

insight

WELCOME TO A NEW YEAR

Message from the 2018 Board Chair

Another year has begun and here at the Chamber that's great news — it means an entire year of outstanding Chamber membership is straight ahead for all of us!

I have been privileged to be on the Chamber's board of directors for several years and it is my sincere honor to serve as chair for 2018. My thanks and appreciation go to my



“Like the lotto, you have to be ‘in it to win it.’ To benefit from your membership you need to take an active role in the Chamber. ‘Who has the time,’ you ask? To that I reply, ‘Which one of us can afford not to!’”

Nicole Stein, SEFCU Senior Vice President of Marketing Chair, 2018 Chamber Board of Directors

predecessor, John Ahearn, who, together with President Kate Manley, led the Chamber to new heights in 2017. We are excited and determined to build on this dynamic momentum in the coming year. Listening to the needs of members and providing resources for growth and success is the core of the Chamber's mission. With your feedback, we strive to be proactive with benefits, services, training, events and connections that make an impact. Here are a few examples:

Workforce Development

We are broadening our Economic Development Partnership (EDP) to include workforce development, which is a priority for our members. For the past several years, the Chamber has established itself as a leading collaborator for preparing a job-ready workforce. In 2018, we'll take this initiative to the next level. We're bringing together educators, business professionals and key stakeholders to develop highly-effective strategies to close the skills gap and develop a pipeline of local talent. This year the Chamber will host its **Fourth Annual Future of Workforce Readiness: Education & Business Partnerships** and heighten our efforts to connect you with answers to your hiring challenges. If you'd like to be involved with this initiative, give us a call today. Together, we will shape career readiness for our region and ensure economic prosperity now and into the future.

NetworkingPlus for 2018

New this year, take advantage of the Chamber's high-impact NetworkingPlus series morning, noon and evening. We've added an after-work time slot to make it easier than ever for your busy schedule. Skip the rush-hour traffic and let the Chamber connect you with regional business professionals to build your career network and meet your newest customers! With the

Chamber's 2018 NetworkingPlus Pass, you can lock in all six events for the price of five AND it's transferable among coworkers (see page 3 for purchase details).

Marketing & Advertising

The Chamber has the solutions to maximize your company's exposure while staying on budget. Our cost-effective sponsorship packages, online, direct mail and print advertising and a multitude of marketing avenues are designed to get your company noticed, attract new business and heighten your brand. Leverage our success for your success: let the Chamber staff customize a strategy to fit your goals and budget in 2018.

None of us can afford to not take the time to forge new business relationships, understand the regional economic climate and perhaps meet our next best hire. All of this and more happens every day through the Chamber. We know your time is limited. That's why we strive to make every moment with us count. Make the time to get more involved with the Chamber and you'll find it is well worth the effort. Look for exciting opportunities in store for 2018.

Thank you for your continued support. I look forward to meeting you at an upcoming event and please accept my best wishes for a healthy, happy and prosperous 2018.

Sincerely,

Nicole Stein

BOARD OF DIRECTORS

New Board Members Announced for 2018

The Chamber extends a warm welcome to the newest members of its board of directors, elected in December. Each has a three-year term, beginning in January 2018 (for a full listing of the Chamber board of directors, see page four). We look forward to working with these talented and diverse professionals as we continue to grow the Chamber and serve our membership:

Edwin C. Anker IV, AIA
CSArch Architecture | Engineering | Construction Management

Jerilee Beaudoin
Pioneer Bank

Norman E. Dascher Jr., FACHE
St. Peter's Health Partners

Christopher Nolin
Rensselaer Polytechnic Institute

Ratna Randive
The Kaleel Jamison Consulting Group, Inc.

Steven Spano
Center for Internet Security

John Tanner III
Spectrum Reach

Paul von Schenk, CIC
AMSURE

ASK A BOARD MEMBER The Importance of a Budget

Ratna Randive serves as Chief Financial Officer for The Kaleel Jamison Consulting Group, Inc. (KJCG), managing the firm's financial processes and strategy. She is a member of KJCG's board of directors and a former treasurer of the YWCA of the Greater Capital Region, Inc.'s board of directors. She holds an MBA in finance and corporate accounting from the Simon School of Business, University of Rochester.



Q: I'm a small business and I don't have a formal budget. Can I start now?

