

# Insight

YOUR LEADER IN WORKFORCE DEVELOPMENT

## Chamber Promotes Job Readiness

The Chamber is partnering with business and education leaders to advance regional workforce development and provide a well-trained pipeline of workers to fill the jobs of today and tomorrow.

“From discussions with our membership, workforce development is among the top challenges they face,” said President Kate Manley. “In response to their needs — and in keeping with our role as a leading resource for economic development — the Chamber initiated several projects that bring together business and education to provide job readiness solutions. These initiatives will help develop career-ready individuals for the region’s rising workplace needs.”

The Chamber and Questar III BOCES are partnering to “flip the stigma” of trade jobs among students and parents by producing videos that show advantageous career paths. The videos feature Chamber businesses discussing the high-tech changes in 21st century trade jobs in such industries as electrical contracting, construction, auto repair and manufacturing. The videos debuted at the Chamber’s **Third Annual Future of Workforce Readiness: Education & Business Partnerships** event in October and can be viewed on the



Chamber’s website at [rensochamber.com](http://rensochamber.com). “The opportunities for job advancement are virtually endless,” said Kendra Hart (photo, top), LEED GA, business development manager at Martin Electric. “It’s a great career opportunity to use your mind and your hands.”



In a video promoting the construction industry, Anthony Cerone (photo, middle), project manager with Hoosick Valley Contractors, Inc., talks about his positive career experiences.



Also through the Chamber’s efforts, CEO’s YouthBuild program has made new connections with manufacturers. The workforce development program helps individuals, aged 16 to 24, find viable opportunities for training and employment. “Thanks to the Chamber, we’ve made initial partnerships with Gurley Precision Instruments and Ross Valve Manufacturing Co., Inc.,” said Sean Morrissey (photo, bottom), workforce development specialist. “These manufacturing connections will expand what YouthBuild is able to offer.”

The Chamber is currently matching businesses with schools to encourage career exploration among students from kindergarten through college. If you are interested in joining this initiative by speaking to a class, hosting a teacher at your job site or giving a tour to students, contact Maureen McGuinness 518.687.1244.

## ASK A BOARD MEMBER: Giving Back to the Community

Kate Otis is director of Community Relations at DeCrescente Distributing Company. She is responsible for leading and managing philanthropic activities in alignment with DeCrescente’s commitment to support those in need. Kate is the company’s primary liaison for community members and charitable organizations seeking sponsorship.



### Q: What are the advantages of businesses giving back to the community?

A: The most important advantage is employee engagement. People like to work for a company that values philanthropy and supports their passion to give back to the community. Employees are the best ambassadors and charitable giving helps with retention and recruitment. In addition, a company’s reputation can be very closely tied to its support of non-profit organizations and can result in powerful brand exposure for businesses.

### Q: How do nonprofits benefit from partnering with businesses?

A: Financial investment is obviously vital, but nonprofits also benefit from volunteers, board and committee members, raising awareness and accessing areas of expertise. For example, pro-bono legal work to a small nonprofit could be more valuable to its growth and sustainability than a cash sponsorship. Successful nonprofits look to businesses to learn how to become more efficient, effective and sustainable. This attitude resonates with new generations of donors who want to make a bigger impact with their time, talent and treasure.

### Q: What is the Chamber’s role?

A: The Chamber is a great resource for facilitating all kinds of connections. Businesses and nonprofits should take full advantage of the opportunities the Chamber offers, including publicizing their news and attending networking events. Developing a diverse network and building relationships are keys to success. Chamber events provide introductions and face-time between donors and nonprofits that can result in collaborations and mutual 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.

