

# Insight

INVESTING IN THE COMMUNITY

## Make an Impact with a Gift to VR Fund

A great way to make a corporate or personal investment in the quality of life of our communities is a gift to the “*Van Rensselaer Fund – Rensselaer County Regional Chamber of Commerce*.” Your gift directly supports the Chamber’s member-focused initiatives, helping our organization provide scholarships for educational and entrepreneurial programs, as well as supporting the arts and culture.

One of the tangible testaments to the impact of the VR Fund is its strengthening and



**“I am committed to making certain that my scholarship will be ‘paid forward,’ as I continue to develop new business relationships with Leadership classmates and others in the community.”**

**Theresa Newton, director of real estate development, Troy Rehabilitation & Improvement Program (TRIP)**

supporting of The Leadership Institute by providing scholarships to attendees, off-setting administrative costs and expanding the Leadership experience for alumni and participants with additional training opportunities. Generous donations from trusts, foundations and private individuals have made it financially possible for local professionals to participate in The Leadership Institute, becoming the leaders of tomorrow.

“I am extremely grateful for the opportunity to be a graduate of The Leadership Institute, Class of 2017,” said Theresa Newton, director of real estate development for the Troy Rehabilitation & Improvement Program (TRIP). “The education and information shared at our sessions and events gave me

new tools and skill sets to bring back to my job. Thank you to those assisting with these scholarships.”

The VR Fund also serves to further the mission of the **Bob Horan Initiative for Workforce Readiness** (see article, page 3). Donations carry on Bob’s vision to create dynamic partnerships between the business and education sectors of our economy and to create a vibrant, workforce-ready community.

Donations to the VR Fund also benefit the Troy Victorian Stroll, which attracts more than 30,000 visitors to our local community. Funded entirely by the generous support of sponsor contributions, the Stroll has grown to

be the largest free holiday festival in the Northeast.

Your gift to the fund can be designated for a specific purpose of your choosing. To make a donation, mail your check to:

The Community Foundation  
Attn: “Van Rensselaer Fund – Rensselaer County Regional Chamber of Commerce”  
6 Tower Place, Albany, NY 12203

Or donate online at [cfgr.org/donations.php](http://cfgr.org/donations.php).

By making a contribution you will be investing in the future of the Rensselaer County region. Every gift is greatly appreciated. For more information, please contact Chamber President Kate Ollier at [kollier@renscochamber.com](mailto:kollier@renscochamber.com) or 518.274.7020.

## MEMBERS HELPING MEMBERS

### Chamber Ambassadors are a Welcoming Asset

When Ivan Mugerwa (photo, right) attends a Chamber event, he’s networking to build the brand of his employer. As chair of the Chamber’s Ambassador Committee he is also working to build valuable connections for members like you.

“Ambassadors are members who volunteer their time and talents to help retain and welcome fellow members,” said Mugerwa, general manager for Best Western Plus Franklin Square Inn Troy/Albany. “We act as a direct link between members and the Chamber staff so that members have the best experience and outcomes possible.”

Ambassadors maintain regular contact with members to gain a better understanding of their individual business needs. The team of 20 volunteers make phone calls on behalf of the Chamber to update contact information and to make sure members are receiving Chamber communications. They help answer questions and relay ideas and suggestions to the Chamber staff. Ambassadors actively encourage members to get involved and utilize Chamber benefits to the maximum. These enthusiastic professionals also greet and facilitate at NetworkingPlus Luncheons,



make introductions and assist at a variety of events, activities and initiatives throughout the year.

“The Ambassadors are a huge asset for the Chamber,” said Membership Manager Maureen McGuinness. “When you hear their voice on the phone, you know you’re talking with someone who understands and cares. They are knowledgeable and friendly extensions of the Chamber’s commitment to listen to and assist our members.”

The Ambassadors are a great resource to help you maximize your membership!

## ASK A BOARD MEMBER: Strategic Planning

**Pamela Rehak** is the director of Strategic and Community Planning for St. Peter’s Health Partners ([sphp.com](http://sphp.com)), the region’s largest private-sector employer with more than 12,500 staff in 170 locations and an annual budget of nearly \$1.3 billion. She has been with SPHP and its legacy system, Seton Health, for more than 20 years. She is also a founder and board member of the Healthy Capital District Initiative, which works to identify and address public health problems.



