

albany-colonie regional chamber of commerce

December/January

VISIONS

MAGAZINE

The Oracle of Albany

Hugh Johnson to provide
economic outlook on December 15
at Albany Marriott

Service call

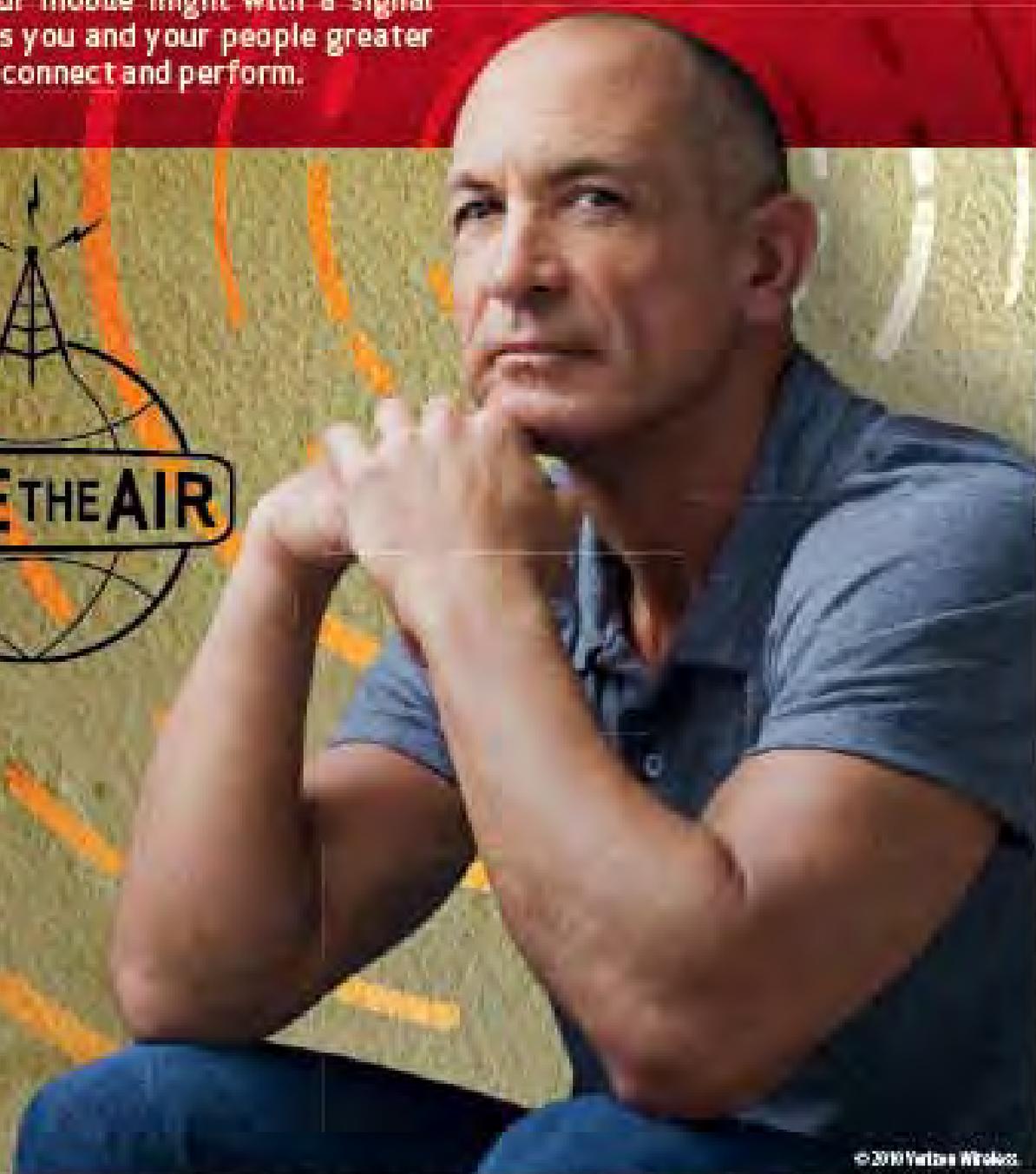
Get to know Alan Kratchin, Incoming chair of
the Chamber's board of directors

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albany-colonie regional chamber of commerce

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the chamber

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vision for business

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CHAMBER MISSION: Be a catalyst for growth and prosperity for our members and the Capital Region by providing leadership, advocacy and services.



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Owner
Big Fish Nation

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Health Clubs & Gymsnasiums

Ann McGuiness Fundraising Consultants
Fundraising Counselors & Organizations

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Helping business do business

There's no doubt about it — hard times require hard work. You and your business are using offense, defense and strategy to maneuver through the continued economic recession. I salute you!

Your Chamber redoubled its efforts to support businesses of all sizes, from all sectors. It remained focused on short-term and long-term business needs. The Chamber provided opportunities for members to make new contacts, get new ideas and reduce their costs through the Chamber. Hundreds of area companies accessed technical assistance, business training, and loan programs offered through the Albany-Colonie Regional Chamber.

By implementing its strategic plan, the Chamber is broadening its scope to cultivate increased economic opportunities. Our Chamber is committed to being a catalyst for growth and prosperity for our members and the Capital Region by providing leadership, advocacy and services.

One of the Chamber's new core strategies is leadership and advocacy. Our goal is to forge a unified voice to advocate for policies and projects that will improve the business climate and enhance the economic vitality of the region. We will collaborate with other organizations — and assume leadership, when appropriate — to achieve our public policy objectives.

A key component to advance that strategy was the creation of the position of vice president of advocacy and communications, a position to which Diana Ehrlich was named in April. The strong relationships that Diana has developed at the Capitol throughout her lobbying career are extremely valuable and have already proven to be fruitful to our organization. The Chamber's presence in the legislative arena will be essential in advancing policies and practices that will provide pro-jobs representation on policy matters affecting our members and the region. The Chamber's Board recently adopted its first legislative agenda to provide direction for the 2011 legislative session.

It's been an honor and a pleasure for me to serve as chairman of the Chamber's Board of Directors. I realize that the Chamber's success is a result of and dependent on the commitment of you, our membership investors. On behalf of the entire organization, thank you! My appreciation also goes to the Board of Directors and staff, and those who serve on the Chamber's councils and committees.

Although my term as board chairman is coming to a close, I am honored to hand over the reins to Alan Krafchin. Under his leadership, I am confident that the Chamber will deepen its role and impact within our community to ensure that the Capital Region realizes its true economic potential.



J. Kenneth Desmond

The Desmond Hotel & Conference Center

Chairman of the Board

Albany-Colonie Regional Chamber of Commerce

› DECEMBER

› Wednesday, December 1

Maximize Your Membership

Would you use a tool for your business before reading the instructions? You're part of the Chamber, a critical instrument in your business toolbox. The Maximize Your Membership program is your set of instructions for utilizing your Chamber membership to grow your business. Meet Chamber staff, connect with other members, ask your questions and learn how to make your Chamber membership work for your business.

7:45 – 9am / Chamber office
Open to non-members

› Tuesday, December 7

News You Can Use: An Inside Track to Making More Money with The Business Review

Presenter:



Attend a free seminar on how to utilize *The Business Review* and make more money with this publication. Learn to navigate the newspaper to build relationships, find new businesses, identify sales leads, discover networking opportunities and stay connected.

8:30 – 8:45am networking and breakfast;
8:45 – 9:30am program / Chamber office
Cost: No charge

› Tuesday, December 7

What Do Retailers Wish for This Holiday Season?

Presented by: Colonie Business Council

Sponsor:



Key leaders of local retail companies in Colonie will join us to discuss the retail climate in the greater Capital Region/Colonie and what they anticipate for the holiday season this year. Presenters will include Ted Potrikus, executive vice president and director of government relations for the Retail Council of New York State, and Ken Huge, general manager of Colonie Center.

7:30am breakfast & networking;
8am program / Chamber Office / Cost: \$5;

› Thursday, December 9

Holiday Business-to-Business Exchange

Host:



With the holidays right around the corner, the most anticipated Business-to-Business Exchange is here. Come enjoy a Chamber tradition with a night out at the Desmond Hotel and Conference Center. Take in the charming colonial atmosphere of the courtyards and the beautiful ballroom while making your business connections. A Chamber board of directors meeting wraps up just before the event starts, making this a popular event with our board members and a chance for you to meet the Chamber's volunteer leadership.

5 – 7pm / Desmond Hotel & Conference Center,
660 Albany Shaker Road, Albany
Cost: \$10

› Tuesday, December 14

Women's Business Council Adopted Nonprofit Fundraiser & Holiday Party

Corporate sponsor:



Come celebrate the holidays with the Women's Business Council. Join us for networking, hors d'oeuvres, a silent auction and an exciting live auction, with guest auctioneer Ken Desmond, past Chamber board chair. All proceeds will benefit the 2010 Adopted Nonprofit, Big Brothers Big Sisters of the Capital Region. Don't forget to bring your item to place under the giving tree!

