What does this mean for you? It means empowerment. As the Chamber’s role evolves, we’re able to offer our members greater opportunities, stronger representation and new ways to help you achieve your goals. We start with a board and staff of creative, diverse professionals with their fingers on the pulse of today’s business challenges. Then we do something extremely necessary — we listen to you. Developing services and programs in response to your needs, we make the “big picture” of business accessible to you on a local basis.

Some things don’t change. Local chambers of commerce have long been a dynamic element in the region’s story. They foster a greater sense of business community, identify and encourage emerging leaders, and advocate on behalf of small businesses. As connections and networks continue to grow in importance, the Chamber serves a unique and important purpose locally. Our website at www.rensochamber.com now receives nearly 14,000 visits a month. What are these visitors looking for? In a word, connections. Business wants to meet business, and the Chamber is the leading vehicle to drive these connections. We will continue to evolve, adapting to help local businesses grow and thrive. That’s the nature of what chambers do best.

— Linda Hillman

“Business ethics is about doing the right things. Ethical behavior is the norm, not the exception.”

Lisa S. Seiffert

As we’ve grown through the years, so has our role in the business community. Today we’re more relevant than ever, recognized as a leader in the region’s strategic promotion of quality economic development.

What is economic development? It is the creation of new jobs, the education of a skilled workforce, collaboration between the public and private sectors and effective advocacy on behalf of all businesses, regardless of size or industry. Economic development directly benefits local tax bases and, by extension, entire communities.

As our role in the region’s economic development continues to grow, so does our need for members to bring their leadership skills and creativity to the table. It’s essential to create one and maintain it, realizing it isn’t enough to get the job done. Depending on your organization’s needs, a comprehensive approach may include paid advertising, public relations, e-mail, direct mail, social media and even more, where it is warranted.

Q: Why is maintaining a budget important?
A: Don’t forget about your employees and remember the importance of these groups? What is your message to them?

Q: Why is maintaining a budget important?
A: Without marketing, how will your potential customers, clients, members or donors find you? How will they know how to spend wisely will go a long way in getting the next project funded.

Q: Why is maintaining a budget important?
A: What is your message to them? What is the best way to reach each of these groups? What is your message to them? Don’t forget about your employees and remember to include research on your competition.

Q: Why is maintaining a budget important?
A: What is your message to them? What is the best way to reach each of these groups? What is your message to them? Don’t forget about your employees and remember to include research on your competition.

Q: Why is maintaining a budget important?
A: What is your message to them? What is the best way to reach each of these groups? What is your message to them? Don’t forget about your employees and remember to include research on your competition.
New Members

All-and-1 Consulting Group
IT Consulting Services
Rep: Alan Rosenberg
255 Washington Avenue Extension
Suite 102
Albany, NY 12205
Phone: 518.441.4677
www.all-and-1.com

Premier One IT Solutions
Computer Networks
Rep: Rich Hout
251 New Karner Road
Suite 901
Albany, NY 12205
Phone: 518.357.8936
www.premierone-its.com

RPR Studios, LLC
Great way to attract new business, enjoy money-saving discounts, and improve your bottom line.
The Member-to-Member Discount Program encourages a valuable exchange of discounted business products and services among Chamber members. It’s a great way to attract new business, enjoy money-saving discounts, and improve your bottom line.

The Chamber’s Member-to-Member Discount Program is available to all Chamber member businesses and non-profits AND their employees. You and your staff can take advantage of valuable discounts at restaurants, theaters, retail shops, spas, florists, markets, transportation, realtors, and more!

For a full listing of all current discounts, visit www.renscochamber.com/member-benefits and click on Member-to-Member Discounts.

Join the program to offer your own product or service discount, simply download the online application, or contact Cyressse Wells, communications and marketing manager, at cwell@renscochamber.com.

Member News

The College of St. Rose has named Dr. Carolyn Stefanko to the position of president, effective July 1. Previously serving as vice president for academic affairs at Agnes Scott College in Georgia, she will be St. Rose’s 11th president. Dr. Stefanko was a Fullbright scholar in Croatia and has held positions in the California State University system and at Wheaton College in Massachusetts.

