Collaboration is Key to Workforce Readiness

Experts agree that workforce readiness — preparing enough people to meet the region’s growing workplace needs — requires collaboration among educators and businesses. How do we develop innovative delivery methods necessary for economic prosperity? Find out at the Chamber’s upcoming program, “The Future of Workforce Readiness: Education & Business Partnerships.” This special event highlights the dynamic relationships among grades 6-12 and regional businesses. Led by our moderator, Amy Johnson, founder and president of Capstone, Inc. (photo below), we’ll explore the vital need for these partnerships and how businesses and students benefit from collaborations. Learn how your business can participate in initiatives to engage, educate and prepare students for jobs now and in the future.

Discover the flexible programs and continuum of education options already underway and how they are proving effective in assisting young people to enter the labor force as employees, entrepreneurs and business owners. Make your plans to join us for this exciting program!

Register now for The Future of Workforce Readiness on Friday, October 23 at the Troy Middle School/High School campus. Registration and breakfast at 7:30 a.m.; panel 8-9 a.m.; breakout sessions 9-10 a.m. $35 members; $50 walk-in members; $70 future members. Sponsored by CAP COM Federal Credit Union and CSArch Architecture | Engineers, in partnership with the Center for Economic Growth, Inc; Questar III; and Tech Valley High School.

EMPOWERMENT SERIES

Panel of Leaders Will Inspire, Influence & Lead

The Chamber’s popular Tech Valley Series for Empowerment continues its success with “Inspire, Influence & Lead,” featuring a diverse panel of regional professionals ready to deliver more of the insights you’ve requested. We’re presenting brand new opportunities to interact in lively and candid conversations about leadership challenges and out-of-the-box strategies for success. Our guests will talk about their personal stories, including obstacles, management styles and lessons learned. You’ll share in the inspiring and individual journeys of these business and non-profit professionals as they discuss their backgrounds and unique strategies that have led to personal and career success. Their stories will draw you in to discover your own path to success, with take-away solutions for professional advancement. Ready for more of the conversation? Register online today to participate in this career-changing Chamber event.

Register now for our Inspire, Influence & Lead breakfast on Wednesday, October 7 at The Century House, Route 9 in Latham. Registration and breakfast at 7:30 a.m.; program 8-9 a.m. $35 members; $50 walk-in members; $70 future members. Sign up today! Major underwriters are Bouche Construction Company; Bouche & Clarke Benefits, Inc.; SEFCU; and Turner Construction Company.

MEET OUR PRESENTERS

Julie Brennan is vice president of development and marketing at Berkshire Farm Center & Services for Youth, a leading nonprofit child welfare agency.

Reg Harnish is a speaker, author and CEO for GreyCastle Security, a leading cybersecurity consulting firm. He shares his expertise with Excelsior College and ITT Technical Institute.

Robert Horan is superintendent of the Schodack Central School District and a proponent of unique student-business collaborations, including an on-site incubator for entrepreneurs.

Steve Janack is principal at The Janack Group. He is a former vice president for Marketing and Communications at the College of Nanoscale Science and Engineering.

Bruce Potter is superintendent of the Berkshire Union Free School District which serves at-risk males, aged 12-18, with vocational and trade courses and support services.

Q: How can schools learn how to promote workforce readiness?
A: Schools can engage the business community simply by getting out and attending events. The Albany Business Review, the Center for Economic Growth and our Chamber all offer monthly meetings on interesting topics that run no more than an hour. These opportunities challenge me to meet people outside of the educational world and outside of my comfort zone. It’s exciting!

Q: How can you cooperate with businesses?
A: Schodack CSD collaborates with businesses in a number of ways. We started a business incubator program two years ago where we offer start-up businesses empty space in our school buildings. In return, businesses work with our students and faculty to create real-world learning opportunities. We also connect faculty with business leaders and invite them to share ideas. We’ve created professional development opportunities by encouraging our faculty to visit businesses to learn the real-world needs and integrate those needs into our curriculum. We continuously reinforce the need to open our school doors and collaborate with businesses.

Q: How can schools and businesses join the workforce readiness effort?
A: A great way to start is to attend the Education-Business Roundtable on Oct. 23 at the Troy Middle School/High School campus. The event will provide a dynamic forum for schools and businesses to learn how they can work together and also provide networking opportunities. It’s a worthwhile time investment.

