



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

15th Year of Leadership

Real Results

“I have had the honor and incredible pleasure to participate on the faculty of The Leadership Institute, an exceptional program of the Rensselaer County Regional Chamber of Commerce. My experiences alongside seasoned instructors and exposure to the fresh and inspiring thoughts of the region’s up-and-coming leaders have enriched my own understanding in many ways. Developing strong leadership skills requires taking time to reflect and share experiences with peers and mentors. The Leadership Institute is an effective and stimulating way to accomplish that.”



James K. Reed, MD
President & CEO
St. Peter’s Health Partners

Now is the time to take advantage of The Leadership Institute, the Chamber’s transformational, skills-based professional development program that incorporates a “learning from leaders” approach to successful training. Our award-winning model develops participants’ professional and personal skills as they learn from a distinguished faculty of the region’s top executives. Starting with an overnight retreat, the program builds with monthly sessions on strategic thinking, communication, career-life balance, financial management, human resources, organizational development and board development. Our graduates increase their value as leaders within their companies and communities, paving the way for career advancement and personal success. In addition, Leadership alumni enjoy exclusive and advantageous networking opportunities.

Make this YOUR year. Learn more about The Leadership Institute and submit an online application at renscochamber.com/leadership-institute. Contact Communications & Web Strategies Manager Staci O’Neill at 518.687.1243 or soneill@renscochamber.com for more information. You are invited to a Leadership “Drop-In Day” on Friday, March 22 from 8 a.m. to 4:30 p.m. at the Chamber office, 90 Fourth Street in Troy. Pick up an application, talk with staff and get your questions answered. **This year’s application deadline is Wednesday, May 15 at 5 p.m.**

Join us at The Leadership Institute Class of 2019 Graduation & Dinner on Thursday, April 4, 5:30 p.m. at the Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Reservations are \$50 per person or purchase a Chairman Circle Table of 10 for \$550 and receive extra recognition. Register online at renscochamber.com/events.



ASK A BOARD MEMBER:

Commercial Loans

Jerilee Beaudoin is Senior Vice President, Commercial Loan Administration at Pioneer Bank. With 27 years in the financial services industry, Jerilee provides leadership, oversight and support to ensure world-class service for Pioneer’s customers. She serves as treasurer of the Chamber’s board of directors and is a Class of ‘11 graduate of The Leadership Institute.



Q » What is the current environment for commercial loans?

A » It’s a competitive market, especially in this region where there are both established financial institutions as well as newcomers to the industry. From an economic perspective, the economy is growing, unemployment is low and the federal tax reform impacts are starting to materialize. All of these factors continue to position Pioneer Bank for success in the commercial lending area. We have the unique ability to make local lending decisions and respond to customer needs in an expeditious manner.

Q » What about loans for small businesses?

A » Reputable financial institutions work with small business owners to look for the best solutions and are committed to doing the right thing for the customer. Small business owners should look to leverage their professional network, including certified public accountants and attorneys who specialize in commercial lending. There are also a variety of resources and economic development centers available to small businesses, including the New York Business Development Corporation, Community Loan Fund and UAlbany Small Business Development Center. These programs offer assistance in accessing capital, developing a business plan and providing training and mentoring programs.

Q » How do I get started and find help to navigate the process?

A » The first step is to do your homework. Businesses should know their industry, understand their financial capacity and be realistic by creating a viable business plan. The next step is to leverage available resources, including the Chamber. With professional connections and expertise, the Chamber can be a key partner in helping businesses navigate resources and find the right assistance. When choosing a lending institution, look for one that is committed to building a relationship with you and understanding your business needs while offering timely and flexible loan solutions.

“RENSCONNECT” is published monthly. Submissions considered for publication are based upon content and space availability.

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 @RenscoChamber
 Rensselaer County Regional Chamber of Commerce
 @renscochamber

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“Spring” into Chamber Opportunities

NETWORKINGPLUS LUNCHEON

Get connected, develop leads and build relationships at our one-of-a-kind, fast-paced networking events. A structured format, three table rotations and ambassador facilitators ensure attendees experience purposeful networking for success. These events are a fun and effective way to focus your networking efforts among fellow Chamber members. Remember to bring plenty of business cards as all attendees get equal time to spread their message during table rotations. Come prepared to meet your next lead and spend your lunchtime making valuable connections!

THU
MAR
21

Register now at renscochamber.com/events
☎ Check-in & luncheon 11:30 a.m.; networking 12-1:15 p.m. \$35 members | \$50 walk-in members. Franklin Plaza Ballroom, Third Floor, 4 Fourth Street in Troy. Sponsored by:



MEMBER BENEFITS BREAKFAST

Maximize your Chamber investment by discovering all of the advantages of membership for you AND your employees. Designed for new and current members, this event will give attendees an informative overview and the opportunity to network with our Chamber business community. Learn all about cost-saving benefits and helpful resources; how the Chamber markets, develops and connects to promote its members; and meet Chamber staff. Register now and get to know your Chamber.