Coldwell Banker Prime Properties, the #1 Coldwell Banker Residential Affiliate in the state, has been named a Platinum Award winner by the Cartus Broker Network. The firm is recognized for customer service, cost management, and effective analysts and marketing of homes. Platinum is the highest level of awards presented to principal brokers.

The Capital District Transportation Authority (CDTA) announces David M. Stackrow will continue to serve as chairman of its board of directors. Under his leadership, CDTA finished last fiscal year with record ridership of 16.49 million. Stackrow has pledged to expand the company’s profile as a regional economic development engine. CDTA elected officers include Georgetessa Lussier, vice chair; Joseph Spairana, Jr., secretary, and Arthur Young, Jr., treasurer.

Birkmayer Travel Agency has relocated to new headquarters in City Station East, 1520 Sixth Avenue in Troy (photo above). The full-service agency, offering vacations and corporate travel arrangements, has operated in Troy for more than 100 years. Visit www.birkmayertravel.com.

Chef’s Deli & More has opened at 689 Hoosick Road in Brunswick with a ribbon-cutting ceremony (photo above). The menu features soups, salads, deli sandwiches and Italian classics. Owner James Roods is a CIA grad with 40 years of experience in restaurants and catering. He and his wife Linda also own Chef’s Solutions, an in-home chef and catering firm.

United Group of Companies welcomes Jeff Arnold as COO and All Things Digital: 20 Critical Facts Every Business Must Know To Maximize Their Company’s Efficiency, Security, Employee Productivity And Profits.” Published by CelebrityPress™, the book is available through www.amazon.com and other leading outlets.

New York Business Development Corporation (NYBDC) has promoted Jim Conroy to the position of senior vice president, serving the Capital District Southern Tier Central – Northern New York region. NYBDC provides loans to small businesses, particularly minority and WOBs, and opportunities to access capital to create or retain jobs and stimulate growth.


DI D YOU KNOW ?
The Chamber’s Member-to-Member Discount Program encourages a valuable exchange of discounted business products and services among Chamber members. It’s a great way to attract new business, enjoy money-saving discounts, and improve your bottom line.

The Member-to-Member Discount Program is available to all Chamber member businesses and non-profits AND their employees. You and your staff can take advantage of valuable discounts at restaurants, theaters, retail shops, spas, florists, markets, transportation, realtors, and more!

For a full listing of all current discounts, visit www.renscochamber.com/member-benefits and click on Member-to-Member Discounts.

To join the program and offer your own product or service discount, simply download the online application, or contact Cyressse Wells, communications and marketing manager, at cwell@renscochamber.com.

Events Calendar 2014

Tuesday • 6/3
Quick Learn Session
Excel: Charts, Tables & Pivot Tables
Spend two hours with expert instructors from MicroKnowledge, Inc. and learn new corporate skills before lunchtime! Master Excel skills such as creating and formatting charts using chart wizard, adding graphic elements, arranging pivot tables, and using slicers and sparklines. Now is the time to train yourself and your staff for greater efficiency at considerable savings. Registration at 8 a.m., program 9:30-10:30 a.m. Cost is $79 members, $99 future members/walk-ins. At the Chamber, 255 River Street in Troy.

Wednesday • 6/4
Ethical Decision Making & Social Responsibility in Business
How can business professionals reduce unethical actions in the workplace? Find out at this special presentation, featuring Charles Stoffel, PhD, dean of the School of Business at Siena College. Registration and breakfast at 7:30 a.m.; program 8-9:30 a.m. Cost is $35 for members; $50 for future members and walk-ins. At the Holiday Inn Express, 5 Empire Drive in East Greenbush. Sponsored by MicroKnowledge, Inc. and Pierce Communications, Ltd.

Thursday • 6/19
NetworkingPlus Lunch
Networking is the number one reason why members join the Chamber. Table rotations, talking points, and ambassador facilitation make for a valuable program. Bring plenty of business cards. Enter to win a Spotlight article. At The Century House, Route 9 in Latham. Sponsored by CAP COM Federal Credit Union, Greenbush Eye Center, Groff NetWorks, LLC, and Santa Maria Accounting & Bookkeeping Services, Inc.