“Ask the Expert” is a monthly Q&A featuring a member of the Chamber’s Board of Directors.
MEMBER NEWS

The Albany Business Review has announced the 2015 recipients of its “Women Who Mean Business” awards. The winners are (photos below, l-r): Ann Errichetti, MD, MBA, president and CEO, St. Peter’s Hospital and Albany Memorial Hospital; Trudy Hall, M.Ed., head of school, Emmons Villard School; Alixus Cahill Henderson, president, Duncan & Cahill, Inc.; Daquette Jones, executive director, YWCA of the Greater Capital Region; and Danielle Merfeld, Ph.D., technology director, Electrical Technologies & Systems, GE Global Research. Visit bizjournals.com/albany.

Focusmaster Fitness Owner Kyle Coletti has been chosen to compete in a new television show called “Sweat,” being hosted by Jillian Michaels on SpikeTV. He will be among 26 other fitness entrepreneurs across the country in a search for the next fitness phenomenon. The show airs Tuesday, October 20. Located in Troy, Focusmaster is opening a second kickboxing studio in Loudonville. Visit focusmaster.com.

The Chazen Companies has hired Don Tegeler as its chief financial officer and a key member of the firm’s senior leadership team. He has 30 years of business experience as a corporate financial executive in technology, healthcare, manufacturing and banking. Visit chazencompanies.com.

Focusmaster Fitness

Albany Institute of History & Art (photo above) is calling four volunteers and interns to part in the museum’s many exciting projects and activities. Contact Barbara at 518.463.4478, ext. 405 or collinsb@albanyinstitute.org. For a full calendar of exhibits and events, visit albanyinstitute.org.

New Members

Edward Jones Investments
Financial Services
Rep: Jamie Hanlon
13 Aveller Avenue
Suite C
Averill Park, NY 12018
Phone: 518.258.0019

EJM Advising
Website Designer
Rep: Eric Morris
One Pinewood Avenue
East Greenwich, NY 12601
Phone: 518.461.5687
ejmadvising.com

Esperance Consulting
Business Consultant
Rep: Therresa Bourgeois
Four Star Lane
Cohoes, NY 12047
Phone: 518.937.3431

Ludders Country Adult Home, Inc.
Senior Housing
Rep: Peter Luder
10 Denver Drive
West Sand Lake, NY 12196
Phone: 518.674.5369
ludderscountryhome.com

People for Exceptional Progress
Education
Rep: Joyce Chioceone
217 Pinehurst Avenue
Rensselaer, NY 12144
Phone: 518.879.7605

Superior Group
Employment Agency
Rep: Mariah Ramundo
21 Corporate Drive
Suite 216
Clifton Park, NY 12065
Phone: 518.982.5058
superiorgroup.com

CloseUP Conversation

Calileville Puke is our events coordinator. She organizes all Chamber programs and special events, including the Annual Dinner, Ian Rensel Award Dinner, Golf Classic and Troy Victorian Stroll.

At the Chamber, we have the cost-effective, high-impact solutions to your professional development challenges. QuickLearn is a series of computer training courses made possible by the Chamber’s partnership with MicroKnowledge, Inc. Each with two-hour session, you and your staff will learn how to use office software to increase efficiency and professional skill-sets. Our Professional Development workshops feature national, sought-after presenters at a fraction of the usual costs. These workshops include timely topics, such as corporate culture strategies, HR best practices, cybersecurity, social media and more.

The Chamber’s Empowerment Series connects you with the region’s business leaders for candid discussions about on-the-job challenges and solutions for success. The Leadership Institute is the Chamber’s annual winning skills-based professional development program. During the seven-month course participants learn real-world lessons from top executives for career and personal advancement. They become members of our distinguished Leadership alumni.

What can the Chamber do for you? Contact us to learn our professional development needs today!

Email gpolce@renscochamber.com or call 518.274.7020, ext. 18.
Leadership Institute Kicks Off

The Leadership Institute Class of 2016 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 relationships that will develop throughout the seven-month program. Interested in participating? It’s not too early to plan to be a member of the Class of 2017. Information and applications available. Contact Kate Oller at koller@renscochamber.com.

Sponsored by First Niagara with media sponsorship by Albany Business Review

C O S T - E F F E C T I V E   T R A I N I N G

Chamber + MicroKnowledge, Inc. = Success!

Looking for a valuable training opportunity for yourself and your staff? Welcome to Quick Learn, a series of high-impact workshops brought to you by the Chamber and MicroKnowledge, Inc., a pioneer in technology education and a leader in high-quality training and consulting. Spend two hours with expert instructors from MicroKnowledge and master new computer skills to make your work more efficient, expand your skills and better serve your customers. Mark your calendars now for our upcoming workshops:

Quick Learn Session: Top 5 Time Management Features Using Outlook 2013

Wednesday, November 4 | Registration at 8 a.m.; program from 8:30-10:30 a.m.
$79 members; $99 future members | Seating is limited, so register today!