THU
MAR
28

Register now at renscochamber.com/events
☎ Check-in & breakfast 7:30 a.m.; benefits overview and networking 8-9 a.m. No cost for members; RSVPs requested. Courtyard by Marriott Albany Troy/Waterfront, 515 River Street in Troy. Sponsored by:



THOMAS K. JUDD & ASSOCIATES

New Members

ConfiData

Document Destruction
Rep: Rob Shauger
11 North Ferry Street
Albany, NY 12207
Phone: 315.534.2557
VISIT confidata.com

Dig Soft, Inc.

Hydro Excavation/Soft Dig
Construction & Excavation
Rep: Sarah D. Nitz
105 Smith Hill Road
Troy, NY 12180
Phone: 518.953.0156
VISIT digsoftinc.com

Epilepsy Foundation of
Northeastern New York

Non-profit Organization
Rep: Jeannine S. Garab
3 Washington Square
Albany, NY 12205
Phone: 518.456.7501
VISIT epilepsy.com/northeasternnewyork

JDog Junk Removal and Hauling

Junk Removal
Rep: Scott Galarneau
398 Anthony Street
Schenectady, NY 12308
Phone: 518.944.0901
VISIT jdogempire.com

The Legend Group

Financial Advisor
Rep: Bonnie Kenna
Phone: 518.772.5096

Melvin Roads American
Legion Post 1231

Restaurant & Banquet Facility
Rep: George Basher
200 Columbia Turnpike
Rensselaer, NY 12144
Phone: 518.462.7006
VISIT melvinroads1231.org

New York Life

Financial Planning & Services
Insurance
Rep: Thomas A. Lynch
26 Century Hill Drive
Suite 301
Latham, NY 12110
Phone: 518.220.4277
VISIT albany.nyloffices.com

Rosewood Rehabilitation and
Nursing Center

Rehabilitation & Nursing
Rep: Ashley Gallagher
284 Troy Road
Rensselaer, NY 12144
Phone: 518.286.1621
VISIT rosewoodrehabilitation.com

SNK Enterprises, Inc.

Excavation & Site Preparation
Rep: Jason Nitz
348 Bald Mountain Road
Troy, NY 12180
Phone: 518.279.1693
VISIT snkenterprisesinc.com

Member News

AWCplus

President Lisa Despart was named 2018 Allied Member of the Year for the Capital Region BOMA (Building Owners and Managers Association). The award recognizes excellence in the industry. Despart serves as a member of the Rensselaer County Regional Chamber's board of directors. (photo l-r: Lisa Despart and BOMA President Sharon Kelley)
VISIT awcplus.com



CAP COM Federal Credit Union announced Paula Stopera (at left), president and CEO, will retire in May and Christopher McKenna, CAP COM's executive vice president and chief lending officer, will take the reins as new president and CEO. Retiring from a 39-year career with CAP COM, Stopera oversaw more than \$1.5 billion in growth since

becoming president and CEO in 2004. McKenna (at right) has worked in the financial services and mortgage industry since 1990 and with CAP COM for nearly a decade. He has served on the credit union's executive leadership team for the past eight years. VISIT capcomfcu.org



Excelsior College was recognized as a Gold-Level School of Distinction by bestcolleges.com, a leading provider of college resources and research. Excelsior was honored for its development of quality online higher education programs and was one of only 15 schools to qualify. VISIT excelsior.edu

Ryan Biggs | Clark Davis Engineering & Surveying, DPC., a firm specializing in structural and site engineering and surveying services, welcomed the following staff: Nadya Levitova, design engineer; Kate Sesselman, marketing assistant; and Zachary Wietsma, design engineer. VISIT ryanbiggs.com

Dreyer Boyajian LaMarche Safranko,
Attorneys at Law

was formed by a merger between LaMarche Safranko Law, PLLC and Dreyer Boyajian, LLP. George E. LaMarche III (right), Class of '09 graduate of The Leadership Institute, was named managing partner of the new firm. The merger brings together the expertise of highly respected and experienced attorneys across different generations and practice areas. VISIT dbls.com



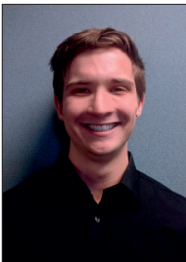
Hope 7 Community Center is seeking speakers for a Teen Tuesday series to briefly discuss their jobs and answer questions from teens. If you are interested in inspiring the next generation of business professionals, contact hope7.thais@gmail.com. VISIT hopeseven.com

