

insight

CELEBRATING HOMETOWN SUCCESS

“Good News” Rensselaer County Awards

The Chamber is proud to celebrate the recipients of this year’s “Good News” Rensselaer County Awards, in partnership with Rensselaer County. The awards recognize businesses and community organizations that make a significant impact on the area’s economic vitality and quality of life. The “Good News” award winners represent a cross section of the Rensselaer County business community. 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 and be sure join us in celebrating at the awards breakfast in November (details below).**



RENSSELAER COUNTY

ASK A BOARD MEMBER: Health Insurance Plans

John Millet, CPA is president of Bouchey & Clarke Benefits, Inc. He has more than 25 years of experience in the insurance, banking and consulting fields as well as with governmental organizations, nonprofits and public firms.



Q: How can the Chamber assist me with health insurance?

A: As administrator for the Chamber, Bouchey & Clarke Benefits, Inc. is committed to enhancing the Chamber’s value to members by providing quality health care solutions that are affordable for you and your employees. Members can choose the plan that works for them – HMO, high-deductible with Health Savings Account, Transitional EPO and more. You get a comprehensive benefit offering to meet your health insurance and benefit needs.

Q: What are the advantages?

A: Chamber members have access to innovative benefits solutions that provide control over the rising costs of health insurance while offering greater choice of coverage to employees. Our professional staff works directly with members to find the right health plan to fit your company’s needs and budget. Choose from various medical plan options with Blue Shield of Northeastern New York, Capital District Physicians’ Health Plan and MVP Health Care. Members may also opt in for dental coverage with The Guardian. You can choose a level of coverage (platinum, gold, silver or bronze) with a wide range of deductibles and co-pays. In addition, we administer your benefits, manage eligibility, process enrollments, generate billing invoices and collect the premium for all employees of the member firm. We also have dedicated customer support for both benefit and billing issues. We virtually become your designated HR department for health benefits.

Q: How do I get started?

A: Now is the time to prepare. November is the annual Open Enrollment month for coverage starting January 1, 2018. Plan to attend an informational session at the Chamber (See page 5).

“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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rensochamber.com

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Bella Napoli | bellanapoli.com

Celebrating its 60th year in business, Bella Napoli was founded by John Mainella who began making bread in a small shop in downtown Troy. Today Bella Napoli’s award-winning Italian cookies, biscotti, pastries,

cakes, breads and more are still produced by the Mainella family in two locations: the flagship bakery in Troy and the Bella Napoli Café in Latham.



Community Resource FCU | communityresourcefcu.org

A full service financial institution since 1935, Community Resource FCU (CRFCU) opened its first Rensselaer County location this year. The federal credit union serves more than 8,000 members in four counties, with \$85 million in assets and more than 20 employees. The Community Charity Fund was created

in 2016 as a way to provide valuable funding to critically underserved community organizations and has since donated more than \$24,000 in grants to local nonprofits and charitable organizations.



Man of Kent Tavern | manofkenttavern.com

Called “the best hidden gem of the Capital Region,” Man of Kent Tavern offers a bit of England on the border of Hoosick Falls and Vermont. The tavern boasts more than 130 bottled beers and 16 beers on draught plus appetizers, lunch and dinner menus. From authentic fish and chips to Yorkshire stew, from Bristol port steamed clams and bratwurst to a Kentish ploughman’s platter, Man of Kent Tavern is a one-of-a-kind experience and destination in Rensselaer County.



Martin Electric, Inc. | martinelectric.com

Martin Electric is a certified Women’s Business Enterprise providing the region with high quality, on-time services since 1939. Specializing in design/build, commercial, industrial and pharmaceutical construction, the company’s goal is to exceed industry standards for quality and safety while providing our customers with economical solutions. The Hart family, owners, recently established The Kensey on the Elliot, a luxury active adult community, and has played a key role in the redevelopment of East Greenbush.



Tech Valley Center of Gravity | tvcoog.net

Tech Valley Center of Gravity (TVCOG) is a non-profit makerspace that cultivates a community of innovators and entrepreneurs. These enthusiasts share equipment and expertise, fostering results that bring about economic and personal growth. In addition, TVCOG works with several organizations to support and grow a learning, creative,

entrepreneurial community.

Join us at our annual “Good News” Rensselaer County Awards Breakfast on Thursday, November 9 at Comfort Inn & Suites, 99 Miller Road in Schodack. Sign up at rensochamber.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.