### Q: What is the purpose of a strategic plan?

**A:** A strategic plan is like a road map – without it, a business can get lost or find itself at a dead end. A quality strategic plan makes it clear where you stand right now, where you want to go and the specific “roads” to get there. It details who is responsible for each part of the journey and what resources (time, money, expertise) are necessary. Let’s take a look at some helpful signposts:

» Before you start, develop an understanding of how you fit into your business arena. What’s occurring in your environment? What is the competition doing? What are your strengths, weaknesses, opportunities and threats? Don’t do this step in a vacuum; create a strategic plan with input from board members, senior leaders, employees and customers or clients.

» Determine your short and long-term “destinations” or goals. Do you have an experienced “driver” or “navigator?” How long will it take to get there? Do you have enough resources to cover expenses? Do you have a “mechanic” to fix things if there is a problem? If not, can you hire a mechanic or train someone to take on that role? Once arrived at your destination, is there a plan to market and sell your product?

A strategic plan should be well understood by everyone in your organization and ensure that your mission, vision and goals are clear. It keeps everyone moving in the same direction. And remember, a map is no good if it sits in a file. Keep your strategic plan front and center to chart your progress and evaluate “detours” when the business environment or resources change.

**“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

**Cost Segregation Advisors, LLC**  
Commercial Real Estate  
Rep: Christie Ellis  
P.O. Box 125  
Malden Bridge, NY 12115  
Phone: 518.766.0454  
costsegadv.com

**deFacto Global, Inc.**  
Software  
Rep: Bob Bedard  
333 Broadway  
Suite 380  
Troy, NY 12180  
Phone: 888.894.3031  
defactoglobal.com

**Delicious Healthy Vending**  
Vending  
Rep: Dan McGuirk  
25 Bald Mountain Road  
Troy, NY 12180  
Phone: 518.268.7322  
delicioushealthyvending.healthy-choicevendor.com

**Republic Services**  
Waste Management  
Rep: Deborah Bolesky  
136 Sicker Road  
Latham, NY 12110  
Phone: 518.749.6520  
republicservices.com

**Unified Technology Associates**  
Managed IT Services  
Rep: Mahesh Pullela  
620 Columbia Turnpike  
East Greenbush, NY 12061  
Phone: 518.992.2580  
unifiedtechnologyassociates.com

**Workhorse Rentals**  
Construction Equipment Rentals  
Rep: Felipe Giraldo  
172 River Street  
Suite D  
Troy, NY 12180  
Phone: 518.961.0515  
workhorsesrentals.com

**Workplace Central**  
Office Supplies  
Rep: Ray Seefeld  
776 Watervliet-Shaker Road  
Latham, NY 12110  
Phone: 518.282.5500, ext. 102



**Support the Stroll**

The Chamber is busy coordinating the 35th Annual Troy Victorian Stroll, set for Sunday, December 3. We partner with businesses, community organizations and the City of Troy to create a holiday celebration attracting more than 30,000 visitors, making it the Northeast's largest free holiday festival.

Learn how to leverage the success of this event for your own business. Contact Events Manager Gabie Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238 to discuss all the ways you can participate and build your brand. Or attend our Stroll committee meeting on Friday, July 28 at 8:30 a.m. in the Chamber's first floor conference room to learn more about this event.

Don't miss this great opportunity!

● MEMBER NEWS

**Hudson Valley Community College** announced six faculty members received prestigious 2017 SUNY Chancellor's Awards for Excellence in recognition of exceptional contributions and dedication. They are (l-r, top to bottom) Alice M. Busman, program assistant, fine arts, theatre arts and digital media; Melissa M. Coon, associate director, admissions; Ian M. LaChance, assistant registrar; David E. Scott, Jr., associate registrar; Tara A. Fracalossi, assistant professor, fine arts, theatre arts and digital media; and Joseph M. Stenard, assistant professor, history, philosophy and social sciences. *Visit hvcc.edu.*



**Parsons Child & Family Center's** Camp to Belong NY program was awarded a \$3,000 grant from the MAXIMUS Foundation. The grant will help support operations for Camp to Belong NY, a week-long camp provided free of charge to children separated by the foster care system, giving siblings an opportunity to bond in a relaxed recreational environment. *Visit parsonscenter.org.*