11:30am – 1:30pm / Wolferts Roost Country Club, 120 Van Rensselaer Boulevard, Albany
Cost: \$25

› Wednesday, December 15

Issues Forum featuring nationally recognized economist – Hugh Johnson

Corporate sponsors:



Join us for one of the Chamber's most popular events, the 22nd annual economic forecast with Hugh Johnson. A nationally known economist, Johnson, chairman and chief investment officer for the money management firm Hugh Johnson Advisors LLC. He will share his forecasts for the economy, interest rates and the domestic equity markets. Featured in *The New York Times*, *USA Today*, *Barrons* and *Business Weekly*, along with CNN, FNN and PBS.

7:30am check-in & breakfast; 8am program
Albany Marriott Hotel, 189 Wolf Road, Albany
Cost: \$25

› Thursday, December 16

Business Referral Group Mingle and Jingle

Corporate sponsors:



Mingle, jingle and munch at our fun holiday networking event for all Albany-Colonie Regional Chamber Business Referral Groups. The opportunity to network with all four groups only happens twice a year, so be sure to attend this great event and exchange leads! This event will take place here at the Chamber office and will feature a delicious lunch while guests network and join in on the holiday spirit.

11:30am – 1pm / Chamber office
Cost: \$10; Chamber Business Referral Group Members Only

> JANUARY

> Tuesday, January 11

**Business Success Seminar
The Art of Networking**

Presented by: Small Business Council

Corporate sponsor:



Lorraine Ferguson, president of Direct Impact, LLC, the authorized Sandler Trainer, will share networking tips and techniques that will lead to productive conversations and ultimately more referrals and business opportunities. If you struggle with how to put networking to work for you, be sure to attend this informative session.

**7:30am breakfast & networking; 8am program
Chamber office / Cost: \$10**

> Wednesday, January 12

**Chamber Breakfast featuring
Colonie Town Supervisor Paula Mahan**

Presented by: Colonie Business Council

Corporate sponsors:



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Colonie Town Supervisor Paula Mahan returns for her fourth state of the town address exclusively for Chamber members. Mahan will address how the town is handling community services, taxes and business retention/attraction, among other issues. Mahan will also answer your questions on the topics that are important to you and your business.

**7:30am check-in & breakfast; 8am program
Holiday Inn Albany on Wolf Road,
205 Wolf Road, Albany / Cost: \$25**

> Thursday, January 13

**Of the Chamber, By the Chamber,
For the Chamber: An Advocacy
Outlook**

Presented by: Tech Valley Nonprofit
Business Council

Corporate sponsor:



Diana Ehrlich, vice president of advocacy and communications for the Albany-Colonie Regional Chamber, and Leesa Perazzo, director of workforce development and public affairs for the Chamber of Schenectady County, will present the current positions of both Chambers in terms of governmental affairs and advocacy. Learn how the Chambers are advocating on behalf of their members for business-friendly legislation, and discover how you can get involved to make change happen.

**11:30am lunch & networking; Noon program
Italian American Community Center,
257 Washington Avenue Ext # 2, Albany NY
Cost: \$20**

> Tuesday, January 18

**Don't Kiss On the Lips, and Other
Networking Tips, With Anne Saile,
President, The Saile Group, LLC**

Presented by: Women's Business Council

Corporate sponsor:



Even if networking comes naturally and you are a born conversationalist, some basic tips can still save you from a networking nightmare, change the course of your career, elevate your reputation, and add value to your life. This program is designed for both the seasoned professional as well as those of you just arriving at your first networking event. Saile will enlighten the group by drawing on 25 years experience in developing and implementing successful professional connections by bringing people together.

**11:30am – 1pm / The Century House
997 New Loudon Road, Latham / Cost \$20**

> Thursday, January 25

**How to Maximize Your Albany-
Colonie Regional Chamber
Advertising Program on Albany.com**

Presented by: Sara Mannix, President of Mannix
Marketing, Inc. and Albany.com

We recently announced a new benefit to our members in collaboration with Mannix Marketing to advertise your business with a free business listing on Albany.com. Learn how to promote your business events, coupons, specials, press releases and more – for free – through your new Albany.com account.

**8am check-in & networking; 8:15 - 9am
program / Chamber office/ No cost**

> Thursday, January 27

**“Who Are the People in Your
Neighborhood?”**

Presented by: Business Council of Cohoes

Corporate sponsor:



Who is the fire chief? Who do you call when you need the dog catcher? Come join us as we visit with the fire chief, police chief, animal control officer and other officials for the City of Cohoes who are there whenever we need them.

**7:45am breakfast & networking;
8am program / Cohoes Multi-Service Senior
Citizen Center, 10 Cayuga Plaza, Cohoes
Cost: \$7**

Please register and pay by credit card online at acchamber.org/events.aspx or make checks payable to the Albany-Colonie Regional Chamber of Commerce and mail to: Five Computer Drive South, Albany, NY 12205. Pre-payment is required. CANCELLATIONS MUST BE MADE 48 HOURS IN ADVANCE. Walk-ins will be charged an additional \$5 fee. All events are for Chamber members only unless otherwise specified. For more information on councils and committees, call 518.431.1400. The Chamber office is located at Five Computer Drive South, Albany, NY 12205-1608 / P 518.431.1400 F 518.431.1402

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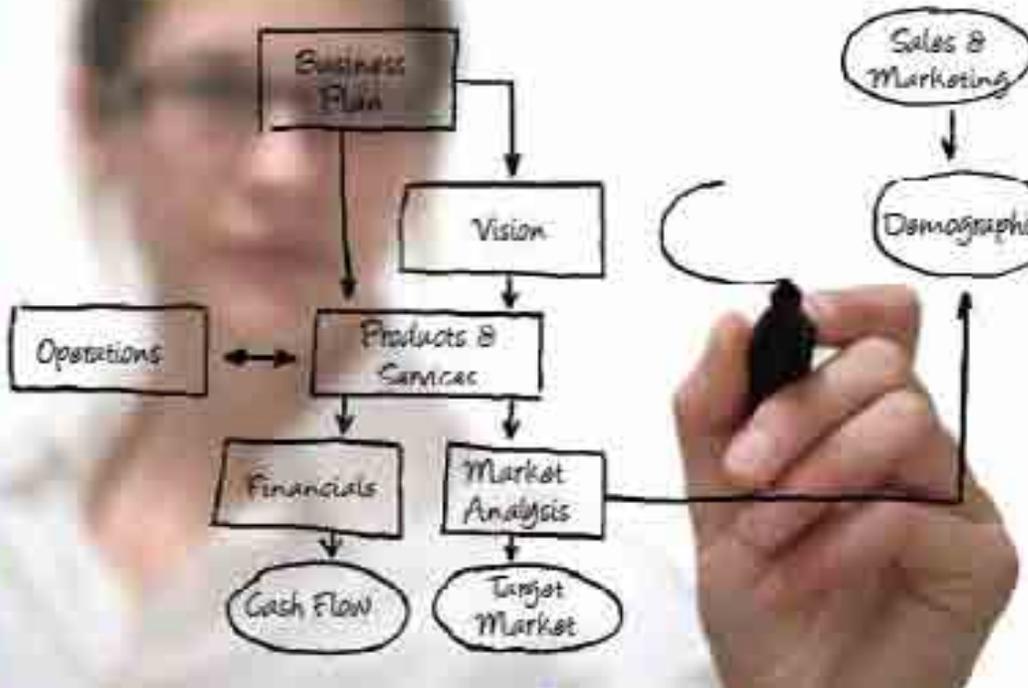
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current topics,” said Janet Tanguay, the Chamber’s Entrepreneurship Manager. “We’ve also had more panel discussions than individual speakers, with attorneys, accountants and human resources professionals presenting more of a dialogue than a lecture.”

Real world lessons

Jahnel is a perfect example of an entrepreneur who truly benefited from the practical guidance and support that Entrepreneur Boot Camp offers.

After earning his master’s degree, Jahnel worked on Wall Street for five years, but he didn’t feel confident in his ability to start his own company from scratch. “I enrolled in Entrepreneur Boot Camp, and that’s where I learned many of the business lessons that I use every day,” he said.

Jahnel launched Knowledge Wand Software in 2003, but he considers March 7, 2005 as the true start date of his enterprise. “That’s the day I quit my full-time job,” he said. “Right after I completed Entrepreneur Boot Camp, I waited for my annual bonus check to clear and then I invested in my business for the long term.”

Knowledge Wand Software experienced gradual growth, but has since launched two educational software products, Samson’s Classroom and Uptown Education, which generate more than \$500,000 of the company’s annual revenue, as well as a new product that debuted last summer.

“While we were selling our products to schools all over the country, we needed a way to keep track of our interaction with each school,” Jahnel said. “We tried a few different CRM systems but we were not satisfied. They didn’t allow us to filter and sort our data the way we wanted to. So we developed our own system, Blueprint Productivity Solution, and it was so effective that we decided we could sell it to other companies.”

The influence of Entrepreneur Boot Camp lasts beyond the course curriculum itself, Jahnel pointed out.