A: It's never too late for business owners to start or restart a budget process. January is a great time to think about critical needs for your business in the coming year and to set priorities of how to allocate business revenue. Budgeting helps you do just that. It gives you a road map and a vision for the future of your business.

Q: What is the purpose of a budget?

A: The main purpose of a budget is to get a handle on your finances AND to set goals for moving your business forward. Budgets help with the planning and control of your financials, ensuring that dollars are allocated to items that support the strategy and direction of the organization. It is your opportunity to think about how to spend the money coming in order to grow the business; i.e. do we need to hire more employees, spend more on marketing/social media, buy new equipment or something else that will position the organization for growth and success.

Q: How do I get started?

A: A fresh year means a fresh start. Begin by setting SMART goals: Specific, Measurable, Attainable, Realistic, Time-bound. For instance, a SMART goal might be to increase revenue by 2% over the next fiscal year. When you look proactively at where your company has been and where you want it to go, your budget falls into place and you'll have fewer surprises in the upcoming year. Don't forget that budgets need to be flexible and business owners need to revisit and refresh budgets throughout the year in order to reflect changing needs.

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.

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rensochamber.com

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● NEW MEMBERS

A. Servidone, Inc.
Heavy/Highway Construction
Rep: Mark Servidone
1366 Route 9
Castleton, NY 12203
Phone: 518.732.7773

Capital District Marina
Boat Dealership
Rep: Allan Weber
17 Jackson Avenue
Cohoes, NY 12047
Phone: 518.237.3442

Christopher D'Allaird, CPA
Accounting/CPA
Bookkeeping - General Services
Rep: Christopher D'Allaird
261 Pawling Avenue
Troy, NY 12180
Phone: 518.238.6815
dallairdcpa.com

CMI AV
Audio Visual
Rep: Rob Flick
14 Jupiter Lane
Suite One
Albany, NY 12205
Phone: 518.867.3288
cmiaav.com

EYP Architecture & Engineering
architects/engineers
Rep: Susan Radzysinski
201 Fuller Road
Fifth Floor
Albany, NY 12203
Phone: 518.795.3800
eypae.com

Mohawk Pharmacy
Pharmacy
Rep: Tracy Patel
471 Fulton Street
Troy, NY 12180
Phone: 518.266.9038

Shop Rite of North Greenbush
Grocery Store
Rep: Shannon DeFreese
104 Van Rensselaer Square
Suite D
Rensselaer, NY 12144
Phone: 518.283.7850
shoprite.com

Start Children's Center, Inc.
Child Advocacy Center
Rep: Renee Roman
131 Sixth Avenue
Troy, NY 12180
Phone: 518.271.6001

**Did You Know?
2018 Golf Committee
Forming Now**

Winter is here, but if you are dreaming of fairways and putting greens, the Chamber's 2018 Golf Classic Committee is for you!

The Chamber's Golf Classic is held annually in August at The Country Club of Troy and is popular among golfers and non-golfers alike. By joining the committee, you'll assist in the planning of this sell-out event, share your ideas and talents, network with other enthusiastic Chamber members and get an insider's experience of the Golf Classic. Committee members also help the Chamber to reach sponsorship goals and to attract new participants. If you're interested in joining the 2018 Golf Classic committee, please contact Events Coordinator Rachael Murray at 518. 687.1238 rmurray@renscochamber.com.

● MEMBER NEWS

Hudson Valley Community College announced Dr. Roger A. Ramsammy was chosen to serve as its seventh president. He has 30 years of higher education experience, including positions at three of the largest multi-campus colleges in the U.S., and has earned numerous awards for leadership, innovative teaching, online instruction and academic program development. Dr. Ramsammy holds a Ph.D. in molecular biology and a master's degree in genetics. He is an American Association of Community Colleges past commissioner for diversity, inclusion and equity. *Visit hvcc.edu.*

MVP Health Care's Medicare Advantage Plans were named Best Medicare Plans for 2018 in New York State and Vermont by *U.S. News & World Report*, earning a rating of 4.5 out of five. MVP insures 61,000 Medicare beneficiaries in the two states and is one of the largest Medicare Advantage providers in New York. *Visit mvphealthcare.com.*

CSArch Architecture | Engineering | Construction Management was ranked 24th in *Architect Magazine's* 2017 Top 50 Firms in Business. The nationwide ranking recognizes leading architecture and engineering firms for their business performance. CSArch doubled the size of its engineering group, brought interior design services in house, expanded with a third office in White Plains and is refreshing its Albany headquarters. *Visit csarchpc.com.*

