

insight

The 2018 Van Rensselaer Awards

The 2018 Award Recipients



VAN RENSSELAER
CORPORATE AWARD



VAN RENSSELAER
SMALL BUSINESS AWARD



Wally Altes

EDWARD H. PATTISON
CITIZENSHIP AWARD

Register now for the **Van Rensselaer Awards Dinner** on Thursday, September 13 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Networking and cocktail reception at 5:30 p.m.; awards and dinner at 6:30 p.m. \$130 per member; \$260 per non-member. \$1,550 for Chairman's circle table of 10.

Thank you to our sponsors:



A plan for life.

For more than 25 years, the Chamber has recognized businesses and individuals who invest in economic, cultural and humanitarian advancements in the region by bestowing the **Van Rensselaer Awards** and the **Edward H. Pattison Citizenship Award**. We are pleased to announce this year's award recipients:

Capital District Transportation Authority (CDTA) is the region's premier transportation provider, operating bus, shuttle and para-transit services as well as the Rensselaer Rail and Saratoga Springs train stations. The authority is committed to serving the public through initiatives such as the CDPHP Cycle! program. CDTA provides free transportation to STAR customers on election day, to the public for Empire State Plaza celebrations on Martin Luther King Jr. Day and to students through partnerships with area schools. CDTA sponsors the Cancer Services Program of Albany and Rensselaer Counties and honors veterans by assisting with employment efforts, hosting annual luncheons and providing free transportation on Veteran's Day.

Mosaic Associates Architects has served clients with integrity, honor and innovation for more than a century. Growing and changing with the times, the firm is committed to its founding principles: personal client attention, partners actively engaged in projects and working as a team. This distinguished firm believes in giving back to the community through financial and volunteer support of the Rensselaer County Regional Chamber of Commerce, the YWCA of the Greater Capital Region and others. Mosaic Associates Architects was an inaugural participant in the annual Capital Region CANstruction competition, an international charitable event to end hunger. The firm also actively supports the American Cancer Society's Making Strides Against Breast Cancer.

The Edward H. Pattison Award, also known as "The Ebbie" recognizes good citizenship and a philanthropic spirit.

Wallace (Wally) Altes is the Edward H. Pattison Citizenship Award recipient for 2018. For more than 30 years, Mr. Altes has used his expertise in strategic business development and executive acumen to build successful businesses, mentor professionals and strengthen communities. He was among the founders of the Tech Valley movement, coining the name in the 1980s to capture and brand the region's potential and promote its collaborative spirit. From human resource consulting to public relations, executive counsel to policy guidance, Mr. Altes' professional success is mirrored by his public service. He has served on the boards of many community organizations, including Center for Economic Growth, the Regional Food Bank of Northeastern New York and WMHT Public Television and Radio. Mr. Altes' professional and personal legacies continue to benefit our region.

ASK A BOARD MEMBER Mid-Year Business Check-Up

Betty DiMaria serves as chief operating officer for Wojeski & Company CPAs, P.C. She is responsible for the firm's strategy execution, financial operations, HR, technology and administrative functions. She is an accomplished leader with more than 30 years of experience in organizational performance, leadership development, team building and operations and technology management.



Q: What should a mid-year business check-up accomplish?

A: It is an excellent time to **Assess, Affirm and Adjust** your business practices. Start by assessing your annual goals to see if you are on track and evaluating your progress against the short and long-term goals of your strategic plan or business plan. Are you on the correct course? Is it time to adjust your plan or adjust the way you are executing it? No successful plans are set in stone.

Q: What about evaluating staff members?

A: We hear from so many of our Chamber members about their difficulties finding and retaining qualified talent. Your mid-year check should assess staff and discover what motivates them as individuals. Trends in HR are moving away from annual performance evaluations and towards talent management. Smart businesses are giving continuous performance feedback and providing resources that encourage staff members to develop individual professional development plans. Providing mentoring and coaching can assist individuals along their career paths.

Q: How do I get started?

A: At Wojeski & Company, we just finished our busy season. It's a great time to ask questions such as, "What went well? What didn't? What should we stop doing? What should we NEVER stop doing? Is it time to add staff or upgrade technology?" You may need to change your procedures or tweak processes for better efficiency. Business is ever-changing and the ability to adapt and adjust is key. Above all, remember to celebrate what is going right and affirm individuals and clients in personalized ways. Affirmation of all your stakeholders (staff, board, customers and *yourself*) is necessary for an environment of success.

Ask a Board Member is a monthly Q&A featuring members of the Chamber's Board of Directors.



The Rensselaer County Regional Chamber of Commerce is a business, civic and economic development alliance that strives to enhance the economic vitality of Rensselaer County and the neighboring Gateway communities of Cohoes, Green Island, Waterford and Watervliet. The Chamber seeks to improve the quality of life within the community for both residents and businesses.

