

# insight

## SOLID FOUNDATION

### Chamber's Strategic Plan is a Roadmap

The past month has been a time of transition here at the Chamber following Mike O'Sullivan's decision to resign from his position as president for personal reasons. However, your board of directors is confident that the Chamber is set on a course of continued success for our members and our region. Change is the one constant in business; it's inevitable. However, with a sound strategic plan in place — one that we rely on to keep our organization moving forward — we have a solid foundation that will ensure our members continue to receive the highest quality services and programs.

During this transition, the Chamber will continue doing what we do best: *servicing you*. Here's a look at just some of what's happening right now:

» The Leadership Institute Class of 2017 has launched its year-long program of learning from experts. By graduation next spring, this diverse class of business and non-profit professionals will be ready to take on new leadership roles at work and within our communities.

» We're celebrating five more success stories with our popular "Good News" Rensselaer County event (see article on page 4). See you there!



*"Chamber members continue to expect — and receive — the highest level of customer service and business resources in the industry."*

#### A Message from Mike DiAcetis, 2016 Chamber Board Chair

Kate Ollier, the chamber's director of member engagement and business development, has been named interim president of the chamber and will serve in that role until a permanent president is named. Anyone at all familiar with the Chamber knows Kate. She embodies all the qualities of an exemplary chamber executive. Her expertise, knowledge of Rensselaer County, and leadership abilities, combined with her knowledge of and natural enthusiasm for our members, have made her indispensable since she first came to the Chamber seven years ago. I'm sure you'll agree that our organization is in very good hands.

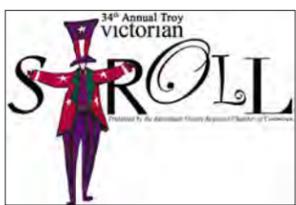
» The Chamber's website at [rensochamber.com](http://rensochamber.com) is growing so fast that it's time for a redesign. We're in the midst of an RFP process right now, as the first step to a total update of the website. Stay tuned!

» In a few weeks we'll host the 34th annual Troy Victorian Stroll, bringing more than 25,000 visitors to experience our dynamic community. It's a highlight of the holiday season here in the region so mark your calendars for December 4.

On behalf of our exemplary staff and my colleagues on the board of directors, thank you for your ongoing support of the Chamber and its mission.

## LATEST UPDATES @ VICTORIANSTROLL.COM

### Troy Victorian Stroll Set for Sunday, Dec. 4



Discover holiday magic and old world charm at the 34th Annual Troy Victorian Stroll on Sunday, December 4 from 11 a.m. to 5 p.m.

This exciting event transforms the streets of downtown Troy with seasonal splendor, attracting more than 25,000 visitors from all over the Northeast. Every year Stroll visitors enjoy a day of holiday fun, food, shopping and activities for all ages. The Stroll offers more than 100 activities including live bands, dancing, crafts, theatre and costumed performers, set against a backdrop of unique shops, storefronts and restaurants. An outdoor food court with a variety of hot food and snacks will complement the many Troy eateries and fine restaurants participating in the event. For events and activities, visit [victorianstroll.com](http://victorianstroll.com).

For more than three decades, the Stroll has been presented by the Chamber and the City of Troy,

funded entirely through the generosity of individual and corporate donors. Make your donation by calling the Chamber at 518.274.7020. This year's sponsors (at press time) are:

**PlatinumPlus** - Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.; and MVP Health Care.

**Platinum** - ACE Hardware of Troy; Dunkin' Donuts; E. Stewart Jones Hacker Murphy, LLC; KeyBank; Pioneer Bank; Rensselaer Polytechnic Institute; The Sage Colleges; Saratoga Eagle Sales & Service; City of Troy; Troy Business Improvement District (BID); and Troy Local Development Corporation (LDC).