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## NEW IN 2017: RIDE SHARING & SNAPCHAT GEOFILTERS

### Get Ready for Troy Victorian Stroll on Dec. 3

Discover holiday magic at the 35th Annual Troy Victorian Stroll on Sunday, December 3 from 11 a.m. to 5 p.m. Visitors from throughout the Northeast will join the festivities held on the historic streets of downtown Troy, including more than 100 free attractions with the region’s top performers, musicians, dancers, magicians and storytellers. There will be trolley rides, refreshments, an arts & crafts show and much more. Troy’s shops, boutiques and galleries will be open with unique gifts for everyone on your holiday shopping list. An outdoor food court at Monument Square will offer hot food and snacks and many Troy eateries and fine restaurants will be participating in this event.

Brand new for this year: ride sharing and Snapchat geofilters will make your Stroll experience better than ever! With ride sharing, you can be dropped off and picked up in the heart of downtown’s celebration. Dress up your Snapchat posts



with Stroll geofilters to share your fun at this special event. For up-to-date information about events and activities, visit [victorianstroll.com](http://victorianstroll.com).

For more than three decades, the Stroll has been presented by the Chamber and funded entirely through the generosity of individual and corporate donors. Make

your donation by contacting the Chamber today at 518.274.7020. This year’s sponsors (at press time) are:

**Platinum** - Dunkin’ Donuts; E. Stewart Jones Hacker Murphy, LLP; KeyBank; MVP Health Care; Pioneer Bank; Saratoga Eagle Sales & Service, Inc.; Troy Local Development Corporation (LDC). **Gold** - Franklin Hospitality; Rensselaer County. **Silver** - National Grid; The Rifenburg Companies; RPI Athletics; The Sage Colleges; SEFCU.



## Vote for Your Favorite Stroll Holiday Window!

The annual Stroll Window Decorating Contest, a fan favorite, is back! This year’s window decorating theme, “Winter Wonderland,” is sure to inspire creative holiday windows throughout downtown. The Chamber and the Downtown Troy Business Improvement District

invite you to cast your vote in this popular competition. Voting for People’s Choice will take place by “liking” the pictures on the Chamber’s Facebook page from November 29 through December 1, ending at 4:30 p.m. sharp. For more information, visit [victorianstroll.com](http://victorianstroll.com) and get voting!

● NEW MEMBERS

**BEAUTY with Julie at Bar Beauty & CO.**  
Beauty Salon  
Rep: Julie Occhino  
11 State Street  
Troy, NY 12180  
Phone: 518.268.2343  
barbeauty.com

**JP Morgan Chase**  
Commercial Bank  
Rep: William Dehmer  
12 Corporate Woods Boulevard  
Albany, NY 12211  
Phone: 518.433.2504

**Man of Kent**  
Restaurant  
Rep: Jon Bombard  
4452 NY-7  
Hoosick Falls, NY 12090  
Phone: 518.686.9917

**Pinhole Press**  
Giftwares/Promotional Products  
Rep: Bill Gamble  
30 Third Street  
Suite 215  
Troy, NY 12180  
Phone: 800.404.9518

**Regency Sedan & Limo Service**  
Limousine Service  
Rep: Jon Bombard  
590 Columbia Turnpike  
East Greenbush, NY 12061  
Phone: 518.436.5466  
regencysedanny.com

**CloseUP Conversation with**



**Staci O'Neill**  
Communications & Web  
Strategies Manager

With the holiday season around the corner, it's the perfect time to use the Chamber's online **Member News** and **Member Events Calendar** to reach the regional business community with your latest news and happenings. Whether you are planning a holiday open house, sponsoring a food drive or hosting a fundraiser, both opportunities provide a no-cost, effective way to spread the word. You can also post news about recent hires, awarded contracts, new clients, industry recognition and company milestones to get the attention you deserve. Visit [renscochamber.com](http://renscochamber.com) to upload your information. Need help with posting calendar or news items? I am happy to assist you. **Contact me at [soneill@renscochamber.com](mailto:soneill@renscochamber.com) or 518.687.1243.**

In addition, the Chamber's online **Membership Directory** is a one-stop shop for all of your professional and personal needs. Looking for a caterer, a florist, corporate gifts or the perfect location for a staff celebration? Search the Chamber directory for the best in member-to-member products and services.