HIGH-IMPACT CONNECTIONS

Networking for Success with Chamber Events

Sign up for the Chamber’s networking programs and take advantage of dynamic opportunities to meet and connect with regional professionals. We’ve designed all of our programs to maximize the value of your busy schedule and bottom line, bringing you referrals, introductions and resources to help grow your business or non-profit organization. Mark your calendars!

NetworkingPlus Luncheon

Thursday, October 12
Check-in & lunch 11:30 a.m. | Networking 12-1:15 p.m.
With THREE table rotations and Chamber Ambassadors to facilitate networking. At Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by:

Member Benefits Breakfast

Thursday, October 26
Check-in & refreshments 7:30 a.m. | Benefits overview 8-9 a.m.
Maximize your membership, meet our staff and bring business cards to network. At East Greenbush YMCA, 20 Community Way in East Greenbush. Sponsored by:



● NEW MEMBERS

Capstone Logistics

Logistics
Rep: Sara Gazoorian
6525 The Corners Parkway
Suite 520
Peachtree Corners, GA 30092
Phone: 518.766.1511

Counties of Ireland

Retail
Rep: Robin McDonough
77 Third Street
Troy, NY 12180
Phone: 518.608.1110

Gretchen Meyer Financial

Financial Consultant
Rep: Gretchen Meyer
3 Lear Jet Lane
Suite 200
Latham, NY 12210
Phone: 518.608.1110
gretchenmeyerfinancial.com

**Meet the Chamber's
New Staff Member**



Join us in welcoming Rachael Murray, the Chamber's new events coordinator. Her responsibilities include planning and coordinating all Chamber events and programs; overseeing registration; arranging locations, caterers, rentals, speakers and vendors; assisting in development of creative collateral; and acting as the staff liaison for a variety of Chamber committees.

Raised in Troy, Rachael is an Ithaca College alumna, where she obtained a bachelor's degree in communication management and design, with a concentration in corporate communication.

"Rachael brings with her a high level of experience in event planning," said Chamber President Kate Manley. "She has a great enthusiasm for creative collaboration. Having grown up locally, she has already amassed a valuable network within the business and nonprofit communities. Rachael's background and knowledge will certainly be an asset to our members."

In 2016, Rachael was named a "Capital Hero" by News10 Albany and Capital Bank for her extensive charity efforts with Trending4Fashion, an annual fundraising event for the Melodies Center Play Therapy Fund at the Bernard & Millie Duker Children's Hospital at Albany Medical Center.

If you have registration questions, event topic ideas or would like to introduce yourself and say hello, contact Rachael at 518.687.1238 or rmurray@renscochamber.com.

● MEMBER NEWS

The New York State Economic Development Council (NYSEDC) appointed Ryan Silva as executive director, following a national search to fill the position. He previously served as director of state government relations at University at Albany and as vice president of regional economic development at Empire State Development, where he worked on several key initiatives. He also served as the Chamber's director of economic development and government affairs and as membership director. *Visit nysedc.org.*

AWCplus (formerly Action Window Cleaning) announced its certification as a Women's Business Enterprise. The certification assists customers to meet diversity goals while using the quality, affordable services of a reputable vendor. AWCplus specializes in commercial window cleaning, aerial maintenance services and specialty cleanings. *Visit awccompany.com.*

CSArch Architecture | Engineering | Construction Management was named a "Top 100 Architecture/Engineering Firm" by *Building Design + Construction Magazine*. The magazine ranked CSArch number 62 among the nation's largest architecture, engineering and construction firms as part of its "Giants 300" report, which classifies firms by discipline and across more than 20 building sectors and specialty services. *Visit csarchpc.com.*

MVP Health Care named Judith Feld, MD, MPH, MMM, vice president of behavioral health. She will further the company's commitment to integrate behavioral health into traditional medical models. MVP also appointed Patrick Roohan as vice president of data management and analytics solutions. He is responsible for enterprise data management activities to support the company's growing analytics capabilities and solutions. *Visit mvphealthcare.com.*



T-Mobile | Brunswick
t-mobile.com



AAA Hudson Valley | Troy
hudsonvalley.aaa.com



College Suites at Hudson Valley | Troy
hudsonvalley.mycollegesuites.com



Falls Edge Apartments | Rensselaer
fallsedgeapartments.com

Wojeski & Company CPAs, PC made the following appointments: Leslie Iarusso to office administrator, responsible for daily bookkeeping and finance activities, and Krista Shoemaker to staff accountant with the audit team, responsible for attestation engagements for audits, reviews, compilations and other agreed-upon procedures. *Visit wojeskico.com.*