**Silver:** Express Scripts, Judge Development Corporation, National Grid and The Rifenburg Companies.

**Media sponsors:** B95.5 FM; *Capital Region Living Magazine*; *The Record*; *Times Union*; WNYT-NewsChannel 13.



### Vote for Your Favorite Stroll Holiday Window!

The annual Stroll Window Decorating Contest, a fan favorite, is back! The Chamber and the Downtown Troy Business Improvement District invite you to participate in this popular and creative competition. This year's window decorating theme, "**Celebrating Troy's Bicentennial**," is sure to inspire amazing

holiday windows throughout downtown. Voting for People's Choice will take place by "liking" the pictures on the Chamber's Facebook page from November 30 through December 2. For more information about the holiday window contest, visit [victorianstroll.com](http://victorianstroll.com) and get voting!

## ASK THE EXPERT: Small Business & the Chamber

Andrew Kinerson is the general manager of Gettysburg Flag Works. He is responsible for day-to-day operations, including overseeing all aspects of manufacturing, human resources and marketing. He focuses on team building, product development and customer service to sustain the company's lead ranking in the industry.



### Q: How does Chamber membership help your business succeed?

A: The Chamber opens the door to great business relationships and a wealth of knowledge from other members. On several occasions, we have reached out to professional contacts we made through the Chamber for business advice. We have also been able to connect with the community. We're fortunate enough to be able to give back to the community through events. With access to business networking and mentor sessions, like the CEO roundtables, the value of our Chamber membership is priceless.

### Q: What Chamber programs have helped?

A: As a member of the Chamber's board of directors and a graduate of The Leadership Institute's Class of 2014, my experiences have been very rewarding, both professionally and personally. Through these programs, I have been able to attain professional development that would typically take years of experience to develop. Our staff and I regularly attend networking events and professional workshops that help our business to grow and innovate.

### Q: Name your company's top assets.

A: Gettysburg Flag Works has a secret recipe for success...we hire great people. It sounds simple, but it's actually one of the most challenging things we do as an organization. Our staff is the lifeblood of our success. We recognize and support individuality and have a big focus on entrepreneurship. **Another key to success is innovation.** We approach barriers to success as a team and we have come up with some pretty creative solutions. A major component of our culture is the desire to keep learning and developing. The Chamber has played a big role in our professional development.

*"Ask the Experts" 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.*

SINCE 1900  
"Serving New York's Tech Valley"

"insight" is published monthly. Submissions are considered for publication based upon content and space availability.

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● NEW MEMBERS

**Brunswick Brittonkill Central School District**  
Schools  
Rep: Dr. Angelina Maloney  
3992 NY 2  
Troy, NY 12180  
Phone: 518.279.4600  
[brittonkill.k12.ny.us](http://brittonkill.k12.ny.us)

**Glennpeter Jewelers**  
Jewelers  
Rep: Jeff Weiss  
1544 Central Avenue  
Albany, NY 12205  
Phone: 518.689.3670

**Performance Plus Consulting**  
Management Consultants  
Rep: Lynette Seawall  
P.O. Box 5812  
Albany, NY 12205  
Phone: 845.417.8165  
[performanceplusconsulting.com](http://performanceplusconsulting.com)

**Randal Hagen**  
Financial Planning Consultants  
Rep: Randal Hagen  
227 Washington Street  
Saratoga Springs, NY 12866  
Phone: 315.558.1209

**RPR Studios, LLC**  
Video Production Services  
Rep: H. Russell Wilks  
P.O. Box 1035  
Clifton Park, NY 12065  
Phone: 518.253.2012  
[rprstudios.media](http://rprstudios.media)

**The Cairn Concept**  
Consultants  
Rep: Kara Davidson  
111 Valentine Road  
Ballston Lake, NY 12019  
Phone: 914.473.4944  
[thecairnconcept.com](http://thecairnconcept.com)

**Did You Know?**



Here at the Chamber, everything we do is about YOU and the success of your

business or organization. This mission takes on many forms, including the following:

**Free Conference Rooms:** Present a professional image by taking advantage of two free conference rooms at our office. Choose our executive space for your next board meeting, brainstorming session or staff training. The first-floor room seats 35 and includes a kitchenette. Need a smaller venue? Our upstairs conference room seats 10. Both rooms are readily equipped with free wi-fi. Reservations are required by calling us at 518.274.7020.

