her at someill@renscochamber.com or 518.687.1243.

Have you checked out the Chamber's newly redesigned website at renscochamber.com? Like all of our benefits and services, we enhanced our website with **YOU** in mind, to make it easier for you to access resources and for visitors to find your business or organization. With this new website, members can:

- upload **Member News** quickly and easily for all visitors to view. Uploaded news items are also considered for publication in our e-newsletters and monthly print newsletters.
- add events, trainings, galas, fundraisers and more to the **Member Events Calendar**.
- search and post to the **Job, Internship & Volunteer Board** to reach a wide business audience, including professionals looking to connect with charitable and community work.
- access the Chamber's Economic Development Partnership's new **Commercial Real Estate Board**, a comprehensive, searchable database of available industrial and office space. It's a great resource for relocating and expanding businesses.
- take advantage of high-impact **Business Exposure Opportunities** including homepage spotlights, specific page sponsorships, membership directory and more.

Visit renscochamber.com today!

● MEMBER NEWS

Consigli Construction Co., Inc. was recognized by the Connecticut Building Congress with a 2017 Project Teams Award for its collaborative work to build the new Sandy Hook Elementary School in Newtown, Connecticut, a state-of-the-art, 88,000-square-foot facility. "The powerful purpose of this project was never lost on us from day one," said Matthew Consigli, president. "It was truly an honor to be a partner on this special project." Visit consigli.com.



STRIDE Adaptive Sports' sled hockey team, the Capital District Sled Warriors, invited disabled veterans and fellow Wounded Warriors to join them for on-ice clinics at the Albany County Hockey

Facility (photo, above). Sled hockey is a Paralympic sport and STRIDE is a U.S. Paralympic training club. Visit stride.org.

CDPHP is one of only two Capital Region companies to make the statewide "Best Companies to Work for" list, ranking No. 14 among large employers. CDPHP ranked highest in the region and earned a spot on the list for the ninth consecutive year. Visit cdphp.com.



CEO celebrated the Week of the Young Child with a ribbon-cutting ceremony for its new pre-kindergarten classroom for 14 three year olds at the Lansingburgh Family Resource Center (photo, above). It is CEO's third pre-kindergarten collaboration with the Lansingburgh School District. It was funded through a state grant for high-need children. Visit ceoempowers.org.



ACE Hardware of Troy held a ribbon-cutting ceremony and grand opening celebration at its new location, 63 Third Street in Troy (photo, above). Locally owned and operated, the business carries hardware and household tools and supplies, a full line of organic cleaners, boutique gifts and more. Visit acehardwareshop.com.

Rensselaer County Historical Society (RCHS) hired two new staff members. Membership & Events Officer Susan Moyle Lynch has more than 30 years of experience in alumni relations and development, as well as a background in historic preservation and community renewal. She will work to increase membership and sustaining RCHS support. Grant-funded Collections Assistant Samantha Mahoski will focus on cataloging museum and library collections for exhibits and public access. Visit rchsonline.org.

The Rosenblum Companies unveiled its plan for a \$23 million mixed-use loft apartment project in the former home of **The Troy Record**. "The News Apartments" will offer modern living in a renovated historic building and include a 95,000-square-foot addition. With 101 apartments, a fitness center, entertainment lounge, rooftop deck, bicycle storage and repair, pet care, co-working space and onsite indoor and outdoor parking, the project will include ground floor retail/office space. Visit thenewsapartments.com.

Barton & Loguidice, D.P.C., a northeast regional engineering, planning, environmental and landscape architecture firm with nine offices across New York, Pennsylvania and Maryland, was named to the **Times Union's** "Top Workplaces" list for 2017. The ranking is based solely on the results of employee feedback surveys about company culture, employee benefits and more. Visit bartonandloguidice.com.