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

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BRING YOUR QUESTIONS

Meet the Mayors Breakfast Panel on June 14

The mayors of area municipalities will gather for the Chamber's annual **"Meet the Mayors"** breakfast, an informative panel discussion with (below, l-r) Hoosick Falls Mayor Robert Allen, Rensselaer Mayor Daniel Dwyer, Troy Mayor Patrick Madden, Watervliet Mayor Michael Manning, Green Island Mayor Ellen McNulty-Ryan and Cohoes Mayor Shawn Morse. The mayors will discuss timely issues and answer questions from the audience. Moderated by WNYT TV - NewsChannel 13 Reporter John Craig.



Meet the Mayors is on Thursday, June 14 at Comfort Inn & Suites, 99 Miller Road in Schodack. Sign up at renscochamber.com/events. Check-in and breakfast at 7:30 a.m.; panel and Q&A 8-9 a.m. \$35 for members; \$50 for walk-in members. Sponsored by CAP COM FCU, Express Scripts and The Precision Group.



NEW MEMBERS

Dream Vacations - Amy Serson
Travel & Tourism
Rep: Amy Serson
9 Crestwood Avenue
Troy, NY 12180
Phone: 518.560.5055
aserson.dreamvacations.com/travel/homepage.html

The Little Rice Bowl
Restaurant
Rep: James Tucci
6 Franklin Place
Troy, NY 12180
Phone: 518.953.0200

The Wagoner Firm PLLC
Law Firm
Rep: Matthew Wagoner
150 State Street
Suite 504
Albany, NY 12207
Phone: 518.400.0955
thewagonerfirm.com

CloseUP Conversation:
Matthew Clarke on 2018
Chamber Golf Classic



Matthew Clarke is a former member of the Chamber's board of directors. He is co-founder and vice president of Bouchey & Clarke Benefits, Inc.

Combine business with a relaxing day on the links at the **Chamber's Annual Golf Classic, set this year for Monday, August 13.** "There are many golf outings this time of the year, but the Chamber's emphasis is on fun (instead of competition) and opening the door to greater networking opportunities for businesses and non-profit organizations," said Matthew Clarke, co-chair of 2018 Golf Committee and longtime participant. "The Chamber's Golf Classic offers an open, friendly environment that gives you time to talk to prospective clients, demonstrate your commitment towards existing customers, deepen your business relationships and make new connections. It's also a great atmosphere for mentoring."

Surrounded by the beauty of the award-winning course at The Country Club of Troy, participants get to meet outside of work. "It's been my experience, whether you are a die-hard golfer or not, that there is real value in the event. By meeting outside a typical business setting, you shift the paradigm. People don't have their guards up. You get to know each other because you've got time to relax and talk leisurely. Where else do you get the chance to spend 4-5 hours with a client? It changes the whole dynamic with them going forward."

To sign up for this year's Golf Classic, go to renscochamber.com/events. Cost is \$215 per golfer or \$265 for VIP registration. Contact Events Coordinator Rachael Murray at rmurray@renscochamber.com or 518.687.1238.

MEMBER NEWS

United Way of the Greater Capital Region named Peter Gannon as its new president and CEO. A lifelong resident of the region, Gannon will lead the organization in its efforts to improve the quality of life for individuals in area communities. *Visit unitedwaygcr.org.*



The Arc of Rensselaer County marked the retirement of Chief Executive Officer Hanns Meissner, a leader at the agency for 39 years and CEO for the past nine years. The Arc of Rensselaer County provides supports and services to individuals with developmental disabilities. *Visit renarc.org.*

SEFCU, one of the largest credit unions in the state and in the U.S., announced its merger with Health Employees Federal Credit Union, effective June 1. Established in 1934, SEFCU has 350,000 members with more than \$3.5 billion in assets and 47 branches. The merger added 3,500 members and three branches, located at Albany Medical Center, St. Peter's and Ellis hospitals. *Visit sefcu.com.*

Unity House of Troy, Inc. and The Troy Savings Bank Music Hall expanded the Unity House Downtown Troy Ambassadors Program. Additional funding will allow ambassadors to provide hospitality to the public during performances at the music hall. *Visit unityhousesny.org and troymusichall.org.*

Spring Line Design Architecture + Engineering (SLD) welcomed Structural Engineer John Stockli, EIT to its team. A graduate of Manhattan College with a B.S. in structural engineering, he is responsible for structural project work. SLD, founded in 2000, is a leading design consultant to architects and engineers in upstate New York. *Visit springlinedesign.com.*

START Children's Center | North Greenbush
startchildrenscenter.org.

YWCA of the Greater Capital Region | Troy
ywca-gcr.org

The Ruck | Troy
getrucked.com

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.