**Membership Directory:** Do you have a holiday event to plan? Start with our online membership directory for B2B solutions that build relationships in the regional community.

**Referrals & Introductions:** It happens nearly every day - the Chamber connects people with introductions, leads and referrals from the local community and from out-of-town sources. As a member, your business or non-profit organization receives automatic referrals, resulting in potential business. Need a personal introduction? All you have to do is ask!

● MEMBER NEWS



**Heslin Rothenberg Farley & Mesiti P.C.** announced Partner David P. Miranda was honored by the Capital District Black and Hispanic Bar Association for promoting diversity throughout the legal profession during his year as president of the New York State Bar Association. Visit [hrfmlaw.com](http://hrfmlaw.com).

**The Sage Colleges** was named 39th among *U.S. News and World Report's* "Best Value Schools." The rankings were based on the institution's academic quality and the 2015-2016 net cost of attendance for a student who received the average level of need-based financial aid. Visit [sage.edu](http://sage.edu).

**Mohawk Hudson Humane Society** broke ground on a \$7.2 million animal care center. The 32,000-square-foot facility will increase space 67%, with 27,000 square feet devoted directly to animal care and protection efforts. Projected completion is the summer of 2017. A capital campaign is underway with half the needed amount already pledged. Visit [mohawkhumane.org](http://mohawkhumane.org).

**YWCA of the Greater Capital Region, Inc.**, honored Sabrina Mosseau BS, RN, OCN, clinical sales specialist with Genentech Corporation, as its 2016 Resourceful Woman of the Year. The award recognizes women whose professional, community and volunteer pursuits help to advance the empowerment of women and girls. Visit [ywca-gcr.org](http://ywca-gcr.org).



**University at Albany** unveiled its new Health Sciences Campus (photo, above), a redesignation of the university's East Campus in Rensselaer. The newly-named campus is home to several major academic, research and economic initiatives, including the UAlbany Innovation Center, new academic programs with Albany College of Pharmacy and Health Sciences and enhanced START-UP NY opportunities. Visit [albany.edu/healthsciences](http://albany.edu/healthsciences).



**HIIT It with Britt** celebrated a ribbon-cutting and grand opening celebration at its 6 Vatrano Road, Albany location (photo above). The High Intensity Interval Training (HIIT) fitness program delivers a full-body workout in a group class environment for all fitness levels. Visit [hiititwithbritt.com](http://hiititwithbritt.com).

**Rensselaer Polytechnic Institute** alumnus, entrepreneur, inventor, and technology executive Robert L. Godgart was named 2016 William F. Glaser Rensselaer Entrepreneur of the Year. The award brings the world of entrepreneurship and innovation into Rensselaer classrooms by recognizing successful entrepreneurs and role models who share their wisdom and experiences with students. Visit [rpi.edu](http://rpi.edu).

**LinguaLinx, Inc.** acquired Language Translation, Inc. The acquisition allows LinguaLinx to tap into new sources of revenue and continue its growth in the language translation industry. The acquisition is expected to diversify LinguaLinx's geographic presence and time zone coverage to meet clients' needs more efficiently. Visit [lingualinx.com](http://lingualinx.com).

**Eddy Memorial Senior Living Campus** commemorated 30 years of offering three unique levels of senior care on one campus. Current and former officials of The Eddy not-for-profit network of senior services gathered for the celebration (photo below). Visit [sphp.com](http://sphp.com).