events calendar 2017

JUNE	JULY	ADDITIONAL INFO
<p>Tuesday • 6/6 Quick Learn: Building Effective PowerPoint Presentations Train yourself and your staff at considerable cost savings. 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. Presented through a partnership with MicroKnowledge, Inc.</p> <p>Thursday • 6/8 NetworkingPlus Luncheon Get connected, develop leads and build relationships at this fast-paced event facilitated by Chamber Ambassadors. Remember to bring plenty of business cards. Cost is \$35 members; \$50 walk-in members. Registration 11:30 a.m.; program 12-1:15 p.m. At Franklin Plaza Rooftop Terrace, Fourth and Grand Streets in Troy. Sponsored by Community Resource FCU and Northwestern Mutual.</p> <p>Wednesday • 6/14 SLNconnect Training Leverage this Chamber benefit to increase your digital exposure! Save Local Now (SLN) provides an easy-to-use digital platform for high-impact marketing including content publishing, search engine optimization, email marketing and social sharing. No cost to members; registration requested. Program 8:30 - 9:30 a.m. At the Chamber, 90 Fourth Street in Troy.</p> <p>Wednesday • 6/28 Member Benefits Breakfast Find out how you can 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 the Chamber, 90 Fourth Street in Troy. Sponsored by Thomas K. Judd & Associates.</p>	<p>Wednesday • 7/12 Wonder Women Mentoring Breakfast Learn how to harness the power within, build your professional and personal networks and find inspiring mentors. We're gathering top women professionals to share their experiences by hosting a series of three 20-minute roundtables for attendees, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and discover new strategies for success. In learning from other professional women, discover the wonder woman in you! Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. At Revolution Hall, 417 River Street in Troy. Sponsored by CAP COM FCU. <i>Additional sponsorships available.</i></p> <p>Thursday • 7/27 Rooftop Off-the-Clock After Hours The Chamber's after-hours networking event of the summer! Connect with regional business professionals on the third floor terrace of Franklin Plaza and enjoy stunning sunset views of downtown Troy. Includes gourmet hors d'oeuvres and a cash bar. From 5:30-7 p.m. Cost is \$20 members. At Franklin Plaza's Rooftop Terrace, Fourth and Grand Streets in Troy. Sponsored by eBizDocs.</p> <p>SAVE THE DATE Annual Golf Classic on Monday, August 14 Join us for a day of clubs, carts and connections on the award-winning greens of The Country Club of Troy. <i>Sponsorships available at every level. Contact Gabie Polce at gpolce@renscochamber.com or 518.687.1238.</i></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 (unless otherwise noted).</i> No-shows will be billed; 24-hour notice is required for all cancellations.</p> <hr/> <p>Register online at: renscochamber.com/events</p> <p>Questions? Contact Gabie Polce Events Manager 518.687.1238 gpolce@renscochamber.com</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>

CDPHP & CDTA TO ANNOUNCE LOCATIONS THIS SUMMER

Region's First Bike-Share Program is Ready to Roll

Building on the rising popularity of bike-share programs nationwide, CDPHP and Capital District Transportation Authority (CDTA) are set to launch CDPHP Cycle! at locations in Troy, Albany, Schenectady and Saratoga Springs.

CDPHP and CDTA have joined forces to present the area's first bike-share program, offering communities a healthy and affordable mode of transportation. "For more than 30 years, we've been committed to improving the well-being of the communities we serve," said CDPHP President and CEO John D. Bennett, M.D. "This exciting project offers a healthy new way to get around town."

"CDPHP Cycle! is not only an investment in our community but an investment in the health and quality of life of the people who live and work here," said CDTA Board Chairman David M. Stackrow. "We are proud to offer a new mobility option that helps residents explore the region."

Bike-share programs are gaining more recognition in the U.S. For residents, cycling is a healthy way to commute, run errands and shop with local businesses. For tourists, bike sharing is an attractive way to explore new communities and support local economies.

CDPHP Cycle! aims to attract new individuals to the area and showcase the region as an ideal place to live, work and recreate. The program will provide 160 bicycles distributed among approximately 20 stations. To get the region ready to ride, the public was asked to vote in April for pick up and drop off locations using an online map or by downloading the Social Cyclist app. Results of the voting will be used along with information about population, city layouts and existing bicycle infrastructure to choose locations.