Wednesday • 7/10
Member Orientation Breakfast
Calling all members and their employees! Whether you are new to the Chamber or a long-time member, you are invited to this free program where you can network and learn how to make the most of your Chamber membership. This program is for you and everyone who works in your organization. Discover our cost-saving benefits, meet staff members, including President Linda Hillman, and bring plenty of business cards to hand out. No charge; registration required. At The Eddy Alzheimer’s Center, Hawthorne Ridge, 30 Community Way in East Greenbush. Sponsored by Thomas K. Judd & Associates.

Tuesday • 7/15
NetworkingPlus Breakfast
Table rotations, talking points, and ambassador facilitation make for a high-impact program. Bring plenty of business cards. Enter to win a Spotlight article. At Comfort Inn & Suites, 99 Miller Road in Colonie. Sponsored by Mosaic Associates.

Monday • 7/28
Annual Golf Classic at Country Club of Troy
Golf package includes lunch, cart, on-course beverages and dinner. $195 per golfer; $780 per four. Golf package includes lunch, cart, on-course beverages and dinner. $195 per golfer, $780 per foursome; $35 for dinner only. Check-in 10:30 a.m.; lunch 11 a.m.; tee-off noon; dinner 5:30 p.m. Sponsorships are available at all levels, to fit every budget. Call today! Sponsored by CDPHP; Pioneer Bank; Cornerstone Telephone Company; E. Stewart Jones Law Firm; PLLC; Hilton Garden Inn; Turner Construction Co.; Thomas K. Judd & Associates; CAP COM Federal Credit Union; Bouchey Financial Group, LLC; Bouchey & Clarke Benefits, Inc.; DeCrescente Distributing Company; Mosaic Associates.

Register online at: www.renscochamber.com/events Questions? Call us at 518.274.7020.

New York Business Development Corporation (NYBDC) has promoted Jim Conroy to the position of senior vice president, serving the Capital District Southern Tier Central – Northern New York region. NYBDC provides loans to small businesses, particularly minority and WOBs, and opportunities to access capital to create or retain jobs and stimulate growth.

TIMEs:
All breakfast events have registration and breakfast at 7:30 a.m., with the program from 8-9 a.m. (unless otherwise noted).
All luncheon events have registration and lunch at 11:30 a.m., with the program from 12-1 p.m. (unless otherwise noted).
COSTS:
NetworkingPlus programs are $30 (unless otherwise noted for pre-registered members). Walk-ins and future member registrations are $45 each.

All other programs are $35 (unless otherwise noted for pre-registered members). Walk-ins and future member registrations are $50 each.

Please Note: No-shows will be billed 24-hour notice is required for all cancellations.

Register online at: www.renscochamber.com/events Questions? Call us at 518.274.7020.

If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.

Register for all Chamber events online at www.RENSCOCHAMBER.COM/EVENTS

JUNE 2014 | 02 Register for all Chamber events online at www.RENSCOCHAMBER.COM/EVENTS

J U N E

T W E E N

J U L Y

A D D I T I O N A L  I N F O

Additional Info

Register online at: www.renscochamber.com/events Questions? Call us at 518.274.7020.

If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.
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 technol-
ogy 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 upcoming workshops at the Chamber
offices in Troy AND online through our free-for-members Webinar Wednesdays:

Excel: Working with Charts, Tables & Pivot Tables
Tuesday, June 3, 8-10:30 a.m. | $79 members; $99 future members
Webinar Wednesdays - Excel: Advanced Formulas
July 9, 3-4 p.m. | FREE for members
Outlook: Managing Meetings and Sharing Calendars
Tuesday, Aug. 5, 11:30 a.m. - 2 p.m. | $79 members; $99 future members
Webinar Wednesdays - Effective Communication Through Email
September 10, 9-10 a.m. | FREE for members