Ribboncuttings presented by
First New York Federal Credit Union

University at Albany broke ground on its Emerging Technology and Entrepreneurship Complex at the Harriman State Office Campus, paving the way for a new interdisciplinary hub for STEM research, public policy development and entrepreneurship. The \$180 million complex is the future home of UAlbany's College of Emergency Preparedness, Homeland Security and Cybersecurity, the first in the nation. *Visit albany.edu.*

The Troy Boys and Girls Club's Team HERO (Helping Everyone Recognize Opportunities) program was awarded the 2018 Honor Award for Program Excellence in Character and Leadership during the 112th national Boys and Girls Club conference. The award recognizes outstanding programs developed and implemented to lead youth to great futures. *Visit tbgc.org.*



architecture+ founding partner and president Frank Pitts, FAIA FACHA OAA (left), was named the 2018 Changemaker Award recipient by The Center for

Health Design's Board of Directors for his work as an advocate, educator and groundbreaking designer of healthcare buildings. *Visit aplususa.com.*

The Women's Employment & Resource Center (WERC) announced its 2018 Pearls of WERC Award Winners, individuals and corporate supporters and participants who will be recognized at WERC's 30th Anniversary Awards Celebration on October 2 at the Hilton Garden Inn in Troy. For more information, about this event, contact Elizabeth Miller Guthrie at 518.225.3131 or bmiller@cdwrc.org. *Visit.werc.org.*

events calendar 2018

JUNE	JULY	A LOOK AHEAD
<p>Thursday • 6/7 Accelerate Sales Academy A game-changing half-day event for your sales career. Check-in and luncheon at 11:30 a.m.; keynote speaker at 12 p.m.; breakout sessions start at 1:30 p.m.; Sales & Ales networking at 5:15 p.m. Cost is \$130 for members. At the Hilton Garden Inn, 235 Hoosick Street in Troy. Presenting Sponsor: M&T Bank. Breakout Sessions Sponsor: Community Resource FCU; Accountability Sponsor: Alchar Printing Group; Sales & Ales Sponsor: Saratoga Eagle Sales & Service. Media Sponsor: <i>Albany Business Review.</i></p> <p>Thursday • 6/14 Meet the Mayors An informative panel discussion with the mayors of area municipalities. Check-in and breakfast at 7:30 a.m.; panel discussion and Q&A 8-9 a.m. Cost is \$35 members; \$50 walk-in members. At the Comfort Inn & Suites, 99 Miller Road in Schodack. Sponsored by CAP COM FCU, Express Scripts and The Precision Group.</p> <p>Thursday • 6/28 Rooftop Off-the-Clock After Hours The Chamber's after-hours networking event of the summer! Connect with fellow members on the third floor of Franklin Plaza and enjoy stunning sunset views. Includes gourmet hors d'oeuvres and a cash bar. From 5:30-7 p.m. Cost is \$20 members. At Franklin Plaza Ballroom's Rooftop Terrace, Grand Street in Troy. Sponsored by eBizDocs.</p>	<p>Thursday • 7/12 NetworkingPlus Breakfast Get connected, develop leads and build relationships. With a structured format, three table rotations and ambassador facilitators. Cost is \$35 members; \$50 walk-in members. Check-in and breakfast at 7:30 a.m.; networking 8-9:15 a.m. At The Century House, Route 9 in Latham. Sponsored by Aflac and Community Resource FCU.</p> <p>Thursday • 7/19 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 and triumphs, 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 the Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by CAPCOM Federal Credit Union. <i>Additional sponsorships are available.</i></p> <p>Thursday • 7/26 The Leadership Institute Alumni Summer Networking Event Enjoy a day of networking with classmates and other alumni while cheering on the Tri-City ValleyCats. Cost includes game admission, catered lunch at the "Top of the Hill" picnic area, souvenir ValleyCats hat and exclusive networking. Be one of the first 30 to register for a chance to throw out the ceremonial first pitch! Gates open at 10 a.m.;lunch and start of game at 11 a.m. Cost is \$35 for alumni. At the Joseph L. Bruno Stadium, 80 Vandenburg Avenue in Troy. <i>Sponsorships are available.</i></p>	<p>Coming in August:</p> <p>» Member Benefits Breakfast Tuesday, August 7</p> <p>» Annual Golf Classic Monday, August 13</p> <p>» Ask the Experts Tuesday, August 21</p> <p>Sponsorship Opportunities Available Now For custom packages at your price point, 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>

HISTORIC ROOTS, DYNAMIC FUTURE

Green Island Poised for Purposeful Redevelopment

The Village of Green Island wasn't going to accept just any redevelopment proposal. "We're very selective about how we use our land," said Mayor Ellen McNulty-Ryan, noting the municipality's total area of 0.7 square miles. "We are looking for the best use for years to come."

With the \$60 million Starbuck Island project, McNulty-Ryan and Green Island officials believe they have found what they were looking for — and the developer to make it happen. Peter Luizzi, owner of Peter Luizzi & Bros. Contracting, Inc., purchased the 11.5-acre Starbuck Island and, with the oversight of the state Department of Environmental Conservation, is reclaiming the land that was contaminated from its 100 years as an oil storage and distribution terminal. Luizzi has removed the former car wash, office building and some smaller structures that stood on the site just south of the Green Island Bridge. Once the site work is completed, construction will begin on four apartment buildings on the southern portion of the island (see artist rendering above), three at market rate and one reserved for seniors. The project is also proposing amenities such as a marina, offices, a restaurant and retail shops located to the north of the apartments.

"It will bring jobs and everyday services to the public," said Sean Ward, executive assistant to the mayor. "It's an exciting project because it's beneficial to Green Island in so many ways: environmentally, economically and practically. Our residents really deserve this kind of win-win development."