## events calendar 2016

NOVEMBER	DECEMBER	ADDITIONAL INFO
<p><b>Wednesday • 11/9</b> <b>"Good News" Rensselaer County Breakfast</b> The Chamber's "Good News" awards recognize businesses, nonprofits and community organizations that make a significant impact on the area's economy and quality of life. Join us as we celebrate this year's five recipients: <b>Brown's Brewing Company, LLC - The Walloomsac Brewery; Capital Roots; The Troy Savings Bank Music Hall; The Center for Internet Security; and Woodland Hill Montessori School.</b> The event is held in conjunction with Rensselaer County. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by Duncan &amp; Cahill, Inc. and MVP Health Care. Coffee bar sponsored by CEO (Commission on Economic Opportunity).</p> <p><b>Thursday • 11/17</b> <b>Non-Profit Event:</b> <b>Connecting Good Causes with Good People</b> Did you ever want to volunteer for a cause and wonder how to get started? Come to the Chamber's volunteering match program to find your passion! Back by popular demand, this event gathers 30 non-profit organizations in an informal, expo-booth setting. Start with meet-and-greet networking and cocktails while you relax and visit the booths of your choice and speak one-on-one with knowledgeable and friendly representatives. Follow it up with a fireside chat, including tips for using your talents to make a difference. Registration and networking at 5:30 p.m.; program 6:30-7:15 p.m. Cost is \$15 members, \$30 future members. Expo booths are \$15. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by Bouchey Financial Group, Ltd. / Bouchey &amp; Clarke Benefits, Inc.; and SEFCU.</p>	<p><b>Sunday • 12/4</b> <b>34th 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, and more. 11 a.m. to 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 the City of Troy and funded entirely through the generosity of individual and corporate donors, including our PlatinumPlus sponsors, Bouchey Financial Group, Ltd.   Bouchey &amp; Clarke Benefits, Inc.; and MVP Health Care. Platinum sponsors are ACE Hardware of Troy; Dunkin' Donuts; E. Stewart Jones Hacker Murphy, LLC; KeyBank; Pioneer Bank; Rensselaer Polytechnic Institute; The Sage Colleges; Saratoga Eagle Sales &amp; Service; City of Troy; Troy Business Improvement District (BID); and Troy Local Development Corporation (LDC). Silver sponsors are Express Scripts, Judge Development Corporation, National Grid and Rifenburg Construction Company. Media sponsors: B95.5 FM; <i>Capital Region Living Magazine</i>; <i>The Record</i>; <i>Times Union</i>; WNYT-NewsChannel 13.</p> <p><b>Thursday • 12/15</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 free Spotlight article. Registration 11:30 a.m.; program 12-1:15 p.m. At The Century House, Route 9 in Latham. Sponsored by Bouchey Financial Group, Ltd. / Bouchey &amp; Clarke Benefits, Inc.; Groff Networks, LLC; and Saratoga Bank &amp; Trust Company. Coffee bar is sponsored by Northeast Shuttle Services, Inc..</p>	<p><b>TIMES:</b> <i>All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).</i></p> <p><i>All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).</i></p> <p><b>COSTS:</b> <i>All programs are \$35 (unless otherwise noted) for members who have pre-registered. The cost for walk-in members is \$50. The cost for future members is \$70 (unless otherwise noted).</i></p> <p><b>No-shows will be billed; 24-hour notice is required for all cancellations.</b></p> <p><b>Register online at:</b> <a href="http://renscochamber.com/events">renscochamber.com/events</a></p> <p><b>Questions?</b> Contact Gabrielle Polce Events Coordinator 518.687.1238 <a href="mailto:gpolce@renscochamber.com">gpolce@renscochamber.com</a></p> <p><i>If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.</i></p>

GREAT GIFT IDEA

## NetworkingPlus Passes for 2017

The Chamber's money-saving NetworkingPlus Series pass is available now. For just \$175 you can lock in all six of the Chamber's popular NetworkingPlus programs in 2017 — that's six events for the price of five. These passes make great holiday gifts for business professionals and they are transferable among co-workers for even greater value. Give the gift that keeps on giving all year long. Contact Events Coordinator Gabrielle Polce at [gpolce@renscochamber.com](mailto:gpolce@renscochamber.com) for information and pass purchasing.