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

ONLINE MARKETING

Make it Easy for New Business to Find You

The Chamber's website attracts nearly
14,000 visits per month and is grow-
ing. Now is the time for you to use
our website to drive new business to your
door by taking full advantage of the Cham-
ber's free Online Member Descriptions. Just
compose a 10-word description of your business or organization. What sets your
business apart from the competition? What areas of specialty do you offer clients?
Your answer could bring you new business! The Chamber is driving potential
business to our website every day to search our Membership Directory. We're get-
ting more requests than ever for referrals as technology changes the way people
do business, locally and globally. Make it easy for users to find and choose YOU. Email
your new or enhanced description to Accounting Assistant Laura Amos at lamos@
renscochamber.com.

TECH VALLEY EMPOWERMENT SERIES

Symposium Kicks-Off Dynamic Programs

The Second Annual Symposium of the Tech
Valley Series for Empowering Women re-
cently kicked off a year of exciting programs
exploring successful strategies to expand your
career beyond traditional boundaries. The
half-day event included a dynamic panel of
facilitators and breakout sessions designed
to encourage flexible dialogue and col-
aboration. Participants learned how to turn
obstacles into opportunities and how to use
negotiations effectively for more than just
salary increases. The next event will be “Tech
Valley Series for Empowering Women Presents: Wonder Woman Roundtables,”
set for Thursday, August 14 at The Century House, Route 9 in Latham. We'll
discover how to harness your powers, build your network and seek out the Won-
der Woman in yourself. Bring your cape, mark your calendars and register now at
www.renscochamber.com/events. See you there!

Photo above: The Commission on Economic
Opportunity's cape booth. At right: Panelists and guests included Jennifer Robbins, business development
manager for Turner Construction Co.; Michael Castellano, president/CEO,
SEFCU; Linda Hilburn, Chamber
president; Denise Genick, president/CEO,
MVP Health Care; Stephanie Wiley, president,
HVC, Inc.; Steven Beaulieu, CFI president/
CEO, Brokesh Financial Group, Ltd.; and Bob Cow, entrepreneur in residence,
University at Albany, SBDC.

bouchey
financial group ltd.

SEFCU

HVC

Major underwriters for this series are Bouchey Financial Group, Ltd.; and SEFCU.
Underwriting sponsors for the April symposium were Huwisk Valley Constructors, Inc. (HVC, Inc.); and Turner Construction Company.

CHAMBER MEMBER

spotlights

E. Stewart Jones, PLLC is a boutique
law firm founded in 1898 in historic
downtown Troy. While much of the
world has changed over the past 115
years, the firm's values
have remained steadfast, building
a solid reputation
among clients and the community-at-large for dedicated and caring profes-
sionalism. The team at E. Stewart Jones Law takes great pride in helping
those who need it most.

The firm, which conveniently serves its clients from offices in Troy, Albany
and Saratoga Springs, has always focused on two primary practice areas:
personal injury and criminal defense law. Over the years, the E. Stewart
Jones Law Firm has earned national recognition for professional distinction
and continued legal success on behalf of its clients. The highly-skilled team
of lawyers and legal professionals are committed to serving the needs of the
individuals and families they represent, the causes they undertake, and the
outcomes they achieve.

In addition to its mission of putting clients first, E. Stewart Jones Law is a
well-known supporter of the community and the many non-profit organi-
izations that make up its fabric. “The local community has supported my
family and our law firm since the very beginning,” said E. Stewart Jones,
Jr. “I’ve always felt passionately about the need to give back to the
community with hopes of making it a better place to live and work. It’s just
the right thing to do.”

An exciting summer is in the
works at The Arts Center of The Capital
Region, as the nonprofit continues to pursue
its mission in fresh and cre-
ative ways. Serving more than
48,000 people annually from
an 11-county region, The Arts
Center is known for its high
quality classes, arts camps, ac-
claimed exhibitions and performances, and support of artists.

Building on this foundation of success, The Arts Center is giving new
meaning to the term “creative thinking” by collaborating with The Inter-
national Center for Studies in Creativity (ICSC), a globally-recognized
program from Buffalo State College. The Arts Center teachers and staff are
being trained by ICSC faculty to use the Center’s space, resources and talent
to inspire new levels of creative thinking in classes, programs, workshops and
other offerings.