Vanderheyden was re-certified by the national Sanctuary Institute, one of only 50 non-profit organizations in the U.S. to achieve the prestigious distinction. The Sanctuary Model® helps build a safe environment that supports emotional and psychological healing. "We are thrilled to be re-certified and have our expertise in providing trauma-informed care recognized," said Karen Carpenter Palumbo, Vanderheyden president and CEO. *Visit vanderheyden.org.*

The Capital District Transportation Authority and CDPHP announced CDPHP Cycle! has been used for more than 4,568 trips in Albany, Schenectady, Troy and Saratoga Springs during its first month of operation. Trips in Albany are primarily commuters, while in Saratoga Springs the bikes are being rented mainly for recreational purposes. Grab a bike and try this state-of-the-art bike-share program and explore our communities. *Visit cdphpcycle.com.*

Troy Rehabilitation & Improvement Program (TRIP), Inc. welcomed Kylie Liberty as a financial analyst, responsible for interpretation of financial data, including banking reconciliations and intercompany vouchers and settlements. She will work with Controller Noah Baum to advance the mission of TRIP and Rensselaer County Housing Resources. *Visit triponline.org.*

events calendar 2017

OCTOBER	NOVEMBER	ADDITIONAL INFO
<p>Thursday • 10/12 NetworkingPlus Luncheon Get connected, develop leads and build relationships at this fast-paced event facilitated by Chamber Ambassadors. Bring plenty of business cards. Cost is \$35 members; \$50 walk-in members. Check-in and lunch at 11:30 a.m.; networking 12-1:15 p.m. At Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by Community Resource FCU, NBT Bank and United Concierge Medicine.</p> <p>Friday • 10/20 3rd Annual Future of Workforce Readiness: Education & Business Partnerships Breakfast Join us for collaborations between business and education to impact workforce readiness. Learn how you can make a difference. At Howard L. Goff Middle School, 35 Gilligan Road in East Greenbush. Sponsored by CSArch Architecture Engineering Construction Management.</p> <p>Tuesday • 10/24 Quick Learn: Building Effective PowerPoint Presentations Deliver engaging presentations using effective design principles. 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 (first-floor conference room). Presented through a partnership with MicroKnowledge, Inc.</p> <p>Thursday • 10/26 Member Benefits Breakfast Make the most of Chamber membership and discover all of our valuable benefits. Great networking opportunity! No charge; registration requested. At the East Greenbush YMCA, 20 Community Way in East Greenbush. Sponsored by Thomas K. Judd & Associates.</p>	<p>Wednesday • 11/1 Ask the Experts: Team Building From "Me" To "We" Learn how to turn "Me" into "We," with meaningful team building exercises that develop trust, promote problem solving skills and more. Get a first-hand look at the power of play. Cost is \$35 members; \$50 walk-in members; \$70 future members. Check-in and breakfast at 7:30 a.m.; program 8-9:30 a.m. At Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by MicroKnowledge, Inc.</p> <p>Friday • 11/3 Quick Learn: Easily Analyze Data in Excel Learn how to use sorting and filtering with advanced features and conditional formatting. Master the tools you need to 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 (first-floor conference room). Presented through a partnership with MicroKnowledge, Inc.</p> <p>Friday • 11/9 "Good News" Rensselaer County Awards Breakfast In partnership with Rensselaer County, we're celebrating five businesses making a positive impact locally, regionally and even globally. This year's recipients are Bella Napoli, Community Resource FCU, Man of Kent Tavern, Martin Electric, Inc. and Tech Valley Center of Gravity. At Comfort Inn & Suites, 99 Miller Road in Schodack. Sponsored by MVP Health Care. Additional sponsorships are available.</p>	<p>TIMES: <i>All breakfast events have check-in 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 check-in 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></p> <p>No-shows will be billed; 24-hour notice is required for all cancellations.</p> <p>Register online at: renscochamber.com/events</p> <p>Questions? Contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@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>

Honoring our Manufacturing Past

The Burden Iron Works Museum in South Troy presents a compelling story for today's entrepreneurs, manufacturers, public officials and economic developers. It's the story about the significance—yesterday, today and tomorrow—of deliberate regional technology-based development to advance human societies.

"It is a window into the past and a model for the future," said Michael P. Barrett, executive director of the Hudson Mohawk Industrial Gateway, which operates the museum and preserves the region's historic industrial legacy. "There was a deliberate, coordinated attempt to make cutting-edge technological innovation the focus for regional economic prosperity. This mindset created an environment for innovations that helped to make the region one of the wealthiest in 19th century America."