CDPHP Cycle! bicycles work just like a regular bikes with the addition of smart technology. They are manufactured by Social Bicycles (SoBi) and include GPS software, which makes it easy to find a bicycle, track your rides online and share with friends. On-board technology can track calories burned, calculate distance traveled and ride duration, estimate reduction in CO2 emissions and calculate the money saved by not driving.

Riders create an account on the CDPHP Cycle! app or through cdphpcycle.com, providing affordable access to a bicycle 24/7. Bicycles can be dropped off or picked up at any designated location. Visit cdphpcycle.com.

PLAY BALL!

ValleyCats Hosting 2017 All-Star Celebration August 14-15



The Tri-City ValleyCats will be the host team for the 2017 New York-Penn League All-Star Game. The two-day event will take place on August 14 and 15

at the Joseph L. Bruno Stadium in Troy. The ValleyCats last hosted the All-Star Game in 2008, drawing more than 6,000 fans to the event.

"We couldn't be more thrilled to bring the New York-Penn League All-Star Game back to the Capital Region," said ValleyCats General Manager Matt Callahan. "Our organization is looking forward to showcasing the best professional baseball talent across the league, while also providing a top-notch, fun-filled experience for our fans." All-Star Game festivities will include a Fan Fest the night before the game, autograph session with the players and many

more fan-interactive activities across the two days.

Each summer, the New York-Penn League All-Star Game brings together players, staff and fans from across each of the league's 14 teams. This year the New York-Penn League will celebrate its 79th season, making it the oldest continually operated Class A league in Minor League Baseball.

The 2017 game's official logo (at left) pays tribute to the tri-city area by featuring notable landmarks of Troy, Albany and Schenectady skylines. A symbol representing the Hudson and Mohawk rivers runs through the center. Seven stars above the banner stand for the ValleyCats' seven Stedler Division titles. Two stars on either side of the ValleyCats insignia indicate the team's two New York-Penn League titles.

Tickets for the All-Star Game are on sale now. Fans can purchase individual tickets or a ValleyCats mini plan, flex plan or season ticket package. Group outing reservations and sponsorship opportunities are available by calling 518.629.2287. Visit tcvalleycats.com.

APPLICATION DEADLINE: JUNE 9, 2017

Get the Job Done with Summer Youth Employment

The Rensselaer County Summer Youth Employment Program is seeking businesses to serve as host worksites for income-eligible youths, ages 14-20. For businesses, this is an opportunity to get work and projects done at no cost to your business, as the employer of record is Rensselaer County. All wages/stipends are paid by Rensselaer County Employment & Training and all mandatory insurance is provided by the county (liability, worker's compensation and disability). Youth work for five weeks, 20-25 hours per week, and are paid minimum wage by the county. Dedicated Rensselaer County



One Stop counseling staff ensure a successful experience for both the youths and host businesses.

"This program can be a great source of future employees," added Director of Youth Programs Brian J. Williams. "There is also excellent PR potential for businesses— success stories will be shared with the community."

The Summer Youth Employment Program is scheduled for July and August. All worksites must provide a safe, learning-rich, supervised environment and be able to accommodate these youth employees for the entire five weeks. If your organization is interested in serving as a host worksite, contact the Employment & Training Department at 518.270.2860 or brian@capreg.org. Deadline for applications is June 9. Visit rensco.com/departments/employment-training/summer-youth-employment-program.

MEMBER NEWS

Outstanding Recognition!

National Grid has been recognized as a 2017 World's Most Ethical Company®, the seventh time the energy company has won the honor. Organized by the Ethisphere Institute, the ranking recognizes National Grid's role in influencing and driving positive change. National Grid was judged based on core competencies in five categories: ethics and compliance program, corporate citizenship and responsibility, culture of ethics, governance and leadership, innovation and reputation. Congratulations! Visit nationalgrid.com.

A QUARTERLY REPORT OF THE CHAMBER'S



Economic Development Partnership

VISIONARY INVESTORS

KeyBank



Unlock your possibilities

KeyBank helps clients and communities thrive through informed choices made to the highest ethical

standards for the benefit of shareholders, customers, employees and communities. KeyBank Foundation invests in education and the workforce to build thriving localities. With its Community Development Lending and Investment business, Key makes construction affordable and attractive to developers, stimulating local economies. KeyBank is the only U.S. national bank among the 25 largest to hold an "Outstanding" Community Reinvestment Act rating for eight consecutive review periods. Visit key.com.