**CEO** held its annual Community Action Luncheon, honoring individuals, volunteers and community partners who are dedicated to CEO's mission. Photo, above (l-r) CDPHP's Kathy Leyden and Sheila Nelson receive the Spirit of Community Action Award from Katherine Maciol, CEO president. *Visit ceoempowers.org.*

**Heslin Rothenberg Farley & Mesiti P.C.** Partner Susan E. Farley (photo, right) served on the 2017 Presidential Rank Awards (PRA) at the White House in Washington, D.C. The PRA is a high honor, awarded by the president of the United States, in recognition of sustained extraordinary accomplishment, leadership and innovation. *Visit hrflaw.com.*



**Mohawk Hudson Humane Society** appointed Todd Cramer, CAWA (photo, left) president and CEO. He is one of only 123 Certified Animal Welfare Administrators in the U.S. and the only one in the greater Capital District. *Visit mohawkhumane.org.*

**Linium Recruiting** was named by *Forbes* to its list of America's Best Recruiting Firms for 2017. Linium ranked 101st nationwide and was the only staffing firm in the Capital District on the list. *Visit liniumrecruiting.com.*

**The Century House** welcomed Keri Ashline (photo, right) as director of hotel sales. Bringing her extensive hotel and event sales knowledge to the position, she is responsible for enhancing the hotel's presence in the community and driving sales. *Visit thecenturyhouse.com.*



**The Albany Symphony** announced the appointment of Anna Kuwabara to the position of executive director. She is former vice president for orchestra operations and facilities at the St. Louis Symphony Orchestra and previously worked for the Harvard Business School, the Longy School of Music and as director of operations for the Chicago Symphony Orchestra. Her debut coincides with Water Music NY (July 2-8), celebrating the bicentennial of the Erie Canal. *Visit albanysymphony.com.*

**Capital Roots** raised \$82,000 at its 30th Annual Spring Brunch. Proceeds benefit Capital Roots' programs, including 52 Community Gardens, the nationally acclaimed Veggie Mobile®, the Produce Project, Healthy Stores, Squash Hunger and more. The nonprofit broke its own records for fundraising and attendance with 600 guests. *Visit capitalroots.org.*

events calendar 2017

| JULY  | AUGUST   | ADDITIONAL INFO  |
|---|--|--|
| <p><b>Wednesday • 7/12</b><br/><b>Wonder Women Mentoring Breakfast</b><br/>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><b>Thursday • 7/27</b><br/><b>Rooftop Off-the-Clock After Hours</b><br/>The Chamber's after-hours networking event of the summer! Connect with regional business professionals on the third floor rooftop terrace of Franklin Plaza Ballroom 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><b>Monday • 8/14</b><br/><b>Annual Golf Classic at The Country Club of Troy</b><br/>A great way to network or treat a client or guest while enjoying a day on the links. Check-in at 10:30 a.m.; lunch at 11 a.m.; shot-gun start at 12 p.m.; dinner at 5:30 p.m. Golf package includes 18 holes of golf, lunch, cart, on-course beverages and dinner. \$195 per golfer; \$780 per foursome; \$35 for dinner only. VIP packages are available for \$50 extra and include all of the day's golf challenges, valuable raffle tickets and mulligans (an \$80 value). Special thanks to our major sponsors! Eagle sponsors- Pioneer Bank, RPI Athletics; Birdie sponsors-CDPHP, Sunmark FCU; Closest to the Pin Men- architecture+; Closest to the Pin Women- Hoosick Valley Contractors, Inc.; Longest Drive Men- Groff NetWorks, LLC; Longest Drive Women- Merrill Lynch The Clore Kelly Group; Putting Challenge- Bouchey Financial Group, Ltd.   Bouchey &amp; Clarke Benefits, Inc.; Chipping Challenge- Mosaic Associates Architects; Carts Sponsor- CAP COM FCU; Hole in One- Cooley Motors. Sponsorships are available at all levels and for every budget. Contact Gabie Polce at <a href="mailto:gpolce@renscochamber.com">gpolce@renscochamber.com</a> or 518.687.1238.</p> <p><b>Wednesday • 8/23</b><br/><b>NetworkingPlus Luncheon</b><br/>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 Pat's Barn, 110 Defreest Drive in Rensselaer. Sponsored by Community Resource FCU. <i>Additional sponsorships available.</i></p> | <p><b>TIMES:</b><br/><i>All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).</i></p> <p><i>All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).</i></p> <p><b>COSTS:</b><br/><i>All programs are \$35 (unless otherwise noted) for members who have pre-registered. The cost for walk-in members is \$50. The cost for future members is \$70 (unless otherwise noted).</i></p> <p><b>No-shows will be billed; 24-hour notice is required for all cancellations.</b></p> <hr/> <p><b>Register online at:</b><br/><a href="http://renscochamber.com/events">renscochamber.com/events</a></p> <p><b>Questions?</b><br/>Contact Gabie Polce<br/>Events Manager<br/>518.687.1238<br/><a href="mailto:gpolce@renscochamber.com">gpolce@renscochamber.com</a></p> <p><i>If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.</i></p> |