“Creativity and the arts have an important role to play in the community
on many levels,” said Sunny da Silva, director of education. “We want to en-
courage people to use the arts to develop life skills. Professional and personal
success are linked to the ability to master creativity, to be a creative problem-
solver, decision-maker, or innovator to lead change. This is how new ideas
are born. It’s taking the Arts Center’s mission to new horizons.”

It is also leading to community-wide site specific collaborations, including Summer Camps with the Tech Valley Center for Gravity, the Agricultur-
al Stewardship Association, and local landmarks and businesses. The camps en-
gage young artists in a wide variety of art forms, drawing them out into the
surrounding community to create projects that reflect “the space of a place.”
Scholarships are available for these exciting summer camps. For a full listing
and details, visit The Arts Center’s website.

THE ARTS CENTER OF THE CAPITAL REGION
265 RIVER STREET | TROY, NY 12180
PHONE: 518.273.0552 | WWW.ARTSCENTERONLINE.ORG

Complimentary Spotlights are awarded by random drawing at Chamber events. To purchase
a Spotlight, contact Chyresse Wells at 518.274.7020, ext. 16 or cwells@renscochamber.com.
Members must be in good standing and not have been featured within the past 24 months.

Register for all Chamber events online at WWW.RENSCOCHAMBER.COM/EVENTS | 03 | JUNE 2014
M A R K  Y O U R  C A L E N D A R S

Plan Now for Summer Networking Fun with the Chamber

W hat are your plans this summer? Make time for work AND fun with the Chamber’s exciting networking opportunities. You’ll meet, connect and build business with regional professionals in a relaxed environment, making the most of your valuable time and money.

Start with our NetworkingPlus events and find out why networking is the number one reason members join the Chamber. Our high-impact programs feature table rotations, discussion-prompting talking points, and ambassador facilitators to keep it all flowing as smooth as a summer coolatta. Follow it up with our newly-enhanced Member Orientation program. As a newbie or long-time member, you’ll discover all the ways you can market, develop and connect through the Chamber. Meet and talk with our staff, including President Linda Hillman, distribute your business cards and give a brief presentation about your organization. Orientations are always free for you and all of your employees. Make this summer your best yet with the Chamber!


Golf Classic Tees-Off July 28 at CC of Troy

T he 2014 Golf Classic: A Day of Clubs, Carts & Connections gets underway on Monday, July 28 at the award-winning Country Club of Troy. A powerhouse for golfers and non-golfers alike, it’s a great way to network or treat a client or guest while enjoying a day on the links. Registration begins at 10:30 a.m., with lunch at 11 a.m. and a noon shotgun start. Golf packages are $195 per person or $780 per foursome and include lunch, dinner, cart, and more. For an additional $50 per person, you can pre-order a VIP Package for yourself, clients or guests that includes all of the day’s golfing challenges, valuable raffle tickets and muffulgus (a $80 value). For $35 per person, non-golfers are invited to join us for a 5:30 p.m. dinner at the clubhouse. Businesses and nonprofits can take advantage of a variety of sponsorship opportunities for every sized budget: underwriting sponsors, contest sponsors, raffle prize donations and flag sponsors. Contact Kate Ollier at 518.274.7020, ext. 23 or email kollier@renscochamber.com. A special thank you to our major sponsors (as of printing):

EAGLE Sponsors:...
New York Independent System Operator’s (NYISO) $38 million power control center is now fully operational, featuring state-of-the-art digital monitoring technologies to strengthen energy grid reliability and security throughout the state. Located at NYISO’s headquarters at 10 Key Boulevard in Rensselaer, the 64,000-square-foot facility serves as the primary control center for the non-profit NYISO, which oversees New York’s bulk electricity grid and wholesale electricity markets.

“Our new control center will help us meet the 21st century’s grid reliability requirements through the latest control technologies to receive, process and monitor changing conditions throughout the region,” said Stephen G. Whitley, NYISO president and CEO (photo above). “Reliable operation of the grid requires constant vigilance—balancing the supply of power with consumer demand on a moment-to-moment basis—every hour of the day, every day of the year.”