The transformation of the region at the confluence of the Hudson and the Mohawk Rivers from rural agrarian to urban-industrial resulted in worldwide advances, including the modern horseshoe, the hook-headed railroad spike, cooking and heating stoves, the modern fire hydrant, more than one million detachable collars and cuffs produced *per day* and the lion's share of bells cast in the New World.

During the industrial revolution, visionaries from across the region deliberately constructed a superlative transportation infrastructure, including the Erie Canal, the promotion of steamboats on the Hudson River, the first American railroad line designed for a steam locomotive and construction of numerous bridges. This vision also comprehended a regional educational infrastructure, including Rensselaer Polytechnic Institute and Troy Female Seminary (Emma Willard School), and an investment banking infrastructure comprised of two dozen banks in Troy alone.

Through education for all ages, tours, lectures, research and preservation of the Burden Iron Works building, the Gateway connects the history of manufacturing with its future. Visit hudsonmohawkgateway.org.

Oct. 6 is Manufacturing Day: Building An Exciting Future



Rensselaer County is one of the fastest growing in the region for manufacturing job growth and is a leader in total annual wage growth. To celebrate National Manufacturing Day, many regional stakeholders, including the Rensselaer County Regional Chamber of Commerce, Rensselaer County, the City of Troy, Center for Economic Growth, Inc. (CEG) and others, plan to draw attention to the growing sector of local manufacturing and the quality jobs it provides. Held annually on the first Friday in October, the national day will coincide with a week-long celebration in Troy and Rensselaer County designed to emphasize the important role manufacturing plays in strengthening local, regional and national economies. Area leaders and business representatives will tour educational training facilities and local manufacturing sites to underscore the importance of manufacturing and the urgent need for building a skilled workforce for the future. The week of events will promote careers in manufacturing through open house events and public forums intended to attract and interest the next generation of the nation's manufacturing workforce.

Manufacturing DaySM Mission



Founded in 2012, this day empowers manufacturers to:

Address skilled labor shortages and collective challenges in a coordinated effort.

Connect with future generations by opening their doors and demonstrating rewarding career opportunities.

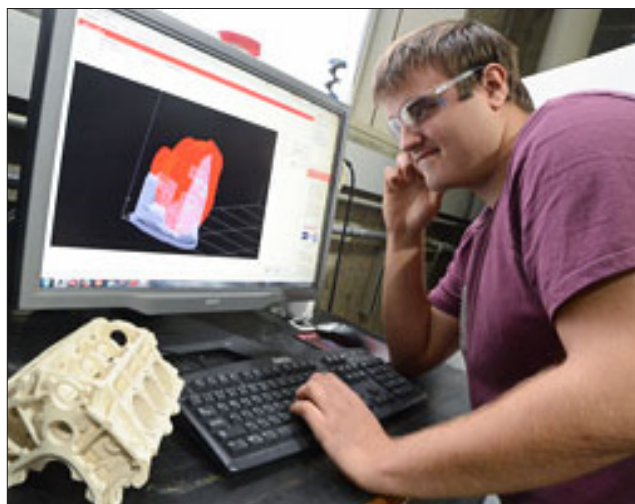
Take charge of the public image of manufacturing and draw attention to its economic and social significance.

Ensure ongoing prosperity of the whole industry and its contribution to the U.S. economy.

HIGHLIGHT OF THE CELEBRATION

Rensselaer Hosts 6th National Manufacturing Day

Rensselaer Polytechnic Institute's Sixth Annual National Manufacturing Day is set for Friday, October 6 in the Curtis R. Priem Experimental Media and Performing Arts Center (EMPAC). Since the national initiative's inception, Rensselaer has supported the effort by hosting teachers, students and regional manufacturers to share the institute's visions and expertise in manufacturing engineering. This year, 300 high school students will attend a keynote presentation, tour on-campus laboratories and watch demonstrations of manufacturing innovations. The day is the final event of the City of Troy's week-long celebration of its manufacturing heritage. This year will feature local manufacturers and the dramatic landing of a Sikorsky UH-60 Black Hawk helicopter on campus (weather permitting), illustrating the amazing ingenuity of U.S. manufacturing. Visit rpi.edu/nmd.