Marvin and Company, P.C., CPAs, an accounting, auditing, taxation and management consulting firm, announced the election of Kevin P. O'Leary, CPA as the managing director of the firm. He succeeds Kevin J. McCoy, CPA, CFF, who will continue to advise and service clients as a principal. VISIT marvincpa.com

Whiteman Osterman & Hanna LLP launched a new microsite for the firm's immigration practice group. The site can be accessed directly or through the immigration page on the firm's main website. The microsite has information on the immigration practice group's attorneys and services and incorporates video, blogs, testimonials, immigration news and updates. VISIT woh-immigrationlaw-ny.com

The Chazen Companies'

Elizabeth Bartosik and Johnathan A. Gell (l-r) received their Engineer in Training designations from the National Council of Examiners for Engineering and Surveying. Bartosik works in Chazen's land development group and Gell is part of the firm's structural engineering group. VISIT chazencompanies.com



EventsCalendar 2019

MARCH

TUE
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05

Wonder Women Mentoring Luncheon
Join top women professionals as they share their experiences and strategies for success. Three 20-minute roundtables will spark lively and candid conversations about career challenges and solutions.
☎ **Check-in & luncheon 11:30 a.m.; mentoring conversations 12-1:30 p.m.** \$35 members | \$50 walk-in members. Pat's Barn, 100 Defreest Drive in Rensselaer. *Sponsored by CAP COM FCU.*

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21

NetworkingPlus Luncheon
Get connected, develop leads and build relationships at our one-of-a-kind, fast-paced networking event. A structured format, three table rotations and ambassador facilitators ensure purposeful and effective networking.
☎ **Check-in & luncheon 11:30 a.m.; networking 12-1:15 p.m.** \$35 members | \$50 walk-in members. Franklin Plaza Ballroom, Third Floor, 4 Fourth Street in Troy. *Sponsored by Sunmark FCU.*

THU
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28

Member Benefits Breakfast
Maximize your investment by discovering all of the advantages of membership. Designed for new and current Chamber members and their employees.
☎ **Check-in & breakfast 7:30 a.m.; benefits overview and networking 8-9 a.m.** No cost for members; RSVPs requested. Courtyard by Marriott Albany Troy/Waterfront, 515 River Street in Troy. *Sponsored by First New York FCU and Thomas K. Judd & Associates.*

APRIL

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04

The Leadership Institute Class of 2019 Graduation Ceremony & Dinner
Celebrate this year's class and network with business professionals.
☎ **Networking reception 5:30 p.m.; graduation ceremony 6:30 p.m.** \$50 per person | \$550 per Chairman Circle Table of 10. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. *Sponsored by KeyBank, with media sponsorship by Albany Business Review.*

WED
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10

Ask the Experts | Managing & Supervising Staff
Learn the best practices to manage and supervise staff, train new managers, HR responsibilities and more. Led by Charles F. Seifert, dean, School of Business, Siena College.
☎ **Check-in & breakfast 7:30 a.m.; presentation 8-9 a.m.** \$35 members | \$50 walk-in members. Shaker Pointe at Carondelet, One Bell Tower Drive in Watervliet. *Sponsored by CDPHP and SEFCU.*

THU
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18

College Presidents Panel Discussion
A dynamic discussion with the presidents of area colleges and universities. Discover how these institutions collaborate with businesses for mutual success. Voice your ideas during an interactive Q&A.
☎ **Check-in & breakfast 7:30 a.m.; panel discussion and Q&A 8-9:30 a.m.** \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. *Sponsored by CAP COM FCU, Mosaic Associates Architects, Duncan & Cahill and UHY LLP.*

A LOOK AHEAD

- » **119th Annual Dinner {with a twist} & Business Expo**
05/09/19
- » **NetworkingPlus Luncheon**
05/29/19
- » **Accelerate Business Academy**
06/14/19
- » **SAVE THE DATE!**
Annual Chamber Golf Classic
08/12/19

Sponsorship Opportunities Available!
Events Coordinator Rachael Murray
rmurray@renscochamber.com
ph: 518.687.1238

ADDITIONAL INFO

**No-shows will be billed;
24-hour notice is required for all cancellations.**

Questions?
Contact Events Coordinator
Rachael Murray at 518.687.1238
or rmurray@renscochamber.com.



Register for Events:
renscochamber.com/events

If you have special requirements, please contact us one month prior to event.