Rifenburg is one of upstate New York's oldest and largest family-owned construction firms. Specializing in earth moving and restoration of all kinds, Rifenburg makes quick work of landfill expansions and closures, site work, highway and bridge expansion and utility installations. Since 1958, Rifenburg satisfies customers with dedication to projects, an emphasis on safety and the ability to take on big challenges while getting the job done on time and on budget. Visit riftenburg.com.

CHAMPION INVESTORS



INNOVATOR INVESTORS

NBT Bank

Turner Construction Co.

List reflects investors as of press time.

THE ECONOMIC DEVELOPMENT PARTNERSHIP

is a department of the Rensselaer County Regional Chamber of Commerce. EDP assists 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 Industrial Development Agency and the Center for Economic Growth, 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. Join the Chamber in this economic development initiative.

CONTACT US

President Kate Ollier
kollier@renscochamber.com
ph: 518.274.7020

KeyBank



Unlock your possibilities

MEET OUR INVESTORS:

KeyBank, NA

KeyBank has been growing with New York State for more than 190 years. Since its founding in Albany, New York, in 1825, KeyBank has been helping the clients and communities thrive, from Western New York to the Capital Region and beyond.

Today, the tradition of growth continues. KeyBank's acquisition of First Niagara in 2016, made KeyBank the 13th largest U.S.-based commercial bank, with assets of approximately \$136 billion.



"We worked to make the transition as smooth as possible and our dedication to our clients always remained our primary goal."

said KeyCorp Chairman and Chief Executive Officer Beth E. Mooney (photo, above). "We balance mission and margin to participate in the growth and revitalization of the communities we call home."

Among the nation's largest bank-based financial services companies, KeyBank works to grow businesses, large and small. In New York State, the bank has financed \$4.5 billion in commercial loans, including \$406 million small businesses loans and \$400 million in nanotechnology financing.

KeyBank has helped New York communities flourish by committing nearly \$1 billion towards economic development projects. For more than a century, the bank has helped fund healthcare systems as well as state agencies, public schools and nonprofit organizations.

The KeyBank Foundation works to transform communities and lives through financial support to non-profit agencies. In addition, KeyBank's New York employees have volunteered more than 300,000 hours of their time and, with Key, contributed more than \$3.5 million to local nonprofits since 2004.

KeyBank is proud to have thousands of employees serving New York State, helping local clients and communities thrive while growing careers and leaders with a dedication to diversity and inclusion. Visit key.com.



\$800 MILLION IN AWARDS AVAILABLE

Round VII of REDC Competition Opened May 1

New York State launched Round VII of the Regional Economic Development Council initiative, officially kicking off the annual competition for more than \$800 million in state economic development resources. The Consolidated Funding Application opened to applicants on May 1. Businesses, municipalities, not-for-profits and members of the public can apply, through a single application, for assistance from dozens of state programs for projects that create jobs and help revitalize communities.

"The Regional Economic Development Councils (REDC) have successfully brought local communities together, spurring economic growth from the ground up and creating jobs across New York," said Governor Andrew Cuomo. "The seventh round of the REDC awards gives the regional councils the tools needed to build their communities for years to come."

Since 2011, the first year of the initiative, over \$4.6 billion has been awarded to more than 5,200 projects that are expected to create and retain more than 210,000 jobs statewide. Through six rounds of the REDC competition, the Capital Region REDC has delivered \$436.9 million for 608 projects locally.

Round VII of the REDC initiative will award more than \$800 million in state resources across all 10 regions, including



up to \$225 million in performance-based grants and tax credits from Empire State Development Corp. and approximately \$575 million from two dozen state agency programs. The regional councils are competing for up to \$150 million in capital grants and \$75 million in tax credits for projects identified by the regional councils as priorities. In addition, the regions are vying for designation as a "Top Performer." To access the CFA, visit <https://apps.cio.ny.gov/apps/cfa/>. Deadline is Friday, July 28, 2017 at 4 p.m.