## Check Out These Chamber Benefits

Here's a quick reminder of just some of the benefits we offer to you and all of your employees. For a full listing of member benefits visit [renscochamber.com](http://renscochamber.com).

### ✓ ONLINE COMMUNITY CALENDAR

Post all of your holiday fundraisers, celebrations, events and news on the Chamber's free Community Calendar. Just go to [renscochamber.com](http://renscochamber.com) and click on the Events tab. Our website attracts members and non-members alike, and the Community Calendar is one of our most accessed features.



### ✓ MEMBER NEWS

Is your business getting the attention it deserves? With our online Member News feature you can reach the regional business community with news about recent hires, awarded contracts, new clients, industry recognition, company milestones and more. Is your business "adopting" a family for the holiday season? Are you sponsoring a food drive for the needy? Tell us about it! Visit [renscochamber.com](http://renscochamber.com) and click on the "News" tab. Need help with posting calendar or news items? Contact our Communications & Web Strategies Manager Staci O'Neill at 518.687.1243 or [soNeill@renscochamber.com](mailto:soNeill@renscochamber.com).

### ✓ LONG-TERM CARE INSURANCE

The Chamber's Long Term Care Insurance is administered by Thomas K. Judd & Associates, a registered representative of NY Life/NY Life Securities, Inc. This benefit can save you on the costs of long-term care insurance and gives Chamber members and their families the security they need in the event of a chronic illness or long-term health issue. To apply or for additional information, contact  **THOMAS K. JUDD & ASSOCIATES** Thomas Judd at 518.220.4247.

## AN EVENING OF EXCELLENCE

### 2016 Van Rensselaer Awards Dinner

The 2016 Van Rensselaer Awards Dinner, held on September 15 at the Hilton Garden Inn, Troy, recognized excellence in our business community with the presentation of our prestigious annual awards. This year's recipients are SEFCU, The Van Rensselaer Corporate Award; The Kaleel Jamison Consulting Group, Inc., The Van Rensselaer Small Business Award; and E. Stewart Jones Jr., The Edward H. Pattison Citizenship Award. Congratulations to our recipients!



Photo left (l-r): Brian O'Grady, senior vice president of sales, CDPHP, and Kathy Lanni, chief community officer, SEFCU. Photo center (l-r): Anders Tomson, president, Capital Bank & Trust Co., and members of The Kaleel Jamison Consulting Group, Inc. Photo right (l-r): E. Stewart Jones Jr., Esq., partner, E. Stewart Jones Hacker Murphy, LLC, and Mary Martinez, director of Human Resources, The Phoenix Companies. (Photos by Denis J. Nally Photography)



Major underwriters of the 2016 Van Rensselaer Awards Dinner were Capital Bank, CDPHP and The Phoenix Companies.

CHAMBER MEMBER

# spotlights



**Best Western Plus Franklin Square Inn** is well on its way to completing a \$3.5 million expansion and facility renovation that will increase the hotel's

capacity to meet growing demand for its exceptional accommodations. The project, a partnership among Franklin Hospitality Group, BBL Construction Services, LLC and Pioneer Bank, with assistance provided by the Rensselaer County IDA, will add 28 new rooms by February 2017, bringing the total to 90. Full renovations on every other facet of the hotel, including all guest rooms, public gathering spaces, the lobby, the facility's exterior and landscaping, will take 1-2 years to complete. The hotel will remain open throughout the project.

The three-story addition, on the south side of the hotel, represents 5,000 square feet on each floor and will add two luxury bridal suites, bringing the hotel's total to six. The suites include a large floor plan with dining rooms, kitchenettes, spacious bathrooms, soaking tubs, extra long vanities with makeup lighting for bridal parties, see-through fireplaces, balconies and luxury finishes, according to Michael Fusco, who co-owns the hotel with Michael Cocca. Renovations will include an outdoor garden area designed for special-occasion photography.