The new control center’s 2,300-square-foot video wall (photo below) is the largest such utility installation in North America, displaying a massive representation of the state’s electric grid with more than 3,000 live status points. Regional electric system information, weather and lightning-strike data, power demand forecasts and other information can be customized for display to assist operators in forecasting and mitigating potential system disturbances.

Government and business leaders praised the opening of the new control center for its role in providing reliable, clean, affordable energy that will stimulate economic growth and ratepayer savings. The new facility replaces NYISO’s existing 44-year-old power control center in Guilderland, recently upgraded, which will serve as a fully-functioning backup center.

**ENERGY GRID MONITORING**

NYISO Opens $38 Million Power Control Center

The 2014 competition for up to $750 million in state economic development resources kicked off May 1, opening the door for businesses, municipalities, nonprofits and the public to seek potential funding from dozens of state programs. Consolidated Funding Applications (CFA) for Round IV of the Regional Economic Development Council (REDC) initiative are available now at https://apps.cio.ny.gov/apps/cfa/. Deadline is Monday, June 16 at 4 p.m.

During the previous three rounds, the Capital Region REDC has delivered $195.8 million for 272 projects. Statewide the process has created a framework for bottom-up regional economic growth and streamlining the state funding application process. More than $2 billion in investments from the past three rounds are supporting more than 2,200 projects. These projects have already created or retained more than 100,000 jobs statewide. The competition this year will focus on:
- Implementation of regional strategic economic development plans
- Performance in encouraging economic growth through job creation and investment
- Identification of global marketing/export strategies

The 2014 REDC Guidebook and list of available resources is posted at www.regionalcouncils.ny.gov.

**NEW ROUND OF FUNDING BEGINS**

Regional Councils Seek Applications

New Center to Promote Foreign Investments

New York State has received federal approval to establish a Regional Center in the Capital District to attract foreign investment and create jobs, as well as opportunities for housing, education and entertainment. The EB-5 Immigrant Investor Program, approved by U.S. Homeland Security, builds on the state’s Global NY initiative to make the Capital Region attractive to businesses overseas looking to invest in the United States.

The project, facilitated by The Center for Economic Growth (CEG), was awarded $125,000 by the Capital Region Economic Development Council. The Regional Center is viewed as an important building block for creating regional business climates that foster economic growth through new business opportunities, capital investment, and job creation. CEG, which is contracting with a private firm to operate the Regional Center, will help promote EB-5 and contact foreign investors and businesses with state and local programs.

**ECONOMIC DEVELOPMENT PARTNERSHIP**

**VISIONARY INVESTORS**

- BBL Construction Services
- Capital District Transportation Authority (CDTA)
- Center for Economic Growth (CEG)
- First Columbia, LLC
- Gurley Precision Instruments, Inc.
- National Grid
- Nigro Companies
- Pioneer Bank
- SEFCU
- Tri City Rentals

**CHAMPION INVESTORS**

- United Group of Companies, Inc.
- U.W. Marx, Inc.

**TRAILBLAZER INVESTORS**

- CAP COM Federal Credit Union
- Kinderhook Bank
- Lavelle & Finn, LLP
- NAI Platform
- Pattison, Sampson, Ginsberg & Griffin PC
- Rose and Kiernan, Inc.
- TD Bank

List reflects investors as of press time.
URBAN RENEWAL

CDBG Plants Roots Deep in Community’s Soil

C DG B Plants Roots Deep in Community’s Soil

E xpress Scripts makes the use of prescription drugs safer and more affordable. It has been the company’s mission since 1986, when a group of health care advocates began applying the rigor of scientific research to the pharmacy benefit. With the country facing hundreds of billions of dollars of prescription-related waste each year from costly drug, pharmacy and health choices, the Express Scripts mission remains relevant. Express Scripts designs and delivers solutions to support better prescription-related decisions. The company’s experience and research show that achieving optimal outcomes ultimately requires better decisions on the part of patients, caregivers and providers. To that end, Express Scripts offers a comprehensive protocol to drive out prescription-related waste and help improve health outcomes. The company provides best-in-class pharmacy benefit management (PBM) services and industry-leading home delivery and specialty pharmacy services. The result is better clinical outcomes for members and better financial outcomes for plan sponsors.