## Workforce Initiative Needs YOU

Growing and creating a strong pipeline of workforce talent is important to the future of our region, our economy and our quality of life. The Chamber is a leading advocate of connecting business with education — not just higher education, but K-12 schools where the future of our workforce is learning and developing. We're looking for businesses willing to partner with education by:

- » Hosting a student in your work place
- » Giving an in-classroom presentation about your field of expertise
- » Providing mentoring to students
- » Organizing a class tour of your work place
- » Inviting a teacher to shadow you at work

Have an idea? We'd love to hear it! The Chamber can connect you with education representatives to make your idea a reality. It's all part of the **Bob Horan Initiative for Workforce Readiness**, sponsored by CS Arch. The initiative honors the significant legacy of Robert M. Horan, Jr., a Chamber board member and Schodack Central School District superintendent who was a dynamic leader of innovative education and business partnerships. By creating connections between businesses and schools, this initiative seeks to bridge the gap between employers and future employees, helping students discover exciting career opportunities in our region and strengthening our workforce by retaining strong, homegrown talent. For more information, contact President Kate Ollier at [kollier@renscochamber.com](mailto:kollier@renscochamber.com) or 518.274.7020.

### YOU ARE INVITED

## Van Rensselaer Awards Dinner on Sept. 14



VAN RENSSELAER CORPORATE AWARD



VAN RENSSELAER SMALL BUSINESS AWARD



Photo by Albany Business Review

**Chester Opalka**

EDWARD H. PATTISON  
CITIZENSHIP AWARD

The Chamber presents the 2017 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community. These prestigious honors recognize corporations, small businesses and exceptional individuals in the Rensselaer Gateway communities who invest in the economic, cultural, and humanitarian advancement of our region and act as ready and willing partners to other businesses and organizations. Honor this year's recipients (at left) by investing in a Chairman's Circle table. For more information, contact Events Manager Gabie Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238.

Register now for the **Van Rensselaer Awards Dinner** on Thursday, September 14 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Networking and cocktail reception at 5:30 p.m.; awards and dinner at 6:30 p.m. \$130 per member; \$260 per non-member. \$1,550 for Chairman's circle table of 10.



Cocktail hour sponsor



A special thank you to these underwriting sponsors

## 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 [renscochamber.com](http://renscochamber.com).

### ONLINE MEMBER DESCRIPTIONS

Our redesigned website offers enhanced features to drive visitors to your business. Now is the time to check your business description in the Chamber's online Membership Directory to make sure it gives potential clients the best impression possible. Compose a brief description about your area of specialty, expertise or strengths and we'll add it to the directory, which is accessible at no charge to the public. What sets your business apart from the competition? Do you have a niche market? Your answer could mean business! To update your member description, contact Membership Coordinator Nancy Carmello at [ncarmello@renscochamber.com](mailto:ncarmello@renscochamber.com) or 518.687.1242.

### RIBBON CUTTINGS & CELEBRATIONS

The Chamber and our Economic Development Partnership (EDP) are here to support the grand opening or milestone celebration of your business or organization. We can assist you with invitations to media representatives and elected officials, provide you with resources for refreshments and entertainment and include your news in our in-print and online communications and social media. Just give us a call six weeks in advance to confirm your date. Questions? Contact Communications & Web Strategies Manager Staci O'Neill at [soneill@renscochamber.com](mailto:soneill@renscochamber.com) or 518.687.1243.