With an increase of special events hosted at the hotel's sister venue, the Franklin Plaza Ballroom, located across from the hotel on Fourth Street, the expansion and renovation is a much-needed project, added Fusco. "We need an increased capacity to serve people visiting the area," he said. "In addition to Franklin Plaza, we draw clients from events at Revolution Hall, Peck's Arcade and from further afield, like the Old Daley on Crooked Lake. Our organization has cultivated a reputation of excellence over the past four decades by continuously improving the client's experience. This project will do just that."

**BEST WESTERN PLUS FRANKLIN SQUARE INN**  
ONE FOURTH STREET | TROY, NY 12180  
PH: 518.274.8800 | [FRANKLINSQUAREINN.COM](http://FRANKLINSQUAREINN.COM)



### Winter Walk 2016

Kick-Off Reception  
Thursday, Dec. 1 @ 6-9 p.m.  
**Franklin Terrace Ballroom**

Winter Walk for the Homeless  
Saturday, Dec. 3 @ 2-4 p.m.  
**Little Italy Marketplace**

Holiday Wreath Sale at the Troy Victorian Stroll  
Sunday, Dec. 4

**Joseph's House & Shelter's** vision statement calls for creating "a community where everyone has safe and affordable housing." The non-profit agency provides shelter and support to nearly 1,000 homeless or formerly homeless men, women and children each year, helping to reduce chronic street homelessness by 75% and to end veterans' homelessness in Troy. According to the agency, nearly three quarters of the people sheltered by Joseph's House since its founding in 1982 have not experienced another episode of homelessness since. Despite these efforts, demand continues to exceed available accommodations. "It's an economic problem: the gap between income and the costs of local housing," said Executive Director Kevin O'Connor. "We need to get ahead of the issue by increasing the inventory of affordable housing. One way is to work with large-scale housing developers to set aside units for affordable, inclusionary housing, using tax incentives. This would increase inventory and maintain community diversity."

The agency's largest annual fundraiser is the Winter Walk for the Homeless (see above, left) including a traditional "Posada" with costumed actors and live animals commemorating Mary and Joseph's journey to find a "welcoming room at the inn." With refreshments and live samba music, the community event typically raises \$20,000 in walk pledges, sponsorships and donations.

Also upcoming is the CODE BLUE season — harsh winter days when the temperature falls below 32 degrees and Joseph's House provides emergency shelter for everyone who comes to its doors. Last year, the agency housed more than 144 adults during 70 CODE BLUE days, thanks to volunteers, food donations from restaurants and emergency space provided by local churches.

**JOSEPH'S HOUSE & SHELTER**  
74 FERRY ST. | TROY, NY 12180 | PH: 518.272.2544  
[INFO@JOSEPHSHOUSE.ORG](mailto:INFO@JOSEPHSHOUSE.ORG) | [JOSEPHSHOUSTROY.ORG](http://JOSEPHSHOUSTROY.ORG)

Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase a Spotlight, contact Staci O'Neill at [soNeill@renscochamber.com](mailto:soNeill@renscochamber.com). Members must be in good standing and not have been featured within the past 24 months.

## Check Out Cost-Effective Workforce Development Savings

Are you looking for affordable, effective employee training and recruitment? Capital Region Workforce New York provides resources to assist businesses in Rensselaer, Albany and Schenectady counties. New Employee Training Funds reimburse eligible businesses up to 50% of new employee wages for as long as 10 weeks of on-the-job training. For more information, contact Senior Employment & Training Coordinator Brian J. Williams at the Rensselaer County One Stop Career Center at 518. 270.2860 or [brian@capreg.org](mailto:brian@capreg.org).