PIPELINE FOR MANUFACTURING WORKFORCE

HVCC's Advanced Manufacturing Technology Program



The Advanced Manufacturing Technology Program at Hudson Valley Community College works with regional manufacturers to educate and train students to become job-ready, qualified employees. Preparing graduates for immediate employment, Hudson Valley partners with high-tech manufacturers, such as GE Energy, Watervliet Arsenal, Simmons Machine Tool and others, to develop a skilled workforce for jobs in machinery, toolmaking, electrical, air conditioning/heating, HVAC, construction, refrigeration, masonry and more. Hudson Valley seeks employers as partners in the program, to provide financial support for student tuition, books, fees and part-time jobs that become full time after graduation. Visit hvcc.edu.

A QUARTERLY REPORT OF THE CHAMBER'S



Economic Development Partnership

VISIONARY INVESTORS



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. 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 rifenburg.com.

CHAMPION INVESTORS



INNOVATOR INVESTOR

Turner Construction Co.

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 Manley
kmanley@renscochamber.com
 ph: 518.274.7020



MEET OUR INVESTORS:

SEFCU: Serving Members Since 1934

For more than 80 years, SEFCU has been guided by the credit union philosophy of “people helping people.” Building on that foundation, SEFCU’s mission is to help its members along life’s journey by providing products, services and solutions to meet their financial needs.

In addition to offering standard retail and commercial deposit and loan

products, SEFCU Insurance Agency, a wholly owned subsidiary of SEFCU, offers a full range of insurance products, including auto, home, life, long-term care and business products. SEFCU Mortgage Services, another SEFCU wholly owned subsidiary, provides mortgage products and services. SEFCU licensed investment professionals are also available to provide advice and knowledge to members about investment options.



Michael J. Castellana
President & CEO

SEFCU’s services go beyond providing for financial needs. Through SEFCU’s Community Support Program, the credit union has made a commitment to support individuals and organizations it serves through monetary contributions and hundreds of volunteer hours each year. Since 2008, more than \$16 million has been gifted throughout the Capital Region, Syracuse, Binghamton, and Buffalo.

In 2017, SEFCU introduced the Institute for Financial Well-Being, an initiative providing free financial education to community organizations and individuals. The Institute for Financial Well-Being is intended to guide and encourage participants to focus on achieving personal economic stability and financial independence through a series of free workshops. The program aims to have a lasting impact on the community.

Today, SEFCU is one of the largest credit unions in New York with more than 350,000 members in the state and over \$3.5 billion in assets. SEFCU has 47 branches statewide and offers a number of products and services to make banking more convenient including 24-hour banking by phone and internet, electronic bill payment, and eStatements.

Members have voted SEFCU the “Best Bank or Credit Union” in the *Times Union* Readers’ Poll for 11 consecutive years. To stay connected, individuals can become a fan of SEFCU on Facebook® and follow the credit union on Twitter®. Visit sefcu.com.

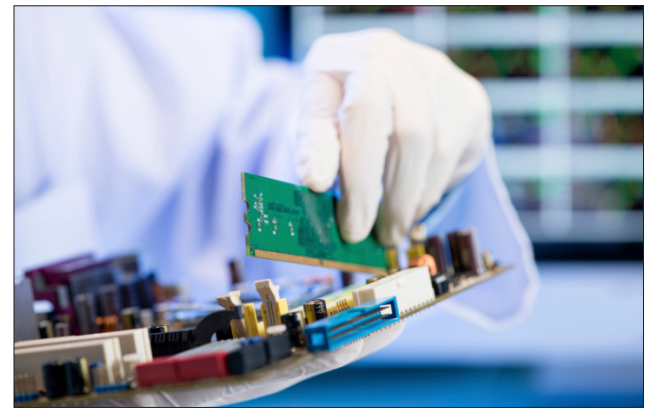
BUSINESS & EDUCATION PARTNERSHIP

GlobalFoundries Teams with Colleges for Job Training

GlobalFoundries, one of world’s largest full-service semiconductor foundries, launched a new workforce training partnership with Hudson Valley Community College that encourages employees to advance their education and earn an associate degree. With classes set on a schedule convenient for GlobalFoundries employees and financed through the company’s tuition education reimbursement program, the partnership provides a strong incentive for workers to pursue a Semiconductor Manufacturing Technology A.A.S. from Hudson Valley. A second partnership, with Fulton-Montgomery Community College, provides the option of an Electrical Technology A.A.S.

“We believe in lifelong learning and are committed to supporting employee personal and professional development,” said Dr. Thomas Caulfield, GlobalFoundries senior vice president and Fab 8 general manager. “These two associate of applied science degree programs can propel our business forward and develop world-class talent.”