# spotlights



**Gramercy Communications** is an integrated communications firm that provides expertise in the fields of public relations, public

affairs and marketing. Proudly located in the Troy Innovation Garage in the heart of downtown, Gramercy Communications serves clients all around New York and has earned a reputation as one of the state's most respected strategic communications firms. Its record of success includes working with clients that have contributed more than \$5 billion in economic activity across upstate.

Gramercy Communications was formed by Rensselaer County native Tom Nardacci more than a decade ago after he spent time working in high profile PR positions in New York City and Washington, D.C. Gramercy's mission is to make an impact for its clients and for the community-at-large. Gramercy works with some of the Capital District's highest profile and meaningful organizations, including Albany International Airport, Arsenal Business & Technology Partnership, Albany Symphony Orchestra, Breathing Lights, Rivers Casino & Resort, Pioneer Bank, Vireo Health NY and Whitney M. Young Jr. Health Center.

Gramercy is comprised of a diverse, talented and experienced team. This depth and breadth of experience helps the firm to manage a wide variety of clients. Gramercy is also becoming known for its highly competitive and rewarding internship programs.

Gramercy is a tenant of Troy Innovation Garage, a new entrepreneurial ecosystem, founded by Nardacci (photo, right), that stimulates the creative and technology sectors. Gramercy's team assists in the success of this unique coworking space and incubator, enhancing its mission to support emerging businesses.



GRAMERCY COMMUNICATIONS, LLC  
24 FOURTH STREET | TROY, 12180  
PH: 518.326.6400 | [GRAMERCYCOMMUNICATIONS.COM](http://GRAMERCYCOMMUNICATIONS.COM)

When it comes to the business community, **CAP COM Federal Credit Union** is a committed financial partner, offering a comprehensive array of services and products. "We are a one-stop shop for business," said Business Development Manager Carie Sala (photo, below left). "CAP COM is unique: we are large enough to have our own divisions of



mortgage loans, financial services, insurance and more, but we are locally focused to offer the kind of personalized services that build real business relationships."

"With more than 60 years of business banking experience in the Capital District, we have the tools to help you take your business to the next level," said Director of Commercial Sales Anthony Lanzillo (photo, below right). Business services include commercial real



estate and equipment loans, merchant services and payroll, commercial lines of credit and competitive commercial checking. CAP COM's Commercial Mortgage team offers some of the region's most competitive rates, low commitment fees, no pre-payment penalties, terms up to 15 years and amortization up to 25 years. "We understand the commercial real estate landscape, and are passionate about the communities we serve," said Lanzillo.

CAP COM member businesses can access special perks, including on-site workshops for you and your employees, free of charge. The range of workshops cover financial wellness, mortgage and refinance, car buying consultation and financing, college bound programs, health savings accounts, fraud prevention, retirement and financial planning and more. Your employees receive expert financial advice from non-commissioned professionals and take away a greater sense of empowerment over their own finances.

CAP COM FEDERAL CREDIT UNION  
4 WINNERS CIRCLE | ALBANY, NY 12205  
PH: 518.458.2195 | [CAPCOMFCU.COM](http://CAPCOMFCU.COM)

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

### 50+ YEARS

Callanan Industries, Inc. (1967)

### 30 YEARS

Goold Orchards (1987)

Scale Service & Supply Company, Inc. (1987)

V. Zappala & Company, Inc. (1987)

### 20 YEARS

Girl Scouts of Northeastern New York, Inc. (1997)

Gem Farms Buffalo Trading Post & Gift Shop (1997)

The Kaleel Jamison Consulting Group, Inc. (1997)

### 15 YEARS

Community Care Physicians, P.C. (2002)

DCJ Enterprises, LLC (2002)

Fairfield Inn by Marriott (2002)

### 10 YEARS

4 Corners Liquor Store (2007)

James Adjusting, 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.\***  
Pattison, Sampson, Ginsberg & Griffin, PC

**IAN GLASGOW**  
Next Advance, Inc

**LAUREN GROFF\***  
Groff NetWorks, LLC

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**ALISA C. HENDERSON**  
Duncan & Cahill, Inc.

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**SUSAN KAMBRICH\***  
Woodland Hill Montessori School

**ANDREW KINERSON**  
Gettysburg Flag Works, Inc.

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LaMarche Safranko Law, PLLC

**ALISON LEONARD**  
architecture+

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Bouchey & Clarke Benefits, Inc.