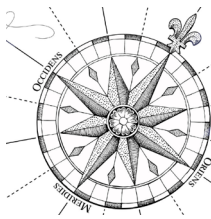
In addition to the Starbuck Island project, Green Island is welcoming Catskill Hudson Bank at George and Arch Streets in the heart of the village. "A solid, community-minded bank is so important to Green Island," said Mayor McNulty. "Catskill Hudson Bank is a great fit."

Renovations to the building, including infrastructure and IT, are in the final stages and the bank is expected to open before summer. Catskill Hudson Bank recently opened other new branches in Latham and Malta.



The Center of Attention

Green Island's envious geographical location has attracted commerce and industry for centuries. Under the Empire State Trail initiative, it will become the keystone to a 750-mile recreational use path that is expected to be the first of its kind in the nation. The trail, announced in 2017 and expected to be completed by 2020, will give the public a continuous multi-use route spanning the state from New York City to Canada and Buffalo to Albany. Green Island sits at the axis of the north-south and east-west routes, giving it a significant role in this much-anticipated project. A grand-opening event is planned in June to unveil the Green Island portion of the public access trail, including benches kiosks, signage and more. Visit villageofgreenisland.com.



A Legendary Starbucks, Long Before the Coffee House

Originally a true island surrounded on all sides by water, Green Island was owned by several Native American tribes until it was sold in 1665 to become part of Patroon Kiliaen van Rensselaer's manor, Rensselaerswyck. For the next 300 years, the island would attract some of the nation's most powerful men, from the van Rensselaer patroons to titans of the industrial revolution such as Thomas Edison, Henry Ford and Harvey Firestone, as well as world heavyweight champion Paddy Ryan, baseball icon Babe Ruth and literary giant Herman Melville. Known as Pachanhanit or Nehanenesick and, later,



Babe Ruth visits with children and community members on Starbuck Island.



Henry Ford with Thomas Edison, Harvey Firestone, John Burroughs and friends on a camping trip in Green Island in 1919. They are carving their initials into a rock which became the cornerstone of the Green Island Ford Motor Company plant.

Tibbits Island, today's Green Island includes two other islands, Center Island, also known as Starbuck Island, and McGill. Likely named for the Starbuck Brothers Foundry located there in the 1850s, Starbuck Island is said to have inspired Melville to use the name for a character in his epic *Moby Dick*. It would be another 120 years before the name would again take on "epic" proportions as a coffee empire, Starbucks Corp.

RECOGNIZING MEMBER SUCCESS

Chamber is Seeking "Good News" Nominees!

Do you know of a business or non-profit success story? Is it you? The Chamber is seeking nominees for the 2018 "Good News Rensselaer County" awards. Co-hosted by the Chamber and Rensselaer County, this event celebrates businesses, nonprofits and community organizations who make a significant impact on our area's economy and quality of life. Good News awards recognize members making a name for themselves at home, in our region, in New York State and, in some cases, in the global marketplace. Recipients are publicly honored during an awards luncheon in the fall. To nominate a candidate, use the online form at renscochamber.com or contact Rachael Murray at rmurray@renscochamber.com. Deadline for nominations is Friday, June 29 at 5 p.m.



A QUARTERLY REPORT OF THE CHAMBER'S



Economic Development Partnership

VISIONARY INVESTORS



KeyBank helps clients and communities thrive through informed choices made to the highest ethical

standards for the benefit of shareholders, customers, employees and communities. KeyBank Foundation invests in education and the workforce to build thriving localities. With its Community Development Lending and Investment business, Key makes construction affordable and attractive to developers, stimulating local economies. Visit key.com.



Rifenburg is one of upstate New York's oldest and largest family-owned construction firms. Specializing in earth moving and restoration

of all kinds, Rifenburg makes quick work of landfill expansions and closures, site work, highway and bridge expansion and utility installations. Since 1958, Rifenburg satisfies customers with dedication to projects, an emphasis on safety and the ability to take on big challenges while getting the job done on time and on budget. Visit riftenburg.com.

CHAMPION INVESTORS



THE ECONOMIC DEVELOPMENT PARTNERSHIP

is a service of the Rensselaer County Regional Chamber of Commerce. EDP assists businesses to develop and expand in our region. We provide resources and information to connect you to regional, national and international marketplaces. The mission of EDP is to enhance the economic vitality of Rensselaer County and establish greater awareness of its high quality of life.

LOOKING FOR A SMART INVESTMENT?

With the Chamber's EDP you can invest in the success of our regional business community. In conjunction with the Rensselaer County Industrial Development Agency and the Center for Economic Growth, we serve as a catalyst for businesses starting up, expanding, or looking to make a profitable move. EDP's high-impact marketing attracts regional, national, and international attention to our county's dynamic quality of life and thriving business environment. Join the Chamber in this economic development initiative.

CONTACT US:

President Kate Manley
kmanley@renscochamber.com
ph: 518.274.7020

Economic Advancement & Member Relations Manager Maureen McGuinness
mmcguinness@renscochamber.com
ph: 518.687.1244

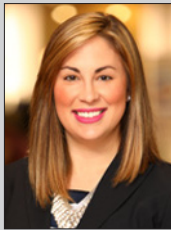
MEET OUR INVESTORS:



CAP COM Federal Credit Union is committed

to offering quality financial education and advocacy to its members and to the communities it serves.