### 2016 BOARD OF DIRECTORS

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\* Executive Committee members.



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"Serving New York's Tech Valley"

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### HOMETOWN SUCCESS

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

The Chamber is proud to celebrate the recipients of the 2016 "Good News" Rensselaer County Awards, in partnership with Rensselaer County. The awards recognize businesses, nonprofits and community organizations that make a significant impact on the area's economy and quality of life. Congratulations to the recipients:

- » **Brown's Brewing Company, LLC - The Walloomsac Brewery**
- » **Capital Roots**
- » **The Troy Savings Bank Music Hall**
- » **The Center for Internet Security**
- » **Woodland Hill Montessori School**



The "Good News" award winners represent a cross section of Rensselaer County's business community. They are not only significant achievers in their industries, but they are also committed, community-oriented stakeholders in our regional economy. Join us in this celebration!

good news!

RENSSELAER COUNTY

Register now for "Good News" Rensselaer County on Wednesday, November 9 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up online at [renscochamber.com/events](http://renscochamber.com/events). Registration and breakfast at 7:30 a.m.; program 8-9 a.m. \$35 members; \$50 member walk-ins; \$70 future members. Sponsored by Duncan & Cahill, Inc. and MVP Health Care. Coffee bar sponsored by CEO (Commission on Economic Opportunity).

### OPEN ENROLLMENT

## Health Insurance Open Houses at Chamber

The month of November is an open enrollment period for health insurance through the Chamber, available to all members in good standing and their employees. Bouchey & Clarke Benefits, Inc., the Chamber's benefits administrator, and regional insurance carriers are ready to present 2017 rates and plan designs. Now is the time for you and your employees to get information about money-saving options exclusive to our membership. **Plan to drop by during our enrollment Open House Sessions, Thursday November 3, 8:30 a.m.-1 p.m. and Tuesday, November 15, 12-4:30 p.m. in the Chamber's first-floor conference room.** Representatives of Bouchey & Clarke and insurance carriers will be on hand to discuss plan options with you and your employees and answer questions. Contact Bouchey & Clarke at 518.720.8888.

#### OPEN ENROLLMENT AT A GLANCE

- New benefits/rates take effect January 1, 2017.
- Enrollment deadline is December 1, 2016.
- 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.
- Guardian dental rates are not increasing for January 2017.
- All COBRA subscribers have the same opportunities to make changes.
- Monthly ACH billing/processing is available.
- Remember your 2016 CDPHP Lifepoints / MVP Wellness credits.

### MAKING VOLUNTEER MATCHES

## Connect with Nonprofits on November 17



Today's professionals want more than success in business - they want to make a difference in their communities. Back by popular demand, the Chamber introduces you to diverse, local nonprofits at

"Connecting Good Causes with Good People," a casual after-hours event featuring CEOs and development directors from 30 community organizations in an expo booth setting. Learn about the great non-profits and community organizations in our region and how you can get involved. Featuring a structured, meet-and-greet networking program

followed by "30 Nonprofits in 30 Minutes" and a fireside chat with volunteer experts who will share how to get the most from your volunteer experiences. Find your passion and take an active role in real change for the better with this no-pressure event designed to open up connections, communication and opportunities.

Register now for **Connecting Good Causes with Good People** on Thursday, November 17 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up online at [renscochamber.com/events](http://renscochamber.com/events). Registration and networking at 5:30 p.m.; program 6:30-7:15 p.m. \$15 members; \$30 future members.

Sponsored by Bouchey Financial Group, Ltd. / Bouchey & Clarke Benefits, Inc.; and SEFCU.



# MOVE YOUR BUSINESS TO DOWNTOWN TROY!

## Commercial Space For Rent Troy, NY

### 33 SECOND STREET - 33 2nd Street, 1st Floor

Beautiful historic mixed use building located directly across from the Troy Music Hall.