“I stay in constant contact with John Gregory, an Entrepreneur Boot

Basic training for start-up enterprises

Entrepreneur Boot Camp supports budding business owners

The lessons Darrin Jahnel learned from participating in the Chamber’s Entrepreneur Boot Camp helped him tremendously in the founding and growth of his software business, **Knowledge Wand Software**.

“I earned a master’s degree in information systems from New York University’s Stern School of Business,” he said. “I learned all about business strategy and million-dollar companies, but I did not take a single class that taught me how to apply those concepts to the day-to-day realities of starting my own small business. Entrepreneur Boot Camp provided the bridge between theory and practice that I was looking for.”

Entrepreneur Boot Camp, formerly known as the Entrepreneurial Assistance Program, is a 12-week course designed to provide business assistance to aspiring entrepreneurs, increase the formation of new businesses and strengthen the operations of businesses during the early stages of development.

The program helps entrepreneurs and first-time business owners to develop skills and access the capital they will need to turn their business concepts into reality.

Services include classroom instruction and one-on-one counseling, peer support groups and business mentoring from experienced business owners who have been through the ups and downs of starting and running a business. Entrepreneurs learn business skills and how to develop a business plan; in fact, at the conclusion of the course, participants will have completed a rough draft of their business plan.

“

The contacts that I made in the program are invaluable resources

”

Special guest speakers cover such topics as: market research and marketing, social media, Minority and Women’s Business Enterprises (MWBE) certification, customer service, legal issues, business etiquette, business insurance, diversity and inclusion, and accounting. These speakers also provide guidance for improving sales and obtaining financing.

“We’re always looking to educate entrepreneurs on a variety of fresh and

Chamber Adopts 2011 Legislative Agenda

The Board of Directors recently adopted the Chamber's 2011 Legislative Agenda, which will guide the organization's advocacy efforts in the coming year.

This is the Chamber's first comprehensive legislative agenda, which is based on feedback received from members in response to a survey inquiring as to what issues are impacting their business. Working in conjunction with its newly formed Government Affairs Committee, the Chamber developed the 2011 Legislative Agenda, which the board approved.

One of the Chamber's core strategies is leadership and advocacy to be a catalyst for growth and prosperity for our members and the Capital Region. The Chamber will be focused on the issues, new positions and assert the positive and essential role business plays in improving the community and expanding economic opportunities for all citizens.

The Legislative Agenda provides the Chamber with a framework to advocate for legislation that will foster economic growth and prevent legislation that will make New York less competitive to retain and create jobs.

To view the Chamber's 2011 Legislative Agenda, visit www.acchamber.org/Advocacy.aspx. Diana Entlich, the Chamber's Vice President, Advocacy and Communications, can be reached at 518.431.1413 or diana@acchamber.org.

Camp instructor, and Tim Zorn, a fellow classmate," he said. "The contacts that I made in the program are invaluable resources. It is great to bounce ideas off people who are facing the same issues as I am. Even better, the insight you get from speaking to instructors who have years of experience across many fields is priceless."

Essential support

Sunmark Federal Credit Union, sponsor of Entrepreneur Boot Camp for 2011, believes success stories such as Knowledge Wand Software need to be continually supported.

"The need for business incubators and entrepreneurial programs are clear indicators that sometimes, with help and guidance, business plans can become a reality," said Bruce Beaudette, CEO of Sunmark Federal Credit Union. "What better way to support your community and local business than providing a forum to assist them in making this a better place to live and work? Entrepreneur Boot Camp is a valuable resource to the Capital Region, and we look forward to expanding their great work and assisting the local business community."

Economic development is one of the areas of Sunmark Federal Credit Union's outreach, and sponsoring Entrepreneur Boot Camp fits nicely with that initiative, according to Rich Meddaugh, communications associate for Sunmark Federal Credit Union.

"We look forward to working with the Chamber and assisting in any way possible to help small business owners in the region," he said. "We want to help entrepreneurs run their businesses more efficiently and create a network for them to meet other past graduates of Entrepreneur Boot Camp and know they're not alone in doing this," he said.

First Niagara Bank has sponsored the program's business plan competition since 2004 and has been proud to contribute to the entrepreneurial endeavors of aspiring business owners throughout the Capital Region, according to Tom Amell, First Niagara's Eastern New York regional president.

"First Niagara Bank is pleased to sponsor the fall Entrepreneur Boot Camp business plan competition for the seventh consecutive year," Amell said. "Partnering with the Albany-Colonie Regional Chamber to support their Entrepreneur Boot Camp and Business Plan competition fits perfectly with our vision to be a participant in the economic growth of our community. Our community has already proven that we have a lot of bright minds that have brought us some great innovation. Our hope is that First Niagara's support of this program will bring us even more innovation."

Entrepreneur Boot Camp graduates are encouraged to contact the Chamber in the future for assistance in overcoming specific business challenges or to obtain information in regard to such issues as financing, site selection or business development.

Registration is now open for the spring 2011 courses for Entrepreneur Boot Camp. To register, contact Janet Tanguay, the Chamber's Entrepreneurship Manager, at janett@acchamber.org or 518.431.1430.

The Entrepreneur Boot Camp course is supported by the Albany-Colonie Regional Chamber, Empire State Development Corporation's Entrepreneurial Assistance Program, the Small Business Administration and SCORE. •

ALBANY-COLONIE REGIONAL CHAMBER

ENTREPRENEUR BOOT CAMP

A Course of Action

The Oracle of Albany

Hugh Johnson to provide economic outlook on December 15 at Albany Marriott

The economic outlook for 2011 is on everyone's minds as the new year approaches, and the expert with the answers to everyone's questions will present his economic forecast to Chamber members on Wednesday, December 15.

For the 22nd year, Hugh Johnson, chairman and chief investment officer for money management firm **Hugh Johnson Advisors LLC**, will provide an outlook for the economy and the financial markets for the upcoming year.

“

I'm optimistic, even more optimistic than I was a year ago.

”

“The idea is to start to put together a roadmap for investors and business people in the Capital Region for 2011,” Johnson said. “I want to lay the foundation so that investors and business people can prepare for 2011. It's a start, not a finish.”

The breakfast forum with Hugh Johnson will take place at the **Albany Marriott Hotel**, 189 Wolf Road, Albany; corporate sponsors are **New York Business Development Corporation** and **Teal, Becker & Chiaramonte CPAs, PC**.

Johnson has been featured in *The New York Times*, *USA Today*, *Barrons* and *Business Weekly*, along with *CNN*, *FNN* and *PBS*. His presentation has grown to be a Chamber favorite year after year, and this forum is traditionally one of the most popular Chamber events of the year.

“I'll spend some time talking about the specifics of the economic forecast, both nationally and for New York state, as well as some specific sectors, such as employment and the housing sector,” Johnson said. “I'll also examine Federal Reserve policy and fiscal issues facing the national and state government.”

Over the years, Johnson has seen economic conditions fluctuate significantly,

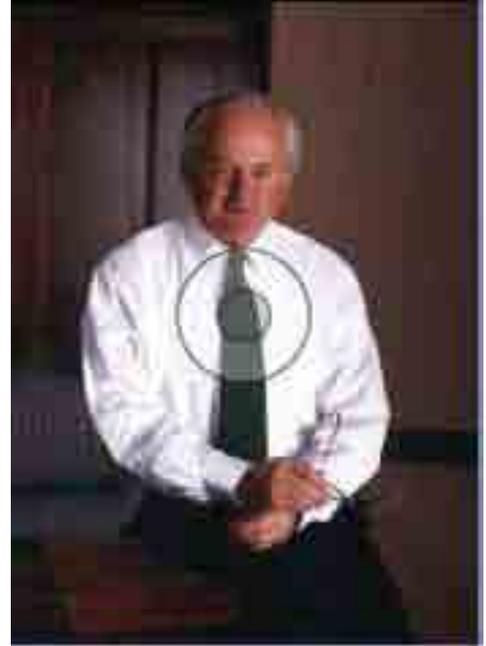
and determining what the next decade holds is the major question.

“The 1990s were very good, and the 2000s were very bad,” he said. “The question is, which will it be for the next 10 years? We'll try to answer that question.”

In the wake of the recent mid-term elections — and the shift of power in Congress — Johnson also will look ahead to the potential impact on tax policy, the federal budget and the overall economy.

Johnson is more optimistic about the economy now than he was a year ago, but he cautions investors and business people to be alert and proactive amid changing economic conditions.

“I'm optimistic, even more optimistic than I was a year ago, but we need to turn up the vigilance dials,” he said. “We're



farther along in this recovery and bull market, and as we get further along in time and magnitude, we have to be on our toes and look for those financial markets signals that we may have another downturn.”

Check-in & breakfast will begin at 7:30am, followed by Johnson's presentation at 8am. Cost is \$25; to register, visit acchamber.org/events.aspx or call 518.431.1400. •

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In addition to these activities, The Salvation Army provides food for the soul and body through its worship services in Albany and food pantries in Albany and Cohoes. Its mobile canteen in Albany serves dinner in three different neighborhoods Monday through Friday. For Thanksgiving and Christmas, food and toys are provided to those in



need. During the summer, children and teens can experience the great outdoors at Long Point Camp, its 150-acre camp on Seneca Lake.