“Our goal is to provide financial solutions for every stage of life,” said Community Relations Manager Amanda Goyer (at right).

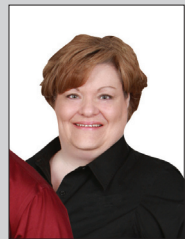


Partnered with more than 70 local schools, **CAP COM’s School Banking** serves 13,000 students aged 5-18 years by helping them form good financial habits early. The program encourages them to bank once a week at their school and includes fun activities and prizes earned through “Great Grades” and reading programs. CAP COM also operates an in-school branch, The Vault, at Shenendehowa High School. Staffed by CAP COM employees and student tellers, The Vault is a successful mini-workforce development program, as many students grow into valued seasonal employees. **CAP COM’s Financial Reality Fairs** are high-impact, interactive half-day events at high schools that challenge students to experience life on their own and learn the realities of budgeting and making important financial decisions.

CAP COM’s College Bound

Program offers unique products, services, workshops and scholarship programs. “We’re dedicated to helping students and parents make informed choices in the college search, selection and admissions process, while building a smart financing

plan that focuses on affordability,” said Certified College Funding Specialist Kim Donah (at left). College Bound has consulted with more than 3,500



students and families in the past nine years with information for planning and admissions, financial aid and affordability, FAFSA referral and review, student loan consolidation and more. College Bound workshops are held each spring for students in 9-11 grades and their families.

CAP COM’s Financial Literacy Workshops deliver practical and informed guidance to individual members and member companies on a host of important life issues, such as taking control of your finances, buying a house, purchasing a car, investing and insurance, planning for retirement and more. “We see a tangible impact on the lives of people who attend our workshops,” said Director of Advisory Services and Sales Brian Tramontano (at right). “What they learn has the power to turn their lives around.”



Working with HR departments, CAP COM tailors its workshops, on site and off, to meet the needs of member companies and their employees, taking care of the planning, set up, presentation and follow up. All of these services are complimentary for CAP COM members and are not sales presentations. “Our focus is on the financial wellness of individuals, at every phase of their lives,” said Tramontano.

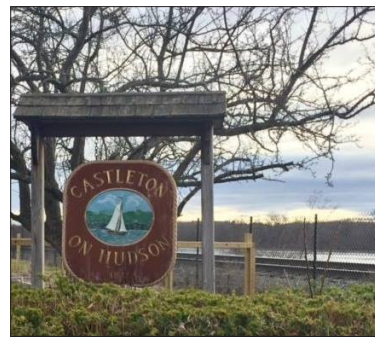
For information on all the programs listed here, visit capcomfcu.org.

CASTLETON-ON-HUDSON

Revitalizing a River Community

There are a lot of believers in the small Village of Castleton-on-Hudson. Businesses, residents, community organizations and local government are collaborating to revitalize Main Street and re-gain public access to the riverfront for recreational use. The grass-roots groundswell to reinvest, reinvent and reimagine the quaint, close-knit village is attracting businesses looking to be part of the small-town success story. “We’re at an exciting point in the history of our village,” said Mayor Robert Schmidt. “We have dynamic support and are pursuing a lot of issues that all relate to the same ambitious goal: the renewal of Main Street as the heart of our community.”

Key to long-term economic activity is riverfront access, said Schmidt, which would attract visitors and tourism including campers staying at nearby Schodack Island State Park and fishing and boating enthusiasts. The village applied for a \$10 million New York State Downtown Revitalization Initiative grant to build a pedestrian bridge over Amtrak’s railroad tracks and for other improvements to Main Street. The competition for funding has raised Castleton-on-Hudson’s profile and exposure while serving as an impetus for public action. The community is reclaiming its riverfront park with new benches, an Earth



Day rally and a banner calling for Amtrak and state officials to work towards a public access plan, such as a bridge or grade-level crossing with safety enclosures. Volunteers have collected more than 500 signatures and the village is lobbying its river-access cause with state representatives and by joining forces with Columbia and Dutchess counties. Recently, Castleton-on-Hudson was named a high-priority site in the Rensselaer County Hudson River Access Plan, a study by the Rensselaer Land Trust funded by the state Department of Environmental Conservation’s Hudson River Estuary Program. “This all helps our cause,” said Schmidt, “and helps propel us forward.”



The Castleton-on-Hudson Farmers & Artisans Market is expanded this year to every Friday, June 1 to September 28, from 4:30-7:30 p.m. at the corner of Main Street and Scott Avenue. See you there!

Visit castleton-on-hudson.org and facebook.com/villageofcastletononhudson.

MANUFACTURING JOBS

HVCC’s New Facility Boosts Region’s Skilled Workforce

Hudson Valley Community College broke ground on the \$14.5 Million Gene F. Haas Center for Advanced Manufacturing Skills. The 37,000-square-foot facility (at right), designed by Mosaic Associates Architects, will allow the college to double enrollment in its Advanced Manufacturing Technology degree program and meet an urgent workforce demand for skilled manufacturing employees in the region.