**RICK MURPHY**  
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**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.



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## STRATEGIES FOR SUCCESS

### July 12: Wonder Women Mentoring

**H**arness the power within and build your professional and personal networks at the Chamber's **Wonder Women Mentoring Breakfast**. Top women professionals will host 20-minute roundtables, sparking lively and candid conversations. Table hop, meet mentors and discover new strategies for success. Break-out sessions will follow. 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 and professional life. Discover great mentors and successful strategies by registering today!



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 walk-in members; \$70 future members. Additional sponsorship opportunities are available. Contact Events Manager Gabie Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238.

## MEET OUR MENTORS

**Tami Cole**, President & CEO, DocStrats, Inc.  
**Patricia Fusco**, President & CEO, Fusco Personnel  
**Daquetta Jones**, Executive Director, YWCA of the Greater Capital Region, Inc.  
**Hon. Kathleen Jimino**, Rensselaer County Executive  
**Rose Miller**, President, Pinnacle HR, LLC  
**Elizabeth Reiss**, CEO, The Arts Center of the Greater Capital Region  
**Dr. Carolyn Stefanco**, President, The College of Saint Rose  
**Paula Stopera**, President & CEO, CAP COM FCU  
**Stefanie Wiley**, President, Hoosick Valley Contractors, Inc.

## QUALITY CONNECTIONS

### July 27: Rooftop Off-The-Clock After Hours



**J**oin us for a special summer after-hours event and connect with fellow business professionals on the beautiful rooftop terrace of the Franklin Plaza Ballroom. Enjoy stunning sunset views of downtown Troy, gourmet hors d'oeuvres and a cash bar. Networking never looked so good!

**Rooftop Off-The-Clock After Hours Networking** is on Thursday, July 27 at Franklin Plaza Rooftop Terrace, Fourth and Grand Streets in Troy. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Starts at 5:30 p.m. \$20 for members.

Sponsored  
by eBizDocs



## JOIN US FOR CLUBS, CARTS & CONNECTIONS

### August 14: Golf Classic Tees Off at CC of Troy

**T**he 2017 Annual Golf Classic gets underway on Monday, August 14 at the Country Club of Troy. Treat yourself and a client to a day on the award-winning links! Check-in at 10:30 a.m.; lunch at 11 a.m.; shot-gun start at 12 p.m.; dinner at 5:30 p.m. Cost is \$195 per golfer or \$780 per foursome and includes 18 holes of golf, lunch, dinner and cart. For an extra \$50 per person, you can pre-order a VIP package that includes all of the day's golf challenges, valuable raffle tickets and mulligans (an \$80 value). Non-golfers are invited to join us for dinner at the clubhouse; cost is \$35 per person.

For sponsorship opportunities that fit every budget, contact Gabie Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) or 518.687.1238. Thank you to our major sponsors (as of printing):

**Eagle Sponsors:** Pioneer Bank, RPI Athletics  
**Birdie Sponsors:** CDPHP, Sunmark FCU  
**Closest to the Pin (M):** architecture+  
**Closest to the Pin (W):** Hoosick Valley Contractors, Inc.  
**Longest Drive (M):** Groff NetWorks, LLC  
**Longest Drive (W):** Merrill Lynch The Clore Kelly Group  
**Putting Challenge:** Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.  
**Chipping Challenge:** Mosaic Associates Architects  
**Carts Sponsor:** CAP COM FCU  
**Hole in One:** Cooley Motors

## Win Big with Raffle Prizes!

**1st Grand Prize:** Jet Away on JetBlue - jetblue.com  
**2nd Grand Prize:** Two Nights in Lake Placid - mirrorlakeinn.com  
**3rd Grand Prize:** Custom Designed Cufflinks - jkbloom.com  
*Raffle tickets are \$4 each/eight for \$20*

Make the Workforce Development Institute

# YOUR CAREER SKILLS TRAINING PROVIDER

## Recent Clients:

Ambrose Electric  
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Bechtel Marine  
Propulsion Corp.  
Belvedere Health  
Services  
Bonacio  
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Companies  
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Ellis Hospital  
Engineered  
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## We Can Develop Training Programs That Meet **YOUR Specific Needs!**

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