A CATALYST FOR COMMERCE

Re-Envisioning the City of Troy's Waterfront

First Columbia LLC has a recipe for successful urban renewal: start with jobs, add amenities (such as food and fitness), provide housing stock, season with public recreational spaces and stir. Yield: one thriving downtown with a strong sense of community engagement. The company is committed to the redevelopment of the city's downtown, particularly a half-mile stretch along the Hudson River between the Green Island and Collar City bridges, where its Courtyard by Marriott proudly presides as a centerpiece of its initiative (photo, right). Opened in September, the Courtyard represents the city's first waterfront hotel and is a catalyst for continued growth and redevelopment.



"This location is the front door to the City of Troy," said President and CEO Kevin Bette, whose company is investing \$160 million in a multi-phase plan to make The Waterfront District buzz with commerce and connect it to the rest of downtown. Bette began by renovating and bringing jobs to Hedley Park Place at 433 River Street (photo, below), purchased in 2006 from John Hedley. Now home to City Hall, technology businesses and healthcare offices, the building's first floor will feature the River Street Market, a premium food hall that will include a Stacks Espresso Bar. In addition, Mazzone Hospitality is opening a rooftop banquet facility on the ninth floor of the building, with space for weddings, special occasions, meetings and corporate events. The 10,000-square-foot facility offers panoramic views of the river and beyond.

Next up is a \$15 million parking garage located across River Street from the Hedley building, with 600 spaces on three levels and the potential for first-floor retail space. Also in the works is the redevelopment of the former Fitzgerald Bros' Brewing Co. at 495-511 River Street into a fine dining restaurant with indoor/outdoor seating and exceptional cuisine and service. There are plans for a rock-climbing facility at the former St. Peter's Church on nearby Fifth Avenue, a gym in

the Hedley building and more. In addition, First Columbia aims to add a dock and a lighted promenade along its waterfront, connecting it with the city's anticipated three-mile-long river walk that would provide public recreation and water access. "Our vision is to bring in commerce and re-engage the community so that Troy becomes a place to work in, live in and spend time in," said Bette. "The mix of projects we're proposing offers prime office space, retail, entertainment, residential units, parking and a first-class hotel to have a lasting impact by reconnecting the city with its valuable waterfront assets and injecting it with commercial and social activity. All of this will combine to position Troy, once again, as a premier urban destination in the Capital District." VISIT firstcolumbia.com; thewaterfronttroy.com; and riverstreetmkt.com



REPAIRING TROY'S SEAWALL

\$24 Million Project is Key to City's Revitalization

The City of Troy's ongoing seawall stabilization and repair is an essential infrastructure project that seeks to protect the shoreline, prevent future flooding of businesses and residences, safeguard the primary municipal sewer line and encourage increased commerce and public activity along the waterfront. The 100-year-old seawall holds up a 3,500-linear-foot section of the city's waterfront, from the Hedley District at its northern end to a point near the dock where passengers board the Captain JP for riverboat cruises. Identified as a top priority by New York State under FEMA's Hazard Mitigation Grant Program, which is providing \$14 million towards the total cost of \$24 million, the wall is deteriorated from erosion and the impact of Hurricane Irene in 2011, when the Hudson River flooded River Street and battered the Troy docks and marina. Repeated surges, erosion, ice flows and tidal scouring have all contributed to the need for major repairs.

"Waterfront communities, like Troy, know firsthand the devastating impact of severe weather and flooding events and the necessity for new investment in protective features like our seawall bulkheads," said Mayor Patrick Madden. "The seawall stabilization project will enhance the resiliency of our shoreline, providing further protection for our sewer infrastructure network and local businesses located along the Hudson River. With the support and assistance of Senator Charles Schumer and our federal, state and local partners, we are laying a new foundation for a stronger, more resilient future for our waterfront for the enjoyment of residents, families, visitors and local boaters."

Structural upgrades and improvements include dredging and underwater installation of rebar and cement over gaps in the wall. Crews working from barges are installing 40-foot-long steel beams as reinforcing bars, set into the riverbed every 10 feet. Precast concrete panels are set between the beams and anchored to the old seawall with rods. About 150 precast panels will be installed by the time the project is scheduled to be completed in December 2019.

The finished project is expected to attract and encourage private investment in the Troy waterfront and the continued revitalization of the downtown area, including the One Monument Square project, The Hudson and Dockside Lofts, Riverfront Park North expansion and upgrades to the Troy docks and marina. VISIT troyny.gov



MEET OUR INVESTORS:

Visionary



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 rifenburg.com

Champion



LOOKING FOR A SMART INVESTMENT?

With the Chamber's **WE Advance** program 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.

Our 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 and workforce advancement initiative.



CONTACT:
President Kate Manley
kmanley@renscochamber.com
ph: 518.274.7020

"WE Advance" is published quarterly. Submissions considered for publication based upon content and space availability.