The facility is envisioned as a one-stop manufacturing technology center to train students on the latest machine tools, equipment and software. The building’s design provides corporate partners with access to offices and conference space adjacent to faculty offices, student classrooms and labs. Facilities will be available for corporate demonstration purposes, shared training activities, meetings



and events that connect the college to its workforce partners.

The college’s Advanced Manufacturing Technology degree prepares graduates for careers as CNC machinists/programmers, tool makers and industrial maintenance technicians along with technical marketing, sales, procurement and manufacturing supervisory/control jobs. It is the only community college training program of its kind within 125 miles and has a 100% job placement rate for graduates. Visit hvcc.edu.

MORE JOBS ON THE WAY

Linium Index Shows Upswing in Regional Hiring

Capital District employers are finding more qualified candidates locally, leading to optimism about professional and technology job growth, according to the Spring 2018 Linium Hiring Index. The survey of 109 human resource and hiring managers showed rising numbers of employers are successfully recruiting new employees and an increasing number of employers expect to add jobs during the next six months.

“The takeaways are overwhelmingly positive: employers remain bullish on the Capital Region’s economy and that optimism is driving strong expectations for job growth,” said Miriam Dushane, upstate New York’s managing director for Linium Recruiting. “While it’s encouraging...employers must stay proactive to ensure they hire the best candidates to be productive and profitable.”

Visit liniumrecruiting.com.

APPLICATIONS DUE JULY 27

State Makes \$750 Million Available Through REDCs

New York State launched Round VIII of the Regional Economic Development Council (REDC) initiative, a competition for more than \$750 million in economic development resources. The Consolidated Funding Application opened on May 1, enabling businesses, municipalities, not-for-profits and the public to apply for assistance from dozens of state programs through a single application. Additionally, more than \$525 million from state agency programs will be awarded through the CFA process.

Funding priorities in 2018 include Downtown Revitalization Plans and workforce development strategies to meet business’ needs and improving the regional talent pipeline. Since 2011, \$5.4 billion has been awarded, including \$521.9 million to fund 718 projects in the Capital District.

The 2018 REDC Guidebook and list of resources is accessible at regionalcouncils.ny.gov. Deadline for applications is Friday, July 27 at 4 p.m. For applicants, the CFA is available at apps.cio.ny.gov/apps/cfal.

THANK YOU!

118th Annual Dinner {with a twist}

More than 450 regional professionals enjoyed the Chamber's 118th Annual Dinner {with a twist} & Business Expo at the Franklin Plaza Ballroom in Troy. Guests networked, dined and explored member expo booths all evening, ensuring maximum opportunities to make connections and build relationships in a fun atmosphere. The Chamber's special after party continued the networking on the Plaza's rooftop terrace. Thank you to our generous sponsors and to all who attended for making our premier annual event a great success! Save the date for next year's event on **Thursday, May 9, 2019**. *View more photos at facebook.com/renscochamber.* Photos by Joan Heffler Photography.

Thank You to Our Sponsors





Media Sponsor



Expo Tent



Dessert Room



After Party





CHAMBER STAFF NEWS

Welcome and Congratulations!

The Chamber announced the hire of Elizabeth (Liz) McGarry as membership manager (at right) and the promotion of Maureen McGuinness (below, left) to economic advancement and member relations manager.

McGarry's responsibilities include reaching out to prospective Chamber members, assisting with membership retention and acting as a resource for existing members. She also oversees the Chamber's Ambassador Program to enhance current member relations.

"We're so pleased to have someone with Liz's professional background and expertise join our staff," said Chamber President Kate Manley. "She understands the importance of Chamber membership and will introduce regional businesses to the customized marketing, businesses development and networking opportunities available through membership, among many other member benefits."

McGuinness, who previously served as the Chamber's membership manager, is responsible for implementing economic and workforce advancement strategies, serving as a resource to members and coordinating sponsorship and marketing opportunities.

"Maureen's appointment is a sign of our continued commitment to foster a business environment that stimulates diversified job creation and economic investments to support member's goals," said Manley. "She is a real asset to our diverse membership, helping businesses

sustain and grow while improving the vitality of Rensselaer County and the greater Capital District."

Contact Liz McGarry at emcgarry@renscochamber.com or 518.687.1240 and Maureen McGuinness at mmcguinness@renscochamber.com or 518.687-1244.

MAXIMIZE YOUR MEMBERSHIP

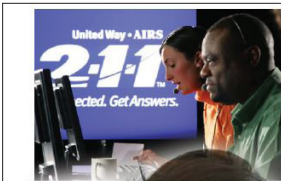
Check Out This Chamber Benefit

☒ MEMBER EVENTS CALENDAR

Promote your organization's upcoming events, check out what's happening with other members, support local causes or plan your weekend with the Chamber's free Member Events Calendar at renscochamber.com/member-events. Open to all members, there is no cost to upload your events, including 5k's/walks, open houses, training sessions, events, galas, fund-raisers and more. With an easy-to-use online form (that gets approved before publishing), your individualized calendar listing is linked directly to your event's website, driving users to your information and registration. Start leveraging the Chamber's website to make your events a success. For assistance, contact Communications & Web Strategies Manager Staci O'Neill at soneill@renscochamber.com or 518.687.1243.