Held at the Chamber, 90 Fourth Street in Troy.

Register at renscochamber.com/events. Quick Learn workshops are sponsored by the Chamber and MicroKnowledge, Inc.

AN EVENING OF EXCELLENCE

2015 Van Rensselaer Awards Dinner

The 2015 Van Rensselaer Awards Dinner, held on September 10 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 Turner Construction Company, The Van Rensselaer Corporate Award; Bouchey & Clarke Benefits, Inc. | Bouchey Financial Group, Ltd., The Van Rensselaer Small Business Award; and Dr. Lee A. McElroy, Jr., The Edward H. Patterson Citizenship Award. Congratulations to our recipients!

Photo above (l-r): Steven Bouchey, CEO, Bouchey & Clarke Benefits, Inc. and president, Bouchey Financial Group, Ltd.; Dr. John D. Bennett, president and CEO, CDPHP; Stephanie Coonan, manager, Operations Development, The Phoenix Companies; Dr. Lee A. McElroy, Jr., director of Athletics, Rensselaer Polytechnic Institute; Linda Hillman, Chamber president; Anders Tomson, president, Capital Bank; and Carl Stewart III, vice president and general manager, Turner Construction Company. Photo by Denis J. Nally Photography

Major underwriters of the 2015 Van Rensselaer Awards Dinner were Capital Bank, CDPHP and The Phoenix Companies.
With winter’s heating costs around the corner, now is the time to sign up for the Chamber’s Energy Alliance, a valuable, no-charge member benefit. By pooling buying power and shopping for the lowest rates, participants have cut an average of 7%-off their monthly utility bills, meaning hundreds and, in some cases, thousands of dollars a year in energy savings. Coordinated by EnergyNext, Inc. of Saratoga Springs, the program also provides the latest information on energy-saving issues. For a no-obligation quote to see how much you can save, contact Maureen McGuiness, membership manager, at 518-274-7020, ext. 17 or email mmcgueinness@renscochamber.com.

**REGIONAL INITIATIVE**

Learn How Creativity Boosts Our Economy

When most people think about the Capital Region, they don’t necessarily focus on its diverse and world-class creative assets, where cutting-edge technology converges with design, arts and culture. That’s all about to change. Join the Chamber for an exciting discussion about our regional creative economy and what it means to businesses, non profits and local communities. Our featured panelists (photos, below) from the Regional Alliance for the Creative Economy will discuss how creative enterprises—from architecture to performing arts, handcrafted products to historic preservation—shape our diverse economy, provide economic opportunities and raise the profile of our region.

The Regional Alliance for the Creative Economy develops strategies to boost the impact of the region’s creative economy: its primary objective is to drive economic growth, jobs and tourism in the region by leveraging the creative sector. The creative economy is an umbrella term for businesses and freelance artists who create, produce or distribute creative content. The number of workers in the region’s creative industries is nearly 24,800, rivaling the education number of employees in the area’s higher education industry. Find out how creativity can help drive a healthy economy by signing up today!

Register now for Regional Alliance for the Creative Economy Panel Discussion on Thursday, November 5 at The Century House, Route 9 in Latham. Sign up online at renscochamber.com/events. Registration 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 Vicarious Visions.

**EMPOWERMENT SERIES**

Are You a New Manager? Learn Strategies for Success

You’ve earned your new supervisor position. Now learn to thrive in your role with the Chamber’s upcoming professional development program, New Managers 101: A Crash Course for Your Success. This workshop is for new and aspiring supervisors and managers, as well as experienced supervisors with little or no formal training. Training is key to your success. Learn how to be part of a management team, take direction and give it, guide others to keep projects on track and make sure everyone works together. Discover the skills and insights you need to lead with confidence and conviction, including:

- **How to start producing results right away.**
- **Ways to avoid problems that can sabotage you.**
- **How to increase your visibility and earn the respect your position deserves.**

Our presenter is Kimberly A. Fredericks, Ph.D, MPA, RD, associate dean and professor and chair of graduate programs at The Sage Colleges. She specializes in social network analysis and evaluation in public and non-profit industries. Dr. Fredericks has consulted for many groups and her work has appeared in New Directions for Evaluation and the American Journal of Evaluation. She was a co-principal investigator for a Robert Wood Johnson Foundation Grant and a grant from the University of Kentucky Public Health Service Center. Don’t miss this value-packed program that will give you the strategies you need to succeed.

Register now for New Managers 101 on Tuesday, November 10 at Pat’s Barn, 100 Deforest Drive, Rensselaer Technology Park in North Greenbush. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. $35 members; $50 walk-in members; $70 future members. Sponsored by MicroKnowledge, Inc. and Pierce Communications.