Let the Chamber help you to make this a wonderful holiday season!

● MEMBER NEWS

**The Costumer** celebrated its 100th year with a reception at the Albany Institute of History and Art and a preview of the exhibit "Well-Dressed in Victorian Albany: 19th Century Fashion from the Albany Institute Collection." Founded in 1917, the Costumer has supplied customers from vaudeville to films. With two retail locations, it offers a collection of more than 150,000 rental costumes. Visit [thecostumer.com](http://thecostumer.com).

**Pierce Communications** welcomes Linda Hillman as the firm's executive advisor. Former president of the **Rensselaer County Regional Chamber of Commerce**, she will participate in the firm's business and relationship development and provide senior-level counsel to clients on issues ranging from government affairs, economic development and community relations to executive leadership. Visit [albanypr.com](http://albanypr.com).

**Rensselaer Polytechnic Institute** presented its 2017 William F. Glaser Rensselaer Entrepreneur of the Year Award to Jayant Kadambi, alumnus and former CEO of YuMe, a digital video brand advertising company. Kadambi, an expert in video production, semiconductors and advertising technology, is an adviser, mentor and angel investor to entrepreneurs. Visit [rpi.edu](http://rpi.edu).

**St. Peter's Hospital** was named to nurse.org's "Best Hospitals for Nurses in the State of New York," a leading career site for nurses. The website collected more than 1,747 reviews by nurses at 176 New York hospitals, placing St. Peter's Hospital among the highest levels of workplace satisfaction with a 97% rating. Nurses cited accommodating managers and superior support systems and resources as reasons for recommending the hospital as an employer. The website ratings are an important asset for nurse recruitment and retention. Visit [sphp.com](http://sphp.com).



Gabriel-Moran Hearing Aid Center | Troy  
[gabrielmoranhearing.com](http://gabrielmoranhearing.com)



Mohawk Hudson Humane Society | Menands  
[mohawkhumane.org](http://mohawkhumane.org)



Cole's Collision | North Greenbush  
[colescollision.com](http://colescollision.com)



Next Advance | Brunswick  
[nextadvance.com](http://nextadvance.com)

**U.W. Marx, Inc.** President Peter Marx was awarded **Hudson Valley Community College Foundation's** 2017 Outstanding Philanthropist Award during the college's annual leadership donor reception at **Franklin Plaza's** rooftop terrace in Troy. The award recognizes his exemplary leadership through charitable giving to support the mission, vision and values of community college education. Visit [hvcc.edu](http://hvcc.edu).

**Kinderhook Bank Corp.** announced it expects to finalize its merger with Patriot Federal Bank in the fourth quarter of 2017. Following the merger, Kinderhook Bank will operate eleven offices across five counties with an approximate \$609 million in total assets. "We believe the combination of our organizations will create a better bank for our customers and the communities we serve," said John A. Balli, president and CEO. Visit [nubk.com](http://nubk.com).

**GTM Payroll Services** founder and CEO Guy Maddalone, an expert in household employment, released a new book, "How to Hire a Caregiver for Your Senior: Your Complete Guide to Finding, Employing, and Retaining In-Home Help." The book, available in paperback and as an ebook on Amazon.com, provides a practical road map for hiring caregivers, paying for care, determining wages and more. Visit [gtm.com](http://gtm.com).

**Ryan Biggs | Clark Davis Engineering & Surveying** changed its ownership structure to a Design Professional Corporation (DPC) and named four key personnel as new shareholders: Doug Clark, P.E., LEED AP, senior associate; Everett Quackenbush, Jr., PLS, associate/chief surveyor; Chris Maxon, associate/CADD manager and Jill Shorter, associate/marketing director. Visit [ryanbiggs.com](http://ryanbiggs.com).