Whitney M. Young, Jr. Health Center received a donation from The McCarthy Charities toward major facility and equipment upgrades at its Troy Health Center. The grant helped purchase a potentially life-saving high-tech blood pressure device and a dermascope and also funded new, hygienic waiting room furniture. The health center serves 4,000 patients annually. *Visit wmyhealth.org.*



Hunt Realty USA | Rensselaer
getcindsold.com



Joseph's House & Shelter | Troy
josephshousetroy.org



ShopRite of North Greenbush
shoprite.com



Vanderheyden | Troy
vanderheyden.org

Let the Chamber host your ribbon cutting or milestone event and celebrate your success! Contact Staci O'Neill at 518.687.1243 or soneill@renscochamber.com.

CAPCOM Federal Credit Union, KeyBank and Pioneer Bank are collecting monetary donations at branch locations in the City of Cohoes to support the Cohoes Fire Relief effort, following a multi-alarm fire on November 30 that destroyed more than 21 buildings and resulted in millions of dollars in damages. The financial institutions each made a generous donation to the relief fund. The effort will help businesses and residents to rebuild. *Visit ci.cohoes.ny.us.*

Corning Place Communications and the New York State Association of Counties received an award of excellence in public affairs at the 2017 Capital Region MARCOM Awards for the "Rescuing 911" campaign. The campaign resulted in \$14 million in government funding to maintain and upgrade county 911 systems, including the purchase of new equipment. *Visit corningplace.com.*

Whiteman Osterman & Hanna LLP, welcomed Cianna Freeman-Tolbert to the firm's immigration practice group. She will focus on immigration litigation including removal and deportation defense. She has experience in complex immigration defense litigation, including criminal convictions and previous immigration violations as well as immigration enforcement-related issues. *Visit woh.com.*

GreenGut Wellness helped businesses plan to get healthier in 2018 by providing an informative workshop on corporate wellness. "Gear Up Your Business for a Better New Year," held at the Chamber in December, gave business owners tools to bring health and well being to their companies. Owner Theresa "Sam" Houghton gave participants tips on creating simple, straightforward health plans for employees. *Visit greengutwellness.*

events calendar 2018

JANUARY	FEBRUARY	A LOOK AHEAD
<p>Wednesday • 1/10 State of the County Breakfast Meet Rensselaer County Executive Steven F. McLaughlin and discover what's ahead in 2018 for the county. The new executive will report to us about local economic development initiatives, job growth and business opportunities and take audience questions during a Q&A. Register now; this popular event sells out each year. Check-in and breakfast at 7:30 a.m.; remarks and Q&A 8-9 a.m. Cost is \$35 members; \$50 walk-in members. At the Hilton Garden Inn, 235 Hoosick Road in Troy. Sponsored by the Rensselaer County IDA.</p> <p>Tuesday • 1/16 NetworkingPlus After Work <i>NEW TIME:</i> Get connected, develop leads and build business relationships at this fast-paced networking event. Topic-driven themes, ambassador facilitators and three table rotations make for more opportunities. Check-in and appetizers 5:30 p.m.; networking 6-7:15 p.m. Cost is \$35 members; \$50 walk-in members. At Pat's Barn, 110 Defreest Drive in Rensselaer. Sponsored by Community Resource FCU.</p> <p>Wednesday • 1/24 Ask the Experts: Your Business Before, During & After a Cyber Hack Learn the latest cybersecurity tips and actionable advice to defend your small business. We'll discuss the latest threats and solutions for security challenges, beginning with an analysis of cybercrime trends. Presented by Reg Harnish, CEO of GreyCastle Security. Check-in and breakfast at 7:30 a.m.; training 8-9:30 a.m. Cost is \$35 members; \$50 walk-in members. At The Century House, Route 9 in Latham. Sponsored by SEFCU.</p>	<p>Tuesday • 2/6 Member Benefits Breakfast Make the most of Chamber membership and discover all of our valuable benefits. Great networking opportunity! No charge; rsvps are requested. Check-in and breakfast at 7:30 a.m.; benefits overview and networking 8-9 a.m. At the Mohawk Hudson Humane Society, 3 Oakland Avenue in Menands. Sponsored by Thomas K. Judd & Associates.</p> <p>Thursday • 2/8 Meet the Legislators Luncheon Join us for an informative panel discussion of the issues facing our local communities such as ethics in government, budget issues, business regulations and upstate revitalization initiatives. Our participants are New York State Senators Neil D. Breslin and Kathleen A. Marchione and Assemblyman John T. McDonald III. Check-in and lunch at 11:30 a.m.; panel discussion 12-1 p.m. Cost is \$35 members; \$50 walk-in members. At Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by National Grid and Rensselaer Polytechnic Institute.</p> <p>Tuesday • 2/27 Wonder Women Mentoring Breakfast This event will inspire you to harness your powers, build your network and find your own wonder women of support. A series of three 20-minute roundtables focused on timely topics about today's challenges, led by leading wonder women of the region. Check-in and breakfast at 7:30 a.m.; mentoring 8-9:30 a.m. Cost is \$35 members; \$50 walk-in members. At Revolution Hall, 417 River Street in Troy. Sponsorships at various levels are available now.</p>	<p>Coming in March 2018:</p> <ul style="list-style-type: none"> » College Presidents Breakfast » NetworkingPlus Breakfast » The Leadership Institute Graduation Dinner <p>Sponsorship Opportunities Available Now Contact Maureen McGuinness at 518.687.1244 or mmcguinness@renscochamber.com</p> <p>ADDITIONAL INFO</p> <p>Register for events online at: renscochamber.com/events</p> <p>No-shows will be billed; 24-hour notice is required for all cancellations.</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>