The needs of 2010 are as great as those of 1884, if not greater. Although its methods may have changed, its mission remains the same: transforming lives through the power of God’s love.

The Salvation Army is extremely grateful for the generous support of **CDPHP, Fenimore Asset Management, KeyBank** and many other local businesses and individuals who continue to

assist in its service to others. At this time of year, the Salvation Army is especially appreciative of those who volunteer their time as bell ringers at its red kettles. The money raised in its kettles helps provide services all year long.

The Salvation Army invites you to come and see what’s going on at 20 South Ferry Street, Albany, or visit its website, www.salvationarmycapitalregion.org.

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How has your membership in the Chamber helped to grow your business?

Denise Crisafulli

Vice President

Premiere Transportation Group

The Albany-Colonie Regional Chamber has always been a great partner — most recently with our ribbon-cutting ceremony for new equipment at our 20th anniversary celebration. More importantly, the networking component of our Chamber membership has led to new clients and staying connected to all that happens in our region.

David Smith

President

LinguaLinx, Inc.

Membership in the Chamber has helped LinguaLinx grow our business by affording networking opportunities with local businesses that we may not have established otherwise. In addition to potential suppliers and clients, we have met strategic partners allowing for new programs and services. An example relevant to the Capital Region is our partnership with Tech Valley Connect and participation in its Expatriate Program. LinguaLinx will conduct classes to assist international professionals who are relocating to the Capital Region for work. Topics taught in their native language will include our healthcare, transportation and legal systems, as well as shopping and cultural acclimation.

Pauline Bartel

President/Chief Creative Officer

Bartel Communications, Inc.

Active participation in the Women's Business Council (WBC) has helped Bartel Communications to grow, especially in our niche area of business anniversary consulting. In 2007, we partnered with the WBC for a fundraiser for the adopted nonprofit. The goal of "Dime Time" was to collect 10,000 dimes in 10 months in honor of our 10th anniversary. Wearing a sparkly silver top hat, I became "The Dime Time Dame" at WBC meetings, asking for dime donations that Bartel Communications then matched. We had fun, exceeded our goal and showcased for prospective clients our creativity in planning and executing business anniversary "sell"-abratons.

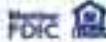
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The world according to Zogby

Leading political pollster John Zogby offers post-election analysis at TVGBN awards

Decision 2010 produced some interesting results, with anti-incumbent sentiment and the Tea Party's influence leading to a shift in the balance of power in Congress.

One expert who forecast this change was leading political pollster and author John Zogby, who delivered the keynote presentation during the Tech Valley Global Business Network's 2010 Excellence in International Trade Awards on November 4 at the **Glen Sanders Mansion**.

Citizens Bank was the corporate sponsor.

"To begin to understand what happened in this year's election, look at the final pre-election polls we conducted," he said. "On the day before the election, 39 percent of voters said this is the angriest they've ever been at government in their lives. Another 23 percent said this is the most disappointed they've been. That's a total of 62 percent, the same number that told exit pollsters this country is headed in the wrong direction."

Zogby is chairman of the board and chief insights officer of Zogby International, and he regularly appears on all three nightly network news programs, as well as "The Today Show" and "Good Morning America."

He compared and contrasted voter demographics in 2008 during President Obama's successful run for the White House with those from 2010.

- In 2008, 74 percent of voters were white; 79 percent of voters in 2010 were white.
- In 2008, 12 percent of voters were African-American, but barely 9 percent in 2010 were African-American.
- A record 9.3 percent of voters in 2008 were Latino; there were barely 8 percent in 2010.
- Of the 133 million voters in 2008, 19 percent were under the age of 30; that number dropped to 9 percent in 2008.

"In 2010, a record number of voters, 42 percent, said they're Conservatives," Zogby said. "The country didn't move to

the right; the left didn't vote. It just changed the average. The left was among those who didn't describe themselves as angry, but as disappointed.

"In the House of Representatives, to a large degree, the Tea Party energized and gave voice to Conservative voters and Conservative Independents that ultimately tipped a lot of those competitive districts," he said. "I knew the House would change majorities, but many races were too close to call, and there were large numbers of undecided voters. We polled 1,000 Independents three weeks before election. Only 13 percent gave the Democrats in Congress a positive rating, while Republicans received only a 5 percent positive rating."

Moving Forward

Zogby applauded Obama for his response following this year's election results.

"He did what he should have done, saying the Democrats got shellacked, and he extended an olive branch to the Republicans," Zogby said. "Voters have been telling us since 2006 that they want change, problem solving and consensus building."

Politically, Obama's move was a stroke of genius. Now, Republicans can either work with him and develop a common agenda, but also save him. Or, they can reject his overture, continue down the road of hyper-partisanship, and Obama can

run for re-election against a do-nothing Congress of the opposite party."

Both Republicans and Democrats are facing identity crises in the wake of Decision 2010.

"Who are Republicans? Are they the Tea Party, or are they the Grand Old Party?" Zogby asked "The average annual income for Tea Party members is \$75,000-\$80,000 income. They're educated but they're filled with status anxiety. The Tea Party is similar to the 800-pound gorilla who could drive a golf ball 420 yards. They proved they know how to whack the ball; now, they need the finesse to put the ball in the cup. Who are Democrats? Are they the Liberal progressive wing that didn't go far enough? Or are they the moderates, the old establishment?"

Among the winners in this year's election were Sarah Palin and...Barack Obama, according to Zogby.

"Sarah Palin is a compelling political persona, and she now has a defined constituency," Zogby said. "Obama, has problems, but they're not as big as Congress' problems, Let's see if he can do what Ronald Reagan and Bill Clinton did. Reagan lost 26 seats in 1982 and came back as a unifier of the country in 1984. Clinton perfectly read his situation; he didn't compromise with Republicans after he lost 54 seats, he stole their agenda." •



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SERVICE CALL

Krafchin shares a moment with students from the Center's Kevin G. Langan School

Get to know Alan Krafchin, incoming chair of the Chamber's board of directors

Alan Krafchin leads an organization “where people get better at life,” and he’s about to become chairman of the board for an organization with “vision for business.”

Those two philosophies complement each other nicely, according to Krafchin, president and CEO of the Center for **Disability Services**, and the incoming chairman of the Albany-Colonie Regional Chamber of Commerce.

He believes that his experience leading a multimillion-dollar, nonprofit agency will serve him well in his chairmanship of the Chamber board and its representation of thousands of members — both for-profit and nonprofit — across the region.

Recently, Visions sat down with Alan Krafchin to discuss his career working with persons with disabilities, his upcoming term as Chamber board chairman and his perspective on bringing his leadership to the Chamber’s business and advocacy initiatives.

Q: Where did you grow up and attend school?

A: I grew up on Levittown, Long Island. My parents moved out there as part of the GI Bill after World War II. I attended college at the State University of New York at Plattsburgh. My soon-to-be wife was finishing up her degree and becoming a teacher. Her student-teaching position brought her down to the Albany area, so I followed her to this region.

I’ve since earned two master’s degrees. My most recent master’s degree is from Columbia University in public health, which I completed in 2004. I got a lot out of it, and Columbia is a great school. There’s something to be said for going back to school when you’re older and have worked for a while. It was great because I learned about health care policy and administration and running large health systems.

Q: Talk about your work experience prior to the Center for Disability Services.

A: I was hired by Eunice Antonucci, who’s still involved in our board. I began in 1975, when I was just out of school. I ran a group home that was the beginning of Residential Opportunities Inc. (ROI). At the same time, they were deinstitutionalizing institutions in New York state and changing the whole care model for people with disabilities. We started growing as an organization, up to \$19 million in resources.

In 1999, Pat Bulgaro, who was head of the Center for the Disabled, and I recommended to our respective boards that our two organizations merge, creating a \$57 million to \$60 million organization in 2000, and our new name was the Center for Disability Services. I officially became president and CEO in 2001. The organization has since grown to \$110 million in resources.

Q: Talk about the ways in which the Center for Disability Services has evolved and continues to grow.

A: The Center employs nearly 2,400 people, has an operating budget of \$110 million, more than 200 vehicles on the road and a huge impact on this economy. *The Business Review* listed us as the eighth-largest private employer in the region.

There are two components of the Center: adult programs and children's programs. The adult programs have impacted the community in a number of different ways. We have a very large residential program and employment programs, including our pre-sort mail business. Our employees fold and do mail insertions, and then we give a discount for first-class postage. That employs 200 people who collectively earned \$1 million in 2009. It's a very worthwhile venture, employs a lot of people and gives back to the community.

The Center has a health care practice that's very active. Dr. Ted Zeltner is the Center's medical director; he came over as a primary care doctor and his practice has grown to 1,500 patients. We also have a neurology practice, which has a multiple sclerosis clinic. Overall, the Center touches the lives of 15,000 people.