## events calendar 2017

NOVEMBER	DECEMBER	A LOOK AHEAD
<p><b>Wednesday • 11/1</b> <b>Ask the Experts:</b> <b>Team Building From "Me" To "We"</b> Presented by Fiona Gray, a performance consultant at ProKnowledge, LLC. Check-in and breakfast at 7:30 a.m.; program 8-9:30 a.m. Cost is \$35 members; \$50 walk-in members; \$70 future members. At Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by MicroKnowledge, Inc.</p> <p><b>Health Insurance Open Enrollment Information Sessions</b> Representatives of Bouchey &amp; Clarke, Inc. and insurance carriers will be on hand to discuss plan options and answer questions. Wednesday November 1, 8:30 a.m.-1 p.m. and Tuesday, November 14, 12-4:30 p.m. No cost. At the Chamber, 90 Fourth Street, Troy.</p> <p><b>Friday • 11/3</b> <b>Quick Learn: Easily Analyze Data in Excel</b> Sort and filter data with advanced features, view data, recognize trends and make better business decisions. Check-in and refreshments at 8 a.m.; training 8:30-10:30 a.m. Cost is \$79 members; \$99 future members. At the Chamber, 90 Fourth Street, Troy. Presented through a partnership with MicroKnowledge, Inc.</p> <p><b>Thursday • 11/9</b> <b>"Good News" Rensselaer County Awards Breakfast</b> This year's recipients are Bella Napoli; Community Resource FCU; Man of Kent Tavern; Martin Electric, Inc.; and Tech Valley Center of Gravity. Check-in and breakfast at 7:30 a.m.; awards ceremony 8-9 a.m. Cost is \$35 members; \$50 walk-in members; \$70 future members. At Comfort Inn &amp; Suites, 99 Miller Road in Schodack. In partnership with Rensselaer County. Sponsored by MVP Health Care.</p>	<p><b>Sunday • 12/3</b> <b>35th Annual Troy Victorian Stroll</b> The region's premier holiday event, attracting thousands of visitors from all over the Northeast. Food, fun, live music, theatre, crafts, shopping dining and more. 11 a.m.-5 p.m. For a full schedule of activities, visit <a href="http://victorianstroll.com">victorianstroll.com</a>. The Stroll is presented by the Chamber and funded entirely through the generosity of individual and corporate donors, including: <b>Platinum:</b> Dunkin' Donuts; E. Stewart Jones Hacker Murphy, LLC; KeyBank; MVP Health Care; Pioneer Bank; Saratoga Eagle Sales &amp; Service, Inc.; Troy Local Development Corporation (LDC). <b>Gold:</b> Franklin Hospitality; Rensselaer County. <b>Silver:</b> National Grid; The Rifenburg Companies; RPI Athletics; The Sage Colleges; SEFCU.</p> <p><b>Thursday • 12/14</b> <b>Holiday NetworkingPlus Luncheon</b> Jump start your holiday season, get connected, develop leads and build relationships at this fast-paced, structured networking event. Bring a door prize to spread holiday cheer! More than 60 door prizes will be given away. Bring plenty of business cards; enter to win a two-night stay at the Mirror Lake Inn, Lake Placid. Registration 11:30 a.m.; networking 12-1:15 p.m. Cost is \$35 members; \$50 walk-in members. At Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by Bouchey Financial Group, Ltd. / Bouchey &amp; Clarke Benefits, Inc.; Community Resource FCU; MicroKnowledge, Inc.; St. Peter's Health Partners.</p>	<p><b>Coming in January 2018:</b></p> <ul style="list-style-type: none"> <li>» <b>County Executive Breakfast</b></li> <li>» <b>Ask the Experts: Cybersecurity for Small Business</b></li> <li>» <b>NetworkingPlus Luncheon</b></li> </ul> <p style="text-align: center;"><i>Sponsorship Opportunities Available</i></p> <hr/> <p><b>ADDITIONAL INFO</b></p> <p><b>Register for events online at:</b> <a href="http://renscochamber.com/events">renscochamber.com/events</a></p> <p><b>No-shows will be billed; 24-hour notice is required for all cancellations.</b></p> <p><b>Questions?</b> Contact Events Coordinator Rachael Murray at 518.687.1238 or <a href="mailto:rmurray@renscochamber.com">rmurray@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>