PRIZE WINNERS ANNOUNCED

Chamber Gives Away Two \$1,500 Packages



The Chamber announces the winners of two customized marketing packages valued at \$1,500 each! It's our way of saying "thank you" to our great membership. Congratulations to Brunswick Veterinary Hospital

(brunswickveterinaryhospital.com) and Hudson Mohawk Recovery Center, Inc., (hmrecovery.net). The winners will work with Chamber staff to develop packages to meet their marketing goals.

You don't have to be a contest winner to take advantage of our customized packages, designed for your individual goals and budget. 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 Chamber specializes in customized packages that start at \$250 with a reach of 12,000. Call us today and we'll set up a personalized meeting at your location or ours. Contact Maureen McGuinness 518.687.1244 or mmcguinness@renscochamber.com.

NEW TIME FOR BUSY SCHEDULES

NetworkingPlus After Work on January 16



Business is all about timing and now you can take advantage of the Chamber's high-impact NetworkingPlus series at the time that's best for your busy workday. We've added after-work networking to our 2018 calendar to make it easier than ever for our members to attend our popular programs. Miss the traffic and spend your commute time enjoying light appetizers and drinks before diving into our fast-paced NetworkingPlus

format, structured to make the most of your valuable time. Featuring three table rotations, topic-driven questions and ambassador facilitation, NetworkingPlus events help you get connected, develop leads and build business relationships. No matter what your schedule is, there's a NetworkingPlus event for you!

NetworkingPlus After Work is on Tuesday, January 16 at Pat's Barn, 110 Defreest Drive in the Rensselaer Technology Park. Sign up at renscochamber.com/events. Check-in and appetizers at 5:30 p.m.; networking 6-7:15 p.m. Cost is \$35 for members; \$50 for walk-in members. Sponsorships are available.

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. For information and pass purchases, contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.

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.

✓ ENERGY ALLIANCE

The Chamber's Energy Alliance program, administered by EnergyNext, gives members the opportunity to lower energy bills by choosing more competitive rates. There is no cost to sign up or to participate. Through the alliance you'll secure fixed rates from carefully selected top-tier energy suppliers, giving you money-saving options and peace of mind. Visit renscochamber.com or contact the Chamber's Membership Manager Maureen McGuinness at 518.687.1244 or mmcguinness@renscochamber.com.



✓ CONSTANT CONTACT DISCOUNT

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



CHAMBER MEMBER

spotlight

CAPITAL REGION Sponsor A Scholar

Capital Region Sponsor-A-Scholar

inspires and empowers promising, underserved students to succeed in high school, college and life. Sponsor-A-Scholar was founded in 1996 to provide opportunities for local young people to develop skills and experience to meet the growing need for an educated workforce in the region. Since the program's inception, 226 Sponsor-A-Scholar students have completed college, 23 have attained graduate degrees and one student is finishing a Ph.D. Currently, 110 Sponsor-A-Scholar students are enrolled in colleges, the majority in New York State, with 93 high school students in the pipeline.