Express Scripts manages prescription benefits for tens of millions of Americans on behalf of thousands of clients, including health plans and plan sponsors. The company manages more than one billion prescriptions each year, including the safe, affordable and convenient delivery of maintenance medications directly to member homes through its mail-order pharmacy. Employers, unions and government organizations rely on the company’s services, supported by a team of approximately 29,000 Express Scripts employees.

Headquartered in St. Louis, MO, Express Scripts also operates a 50,000-square-foot facility in Troy, located at The Hedley Building on River Street. Employing more than 200 people locally, the company actively supports the region’s business community, including the Chamber. Express Scripts sponsors Chamber events and Facilities Manager Carolina Rock is a former member of the Chamber’s board of directors. In addition, Express Scripts employees participate in civic, charitable and community organizations, including New York State Chapter March of Dimes, Big Brothers Big Sisters of the Capital Region, United Way of the Greater Capital Region and others.

MANUFACTURING & TECHNOLOGY

Region Poised for Growth in Emerging Industries

M anufacturing is making a comeback nationwide and the Rensselaer County region is no exception, according to representatives participating in two important local conferences. Leaders of industry, government and higher education met April 22-23 at the second annual Advanced Manufacturing Conference, hosted by the Center for Automation Technologies and Systems at Rensselaer Polytechnic Institute (RPI) and the Center for Economic Growth. The conference, “Make it Smart, Make it Here,” looked at emerging ways to leverage the power of smart manufacturing technologies and best business practices, while taking advantage of federal, state and regional resources to manufacture locally and better compete in the global marketplace.

On April 24, the Advanced Manufacturing Partnership (AMP) 2.0 invited all stakeholders in the region’s manufacturing sector to discuss the challenges and opportunities of transformative technologies, workforce development and government policies. A federal initiative, AMP 2.0, uses the data collected locally to help develop a national strategy to secure America’s competitive advantage in advanced manufacturing. The event was co-hosted by RPI and Globalfoundries Inc.

“Manufacturing today is nothing like manufacturing of the past,” said Cesar Astralaga, the Chamber’s director of economic development, who participated in both conferences. “It is a vibrant, growing industry that is generating higher-paying jobs and promising careers. We need to change our perception of manufacturing, encourage students to excel in STEM education initiatives and provide the educated workforce needed to build on the manufacturing momentum. It is the role of the Chamber to collaborate and facilitate this type of exciting change.”

BUSINESS START-UPS

Schodack Schools Look to Expand Incubator

Th e success of an existing business incubator at Schodack Central School District is prompting an expansion of the model to welcome additional businesses and entrepreneurs.

Superintendent Robert Horan, who has been speaking at business events in the region (photo above), often gets quizzical looks from his audience. “They ask me, ‘Why are you here?’” said Horan, who serves on the Chamber’s board of directors. “I tell them, ‘What better way to prepare our students for 21st century jobs than by connecting with local business leaders?’” Once they hear that, they’re excited to work with us. We’ve built some very strong connections with local business leaders.”

Declining enrollment has prompted school officials to seek creative ways to maximize Maple Hill Middle School’s usage and efficiency. The school’s basement is currently home to three start-up companies: MICROrganic Technologies, Tumawok Energy Ingenuity and SmartKids NY. The businesses occupy about one-third of the basement space. In addition to filling the former storage space with dynamic startups, the district benefits by creatively collaborating with the tenants. The companies offer real-world expertise to students and faculty members in lieu of rent. They volunteer in classrooms, offer internships to students and provide professional development for teachers across all academic disciplines, said Horan. The businesses also access district resources, such as the library and even a basketball court for recreation. In addition, the collaboration gives entrepreneurs the opportunity to practice presenting their complex technologies to others.