ENTREPRENEURSHIP AT RENSSELAER POLYTECHNIC INSTITUTE

The New Alexa?

A team from Rensselaer Polytechnic Institute is competing in the inaugural \$2.5 million Amazon Alexa Prize competition to build a socialbot that can converse coherently and engagingly with users. The team, "Wise Macaw," is developing a chatbot that can leverage storytelling technologies to engage in long-term social interactions with users. The team's goal is to present a virtual companion, an emotionally intelligent bot that can converse with a human and make the user-experience as life-like as possible. The team includes five students of cognitive science, computer science, and applied physics, led by a faculty adviser.

Since April, millions of Alexa customers have been conversing with the competing socialbots. Alexa user feedback will be a factor in selecting the best socialbots to advance to the final competition in November 2017. The final winner will be announced at re:Invent 2017, a global cloud computing conference hosted by Amazon Web Services. The winning team is awarded \$500,000. A prize of \$1 million will be awarded to the winning team's university if their socialbot achieves the grand challenge of conversing coherently and engagingly with humans on popular topics for 20 minutes. Visit rpi.edu.

Nextbillion.org

College entrepreneurs with disabilities are being matched with business mentors to guide and encourage the successful development of products and ideas. Ray Parker, a chemical engineering student and member of the graduating class of 2017 at Rensselaer Polytechnic Institute (RPI), is himself a college-age entrepreneur. He founded nextbillion.org, an online program platform where university students who have a disability and are passionate about STEM fields can form empowering mentor relationships with industry leaders in technology and access important resources from professionals. Mentors and mentees are matched based on their stories, experiences, skills and goals. The mentor platform aims to bridge the gap between people with disabilities and the tech industry. The first cohort included mentors from several Fortune 500 companies. Applications are being taken now for the next cohort. Nextbillion.org recently earned "Best of the Best" honors and a \$5,000 grand prize at RPI's Change the World Challenge. In 2016, Nextbillion.org won a World Summit Youth award in the category of innovation for sustainable development goals. Visit rpi.edu.

THREE-YEAR AGREEMENT

Siena & TU Center to Host NCAA Tournaments

Siena College, the Metro Atlantic Athletic Conference and the Times Union Center will co-host NCAA Tournament basketball games for each of the next three years. The trio has been awarded both the 2019 NCAA Division I Women's Basketball Regional games and the 2020 NCAA Division I Men's Basketball first and second rounds.

"Being selected is a great testament to the fans, businesses, community leaders and government representatives who have made the commitment to college basketball and first-rate facilities," said Siena Vice President and Director of Athletics John D'Argenio.

The Times Union Center is updating its facility, including a renovated atrium entrance. In addition, the brand-new Albany Capital Center has opened its doors and is available for use by the NCAA for its premier event. Visit siena.edu.



HORSE-POWERED COMPETITION

Rifenburg Holds 2nd Annual Proving Ground Rodeo



Park East Sales, LLC, an affiliate of Rifenburg Companies, recently held a 2017 Proving Ground Rodeo, bringing together Rifenburg employees and industry suppliers to explore and train on construction equipment. Sparking increased interest after last year's rodeo debut, this year's event attracted more than 130 suppliers, employees and customers who left with new knowledge of today's latest equipment from companies including Caterpillar, Komatsu, Volvo, Doosan, and Bobcat. Operators demonstrated their talents in order to win prizes. This event also allowed for an opportunity to showcase the new offices for Park East Sales and Rifenburg Contracting Corp. Visit rifenburg.com.

THANK YOU!

117th Annual Dinner {with a twist}

More than 500 regional professionals enjoyed the Chamber's 117th Annual Dinner {with a twist} at the Franklin Plaza Ballroom in Troy. From the cocktail reception and 50-showcase Business Expo to lavish culinary stations and a decadent dessert room, guests networked, dined and explored member expo booths all evening, ensuring maximum opportunities to make connections and build relationships in a fun atmosphere. The Chamber's special after party continued the evening on the Plaza's third floor rooftop terrace. Thank you to our generous sponsors and to all who attended for making our premier annual event a great success! [View more photos at facebook.com/pg/renscochamber/photos](https://www.facebook.com/pg/renscochamber/photos).