"Our blend of personalized academic support, long-term mentoring and financial assistance makes a difference in our students' lives," said Marcy Stengel, director of development and communications. "By forming key partnerships with local organizations and businesses we develop programs, identify promising students and recruit mentors."

The program matches eligible 10th graders in Troy, Albany and Schenectady public high schools with college-educated adults. These mentors work individually with students throughout high school and into the scholar's first year of college. On average, about 30 students per year graduate from high school and enter college, supported by mentors and resources. The outcomes are impressive: 98% of scholars graduate from high school, compared to a 65% average graduation rate in the schools served by the program. In addition, 69% of scholars graduate from college, compared to 39.7% for the same demographic nationally. Most of the students are the first in their families to go to college and they go on to become teachers, scientists, engineers, nurses, accountants and community leaders.

Capital Region Sponsor-A-Scholar is seeking sponsorships and mentors to continue to grow its success. Right now there is a need for male mentors to work with Troy High School students. Businesses are also being sought to provide career awareness activities to introduce students to potential career paths.

CAPITAL REGION SPONSOR-A-SCHOLAR
ONE UNITED WAY | ALBANY, NY 12205
PH: 518.935.1045 | CRSAS.ORG

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

News from The Leadership Institute



Welcome to the Chamber's newest feature highlighting The Leadership Institute. Each month, we'll report the latest news

about our award-winning program along with alumni updates and more. Currently in its 13th year, The Leadership Institute uses an innovative, learning from leaders approach to the traditional leadership development model. Taught by accomplished CEOs and professionals, the program integrates skill-building with valuable networking opportunities to propel your career to the next level. More than 300 alumni have graduated from this dynamic program.

I invite you to send me your Leadership alumni news and be sure to update your contact information on our Leadership page at renscochamber.com.

Elizabeth Miller, Class of '10 was recognized as an "Inspiring Woman of the Capital Region" by News10ABC for making a positive impact in local communities. Liz is executive director of **Capital District Women's Employment & Resource Center**, which helps women re-enter the workforce after a life-changing event. Visit cdwerc.org.



Elizabeth Peters, Class of '15 was promoted to relationship manager in the government banking division for M&T Bank, located in the downtown Albany office. She joined M&T Bank 16 years ago. Visit mtb.com.



Frank Ferrucci, Class of '12 was promoted to partner at **Wojeski & Company CPAs, PC**. He is responsible for managing client accounts in its audit practice, ensuring quality standards and developing new business. Frank will assume a lead role in the firm's peer review process. Visit wojeskico.com.



Submit your Leadership Institute alumni news to Communications & Web Strategies Manager Staci O'Neill at soneill@renscochamber.com.

Member Milestones

50+ YEARS

Rensselaer Polytechnic Institute (1964)

40 YEARS

Daley Inn Catering Co. (1977)

15 YEARS

Edward J. Martone, CPA (2002)

Nancy J. Harding, Attorney & Counselor-at-Law (2002)

Vicarious Visions, Inc. (2002)

10 YEARS

The Ivy Spa (2007)

2018 BOARD OF DIRECTORS

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SEFCU

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Rifenburg Construction, Inc.

EDWIN C. ANKER IV, AIA
CSArch Architecture | Engineering | Construction Management

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KeyBank, NA

JERILEE BEAUDOIN
Pioneer Bank

VICTORIA CAROSELLA BAECKER*
CDPHP

NORMAN E. DASCHER JR., FACHE
St. Peter's Health Partners

LISA DESPART
AWCPlus

BETTY DIMARIA
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Gettysburg Flag Works, Inc.

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KATE OTIS
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STEVEN SPANO
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JOHN TANNER III
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DR. DONNA WATSON
Enlarged City School District of Troy

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NEW COUNTY EXECUTIVE

State of the County Breakfast on January 10



It's a new year with a new Rensselaer County Executive and a new format at the Chamber's State of the County Breakfast. Meet the recently-elected county executive and learn about the new administration's plans for economic development and business initiatives in the coming year. After brief remarks, there will be ample time for questions from the audience. Register early as this event sells out each year and 2018 will be no exception!