In our children's services, we just expanded our St. Margaret's Pediatric Center, with a 20,000-square-foot addition that added ventilator care for children. Now, that facility houses 96 children and is one of the only freestanding pediatric centers in New York state. Otherwise, those children would have to be transferred downstate or out of state.

The Center runs the Kevin G. Langan School that serves 160 students, ages 5-21 and preschool. It serves two populations: children with multiple disabilities and those with autism. Over time, the Center has grown to serve 300 different disabilities, ranging from autism to multiple sclerosis, as well as the general public with its primary care practice.

We have 55 group homes, rehabilitative day programs, employment programs, a clinic in Clifton Park and Upstate Rehabilitation Products.

We also have a range of physical therapy, occupational therapy and speech services that impacts the lives of people.

In addition, we have a durable medical equipment business, Upstate Rehabilitation Products. We make complex rehab wheelchairs, hospital beds, walkers, canes... the whole range of products in a durable

medical equipment business. In 2010, we will have earned more than \$2 million in sales.

We touch the lives of people in so many ways. People may not fully appreciate it until they need it. If we live long enough, we're all going to enter that disability arena at some point in our lives.

Q: The tagline for the Center for Disability Services is, "Where people get better at life." What does that mean to you?

A: We have adult services, children's services, individuals with multiple disabilities to people who are very capable. We have a mail business, but we also provide pediatric services. We came up with this tagline, "Where people get better at life." I always liked it. The tagline fits, and it ties everything together that we do.

Q: How did you get involved in the Chamber?

A: Wally Altes [former Chamber president & CEO] was on our board of directors at ROI, so I became familiar with the Chamber through him. I got more involved over the years, ultimately serving on its board, then executive committee. I was also part of the process of selecting Mark Eagan, the Chamber's current president & CEO.

Q: With the Chamber's three-year strategic plan underway, talk about the organization's current status and our direction as a Chamber.

A: One of the new initiatives is adding advocacy to what the Chamber does for the region, advocating on public policy issues that impact the region, both in a positive way or a negative way. That's a good development, and I'm happy to be a part of that. The Chamber's membership

is so broad; our goal is to do what's best for the region and what's going to create the best climate for business and community success.

Q: How rewarding or satisfying is it to be both Chamber chair and the head of a nonprofit organization?

A: It's a privilege to be able to do this and make a difference and see the region become a better, more vibrant community. I've lived here for 36 years and raised my family here. It's a fun opportunity, and I look forward to achieving the goals that have been established.

There's sometimes a misguided notion about nonprofits that we're not businesslike in what we do. "Nonprofit," by definition, is just a tax designation that you're tax

exempt, and your board of directors doesn't receive compensation. It doesn't mean that you're not a business, or businesslike, and that you shouldn't make money or be in business.

The Center has always taken itself seriously, as have I, to be efficient and effective. We have a bottom line that we have to worry about. As large as we are, and as long as we've been around, there's no guarantee that we're going to be in business. I relate to the Chamber, in that respect. I

understand what it's like to run a business, the seriousness of it.

We've had staff layoffs and program reductions in recent years. Those are hard decisions, and we have to worry about where our revenue is coming from. We have businesses we run; they're complicated, and we need professionals to run them. It's a misconception that people have, that nonprofits are just social service agencies. They're mission driven, but there's a lot of business acumen you need to be successful. I hope I bring that perspective to the chairmanship of the Chamber board.





The Center touches the lives of persons with disabilities in so many ways

Q: We've talked a lot about your professional experience and Chamber involvement. What are your hobbies and interests?

A: One interest is my family. Our children live in Boston, so we go there quite a bit to visit. I'm an avid golfer, and I play whenever and wherever I can. There are a lot of great golf courses in the area. I work out in the gym a couple times each week. I like to read historical novels by Leon Uris and Ken Follett. Right now I'm reading "The Lords of Discipline" by Pat Conroy. I also enjoy reading science fiction.

Q: Do you read printed books, or do you use an e-reader?

A: I'm a traditionalist, so I still read printed books. But I'm liking larger print. My wife just got an Amazon Kindle, so I could see myself using that soon.

Q: Which sports teams do you root for?

A: I grew up on Long Island, so I'm a traditionalist. I root for the Yankees, Knicks, Rangers and Giants. But I do also like the Mets and Jets.

Q: What do you find most appealing about Tech Valley, both personally and professionally?

A: This region is large enough to have things to do, yet it has a small town feel. I know some people think there's traffic on the Northway at rush hour, but growing up on Long Island, it's relatively easy to move around here.

The schools and universities are terrific. My kids had a wonderful time growing up here; we live in North Greenbush. It's a great place to live and raise a family, housing is affordable and I wouldn't have had it any other way.

Through my involvement with the Chamber's Board, I had a chance to see first-hand the impact of our Chamber's work. The efforts over the past decade to further diversify our area's economy are paying off. The Capital Region and the greater Tech Valley area are well positioned for years to come. •



Jennifer Regelski



Mark Scher



Nancy Valley

School pride

Alumni of local colleges and universities remain committed to their alma maters

With numerous institutions of higher learning in the Capital Region, it's no wonder that many local alumni continue to support the schools they graduated, both through financial contributions and their willingness to share their time and knowledge with current students and fellow alumni.

Here's how several alumni of colleges and universities in the Capital Region stay involved with their alma maters and continue to support the education mission of the schools they proudly attended.

Fond memories



Jennifer Regelski, assistant vice president for **KeyBank**, enjoyed her time at **SUNY Cobleskill – College of Agriculture and Technology** so much that she remains closely involved in her alma mater through several groups and committees.

“SUNY Cobleskill gave me so many opportunities, whether it was inside or outside the classroom,” she said. “They helped me to develop and attain my career goals, and I felt the least I could do is help

other students who are there now and give back to them.”

Regelski, who graduated in 1997, joined the college's alumni association three years ago, after relocating back to the area, and she became its president last year.

“

For me, it's definitely about giving back to the students and feeling connected to people.

”

She led a campaign to establish an endowed scholarship in honor of Dr. John Shear, one of her former professors, and she serves on a steering committee working to develop the school's booster club.

Regelski contributes financially to her alma mater and also was involved in the school's homecoming celebration in October.

In her role as president of the alumni association, Regelski has overseen the launch of a master program seeking to recruit fellow alumni to return to campus and discuss the impact of SUNY Cobleskill on their lives and careers.

“We're trying to engage more alumni to talk about the college,” she said. “We have a strong alumni network in this area, and most people who graduate from SUNY Cobleskill want to come back and give back.”

SUNY Cobleskill had been a traditional two-year school but has transitioned to a four-year school during the past 20 years; in addition, the school has joined Division III of the NCAA, meaning its student-athletes can play four years of intercollegiate sports.

“They're certainly changing with the times, and as part of the alumni association, we're happy to change with them,” Regelski said.

Next up for Regelski: serving on the steering committee for SUNY Cobleskill's centennial celebration in 2011.

“We're planning events every month to really engage the students and community together,” she said. “We're bringing in alumni as part of a speaker series, whether they are artists or authors, agricultural or culinary graduates. It's actually a five-year celebration, because in 2016, we'll celebrate the first alumni who graduated.”

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Whenever she interacts with Cobleskill faculty or alumni, through her school involvement or in the community, Regelski forms an immediate bond, and she can't speak highly enough about her alma mater.

Knowledge is power



Mark Scher, CEO of **CG Power Solutions USA, Inc.**, formerly **MSE**

Power Systems, appreciated the education he received at **Rensselaer Polytechnic Institute (RPI)**, and he sees that high-quality learning continuing today through the RPI interns and alumni he employs.

“Other academic environments I was involved in wanted you to learn, but they were interested primarily in teaching the course material,” he said. “RPI taught you about the industry, which I found much more practical. That’s one of the reasons why we hire such a high percentage of

entrants from RPI. They’re not only useful to us, the experience is useful to them, and they can really do meaningful work.”

Scher worked for his father’s construction business, **M. Scher & Son**, full-time while also attending RPI as a full-time student, earning his degree in electric power engineering in 1987.

Upon graduation, he started his own engineering group within **M. Scher & Son**, but branched out in 1996 to run his own company, **MSE Power Systems**. Scher started taking on design and build projects globally, in such countries as Saudi Arabia, Iraq and Afghanistan, and also got involved in renewable energy. Over the years, his company has designed and built commercial wind projects in Alberta, Canada, as well as the first utility scale wind project in Texas.

Scher sold his company in 2008 and now serves as CEO of **CG Power Solutions**.

Having attended college previously to study accounting, Scher enjoyed the unique learning opportunities that RPI afforded him. “In my department, there was a group of older students, some with military experience, others who just wanted to focus on new careers, like I did,” he said. “We were actively involved, had a lot of common interests and studied together. I still keep in touch with those people today.

“The faculty in the power and engineering department were very involved in the industry, and we were able to work with them outside of a normal classroom environment on industry projects. That got us involved in industry training groups and fueled our passion to get into the same industry they had a lot of passion for. I thought the basis I was given was very good, and the education was very practical.”