Major Sponsors




THE MORE, THE MERRIER!

Join the 2017 Stroll Committee June 23



When you join the Chamber's 35th Annual Troy Victorian Stroll Committee, you'll meet new business contacts and assist with one of the region's most popular community events. Mark your calendar for Friday, June 23, 8:30 a.m., in the Chamber's first floor conference room for the initial meeting of

the 2017 Stroll committee. We'll discuss the importance of local businesses and organizations participating and brainstorm ideas to make this year's Stroll the best ever. RSVPs are requested. We're also seeking donations and sponsors for the Stroll. It's a great opportunity for your business to leverage this popular event for quality public exposure! RSVP and learn more about sponsorships by contacting Events Manager Gabie Polce at gpolce@renscochamber.com or 518.687.1238.

MAXIMIZE YOUR MEMBERSHIP

Check Out These Chamber Benefits

Here's a quick reminder of important benefits we offer to you and all of your employees. For a full listing of member benefits visit the Chamber website at renscochamber.com.

CONSTANT CONTACT DISCOUNTS

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



DIRECT MAIL LISTS

Looking for a cost-effective way to build your contact list and reach out to potential clients? The Chamber's direct mail list is the answer. If you are planning a direct mail campaign as part of your overall marketing plan, our easy-to-use list is a great source for expanding your prospects quickly and affordably. Choose from two options: an Excel format or printed directly to mailing labels. Either way, our Direct Mail list jump-starts your targeted marketing campaign. Save time and money by requesting a customized list to suit your needs. Contact the Chamber at 518.274.7020 or visit renscochamber.com.

CHAMBER MEMBER

spotlights



County Waste & Recycling is the Capital District's largest waste and recycling company, providing residential garbage and recycling services, commercial roll off service, industrial waste removal and construction and demolition waste collection services. In addition to waste collection, County Waste also operates transfer stations in Clifton Park and Troy and a recycling center, Sierra Processing, in Albany. The company serves the greater Capital District and parts of western Massachusetts.

"With operations spanning from as far south as Harriman to as far north as Ticonderoga, our friendly garbage and recycling drivers are a familiar sight throughout eastern New York," said Territory Manager Brendan Pilawski, a Chamber Ambassador. "We can provide any type of waste removal service, from weekly household collections to industrial-sized construction and demolition waste collection dumpsters. More than just operating a successful business, County Waste is an active partner in the life of the communities we serve and takes great pride in our company and our associates giving back to our customers."

County Waste's Christmas Bike Promise is an annual bicycle drive that has donated hundreds of bikes to kids in time for the holidays. In 2016, County Waste associates raised nearly \$11,000 to purchase 153 bikes for nine local nonprofits, including Catholic Charities, Northeast Parent & Child, Troy Boys & Girls Club, Nassau CEO, Hoosick Falls CEO and others (photo, right). County Waste generously sponsors charitable tournaments, local sports teams and veterans programs, including job recruitment efforts.



COUNTY WASTE & RECYCLING
1927 ROUTE 9 | CLIFTON PARK, 12065
PH: 518.877.7007 | COUNTY-WASTE.COM

Midwest Steel, Inc. is a full service structural steel contractor providing expertise to clients since 1968. Focused on safety, relationships, integrity, innovation and quality, Midwest Steel has expanded from its Detroit, Michigan headquarters to branches in Cape Canaveral, Florida; Petersburg, Indiana; Ontario, Canada; and, most recently, Ballston Spa, New York in order to serve the Capital District.

"Midwest Steel is thrilled to call the Capital District a home-away-from-home," said Business Manager Dino Benedict. "The strong relationships we have built here with our clients and workforce have made us feel a welcome part of a close knit family. Midwest Steel anticipates an abundant future in the region and with its welcoming communities."

Midwest Steel is widely respected as an experienced structural steel contractor with an outstanding track record and demonstrated expertise working in complex and dynamic environments. The company skillfully handles coordination, planning and use of cranes, helicopter lifts and equipment on site while maintaining the highest levels of safety. Services include design/build, design/assist, steel fabrication/erection, precast erection and virtual construction.