CHAMBER MEMBER

spotlight



Every day, people in the greater Capital District need essential services — from job training or income tax assistance to child care or support for an aging parent. The web of social services is complex and navigating it can be overwhelming. By calling 2-1-1, any person can make it easy to find the resources and solutions that work. **United Way of the Greater Capital Region** proudly funds "Call 2-1-1" as part of its strategic programs.

How does it work?

A simple, three-digit call connects residents to a trained and caring specialist who evaluates the callers' needs, accesses a database of hundreds of community, social

and government resource agencies AND connects them to the best possible solutions. 2-1-1 is free, fast and confidential.

Who should use 2-1-1?

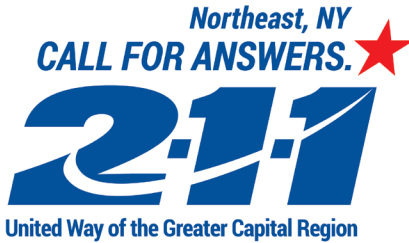
EVERYONE. People call 2-1-1 because it is neutral and does not require callers to fit any description or "label" in order to access assistance. Call 2-1-1 is for everyday people looking to save time and find the solutions they need, regardless of their situations.

What kind of questions can I ask?

Any question that needs an answer. Food and housing, employment and healthcare, child care and elder care, insurance and tax filing, mortgages and loans, all of these topics and more can be discussed with 2-1-1 specialists. Whatever the need, the 2-1-1 call center has the information and expertise to help you make the right connections.

Where is 2-1-1 available?

2-1-1 covers the entire state of New York with 24/7 coverage and is able to provide live translation in more than 200 languages. United Way of the Greater Capital Region makes 2-1-1 available in northeastern New York, including Albany, Columbia, Fulton, Greene, Hamilton, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Warren and Washington counties.



Get started today by calling 2-1-1 or learning more at 211neny.org.

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

News from The Leadership Institute

Alumni Summer Networking Event

"A Day at the Joe" on Thursday, July 26

Gates Open at 10 a.m.; Lunch/First Pitch at 11 a.m.

\$35* Alumni Only, All-Inclusive | Sponsorships Available

Enjoy a day of networking while cheering on the Tri-City ValleyCats! Reconnect with classmates and meet alumni from other classes to broaden your network at this informal, summer-fun event. Cost includes game admission, catered lunch at the "Top of the Hill" picnic area, souvenir ValleyCats hat and exclusive networking with other graduates of The Leadership Institute. **Be one of the first 30 to register for a chance to throw out the ceremonial first pitch of the game!** Winner announced prior to event.

*A portion of proceeds will benefit The Leadership Institute scholarship fund to help others benefit from our award-winning professional development program.



Mark Davies '08 (left) was promoted to relationship manager for KeyBank's Capital Region Business Banking. He is responsible for small business lending and fostering small business relationships. Visit key.com.

James Whalen '15 (right) started a new position as assistant counsel for the Center for Internet Security (CIS). The company safeguards public and private organizations against cyber threats. Visit cisecurity.com.



Submit your Leadership Institute alumni news to soneill@renscochamber.com.

The Leadership Institute is sponsored by **KeyBank** with media sponsorship by **Albany Business Review**.

Member Milestones

50+ YEARS

Callanan Industries, Inc. (1967)

40 YEARS

Teal, Becker & Chiamonte, CPAs, P.C. (1978)
Tri City Rentals / Massry Realty Partners (1978)

30 YEARS

Saxton Sign Corporation of Albany (1988)

15 YEARS

Best Western Plus Franklin Square Inn (2003)
James E. Curran & Co., Inc. (2003)
J.T. Mossey Electrical Contractor, Inc. (2003)

10 YEARS

AAA Hudson Valley (2008)
Berkshire Farm Center & Services for Youth (2008)
Neil’s Barber Shop (2008)

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NOT YOUR AVERAGE SALES TRAINING

Chamber’s Accelerate Sales Academy June 7

Drive your sales forward at the Chamber’s **Accelerate Sales Academy**, an entire afternoon designed to help you discover techniques for selling in the 21st century. Open to everyone in sales, this event takes an unflinching look at what doesn’t work and will breath new life into your sales strategy. We’ll start with our keynote speaker, Keenan (photo, right), founder and CEO at A Sales Guy, Inc. Then we’ll dive deeper with breakout sessions led by leading regional sales executives (below, right). Complete the day with Sales & Ales networking to put what you’ve learned into action and build career connections while enjoying local craft beverages. It will be a day to remember and a game-changer for your business!



Accelerate Sales

Academy is on Thursday, June 7 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Check-in and luncheon at 11:30 a.m.; keynote speaker at 12 p.m.; breakout sessions start at 1:30 p.m.; Sales & Ales networking at 5:15 p.m. Cost is \$130 for members. Sign up and view a video of Keenan’s style at renscochamber.com/events/accelerate-sales-academy.