Scher supports RPI financially and participates in the Dean’s Council’s activities for the Lally School of Management. “They’ve asked me to speak to students and give my perspective of being an entrepreneur who’s shifted to the corporate world,” he said.

In addition, **CG Power Solutions USA, Inc.** has employed approximately 30 RPI interns over the years, some of whom currently work for the company, which opened a research and development center at the **College of Nanoscale Science and Engineering of the University** at Albany and is collaborating with RPI on several smart grid projects.



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Then and now

The Sage Colleges

As an alumna of **The Sage Colleges**, Nancy Valley pays it forward to current students pursuing their degrees just as she once did.

“I love the idea that the school is still very much the way it was when I went there,” said Valley, a partner at **KPMG**. “A lot of students still come from the community and might be the first member of their family to attend. It’s a school for working-class people who are able to earn their degree and go on and do great things.”

Valley, who graduated from Sage with an accounting degree in 1981, found the campus and student life to be very welcoming and nurturing.

“It was different than what I have seen with my own children’s experience of college,” she said. “Sage was a very small, close-knit community where professors spent a lot of time with you, mentoring you and helping you through your courses and career decisions. They really got to know and work with you.”

Valley started working for **KPMG** in 1987 and has since risen to partner, overseeing its \$350 million government practice and 1,500 employees nationally.

Thanks to Valley’s involvement, **KPMG** participates in a program supporting Sage students who need financial assistance. She recently attended an event for these students receiving support from **KPMG** and other companies across the region, including the student who is directly benefiting from her firm’s commitment.

“That’s a really great program to not only contribute an amount to help a student, but to also meet the student. It’s a much more personal connection than just sending a check to the school and hoping it’s going to some good purpose,” she said.

On a personal level, Valley has also been contributing financially to Sage for the past 15 years, and she appreciates knowing how her contributions and those of her fellow alumni are being used by Sage.

“I like the fact that they call you, recognize you and make you feel that it was appreciated,” she said. “They keep you in touch with what’s happening with the school, programs they’re developing and students’ needs and priorities.”

Over the years, Valley has made sure that **KPMG** interviews Sage alumni and has helped them secure internships and full-time positions whenever possible. Sage has discontinued its accounting program, but Valley remains committed to helping students and alumni from her alma mater in their pursuit of degrees and careers.

“For me, it’s definitely about giving back to the students and feeling connected to people,” she said. “I worked and went to school at the same time, paying my own tuition. I can remember getting to my junior year and being \$300 short of my

tuition, but my grandfather lent me the money I needed.

“I want to do whatever I can to help a student who may be in a similar situation paying their own tuition or whose resources may be limited, to make sure they don’t wind up being short and not able to finish their education. I wouldn’t be who I am today if it weren’t for Sage and the great teachers I had.” •

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Climbing the charts

National recognition comes Capital Region's way — and people are starting to notice

Those who live and work in the Capital Region might sometimes take what we have for granted.

Now, thanks to the region's high rankings from national organizations and publications that track schools, business climate and quality of life, those outside the Capital Region know all that the area has to offer — and the region's employers are making a concerted effort to get the word out among relocating employees, as well.

"A lot of time and effort have been invested over the past decade to diversify our economy, and we're reaping the fruits of those labors," said Mark Eagan, president & CEO of the Albany-Colonie Regional Chamber. "The Capital Region was flying under the radar, but now we're garnering national attention for our business growth, economic development and quality of life."

In 2010 alone, the Capital Region has earned accolades from the following publications or organizations:

- "America's Best Places To Raise A Family," Albany-Schenectady-Troy, 9th (Forbes)
- "America's Most Innovative Cities," Albany, 15th (Forbes)
- "Best Bang-for-the-Buck Cities," Albany-Schenectady-Troy, 30th (Forbes)
- Best Cities for College Students, Albany, 14th (American Institute for Economic Research)
- Best Cities for Job Growth/Medium Cities, Albany-Schenectady-Troy, 17th (New Geography)
- Best Markets for Young Adults, Albany, 24th (Portfolio.com)
- Green City Index, Albany, 10th (American City Business Journals)
- Strongest Performing Metro Areas, Albany, Among top 21 (Brookings)

Best of the Capital Region

Emily Reilly, director of human resources for **GlobalFoundries'** Fab 8 in Malta, doesn't underestimate the importance of the Capital Region's national recognition for its business climate and quality of life.

“

The more positives that professionals can see when they're assessing whether or not to take a job here, the better it is for our area.

”

"People who have experience in the semiconductor industry come from California, Texas, Arizona and the Pacific Northwest. What we're doing is recruiting people from very different lifestyles and climates to an area that they've never visited before. We're finding that people have good knowledge of the jobs we have, the work that will be done and the excitement around a new industry and a new fab. We spend a lot of time talking to them about moving to a new area and all there is to do here. We've even produced a video to give people a feel for what this area has to offer."

GlobalFoundries talks to its relocating employees about the climate, infrastructure, activities and education opportunities in the region.

"Education is a huge component of how we help people process their move," Reilly said. "We have a lot of information on the school systems here, and a member of my team works directly with families to understand what their personal situation is with their children and what needs they have. It's been necessary for us to have a high-touch model with incoming employees to help them understand the education system and determine which school might be best for their child."

The region's real estate market is another selling point, and the affordability and availability of homes appeals greatly to families.

"Pricing here has been more stable than it has been in other areas of the country," Reilly said. "People aren't necessarily coming in with sticker shock. They can look at a school or district they want to live in, and there are a lot of different places they can live and still be close to work."

From a career perspective, GlobalFoundries talks about the development of Tech Valley, and the region's national distinctions only help to reinforce the notion that this area is a desirable place to work.

"If you're coming from Silicon Valley, you may not think about Tech Valley as the new high tech area because you're immersed in it out there," Reilly said. "We talk about the great development of



research here and our college and university system. We want employees to feel like they can stay here and grow their career here.”

Spreading the news

Whenever the Capital Region receives high rankings for its business climate and quality of life, it's an opportunity for Julie Hansen, coordinator and vice president of **Tech Valley Connect**, to publicize the news among the region's employers and their potential employees.

“Every time our region receives these accolades, it's a way for us to promote it on our website, post it on LinkedIn and email it to our clients and consortium members to use as a tool in their recruiting,” she said. “The more positives that professionals can see when they're assessing whether or not to take a job here, the better it is for our area.”

Tech Valley Connect is a consortium of hiring employers in the Capital Region that provides informational interviews for accompanying spouses of hired professionals, as well as relocation resources for new and recent hires and their families.

The variety of accolades earned by the Capital Region also help to characterize this area as an ideal place to live, work and play.

“We've received a number of well-rounded distinctions that position this area as a good place to raise a family,” she said. “It's a great advertising tool for us, and we're trying to get our companies to use it as a recruiting tool more and more. Plus, it's great for the people who are already here, because it reaffirms their decision to move here.”

Hansen believes there's a preconceived notion that Albany is the same as other major metropolitan areas in New York state, but these accolades help to distinguish the Capital Region and

establish its place on the map.

“All of this information helps to differentiate us from New York City or Buffalo,” she said. “Every piece of information helps, and we're getting recruiters and relocation companies to tell potential employees about the region. It's more the personal touch that matters in letting them know about these accolades. For chambers of commerce and the Center for Economic Growth, everything helps, and any way we can make the Capital Region be home for these people is good.”

Tailor-made

In promoting the Capital Region to prospective employees, Nick Abdo, director of human resources for **X-Ray Optical Systems, Inc.**, tries to incorporate accolades that matter to the particular candidate he's trying to hire.

“I tailor my recruitment on an individual-by-individual basis,” he said. “Clearly, it's always going to be important to emphasize all that the Capital Region has to offer; it's a great place to raise a family, is centrally located, has a reasonable cost of living and housing, offers excellent schools, safe neighborhoods, recreation and entertainment.”

Candidates who are relocating their family want to know about our different communities, public and private school systems, cost of living, commuting time and prospects for their spouse to find employment, Abdo said. Single people, on the other hand, might be more interested in having fun and interesting things to do when they're not at work.

“Our area offers a wide array of things to do year round, from outdoor activities, such as boating, hiking and skiing, to cultural events, restaurants and nightlife,” he said. “They want to live in an exciting place that they're proud of, and one that attracts other young professionals. Our region does all this.”

Whatever praise the Capital Region receives for its business climate and quality of life, it's good news for human resources

professionals and the prospective employees they're looking to recruit.

“I think the various distinctions and accolades our region has received are useful recruiting tools,” Abdo said. “More importantly, I honestly believe the accolades are truly representative of the area and all it has to offer. Successful recruiting is the result of having something special to offer, and that goes beyond just a good job.”

Everything counts

Mary Ellen Olenyk, vice president of human resources for **Time Warner Cable**, said the accolades earned by the Capital Region help tremendously in promoting the area to prospective employees.