Midwest Steel has expanded throughout New York with projects in Utica, Syracuse, Buffalo, Poughkeepsie and New York City. The company's work has included hospitals, semiconductor facilities, office buildings, casinos, industrial facilities and auto plants. Midwest Steel clients include NASA, United States Air Force, General Motors and Mercedes Benz. The company is the preferred maintenance contractor for U.S. Steel Corporation for the past 20 years and the "contractor of choice" for Fastenal.

MIDWEST STEEL, INC.
11A COMMERCE DRIVE | BALLSTON SPA, NY 12020
PH: 518.309.3972 | MIDWESTSTEEL.COM



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

Member Milestones

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

50+ YEARS

Vanderheyden Hall (1964)

30 YEARS

Wainschaf Associates, Inc. (1987)
Hanson Well Drilling & Pump Co. (1987)

25 YEARS

Rensselaer County IDA (1992)
Middlebrook Farms (1992)

15 YEARS

City of Rensselaer (2002)

10 YEARS

Carter Conboy, PC (2007)
Crawford Door & Window Sales (2007)
Troy Boys & Girls Club (2007)
Town of East Greenbush (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.*
Pattison, Sampson, Ginsberg & Griffin, PC

IAN GLASGOW
Next Advance, Inc

LAUREN GROFF*
Groff NetWorks, LLC

HOWARD GROSS*
eBizDocs

ALISA C. HENDERSON
Duncan & Cahill, Inc.

PATRICK HUGHES*
Pioneer Bank

SUSAN KAMBRICH*
Woodland Hill Montessori School

ANDREW KINERSON
Gettysburg Flag Works, Inc.

GEORGE E. LaMARCHE III, ESQ.*
LaMarche Safranko Law, PLLC

ALISON LEONARD
architecture+

JOHN MILLET
Bouche & Clarke Benefits, Inc.

RICK MURPHY
Tri-City ValleyCats

LARRY NOVIK
Bonacio Construction, Inc.

KATE OTIS
DeCrescente Distributing Co., Inc.

DENISE PADULA*
The Alchar Printing Group

MEL QUINLAN
Oberlander Group

PAMELA REHAK
St. Peter's Health Partners

NICOLE STEIN*
SEFCU

JEFFREY VUKELIC
Saratoga Eagle Sales & Service

DR. DONNA WATSON
Enlarged City School District of Troy

* Executive Committee members.



"Serving New York's Tech Valley"

90 FOURTH STREET, STE.200 | TROY, N.Y. 12180
RENSCOCHAMBER.COM

PRSR STD
U.S. POSTAGE
PAID
ALBANY, NY
PERMIT NO. 164

COST-EFFECTIVE TRAINING

Quick Learn PowerPoint Session on June 6

Train yourself and your staff at considerable cost savings with Quick Learn: Building Effective PowerPoint Presentations.

Review the principles of effective PowerPoint presentation design and delivery. Learn about organizing content and presentation planning, formatting, slide masters, color usage, transitions, animations and many other tips from the experts at MicroKnowledge, Inc. Seating is limited; sign up today!

Quick Learn: Building Effective Powerpoint Presentations is on Tuesday, June 6 at the Chamber, 90 Fourth Street in Troy. Sign up at renscochamber.com/events. Registration and refreshments at 8 a.m.; training 8:30-10:30 a.m. \$79 members; \$99 future members. Available through a partnership with MicroKnowledge, Inc.



MAKE THE MOST OF YOUR MEMBERSHIP

Member Benefits Breakfast on June 28

Designed for new and existing members and their employees, this program is a great way to maximize your Chamber membership. Discover all the value-added benefits available to you and learn how the Chamber markets, develops and connects to promote its members. Get to know our staff and bring plenty of business cards to network with fellow Chamber professionals. There is no cost to attend but registration is requested. Sign up today!

Member Benefits Breakfast is on Wednesday, June 28 at the Chamber, 90 Fourth Street in Troy. Sign up at renscochamber.com/events. Registration and breakfast at 7:30 a.m.; program 8-9 a.m. No cost; registration requested. Sponsored by Thomas K. Judd & Associates.