Employees in the semiconductor manufacturing technology program will study online and at Hudson Valley’s TEC-SMART extension center in Malta, located adjacent to the GlobalFoundries Fab 8 facility. The semiconductor company has hired graduates from both colleges’ technology programs



in the past but this new partnership will help employees hone the skills they need to successfully grow and develop in their careers.

“This is a perfect example of our ongoing commitment to meet employer training needs in growing technology fields,” said Hudson Valley President Drew Matonak. “When we built TEC-SMART so close to GlobalFoundries, we envisioned this type of workforce training partnership. Now it’s come to fruition.” Visit globalfoundries.com and hvcc.edu.

LIFE-SAVING MANUFACTURING

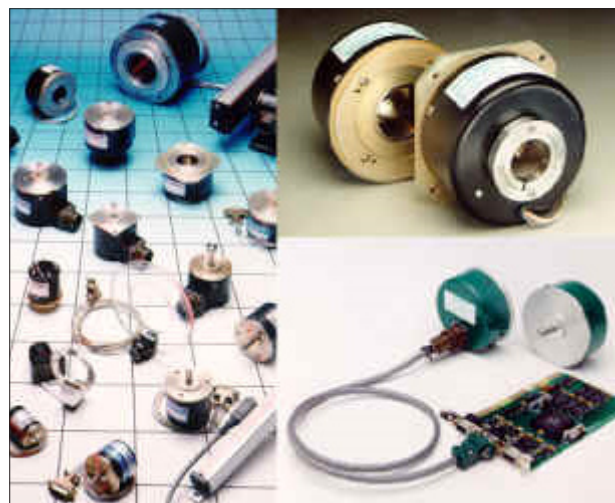
FT Systems Floats Rescue Workers and Surfers Alike

From its headquarters on River Street in Troy, FT Systems, Inc. is making sure the lives of law enforcement officers, rescue workers, commercial and recreational fishermen, surfers, paddling enthusiasts and others are safer around or on water with its patented line of flotation jackets and apparel. The manufacturing company is focused on growing its Quatic™ brand of vests, jackets and inflatable clothing, including a surf vest, inflatable rashguards and a full line of inflatable life jacket systems. The products feature the company’s flotation technology known as Float-Tech™, a patented integration of inflation capability. By incorporating flotation into apparel, Float-Tech combines comfort, safety and style with the ability to save lives. Float-Tech produces the only U.S. Coast Guard-approved inflatable life vest that zips into an optional foul-weather jacket, keeping wearers warm, dry and safe. Inflating manually or automatically when the wearer hits the water, it also has self-righting capabilities. The Quatic™ Jeff Clark surf vest was featured on the reality show “Maverick Moments” with professional surfer Eric Akiskalian in 2016. Float Tech is currently available in Quatic brand apparel and for licensing. Visit quaticapparel.com.



WORLDWIDE PRODUCTS

Gurley Instruments: 172 Years and Growing



Since 1845, Gurley Precision Instruments has been a major designer and producer of measuring instrumentation for a variety of industries and applications. Founded by Rensselaer Polytechnic Institute engineering alumni, today the privately-held firm produces optical encoders as well as precision test instruments, digital readout systems for retrofitting machine tools, devices to measure water flow and lenses and other optical components.

With a highly-skilled, cross-trained staff, Gurley has remained competitive in the worldwide market despite its small size. Gurley devices are aboard U.S. fighter jets, in global entry kiosks at airports, in barcode readers at retailers and in robots at GlobalFoundries. With a main office and factory in Troy and customers worldwide, Gurley continues its commitment to providing excellence in precision measurement. Visit gurley.com.

LAB INSTRUMENTS FOR BIOSCIENCES

Next Advance Moves to Larger Location

Next Advance, Inc. a leading provider of innovative, high quality laboratory instruments for life science research, has moved to larger headquarters to accommodate the company’s growth. The new location at Sterup Square, 2113 NY Route 7 in Brunswick, offers an open floor plan conducive to positive workflow. The new site will facilitate the company’s growth and allow for expanded developing, assembling and marketing of its products.

Members are invited to a ribbon cutting celebration on Wednesday, October 11 at 11 a.m.