“We're always faced with the challenge of getting people to move from larger, more urban environments where there's better weather, so the challenge is to come up with ways to do that,” she said. “Any of those accolades we've earned help people get outside of that mentality that Albany's a snowy city in upstate New York.”

Weather is a significant factor in employees' decisions to relocate to the Capital Region, but there are many reasons why this area is an ideal place to live and work, Olenyk pointed out.

“Our headquarters are in Charlotte, and whenever we get on conference calls, the first question is always, ‘What's the weather doing?’ I always say we're the best of all kinds of worlds,” she said.

“You can live in a really nice, small-town community. We have access to many of the best colleges. We're just a few hours from Boston, New York City and Montreal. There are very few places where you can get what we have here, and those accolades validate what we're saying.” •

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When it comes to colleges that are great places to work, The College of Saint Rose is one of the “top-rated institutions.”

So says *The Chronicle of Higher Education*, the leading national news source for higher education, and the *Capital District Business Review*. *The Chronicle* named The College of Saint Rose a “Great College to Work For” and recognized Saint Rose as one of the top 10 medium-sized colleges and universities cited. Saint Rose is the only institution in the Capital Region to be recognized in both surveys.



Saint Rose has been recognized as one of the top 40 “Regional Universities (North)” by *U.S. News & World Report* (2011).

Saint Rose is ranked number 40 out of 172 colleges and universities in the “Best Regional Universities (North)” category of institutions that offer a full range of undergraduate and master’s level programs. *U.S. News & World Report* cited Saint Rose for its student-to-faculty ratio of 14:1, average class size of 20, and no teaching assistants. With 67 undergraduate programs and 45 graduate programs, the College is known for its faculty at the top of their fields who love to teach.

The Christian Plumeri Sports Complex — a partnership with Albany to transform a neighborhood, and provide a first-class facility for the College and citizens of the city.

The College of Saint Rose has invested more than \$6 million to build the Christian Plumeri Sports Complex. A home for the College’s Golden Knights teams and for the Albany’s recreational programs. This complex is not only revitalizing a city neighborhood, but providing a place for athletic programs to mentor youth, instilling the importance of determination, teamwork, and leadership.



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On the move

architecture+:

Michael Labate, director of mental health planning.

Baker Public Relations:

Schuyler Bull, junior account executive.

BST:

Patricia Toukatly, CPA, associate; Heather Mowat, CPA, manager.

Citizens Bank:

Cynthia Pettit, senior vice president.

Community Caregivers:

Christine Damon, executive director.

CSArch Architecture | Engineering | Construction Management:

Dana Foley, mechanical engineering designer.

Excelsior College:

Major General Joseph Taluto, United States Army, Ret., executive in residence; Gregory Pouliot, assistant director of financial aid.

FingerPaint Marketing, Inc.:

Cathleen Cotten, Jo-Ann Lant, Jesse von Gluck, Michelle Petroff, Erica Dingeman, Kim Irish, Donna McCarthy.

Kinderhook Bank:

Ann Finnegan, vice president, commercial lending & development finance.

LinguaLinx:

Jay Nish, sales manager.

New Visions:

Daniel Murray, assistant executive director.

Northeastern Association of the Blind at Albany, Inc.:

Kathleen Finnigan, board member; Mary Elizabeth Lentini, foundation board member.

Schenectady County Community College:

Dr. William Anderson, vice president for administration; Matthan Bird, Veterans Affairs Office; Angela Davis and Patrick Hughes, interns for the Development of Minority Faculty; Rae Ellen Doyle, temporary instructor in the humanities and social sciences department; Dr. Leonard Gaines Jr., assistant dean for assessment and institutional effectiveness; Darren Johnson, assistant dean for planning, accountability and advancement; Ellen Malkis, evening/weekend coordinator of instruction; Dan Nicolaescu, chief information officer; Maureen O'Brien, laboratory technician; Carmel Patrick, executive director of development; Alicia Richardson, temporary instructor in the humanities, and social sciences and developmental studies departments; Michael Stanford, participant in the internship program for the Development of Minority Faculty, teaching in the humanities and social sciences department; William Van Hoesen, part-time educational specialist; Dr. Li Wu, assistant professor in the mathematics, science and technology department.

St. Peter's Hospital:

William Decaire, foundation associate board member.

The Bonadio Group:

John Macy, CPA, partner.

Tully Rinckey PLLC:

James Tucker, partner; Stephanie Hosea, associate.

Upstate New York / Vermont Chapter of the Leukemia & Lymphoma Society:

George LaMarche III, board of trustees member.

Wilson Elser Moskowitz Edelman & Dicker, LLP:

Alexander Betke, partner.

Kudos

Addictions Care Center of Albany:

Hosted its 2nd Annual Start Smart Field Day on October 23, during which New York State Office of Alcoholism and Substance Abuse Services Commission Karen Carpenter-Palumbo unveiled a new website, Talk2Prevent.com and public service announcement (PSA) to help parents talk to kids about the dangers of underage drinking.

Albany Convention Center Authority (ACCA):

Archeological excavation has begun at the site of the proposed New York State Convention Center at the northeast corner of Liberty and Division streets. Hartgen Associates is excavating the existing parking lots along trench lines, on property now controlled by ACCA, that

have been pre-determined by Hartgen and the New York State Office of Parks, Recreation and Historic Preservation (OPRHP) to have potential of yielding historical information.

Albany Institute of History & Art:

Celebrated the 101st anniversary of the arrival of the famous Albany Mummies with art activities, stories, tours and refreshments on November 21.

Albany Medical Center:

The Breast Care Center at Albany Medical Center has been designated a Breast Imaging Center of Excellence by the American College of Radiology (ACR). Albany Med is the only hospital in the Capital Region to receive this recognition.

Albany Public Library:

Held its award-winning Silent Film Spectacular series October 20, 27 and November 10, with three classic silent films accompanied by original scores written and performed live by local musicians.

Albany Symphony:

Welcomed two of the most exciting young artists of today on November 13 as guest conductor Tito Muñoz took the stage alongside violinist Giora Schmidt.

Albany Trolleys:

Offered one-hour tours for visitors to experience haunting, ghosts and stories of those who have passed on through October 31.

The Alternative Board:

Held strategic-planning workshops October 26-27 designed specifically for small- to mid-sized Capital Region businesses looking to plan for growth and build momentum entering 2011.

Alzheimer's Association of Northeastern New York:

Presented its 14th annual Conference for Caregivers on November 12. The event featured the latest information on Alzheimer's disease and how to be an effective caregiver.

American Marketing Association—NY Capital Region Chapter:

Announced the winners of the 16th Annual Mark of Excellence Awards on October 6 at the Crowne Plaza Hotel in Albany. Winners included: Albany Law School, with marketing partners 2k Design, Tessa Cochetti Design and Essential Internet Marketing, LLC; Charles Freihofers Baking Company, with marketing partners Ruckert Advertising & Public Relations Inc. and blue.O; Mosaic Associates Architects, with marketing partner Shannon Rose Design, Imagine That Communications; and St. Peter's Health Care Services, with marketing partners Media Logic, Time Warner Cable Media Sales, Cotton Hill Studios, Inc., Gary Gold Photography, Luzerne Productions, Make Me Fabulous.

Bartel Communications, Inc.:

Was contracted by McDonald Studio in South Bend, Indiana, to create an integrated marketing and public relations campaign for the photography studio's 150th anniversary.

BCI Construction:

Received seven first-place awards at the Capital Region Builders and Remodelers Association (CRBRA) 11th annual 2010 Parade of Homes.

The Bonadio Group:

ValuQuest, LLC, an affiliate of The Bonadio Group, has released a new whitepaper for private business owners starting to think about transitioning ownership or management. The whitepaper is titled, "Take Control: How Business Valuations Help Business Owners Be Prepared For The Future."

BST:

Daniel Auricchio recently passed the CPA exam.

CAP COM Federal Credit Union:

Donated nearly \$40,000 and organized more than 470 walkers to support the fight against breast cancer at the Making Strides Against Breast Cancer walk in Albany on October 17. Also, CAP COM opened its 10th Capital Region branch at 799 Hoosick Road (Route 7) on November 1.

Capital Region BOCES:

Held an open house at its Career & Technical Schools in Schoharie and Colonie on October 27 and 28.

Capital Region Sponsor-A-Scholar, Inc.:

Held a community breakfast on November 9 at The Century House in Latham. Fred Miller, CEO of The Kaelee Jamison Consulting Group, addressed the college graduates, current high school seniors, the Troy High School Football Team members of "Play It Smart," their parents, and community supporters on the concept to "Be Big."

Carter, Conboy, Case, Blackmore, Maloney & Laird, P.C.:

Directors William Yoquinto and Jessica Desany recently participated in a panel presentation for a Continuing Legal Education (CLE) webcast/webconference sponsored by the New York State Bar Association, titled "Settling a Personal Injury Case – Strategies for Obtaining the Best Settlement for Your Client."

Center for Disability Services:

Hosted the Eighth Annual Multiple Sclerosis Symposium in conjunction with the National Multiple Sclerosis Society on October 18.