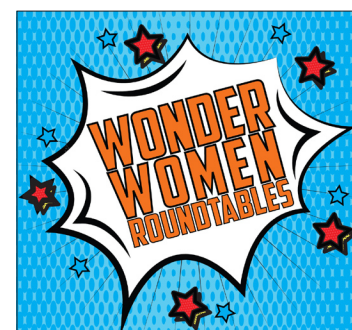
THOMAS K. JUDD & ASSOCIATES

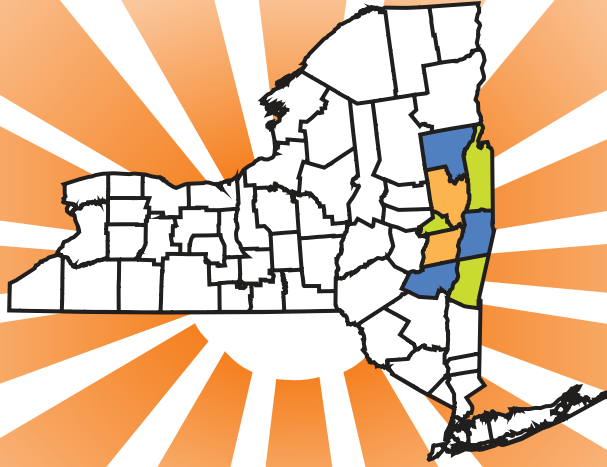
STRATEGIES FOR SUCCESS

Discover Your "Wonder Woman" on July 12

Learn how to harness the power within, build your professional and personal networks and find inspiring mentors at the Chamber's upcoming **Wonder Women Mentoring Breakfast**. We're gathering top women professionals to share their experiences by hosting a series of three 20-minute roundtables for attendees, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and discover new strategies for success. Following the roundtables will be break-out sessions for even more discussion. Topics include: the evolving role of mentorship; the art of negotiation; how to incorporate a more diverse and inclusive workplace; overcoming gender-related roadblocks; and the balancing act between personal & professional life. Sign up now for an event that will give you "a-ha!" moments, new connections and take-away solutions. In learning from other professional women, discover the wonder woman in you!

Register now for **Wonder Women Mentoring Breakfast** on Wednesday, July 12 at Revolution Hall, 417 River Street in Troy. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$35 members; \$50 member walk-ins; \$70 future members. Sponsored by CAP COM FCU. Additional sponsorship opportunities are available. Contact Events Manager Gabie Polce at gpolce@renscochamber.com or 518.687.1238.





SOLARIZEALBANY

NOW SERVING THE CAPITAL REGION

FOR IMMEDIATE RELEASE:

Solarize Albany is now serving ALL of the Capital Region!

This not-for-profit group has hand-picked trusted, local installers to offer solar at an extreme discount.

Hudson Solar was selected to be a proud partner of the Solarize Albany campaign. Hudson Solar has been installing solar electric systems in upstate New York since 2003 and provides superior quality and service.

We are excited to bring solar to your community with three panel options and special low pricing. Contact us today:

Call (866) 452-7652 or visit www.HudsonSolar.com



HUDSON SOLAR

Looking to downsize your home, but not your lifestyle?

Come learn the 55 reasons the
smart money moves to The Spinney!

- ① Brand new construction
- ② Live among your friends and peers
- ③ Pet friendly community
- ④ One-story living: no more stairs!
- ⑤ Emergency maintenance available 24/7
- ⑥ Private front porch and back patio
- ⑦ Monthly activities for all interests
- ⑧ Ten Minute Drive to Downtown Albany
- ⑨ Brand new spacious Clubhouse with Fitness Center, Media Room, Full Kitchen, and more!
- ⑩ Attached, direct access garage with automatic opener



...to learn the many other reasons why The Spinney is the right community for you, come visit us today!

(518) 479-0800 • 2490 Pond View, Castleton, NY 12033 • www.TheSpinneyAtPondView.com



The *Spinney*
at Pond View
Home to a New Generation