Next Advance develops and manufactures top quality lab instruments for researchers curing cancer, solving world

hunger, developing pharmaceutical drugs, biofuels, studying diseases

and more. The company, led by President Ian Glasgow, Ph.D., P.E. designs and manufactures products like Bullet Blender® tissue homogenizers, Infinity Rockers and Pipette Instant Checkits. Products are engineered to meet specific laboratory requirements and budgets by highly skilled engineers and scientists. Visit nextadvance.com.



CLASS OF 2018

Leadership Institute Kicks Off



The Leadership Institute Class of 2018 met for an overnight retreat in September at the Capital District YMCA's Camp Chingachgook at Lake George (photo above). Attendees participated in team-building activities and established new business relationships. Throughout the next six months, class members will enhance their leadership skills and gain insight into real-life experiences by participating in interactive sessions with some of the region's most accomplished senior-level executives.

Sponsored by KeyBank with media sponsorship by Albany Business Review



CHAMBER HEALTH INSURANCE

Get Ready for Open Enrollment Next Month

November is open enrollment month for the Chamber's health insurance plans and now is the time to get information about money-saving options exclusive to our membership.

Mark your calendar and plan to drop by one of our two **Open House informational sessions** scheduled for **Wednesday, November 1, 8:30 a.m.- 1 p.m.** and **Tuesday, November 14, 12-4:30 p.m.** in the Chamber's first-floor conference room.

Representatives from Bouchey & Clarke Benefits, Inc., the Chamber's benefits administrator, and insurance carriers will be on hand to discuss plan options and answer questions. Understand your options, compare choices and find the best fit for your needs and budget. Bouchey & Clarke's professional staff is working with insurance carriers now to update 2018 rates and plans. Chamber members will be notified of any and all plan changes as soon as the information is available. This benefit is open to current Chamber members in good standing.

COST-EFFECTIVE TRAINING

Sign Up Now for Quick Learn Sessions

Train yourself and your staff at considerable savings with the latest **Quick Learn** workshops this fall. Spend two hours with expert instructors from MicroKnowledge, Inc. and master new computer skills to make your work more efficient, expand your skills and better serve your customers. Seating is limited, so register today!

Building Effective PowerPoint Presentations | Tuesday, October 24 | Deliver engaging presentations using effective design principles including content, formatting, color and slidemasters.

Easily Analyze Data in Excel | Friday, November 3 | Discover how to analyze data with the simple click of button. Topics include sorting, advanced data filters and conditional formatting.

Quick Learn workshops are held at the Chamber, 90 Fourth Street in Troy. Check-in and refreshments at 8 a.m.; training 8:30-10:30 a.m. Cost for each workshop is \$79 for members; \$99 for future members. Seating is limited. Register now at www.renscochamber.com/events. Available through a partnership with MicroKnowledge, Inc.



HIGH-IMPACT EXPOSURE

Stroll Sponsors & Donors Get Noticed

The 35th Annual Troy Victorian Stroll, set for Sunday, December 3, will attract nearly 30,000 visitors from throughout the Northeast. **This event is a great opportunity to promote your business or non-profit organization.** The Stroll is presented by the Chamber and is funded entirely through the generosity of individual and community sponsors and donors. For more information on the Stroll, please contact President Kate Manley at kmanley@renscochamber.com. Get noticed by supporting this much-anticipated community event!

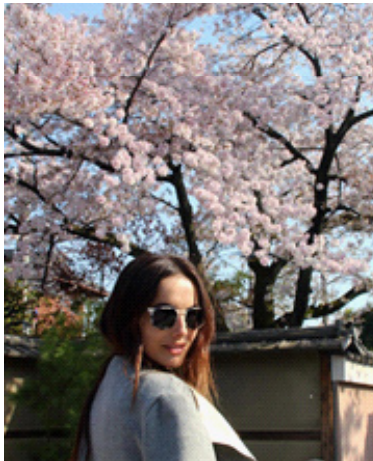
CHAMBER MEMBER

spotlights

Silhouette International, a family-owned company with headquarters in the heart of Austria, has called Green Island, New York its home in the U.S. since 2003. Situated with the Hudson River as its backdrop, the eyewear company creates a true



familial atmosphere, where teamwork, positivity and passion play key roles. Employees enjoy such perks as homemade daily lunch on site, annual winter and summer company celebrations and a free turkey at Thanksgiving. With three thriving and successful eyewear brands - Silhouette, neubau eyewear and adidas Sport eyewear - Silhouette is now seeking additional individuals to join its ever-growing team. Found in high-end optical shops and retailers around the world, Silhouette, neubau eyewear and adidas Sport eyewear are



favorites among celebrities, bloggers and athletes. One of Silhouette's most iconic rimless frames was recently featured in the movie "Spiderman: Homecoming!" worn by Robert Downey Jr. Brad Pitt is also known to sport his Silhouette eyewear. Pro golfer, Justin Rose wears adidas Sport eyewear while winning tournaments and actress Camilla Belle (photo, left) wears neubau sunglasses while out and about in Hollywood. Silhouette frames have even been on 32 missions to space as the preferred eyewear of NASA, adding to the "cool" factor of this flourishing company.