MESSAGE FROM OUR COMMITTEE CHAIR

WE Advance Investors Are Stakeholders



Christopher J. Nolin is Director of Community and State Relations, Office of Government and Community Relations at Rensselaer Polytechnic Institute. He serves on the Chamber's Board of Directors, is Chair of the Economic Development and Government Affairs Committee and a Class of '16 graduate of The Leadership Institute.

WE Advance (Workforce & Economic Advancement) combines the Chamber's economic development efforts with a committed focus on workforce readiness in one powerful initiative. Under the WE Advance brand, the Chamber:

- » connects businesses with the people and information they need to start up, expand or relocate in the region, including resources for site locations, funding and incentives
- » makes municipal connections and keep members apprised of timely information
- » coordinates ribbon cuttings and groundbreakings to raise the public profile of businesses
- » provides letters of support for members, opening doors to new opportunities
- » partners with entities such as Rensselaer County; Center for Economic Growth, Inc.; Alliance for a Creative Economy; Troy Cultural Alliance; Questar III BOCES and others
- » promotes workforce development to keep employees' skills competitive in a changing marketplace
- » provides a platform for CEOs to discuss workplace challenges and solutions
- » works with agencies to assess skills gaps and identify populations to upscale for workforce reentry, based on the needs of businesses
- » connects K-12 schools, colleges and universities with businesses to find ways to build a strong pipeline of job-ready workers
- » fosters career exploration, job shadowing and internship opportunities for youth in a wide range of industries
- » hosts the annual Future of Workforce Readiness: Education & Business Partnerships event



WE Advance represents the power of the Chamber to bring together partners across public

and private sectors to declare the Rensselaer County area and beyond open for business and to secure a robust economy that enhances the quality of life for everyone.

This successful and growing initiative is sustained through committed investors, businesses and organizations just like yours, who step forward and join the effort. Investing in the Chamber's **WE Advance** initiative makes you a valued stakeholder in the economic future of our region. Interested in joining? Contact Chamber President Kate Manley at kmanley@renscochamber.com or 518.274.7020.

"GAME ON" FOR BUSINESSES

Troy's Gaming Hub Continues to Grow & Add Jobs

Building on the momentum of a worldwide industry, downtown Troy has attracted a cluster of gaming companies that continue to grow, expand and add jobs to the local economy. The video game development industry in the Capital District has grown to 14 studios that employ 352 people, making it one of the larger sectors of the local creative economy, according to a 2018 study by the Center for Economic Growth, Inc. Industry-leading video gaming studios call Troy home, including 1st Playable Productions, WB Games New York and Velan Studios. In addition, the Tech Valley Center for Gravity hosts video gaming forums and networking events and nearby Rensselaer Polytechnic Institute offers a highly regarded video game development program. It all adds up to a busy hub that is catching the eye of investors.

"The video game development industry is thriving in our region, with a pipeline of graduates from the area's colleges and universities and locally-based companies, like Velan Studios, leveraging that creative pipeline," said Empire State Development (ESD) President Howard Zemsky. ESD is providing up to \$200,000 in a performance-based grant towards a planned expansion at Velan Studios. The company itself is investing more than \$630,000 to create new offices across several buildings on Third Street in Troy. When completed, the 7,600-square-foot video game studio will accommodate new equipment and the firm's 40 employees. The number of staff is expected to more than double in the next few years, further bolstering Troy's growing video game development cluster. Also located



on Third Street is WB Games New York, a relative newcomer to Troy. The company works with top talent in the gaming industry to build online competitive and social features for video games, including support for world-class developers such as NetherRealm Studios, Rocksteady, Monolith Productions and WB Montréal. Public officials and industry advocates are lobbying for New York State to establish a digital media gaming production tax credit to provide incentives to companies to move to places like Troy and to hire employees. The credit would strengthen the attractiveness of the Capital District to investors, level the competitive playing field and help the region become nationally known.

DOWNTOWN INVESTMENT

The Rosenblum Companies Plan Mixed-Use Space

The developer of The News Apartments plans to transform a former KeyBank branch location at the corner of Fourth and Congress streets in downtown Troy into an \$18 million, five-story, mixed-use building with 80 apartments (artist rendering at right). The Rosenblum Companies' new transit-oriented facility will feature ground-floor commercial and retail space, environmentally friendly building systems and amenities including a roof deck, fitness center, pet spa, bicycle storage and 50+ on site parking spaces. Construction is expected to start this year. VISIT rosenblumcompanies.com



LIGHTS, CAMERA, TROY!