Breakout Topics & Presenters

The Power of Body Language

Denise Horan, principal, Integrated Management & Sales Consulting

Maximizing Sales Performance - Forecasting and Pipeline Management

Cindy Applebaum, market president/publisher, *Albany Business Review*

The Changing Role of the Front Line

Lauren Valentine, executive associate, Sandler Training

Marketing Yourself and Your Business

Denise Horan, principal, Integrated Management & Sales Consulting

Building a High-Performance Team

Jan Cory, senior sales executive (former president of Silhouette Optical)

Turning Prospects Into Profits

Matt Scarchilli, CEO, Sandler Training



Presenting Sponsor



Breakout Session Sponsor



Accountability Sponsor



Sales & Ales Sponsor



Media Sponsor

Summer Networking Fun with renscochamber.com/events

Rooftop Off-the-Clock After Hours Networking

Thursday, June 28 at Franklin Plaza Ballroom’s rooftop terrace, Grand Street in Troy. From 5:30-7 p.m. \$20 for members. Sponsored by eBizDocs.



NetworkingPlus Breakfast

Thursday, July 12 at The Century House, Route 9 in Latham. Check-in at 7:30 a.m.; networking 8-9:15 a.m. \$35 members; \$50 walk-in members. Sponsored by Aflac and Community Resource FCU.



SOLUTIONS-BASED CONVERSATIONS

Find Your Inner Wonder Woman on July 19

Learn how to harness your power within, build professional and personal networks and find inspiring mentors at the Chamber’s upcoming **Wonder Women Mentoring Breakfast**. We’re gathering top women professionals (at right) to share their experiences in a series of three 20-minute roundtables, sparking lively and candid conversations about career challenges and triumphs. Table hop as you meet with mentors and discover new strategies for success. Sign up for an event that will give you “a-ha!” moments, new connections and take-away solutions. Develop empowering relationships with local “Wonder Women” and discover the wonder woman in you!

Wonder Women Mentoring Breakfast is on Thursday, July 19 at the Hilton Garden Inn, 235 Hoosick Street in Troy. Sign up at renscochamber.com/events. Check-in and breakfast at 7:30 a.m.; mentoring 8-9:30 a.m. \$35 members; \$50 walk-in members. Sponsored by CAP COM Federal Credit Union.



Kelli Arnold, National Director of Corporate Responsibility, KeyBank

Diane Cameron, Director of Development
Unity House of Troy, Inc.

Tami Cole, President & CEO
Docstrats, Inc.

Alisa Henderson, President
Duncan & Cahill, Inc.

Carrie Hillenbrandt, Vice President
Sales & Marketing, BBL Hospitality

Amy Klein, Executive Director
Capital Roots, Inc.

Regina LaGatta, Executive Director/
Chief Advancement Officer, Hudson Valley
Community College Foundation

Katherine Maciol, President & CEO
CEO (Commission on Economic Opportunity)

Laura J. Poltynski, Director of Customer and
Community Management, National Grid

UPGRADE *your* WORK SPACE



Located in the heart of Downtown Albany's Central Business District, 41 STATE is just steps away from the State Capitol, court houses, City Hall, I-787, I-90, and I-87. 41 STATE provides unparalleled views of the Hudson River Valley, State Street, and Broadway with on-site garage parking. Suites range from **200 to 30,000+** square feet.



Downtown Troy properties include the 1801 6th Avenue Professional Building. Conveniently located near Route 7 and I-87, Albany and Saratoga are a quick trip away. Enjoy close proximity to area colleges, universities, hospitals, and the Hudson River, right here in up-and-coming Downtown Troy. The naturally bright and inviting suites range from **1,200 to 14,700** square feet with views of RPI and the City of Troy.



Computer Park in the Town of Colonie is a professional office park located off Wolf Road and just minutes away from I-87 and I-90. Within the park, Albany Management offers tenants the opportunity to select a suite within any of our ten buildings with spaces ranging from **200 to 15,000** square feet.



Guilderland properties afford tenants downtown visibility with uptown privacy. Located on bustling Western Avenue, the properties at 2592, 2568, and 1873 Western Avenue offer suites ranging from **1,600 to 9,300** square feet.

CALL TODAY

Karen Laberge (518) 458-7113

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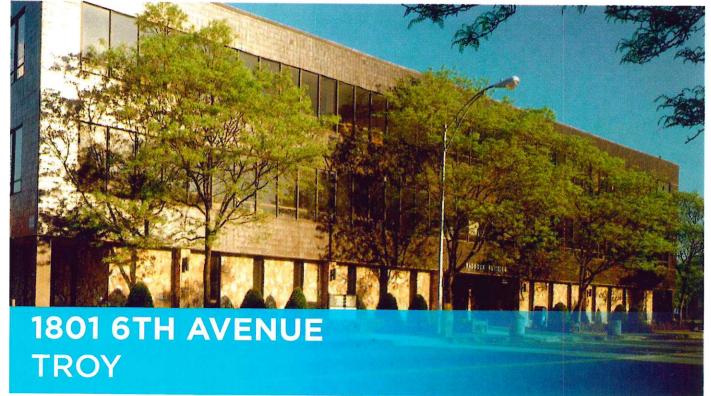
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