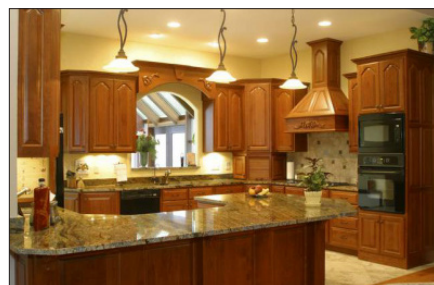
SILHOUETTE OPTICAL, LTD.
260 CANNON STREET | GREEN ISLAND, NY 12183
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Geovanny Marble & Granite, LLC is a family owned and operated business, specializing in high-end, custom marble and granite installation. Offering one of the largest collections of elegant and luxurious marble and granite, Geovanny provides its services to all of upstate New York, including Rochester and Buffalo.



Geovanny Marble & Granite is a complete service company, including templates, fabrications, installations and restoration repairs for both residential and commercial properties. The Geovanny team takes a hands-on approach for every project, ensuring the company successfully realizes the visions of its clients, who include home builders, architects, designers, businesses and homeowners. The highly experienced staff transforms kitchens, bathrooms and public spaces. They also specialize in building, repairing and restoring marble staircases, walls and floors. Clients begin by visiting Geovanny's Watervliet showroom to select a stone that meets design requirements and budget considerations. Through the processes of estimating, templating, fabricating and installation, Geovanny works closely with clients with an emphasis on customer satisfaction.

Fully licensed and insured, Geovanny Marble & Granite provides free, no-obligation consultations.



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To purchase a Spotlight, contact Maureen McGuinness at mmcguinness@renscochamber.com. Members must be in good standing.

Member Milestones

35 YEARS

Questar III / Rensselaer-Columbia-Greene Counties
BOCES (1982)

20 YEARS

Kopka Clothes (1997)

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COLLABORATING TO CLOSE THE SKILLS GAP

Partnering for Workforce Readiness on October 20



Experts agree that workforce readiness — preparing people to meet the region's rising workplace needs — requires collaboration between education and business. How do we develop a strong pipeline of workers for economic prosperity? Find out at the Chamber's **3rd Annual Future of Workforce Readiness: Education & Business Partnerships**, featuring a panel of proactive experts in their fields. The Chamber has established itself as the convener of educators, business professionals and key stakeholders to affect change and build a strong workforce. Examine relationships between 6-12 education and business and give your input on shaping career readiness. Through dynamic discussion we'll explore:

- » The vital need for these partnerships and how businesses and students both benefit
- » How your business can participate in initiatives to engage, educate and prepare students for jobs now and in the future
- » The flexible programs and continuum of education options already underway

» What methods prove effective in assisting young people to enter the labor force as employees, entrepreneurs and business owners

This annual event honors former Chamber board member and Schodack Central School District Superintendent Robert Horan, who was a dynamic leader in promoting innovative education and business partnerships. Join us as we honor Bob and his significant legacy. Participate in this important discussion to learn how you can make an impact on the new and future workforce entrants. By coming together and collaborating we can continue the conversation to affect change.

The 3rd Annual Future of Workforce Readiness: Education & Business Partnerships is on Friday, October 20. Howard L. Goff Middle School, 35 Gilligan Road in East Greenbush. Sign up at renscochamber.com/events. Check-in and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by CSArch Architecture | Engineering | Construction Management.



ASK THE EXPERTS SERIES

Team Building From "Me" to "We" on November 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 explore such topics as T.E.A.M. building, how to cultivate and support strong teams, the value of trust in the workplace culture 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 to participate in this unique and challenging experience and get a first-hand look at the power of play!

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. Check-in and breakfast at 7:30 a.m.; program 8-9:30 a.m. \$35 for members; \$50 for walk-in members; \$70 for future members. Sponsored by MicroKnowledge, Inc.



MEET OUR EXPERT



Fiona Gray is a performance consultant at MicroKnowledge, 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.



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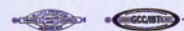
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