City's Architecture & Scenery Attract Film Crews



The City of Troy is no stranger to professional film crews, thanks to an abundance of intact period buildings, its historic downtown overlooking the Hudson River, original Tiffany glass windows, authentic alleyways and bridges, industrial sites and more. When production crews

from the movie *Motherless Brooklyn* shouted "Action!" a few months ago, they joined a considerable crowd of film industry professionals that have used Troy's sites as a backdrop. In addition to building its reputation as a destination for location scouts, Troy's "cameos" in films can lead to increased tourism, as fans seeks out real-life locations from their favorite films. Officials from Rensselaer County and the City of Troy agree: film interest in the area has grown since the inception of the 2016 New York State Film Tax Credit program, which offers tax credits for qualified expenditures in the state. VISIT tax.ny.gov/pit/credits/film_prod.htm

ON LOCATION

- Motherless Brooklyn (2019)
- The Pretenders (2018)
- Who Killed Hazel Drew? (2018)
- Off the Rails (2017)
- The Emperor's Club (2002)
- The Time Machine (2002)
- The Age of Innocence (1993)
- Scent of a Woman (1992)
- Ironweed (1987)
- The Bostonians (1984)

RECOGNIZING SUCCESS

Call for 2019 Chamber "Good News" Nominees

Do you know of a business or non-profit success story? Is it you? The Chamber is seeking nominees for the 2019 "Good News Rensselaer County" awards. Co-hosted by the Chamber and Rensselaer County, this event celebrates businesses, nonprofits and community organizations that make a significant impact on our area's economy and quality of life.

"Good News" awards recognize companies 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 in the fall. To nominate a candidate, contact Events Coordinator Rachael Murray at rmurray@renscochamber.com or 518.687.1238.



**RESERVE YOUR EXPO BOOTH
FOR THE**

**119th ANNUAL DINNER
{with a twist} & BUSINESS EXPO**

THURSDAY, MAY 9, 2019

VISIT RENSCOCHAMBER.COM FOR ADDITIONAL INFORMATION

MAXIMIZE YOUR MEMBERSHIP

Chamber Benefits Make it Easy to Market, Develop & Connect

Make the most of your Chamber membership with our money-saving benefits for you and all of your employees. Discover the full value of your membership in new and impactful ways, including these benefits:

- ✓ **Make valuable business connections at Chamber events.** Visit renscochamber.com/events to see a full line-up of networking and training opportunities. Contact Events Coordinator Rachael Murray at rmurray@renscochamber.com or 518.687.1238.
- ✓ **The Chamber's customized sponsorship and marketing opportunities** fit budgets of all sizes, generate positive brand exposure and increase visibility for your business. Contact Rachael Murray at rmurray@renscochamber.com or 518.687.1238.
- ✓ **Make informed health care choices less stressful for you and your employees with Chamber health and dental plans**, including MVP Health Care, Blue Shield of Northeastern New York, CDPHP and Guardian. All plans are administered by Bouchey & Clarke Benefits, Inc. Visit renscochamber.com/cost-saving-benefits for more information.
- ✓ **Let the Chamber assist with your ribbon cuttings and groundbreakings.** We can help with media outlets, inviting local dignitaries, recommendations and more. Contact Communications and Web Strategies Manager Staci O'Neill at soneill@renscochamber.com or 518.687.1243.
- ✓ **Hold your next meeting in one of the Chamber's two free conference rooms.** Contact Executive Assistant and Office Manager Rachael Lorimer at rlorimer@renscochamber.com or 518.687.1241 to reserve a date.
- ✓ **Participate in Member-to-Member Discounts.** Attract new customers by offering discounts on products and services and take advantage of savings for your own business or organization. Visit renscochamber.com/member-benefits to upload your discount directly to our website at no cost. For more information, contact Elizabeth McGarry at emcgarry@renscochamber.com or 518.687.1240.
- ✓ **Submit an upcoming event to our Member Events Calendar.** Reach a regional audience and drive visitors directly to your event information. Visit renscochamber.com/member-events and complete the form.
- ✓ **Post listings to the Chamber's online Job, Internship & Volunteer Board**, one of our top-visited pages! Visit renscochamber.com/job-board to upload information and to find your next employee or volunteer.
- ✓ **Submit your news and announcements to our website by using the Chamber's online form.** Visit renscochamber.com/news to upload at no cost. Member news items uploaded to the website are also considered for the Chamber's weekly e-Newsletter and monthly print newsletter.
- ✓ **Sign up for our free Energy Savings Program.** Making one call can help you reduce your monthly operating expenses. Visit renscochamber.com/cost-saving-benefits for more information or contact Joanne Foresta at joanne@energynext.com or 518.580.9244.
- ✓ **Direct Mail Lists are a great resource for companies to use in marketing campaigns.** Contact Rachael Lorimer at rlorimer@renscochamber.com or 518.274.7020.