#### Space #1

677 SF

\$13/SF



#### Space #2

2,567 SF

\$13/SF

### THE RIVER TRIANGLE - 270 River Street, 2nd Floor

Mixed use building with views of the Hudson River and Monument Square.

#### Suite 203

620 SF

\$11/SF



#### Suite 205

1,145 SF

\$11/SF

### THE HENDRICK HUDSON - 200 Broadway, 7th Floor

Antique building with a birdseye view of the Historic District.

#### 7th Floor

9,919 SF

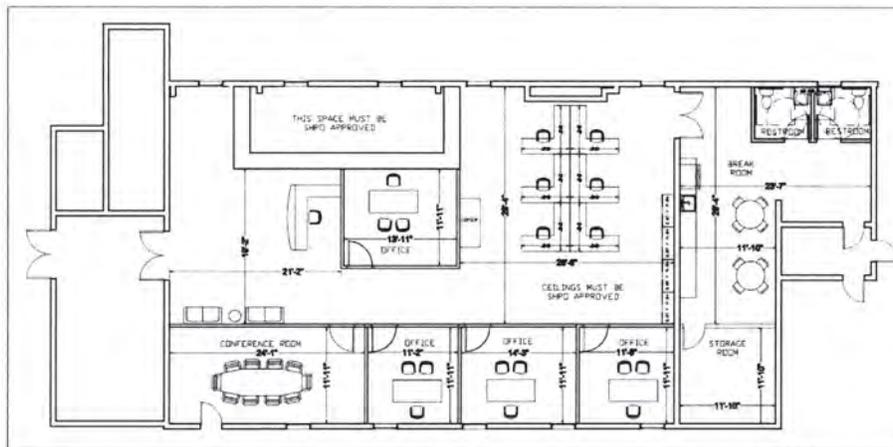
\$13/SF



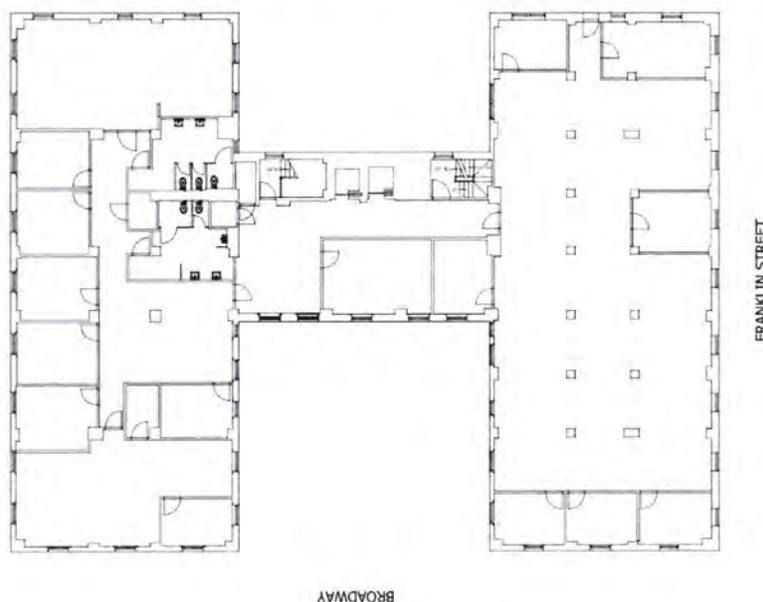
# MOVE YOUR BUSINESS TO DOWNTOWN TROY!

## Commercial Space For Rent Troy, NY

*Possible floor plan at 33 Second Street, Space #2*



*Current floor plan at The Hendrick Hudson Building, Floor 7*



For more information please contact West Side Management at (518) 514-8360 or [kelsey@wsmgmtsaratoga.com](mailto:kelsey@wsmgmtsaratoga.com). Visit [www.WSMGMTSaratoga.com](http://www.WSMGMTSaratoga.com) for information on commercial & residential properties in downtown Troy & throughout the Capital Region.

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