GIVE THE GIFT OF GREAT CONNECTIONS

## NetworkingPlus Passes for 2018

The Chamber's money-saving NetworkingPlus pass is a great investment. By purchasing the pass, you can lock in all of the Chamber's popular NetworkingPlus programs in 2018 — that's **six events for the price of five**. These passes make great holiday gifts for business associates and they are transferable among co-workers for even greater value. Give the gift that keeps on giving all year long. Contact Events Coordinator Rachael Murray at [rmurray@renscochamber.com](mailto:rmurray@renscochamber.com) for information and pass purchasing.



*“Being a NetworkingPlus pass holder has allowed CDPHP employees the opportunity to meet new people and reconnect with old friends and colleagues. The cost savings and accessibility of the program are beneficial to our company.”*

Brian O'Grady  
Executive Vice President, Chief Marketing Officer, CDPHP

ENTER TO WIN VALUABLE MARKETING!

## Chamber Says ‘Thanks’ to Members

We're giving thanks for our members by offering an exciting contest for two members to win customized Chamber marketing packages valued at \$1,500 each! It's our way of saying “Thank You” for your continuous support of the Rensselaer County Regional Chamber of Commerce. Marketing packages may include digital and print marketing, tickets to events and opportunities to showcase your business as a sponsor or expo booth participant. The two winning businesses will meet with the Chamber's marketing staff prior to January 1, 2018 to develop a package to meet their specific marketing and business goals.



Enter online at [renscochamber.com](http://renscochamber.com) for a chance to win (one entry per member only). Eligible entrants must be Chamber businesses or nonprofits in good standing and members since November 2015 or earlier. Winners must maintain their membership through 2018 for the prizes to remain valid. Marketing packages are effective January 1 through December 31, 2018. Deadline to enter is Wednesday, December 13, 2017 at 12 p.m. Winners will be announced at the Chamber's Holiday NetworkingPlus Luncheon on Thursday, December 14.



*“As part of our marketing package, we had the opportunity to speak directly to Chamber members about the importance of giving and being involved in the community. We encouraged them to pick an organization near and dear to their hearts. As a result of the experience, we received new sponsors for our Adopt a Family program.”*

Phyllis Sandow, Executive Director  
Hope 7 Community Center

NOVEMBER IS OPEN ENROLLMENT MONTH

## Health Insurance Info Sessions for You

The month of November is the open enrollment period for health insurance through the Chamber, available to all members in good standing and to their employees. Bouchey & Clarke Benefits, Inc., the Chamber's benefits administrator, and regional insurance carriers are ready to present 2018 rates and plan designs.

**Drop by during either of our Open Enrollment Information Sessions.** Representatives from Bouchey & Clarke and insurance carriers will be on hand to discuss plan options with you and answer questions. Compare choices and find the best fit for your needs and budget. For more information, contact the Chamber at 518.274.7020.

OPEN ENROLLMENT AT A GLANCE

- New benefits/rates take effect January 1, 2018.
- Enrollment deadline is December 1, 2017.
- New ID cards will be issued for anyone changing or joining a plan for January 1.
- Under MVP Health Care, dependents are covered through age 26; age 30 with an available rider.
- Pediatric Dental Coverage is required for all dependents through age 19. Waivers available.
- All COBRA subscribers have the same opportunities to make changes.
- Monthly ACH billing/processing is available.
- Remember your 2017 CDPHP Lifepoints / MVP Wellness credits!

**Health Insurance Open Enrollment Information Sessions** will be held on *Wednesday November 1, 8:30 a.m.-1 p.m. and Tuesday, November 14, 12-4:30 p.m.* There is cost and no registration required; please drop in when it is convenient during session hours. Held at the Chamber, 90 Fourth Street, Troy, in the first-floor conference room.