CHAMBER MEMBER

spotlight

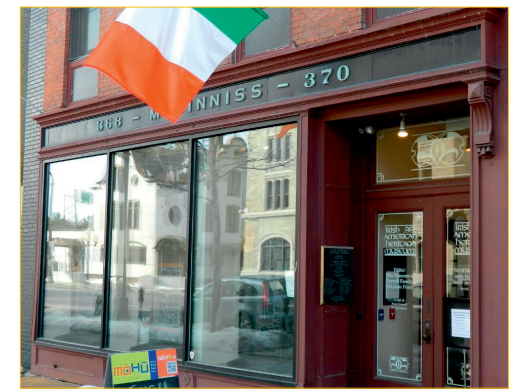
The Irish American Heritage Museum is a jewel of a cultural center in the Capital District, committed to preserving Irish heritage for new generations of Irish and non-Irish Americans. Firmly rooted in its rich history, the non-profit organization brings to life Irish culture and its relevancy in today's society through public events, education, exhibits, collections, lectures, presentations, genealogy, live performances and more, all related to the Irish-American experience. The museum provides year-round access to the Paul O'Dwyer Library, film screenings, book signings and other special programs.



"The Irish experience is not enshrined in a mythical past but relevant to today's world," said Executive Director Elizabeth Stack, Ph.D., who formerly taught Irish-American history and was associate director of the Institute of Irish Studies at Fordham University. A native of County Kerry, she emigrated in 2009. "The museum is more than a guardian of Irish history. Our mission is to preserve and tell the story of the contributions of the Irish people and their culture in America, inspiring individuals to examine the importance of their own heritage as part of the American cultural mosaic. We preserve our Irish heritage by inviting the public to experience it as a living culture."

The museum was an integral force in requiring instruction in New York State's public schools about the Irish Famine of 1845-1853. Further, it was the first American museum of its kind to have exhibited at the National Library in Dublin.

With St. Patrick's Day in March, the Irish American Heritage Museum invites the public to celebrate with several exciting events. **Saturday, March 9, starting at 10 a.m., is the 1st Annual St. Patrick's Day Festival, featuring the 7th Annual Soda Bread Competition.** The festival includes performances by the Bethlehem School of Traditional Irish Dance, The Three Irish Voices and a special presentation "Ceol Agus Craic: Music and Fun." There will also be an Irish craft market featuring handmade items from crafters and artisans. The soda bread competition is open to all amateurs and will be judged in two categories: traditional and family recipes.

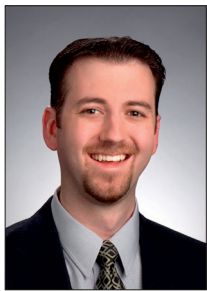


Saturday, March 16, at 12 p.m. is the 2nd Annual 5K "Sweater Run," a fundraiser for the museum that takes place before the start of the Albany St. Patrick's Day Parade. After the parade, the public is invited to the museum for a Family Fest with special activities for all ages. For race registration and the latest news about upcoming events, visit the museum's website and Facebook page (see below).

Irish American Heritage Museum
370 Broadway | Albany, New York 12207
Ph: 518.427.1916 | IRISH-US.org | facebook.com/IrishMuseum

To purchase a Spotlight, contact the Chamber at 518.274.7020

Alumni News from The Leadership Institute



Message from Incoming Chair

When you graduate from The Leadership Institute, the Chamber's award-winning professional development program, you join other distinguished alumni who enjoy exclusive networking, education and training opportunities. The Leadership Institute changes lives, professionally and personally, and the benefits continue long after graduation. Our alumni — more than 350 of them — use the skills they've learned from our executive-level faculty and the valuable connections they've made to propel their careers to new levels of accomplishment. Leadership alumni also take primary roles in their communities, making our region a better place to live, work and build a future for ourselves and others.

As the incoming chair for The Leadership Institute, I'm looking forward to building on the momentum surrounding the program and during its 15th year. The Chamber received a record number of applications for the current class and we're working hard to break another record for this fall's incoming class. If you are looking for transformational professional development for yourself or a member of your team, I encourage you to apply to The Leadership Institute.

Edwin Anker IV, AIA, Class of '11
Principal, CSArch Architecture | Engineering | Construction Management

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

Member Milestones

55 Years

Amsure
E. Stewart Jones Hacker Murphy
Hudson Valley Community College

25 Years

Greco Construction, Inc.

15 Years

Omni Development Company, Inc.
CSArch Architecture | Engineering |
Construction Management

10 Years

International Electronic Machines Corporation
Integrated Technology Group
Palace Performing Arts Center Inc.