Register now for the Chamber's annual **State of the County Breakfast** on Wednesday, January 10 at the Hilton Garden Inn, 235 Hoosick Road in Troy. Sign up online at renscochamber.com/events. Check-in and breakfast at 7:30 a.m.; remarks and Q&A 8-9 a.m. \$35 for members; \$50 for walk-in members. Sponsored by the Rensselaer County IDA.

**RENSSELAER
COUNTY**

life looks good from here™

ASK THE EXPERTS SERIES

Cybersecurity for Businesses on January 24

A survey published by Manta shows that 87% of small-business owners don't believe they are at risk of a cybersecurity attack. Further, one in three small businesses do not have the tools in place — firewalls, antivirus software, spam filters or data-encryption tools — to protect themselves. Are you at risk?

Learn the latest cybersecurity tips and actionable advice to defend your small business at the Chamber's upcoming **Ask the Experts: Your Business Before, During & After a Cyber Hack**, a professional development workshop.

"As the pace of cybersecurity breaches reaches epic proportions, small businesses are falling victim to hackers, hackers and nation states," said Reg Harnish, chief executive officer of GreyCastle Security and our event expert. "Intellectual property, data and bank accounts have never been at greater risk. It is not 'if' but 'when' your organization will be victimized. We see organizations learning the hard way every single day."

We'll discuss the latest threats and solutions for security challenges, beginning with an analysis of cybercrime trends. Join us for a fresh and candid look at cybercrime today.

Ask the Experts: Your Business Before, During & After a Cyber Hack is on Wednesday, January 24 at The Century House, Route 9 in Latham. Sign up at 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. Sponsored by SEFCU.



MEET OUR EXPERT



Reg Harnish is an entrepreneur, speaker, security specialist, founder, chief strategist and CEO of GreyCastle Security, a firm

assisting businesses to identify risk and implement practical security solutions. By combining decades of experience, military-grade standards and security fundamentals, Reg works with Fortune 500 companies, public utilities, financial and managed services, supply chains, health care and higher education clients to provide risk management, incident handling, regulatory compliance and physical security. He has been featured in leading journals, magazines, radio and television outlets and serves as vice president of education for the Hudson Valley Chapter of ISACA, a global association of IT governance professionals. Reg brings a thought-provoking perspective to the security industry and strives to promote awareness, security "thinking" and practical application of security fundamentals to show that all businesses can reduce their risk.

PANEL DISCUSSION

Meet the Legislators Luncheon on February 8

State representatives will participate in an informative panel discussion at the Chamber's upcoming **Meet the Legislators Luncheon**. Join us as we meet our region's New York State Senate and Assembly members and discuss topics such as ethics in government, budget issues, business regulations, upstate revitalization initiatives and more. Our participants are (l-r) New York State Senators Neil D. Breslin and Kathleen A. Marchione and Assemblyman John T. McDonald III. Bring your questions and join the conversation.



Meet the Legislators Luncheon is on Thursday, February 8 at Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sign up online at renscochamber.com/events. Check-in and lunch at 11:30 a.m.; panel discussion 12-1 p.m. \$35 for members; \$50 for walk-in members. Sponsored by National Grid and Rensselaer Polytechnic Institute.

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Loveridge
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Training

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Offered On-site at Your Business
or Off-site

Choice of Training Formats:

- Classroom
- Online
- Blended
- Online Independent Study

General Electric

Gurley Precision
Instruments

Integrated
Medical
Technologies

Mosaic Assoc.
Architects

NYS Assembly

NYS Parks

Polsinello Fuels

RENARC

Saratoga
Springs DPW

Spring Line Design

Troy DPU

Watervliet Arsenal



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**WORKFORCE
DEVELOPMENT
INSTITUTE**

ALCHAR PRINTING *is turning*

Can you guess who else is?