CHAMBER MEMBER

# spotlights

The Ivy Spa is a full-service spa offering massage therapy, all-natural skin care, anti-aging microdermabrasion, facials, peels, body treatments, gentle waxing, organic tanning, manicures/pedicures and bridal services. Massage Therapist and Owner Melissa Sansone moved her practice to its current location in the Route 4 corridor in 2007, thanks to a business partnership with client Scott Noel, who wanted Sansone to bring her talents to a larger audience. They chose an 80-year-old brick residence and renovated it, also creating park-like grounds to complement the exceptional views of downtown Albany, the Helderbergs and the Catskills.



Now celebrating its 10th year, The Ivy Spa has grown a clientele of loyal customers by ensuring only the highest quality therapists, estheticians, nail techs and product lines, including SkinCeuticals and Sircuit Cosmeceuticals. Satisfied customers voted The Ivy Spa a finalist for “Best Massage Services” in *Capital District Living Magazine*.

The upscale spa offers value-added packages to make it easy for clients to enjoy a mix of services by choosing from massages, facials, mani/pedis and more. A full menu of professional massage therapy includes Swedish, deep tissue, Shiatsu, reflexology, hot rock and corporate chair



massages. Special accommodations are available for couples and prenatal massages.

THE IVY SPA  
583 NORTH GREENBUSH ROAD | RENNELAER, NY 12144  
PH: 518.286.2225 | THEIVYSPA.COM

Nestled in the heart of downtown Troy, **Truly Rhe** boutique offers an array of unique women's clothing, jewelry, accessories, footwear, one-of-a-kind finds and gift items. “Whether you are shopping for someone special or just spoiling yourself, I'm always expanding my inventory with great new items you won't find anywhere else,” said Rhe Potenza, owner. “My helpful staff works closely with customers to make sure they enjoy their shopping experience.”



After working in Manhattan's retail industry for many years, Potenza followed her life-long dream of opening her own shop in 2007. While shopping for right location, she fell in love with Troy, as well as the people and surrounding communities. “I knew it was the perfect place,” she said. Today, Truly Rhe is known as a premier boutique attracting customers from Rensselaer County, Albany, Clifton Park and Saratoga. Customers browse, choose outfits and accessories for a professional look or special occasion and check out the featured “Item of the Month.” Truly Rhe also hosts fun and fashionable private shopping parties for groups, clubs and organizations. Participants receive special discounts to apply to purchases or to be donated to their favorite charity.



This fall, Potenza celebrates the 10th year since she opened the doors of Truly Rhe, where new customers and long-time patrons continue to discover unusual and creative contemporary clothing, jewelry and more. “I travel around the country to bring back the most unique items I can find,” said Potenza. “I also spend a lot of time creating my own vintage jewelry designs. I strive to carry only the best products, while providing friendly, helpful customer service to every person who walks through my doors.”

TRULY RHE  
ONE BROADWAY | TROY, NY 12180  
PH: 518.273.1540 | TRULYRHE.COM

To purchase a Spotlight, contact Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com). Members must be in good standing.

## Member Milestones

### 30 YEARS

Walter S. Pratt & Sons, Inc. (1987)

### 20 YEARS

Gettysburg Flag Works (1997)

### 15 YEARS

The Chazen Companies (2002)

### 10 YEARS

The Adirondack Trust Company (2007)

The Arts Center of the Capital Region (2007)

Best Fire Hearth & Patio (2007)

Capital Broadcasting, Inc. (2007)



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## 2017 BOARD OF DIRECTORS

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Rifenburg Construction, Inc.

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KeyBank, NA

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CDPHP

**CHRISTOPHER BURKE\***  
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Saratoga Eagle Sales & Service

**DR. DONNA WATSON**  
Enlarged City School District of Troy

\* Executive committee members.