5 Years

Kay’s Pizza

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WONDER WOMEN MENTORING | MARCH 05

Engage in Empowering Conversations



discover new strategies for success. This event will give you “a-ha!” moments, new connections and empowering take-away strategies.

TUE MAR 05 Register now at renscochamber.com/events
⌚ Check-in & luncheon 11:30 a.m.; mentoring conversations 12-1:30 p.m. \$35 members | \$50 walk-in members. Pat's Barn, 100 Defreest Drive in Rensselaer. Sponsored by CAP COM Federal Credit Union.



Harness YOUR power within, build professional and personal networks and find inspiring mentors at the Chamber’s Wonder Women Mentoring Breakfast. Top women professionals (at right) will share their experiences in a series of three 20-minute roundtables, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and

Heather C. Briccetti, Esq., President and CEO, The Business Council of New York State

Scarlet Clement-Buffoline, COO, St. Peter’s Health Partners

Patricia A. Fusco, President and CEO, Fusco Personnel, Inc.

Carrie Harkin, Private Events Manager, Brown’s Revolution Hall

Chris Horne, Chief Experience Officer, CAP COM Federal Credit Union

Heidi Knoblauch, Owner Plumb Oyster

Ruth Mahoney, Market President and Regional Retail Leader, KeyBank, NA

Carolyn J. Stefanco, Ph.D., President, The College of Saint Rose

Sarah Trop, Owner, FunCycled

Sr. Lauren VanDermark, CSJ, Executive Team, Shaker Pointe at Carondelet, Inc.

ASK THE EXPERTS | APRIL 10

Managing & Supervising Staff

Build upon your skill sets and learn the best practices for leading your team including managing, supervising, HR responsibilities, delegating past tasks and more at the Chamber’s Ask the Experts | Managing & Supervising Staff. Our guest expert, Siena College’s Charles F. Seifert, will share strategies for enhancing your effectiveness as a leader. We’ll discuss crucial skills including communication, conflict resolution, critical thinking, time management, problem-solving and other aspects of practical supervising. You’ll leave ready to bring new life to your management style.

WED APR 10 Register now at renscochamber.com/events
⌚ Check-in & breakfast 7:30 a.m.; presentation 8-9 a.m. \$35 members | \$50 walk-in members. Shaker Pointe at Carondelet, One Bell Tower Drive in Watervliet. Series is sponsored by CDPHP and SEFCU.



influence strategies, corporate governance and applied statistics. An international presenter, he is published in the most highly regarded journals in the field.

MEET OUR EXPERT
Charles F. Seifert, Ph.D. is dean for the School of Business at Siena College and a professor of management. His teaching and research include leadership effectiveness; enhancing multisource feedback programs,

COLLEGE PRESIDENTS PANEL | APRIL 18

Discover How Higher Education Drives Economy



As major employers in the Capital District, colleges and universities have an economic impact that reaches beyond campuses. Discover how these institutions collaborate with businesses for mutual success at the Chamber’s College President’s Panel Discussion. Hear regional leaders discuss their academic communities, future plans and the impact of higher education as an economic driver. Moderated by Guha Bala (above, right), president of Velan Ventures, Inc., our panel includes (top row, l-r) Christopher Ames, Ph.D., The Sage Colleges; Br. F. Edward Coughlin, OFM, Ph.D., Siena College; Hon. Shirley Ann Jackson, S.B., Ph.D., Rensselaer Polytechnic Institute; (bottom row, l-r) Roger A. Ramsammy, Ph.D., Hudson Valley Community College; Havidán Rodríguez, Ph.D., University at Albany; and Carolyn J. Stefanco, Ph.D., The College of Saint Rose. Bring your ideas and questions to this event and join the conversation!



THU APR 18 Register now at renscochamber.com/events
⌚ Check-in & breakfast 7:30 a.m.; panel discussion and Q&A 8-9:30 a.m. \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by CAP COM FCU, Duncan & Cahill, Mosaic Associates Architects and UHY LLP.





Literacy 5K Run/Walk

Sunday, May 5, 2019

Schodack Island State Park, Schodack Landing, N.Y.

5K TRAIL RUN

Guided nature walk

Story walk

Youth mile

Prizes

Raffles

Family fun

All proceeds to benefit

**Literacy Volunteers of
Rensselaer County**

Register online at

www.zippyreg.com

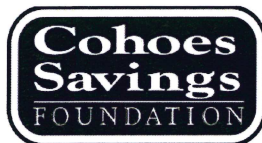
The first 25 people to use the
code '**chamber**' will receive a
\$5 discount

For more information,
call (518) 244-4650 or visit

www.lvorc.org



Runners and walkers of all ages and abilities welcome!



**Parks, Recreation
and Historic Preservation**