50 2018

JANUARY

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

1 New Year's Day 15 Martin Luther King, Jr. (Observed)

February

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			

14 Valentine's Day/Ash Wednesday 19 Presidents' Day 2 Groundhog Day

March

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

11 Daylight Savings Begins 17 St. Patrick's Day 20 Spring Begins 25 Palm Sunday 30 Passover/Good Friday

april

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

1 Easter 22 Earth Day

May

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

13 Mother's Day 19 Armed Forces Day 28 Memorial Day

June

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

14 Flag Day 17 Father's Day 21 Summer Begins

July

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

4 Independence Day

AUGUST

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

SEPTEMBER

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

3 Labor Day 9 Rosh Hashanah/Grandparents Day 11 Patriot Day 18 Yom Kippur 23 Autumn Begins

October

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

8 Columbus Day (Observed) 31 Halloween

NOVEMBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

6 Election Day 11 Veterans Day 22 Thanksgiving Day 4 Daylight Savings Ends

december

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

2 Hanukkah 7 Pearl Harbor Day 21 Winter Begins 25 Christmas Day 26 Kwanzaa 31 New Year's

ALCHAR PRINTING *is turning*

Happy Birthday

In 1968 our printing business was started locally in West Sand Lake, Rensselaer County, New York by Al(an Dustin) and CHAR(lotte Foster). Since then our family business has provided quality printing and superior service, while paying close attention to the details, budget and deadlines of our customers. We offer Multicolor Offset Printing, Graphic Design and Prepress, State-of-the-Art Bindery and Finishing, Print Inventory Control, Fulfillment and Mailing Services, and are a New York State Certified Woman-Owned Business and Union Printer.

Call **Alchar Printing** for All of Your Printing, Union Printing and Graphic Design Needs!



JANUARY

This franchise has been renting in locations all over the US and Canada, and touts *Unparalleled Service, A Unique Fleet and Competitive Rates* for 50 years.

RENT-A-WRECK

February

With 54 stores: 24 corporate and 30 franchised, this restaurant that was founded in Falls Church, Virginia. It "Rides Again!" with burgers, roast beef sandwiches, fried chicken and french fries.

Roy Rogers

March

This brand of scale die-cast toy car was introduced by Mattel in 1968. It was the primary competitor of Matchbox until 1997, when Mattel bought Tyco Toys, then-owner of Matchbox.

Hot Wheels

april

This technology company and multinational corporation is the World's second largest and highest valued semiconductor chip maker.

Intel

May

Currently headquartered in Vonore, Tennessee this company offers luxury with high-performance inboard wakesurfing, wakeboarding and waterskiing boats for the water-sport industry.

MasterCraft

June

Having made its debut in 1968 this sweet pudding had a horse for a mascot and is still produced today by ConAgra Foods.

Snack Pack

July

Reusable and resealable, this brand was developed and test marketed in 1968 by the Dow Chemical Company, and is now produced by S.C. Johnson & Son.

Ziploc

AUGUST

Originally established by a "Professional Association," this organization was created as a separate spin off for "Tour Professionals," as opposed to "Club Professionals" in December of 1968.

PGA TOUR

SEPTEMBER

Debuting in 1968 this American Newsmagazine television program is still reporting today on the CBS Network.

60 MINUTES

October

This company founded in 1968 in Sunnyvale, California changed the word "Ropes" in its name to "Products" in 1977 to reflect the vast boating and fishing supplies sold in their retail stores.

West Marine

NOVEMBER

Founded in 1968 with operations currently in Toronto, New York City and Los Angeles this company designs and manufactures the equipment and the experience produced by its entertainment products.

IMAX

december

With a collection designed for an understated and youthful consumer, this company began as a retail shop in the York Hotel in New York City.

Calvin Klein

50 YEARS AGO

NBA Champions: Boston Celtics
 Kentucky Derby Winner: Forward Pass
 Stanley Cup Champions: Montreal Canadiens
 Superbowl II Champions: Greenbay Packers
 World Series Champions: Detroit Tigers
 US Open Golf: Lee Trevino
 US Tennis (Men/Women): Arthur Ashe / Virginia Wade
 Olympics: Mexico City, Mexico
 Wimbledon (Men / Women): Rod Laver / Billie Jean King

- US President: Lyndon B. Johnson (D Texas)
- Martin Luther King, Jr. was assassinated.
- Civil Rights Act of 1968 was passed.
- NASA launches Apollo 6 and later Apollo 7.
- US Nuclear submarine Scorpion sinks with 99 men aboard.
- Presidential Candidate Robert F. Kennedy was assassinated.
- Richard Nixon is elected the next President.
- Yale University announces it will admit women.

All information not pertaining to Alchar Printing has been acquired from Wikipedia and is offered for entertainment value only.

1968

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Alchar Printing is a NYS Certified Woman-Owned Business Enterprise