## ASK THE EXPERTS SERIES

### Team Building From "Me" to "We" on Nov. 1

Discover strategies for effective team building at the Chamber's upcoming **Ask the Experts: Team Building from "Me" to "We,"** a professional development workshop. Learn how to create a sense of "we are all in this together" in your business or organization and how to engage your staff in a team environment. Join in activities and discussions that will engage and inspire your workforce.

Meaningful team-building exercises are more than just fun and games. Our program will enable you to better understand the ways that these activities improve teamwork, develop trust and promote problem-solving skills. We'll start with a warm-up activity to get things started, then break up into teams to solve a puzzling scenario using clues with a local flavor. Next, we'll come together to explore such topics as T.E.A.M. building, how to cultivate and support strong teams, the value of trust in the workplace culture, embracing diversity to leverage success and more.

Learn about knowledge sharing, promoting "big picture" awareness, encouraging dialogue and shared perspectives and using common goals to create unity. Help your staff gain a larger sense of "we" beyond their job description and everyday tasks.

We invite you and your team to participate in this unique and rewarding experience.

#### MEET OUR EXPERT



**Fiona Gray** is a performance consultant at ProKnowledge, LLC. She has more than 20 years of experience in training clients

to maximize productivity, develop better communication skills and enhance the collaborative process to cultivate best practices in all working environments.

**Ask the Experts: Team Building from "Me" to "We"** is on Wednesday, November 1 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Check-in and breakfast at 7:30 a.m.; training 8-9:30 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by MicroKnowledge, Inc.

**MicroKnowledge**<sup>INC</sup>  
COMPUTER TRAINING & CONSULTING

## CELEBRATING HOMETOWN SUCCESS

### "Good News" Rensselaer County Awards Nov. 9

Join us to celebrate the recipients of this year's "Good News" Rensselaer County Awards, in partnership with Rensselaer County. The awards, presented by Chamber President Kate Manley and County Executive Kathleen Jimino, recognize businesses and community organizations that make a significant impact on the area's economic vitality and quality of life. Our winners are not only significant achievers in their industries but also community-minded stakeholders who are invested in the success of our region. **Congratulations to this year's recipients:**

**Bella Napoli** | [bellanapoli.com](http://bellanapoli.com)

**Community Resource FCU** | [communityresourcefcu.org](http://communityresourcefcu.org)

**Man of Kent Tavern** | [manofkenttavern.com](http://manofkenttavern.com)

**Martin Electric, Inc.** | [martinelectric.com](http://martinelectric.com)

**Tech Valley Center of Gravity** | [tvcog.net](http://tvcog.net)

**"Good News" Rensselaer County Awards Breakfast** is on Thursday, November 9 at Comfort Inn & Suites, 99 Miller Road in Schodack. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Check-in and breakfast at 7:30 a.m.; awards ceremony 8-9 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by MVP Health Care.



## WIN A MIRROR LAKE INN GET-AWAY

### Holiday NetworkingPlus Luncheon on Dec. 14

Enjoy networking with a seasonal flair at the Chamber's Holiday NetworkingPlus Luncheon. Get connected, develop leads and build business relationships at this fast-paced, structured networking event. With facilitators, table rotations and more than 60 great door prizes, our holiday networking event is a sell out every year, so **register early**. Bring plenty of business cards; guests are also invited to bring company door prizes for giveaways. Enter to win a luxurious grand prize get-

away for two at the beautiful Mirror Lake Inn in Lake Placid ([mirrorlakeinn.com](http://mirrorlakeinn.com)). Register today!

**Holiday NetworkingPlus Luncheon** on Thursday, December 14 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up at [renscochamber.com/events](http://renscochamber.com/events). Check-in and luncheon at 11:30 a.m.; networking 12-1:15 p.m. Cost is \$35 members; \$50 walk-in members. Sponsored by Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.; Community Resource FCU; MicroKnowledge, Inc.; and St. Peter's Health Partners.