Center for Economic Growth (CEG):

Held its 2010 Annual Member Meeting on October 27 at Hudson Valley Community College's (HVCC) TEC-SMART in Malta.

Chick Packaging, Inc.:

Has merged with Nefab. The new organization will have more than 40 manufacturing sites in the Americas, Europe and Asia, and 2,900 employees.

Christian Brothers Academy:

Held its Entrance/Scholarship Exam on November 13 for interested students in grades 6-11.

Citizens Bank:

Announced today its lead role in arranging an \$85 million senior credit facility for Suit-Kote Corporation in Cortland.

City of Albany:

Earned the Planning Excellence Award for Implementation for the Arbor Hill Neighborhood plan and an award for Innovations in Sustainable Place for its Bicycle Master Plan from the New York Upstate chapter of the American Planning Association.

College of Nanoscale Science and Engineering of the University at Albany (NanoCollege):

Held its third annual celebration of "NANovember," a unique community and educational outreach initiative that showcases the global leadership of the NanoCollege and New York state in nanoscale education, research and development, and economic outreach and growth.

Colonie Senior Service Centers:

Has been recognized by the Capital District Transportation Committee as the 2010 recipient of the Frederick G. Field Jr. Award as best representing Field's principles through planning and implementing mobility improvements for the region's senior and disabled community.

Community Caregivers:

Honored James and Wanda Gardner, owners of The Enterprise; Congressman Paul Tonko and Steven Boyle, president/CEO of St. Peter's Health Care Services during its 16th Annual Gala on November 6 at Albany Country Club.

Community Resource Federal Credit Union:

Representatives were presented with two plaques on September 29 in honor of the Credit Union's 75th Anniversary, one from the Credit Union Association of New York and the other from the Credit Union National Association.

Consulting Alliance:

Hosted the webinar "So You Want to Start a Business?" on November 1. Members Robert Dwyer, Ray Patterson and Alan Stern discussed the elements necessary to consider in starting a business.

County of Albany:

The Albany County Department of Health offered free flu shots to Albany County residents 19 years of age and older on November 6 and 9.

Creative Expressions Photography

Pictures with Personality! Joan Heffler, the official photographer for the Creating WE Institute, has been chosen to photograph a two day summit held in Norwalk, CT for the Creating WE Institute comprised of dozens of international coaches and consultants. Professional

coaches as far away as South Africa; Bogota, Colombia; and Portland, OR will be attending this year's summit. For more information go to www.joanheffer.com.

Creighton Manning Engineering:

Has been recognized as one of the 2010 Best Civil Engineering Firms to Work For in the nation in rankings compiled by ZweigWhite and published in the October edition of CE News.

CSArch Architecture | Engineering | Construction Management:

Was selected to facilitate a panel presentation at the 2011 International Summit & Exhibition on Health Facility Planning, Design and Construction in Tampa, FL March 13-16, 2011.

C.T. Male Associates, P.C.:

Gary Male, president, was awarded the Outstanding Professional Engineer Manager Award at the Capital District Chapter of the New York State Society of Professional Engineers, Inc. Installation of Officers and Chapter Recognition Dinner. The firm was also recognized with the Outstanding Engineering Achievement Award for its work on the GlobalFoundries project in Malta.

CBS6 News:

Beginning Monday, October 18, The CW15 News at Ten, produced by CBS6 News and anchored by Jerry Gretzinger and Dori Marlin, began airing.

The Doane Stuart School:

Organist John Rose performed a Ruffatti Organ Dedication Concert on October 23.

Dudley Observatory:

Jay Pasachoff spoke about "The Sun and Solar Eclipses" on November 30. He described the most recent of a series of eclipse observations, including Greece in 2006, Siberia in 2008, China in 2009, and Easter Island in 2010, and place ground-based eclipse observing in the context of contemporary solar research from the ground and from space.

E. Stewart Jones Law Firm:

E. Stewart Jones, Jr. was again selected by his peers for inclusion in The Best Lawyers in America publication in the specialties of Personal Injury Litigation, Legal Malpractice Law and Criminal Defense Law. He has been recognized in Best Lawyers each year since the publication's very first edition, 27 years ago.

E. Stewart Jones Law Firm:

Tracey Young, RP, litigation paralegal, was recently elected president of the National Federation of Paralegal Associations, Inc.

Ed Lewi Associates:

The board of directors of the Public Relations Society of America (PRSA) Capital Region Chapter presented Ed Lewi, former president of Ed Lewi Associates, with the 2010 Communicator of the Year award, and Ben Marvin, director of media relations at The College of Saint Rose, with the 2010 Public Relations Practitioner of the Year award during the third Annual Empire Awards November 3 at Pat's Barn in the RPI Tech Park in Troy.

Empire State College:

Particle Garden, a mixed media environment of recent abstract artwork by student Michael Cole, was featured in the Empire State College Teaching Gallery from October 22-November 10.

Empire State Plaza:

One of the nation's longest running consumer shows, the Albany Ski & Snowboard Expo, commemorated the one-year mile marker to its golden anniversary with an evening dedicated to all things "49" on November 5.

Excelsior College:

Government leaders and Capital Region community college educators gathered to discuss President Obama's "Summit" challenge for two-year institutions on October 14.

Fenimore Asset Management & FAM Funds:

Held its 24th Annual Shareholder Informational Meetings on October 12. In keeping with its contrarian investment approach, there is limited presentation. Instead, FAM Funds' managers spent the bulk of the meeting in audience Q&A.

First New York Federal Credit Union:

Has joined Universal Sharing Network (UsNet).

Garvin & Ferlazzo, PC:

The Cantwell Law Firm, PLLC of Plattsburgh, New York has become of counsel.

Hiscock & Barclay, LLP:

Linda Clar, partner, has been included in the 2010 Super Lawyers list for New York.

Hoffman Warnick LLC:

Released the Tech Valley Patent Indices for Third Quarter 2010. In the third quarter, evidence of the Patent Office's attempts to address its backlog continued to be evident in the very high patent issuances for all Tech Valley Patent Indices.

Hudson River Community Credit Union:

Recently presented a check for \$305 to Junior Achievement as a result of its Jeans for Charity Program for July, August and September. Also, held a ribbon-cutting ceremony and reception for its new "green" branch on November 10 at 40 Leverage Road.

KeyBank:

Ranked second among the 16 largest U.S. banks in a recent Bank Monitor report that rated online account application access/navigation, features and options.

The Legal Project:

Held its 15th Anniversary Pro Bono Reception at the Hart Theatre Lounge at The Egg in Albany. The event recognizes the years of service of The Legal Project and the attorneys from the Capital Region who volunteer their time to provide free civil legal services to the working poor, with a special focus on victims of domestic violence.

Make-A-Wish Foundation of Northeast New York:

Children and families receive a sweet treat during their trickery at the "Share the Spirit Family Halloween Party" with the donation of 600 ice cream cones from Friendly's on October 30 at the Eclipse hangar at Albany International Airport.

Millennium Business Communications, LLC:

Has teamed up with Cronin and Company, LLC, a full-service marketing communications firm rated Connecticut's top agency five years running.

Next-Act:

Dan Moran, founder and president, recently earned and was designated Expert Author by ezinesarticles.com for his recent submission of "Seeking a New Job Opportunity in Your Boomer Years?"

Northeastern Association of the Blind at Albany:

Received a \$5,000 grant from the New York-Bermuda Lions. The money will be used to purchase equipment to be used in the production of Tyvek Suits for the United States Navy and others.

Northeast Health Foundation:

The Hannaford Charitable Foundation donated \$10,000 to improve patient safety and care by helping to fund the installation of a new electronic prescription system. Northeast Health Foundation will use the donation to further the efforts of its patient safety initiative, including the installation of the new and innovative ePrescribing technology at the seven primary care sites within the Northeast Health network.

Northeast Parent & Child Society:

Has been reaccredited by the Council on Accreditation (COA), an accreditor of human service organizations.

Northeast Spine & Wellness:

Dr. Joseph Gulyas held a ribbon cutting ceremony at his newest location on October 27 at 1873 Western Avenue.

The Olana Partnership:

Hosted an illustrated lecture on October 16 by Dr. David Schuyler, distinguished professor of Humanities and American Studies at Franklin and Marshall College.

Pattison, Sampson, Ginsberg & Griffin, PC:

Attorney Jonathan Schopf has recently been admitted to the Bar of the Commonwealth of Pennsylvania.

Profitable Speech:

Owner Dale Klein, was interviewed in October on FOX 23 News by Mark Baker. Her subject was "Delegation Due Diligence: How to Get It Done." Klein focused on how to effectively communicate when delegating on the job. She also has donated her time providing speech coaching to a

graduate of Dress for Success, Albany, who will deliver her first speech at their transformation luncheon in November.

Ruekert Advertising & Public Relations Inc.:

A social media campaign created on behalf of the Freihofer's Run for Women 5K took first place in the American Marketing Association's (AMA) 16th annual Mark of Excellence Awards on October 6 at the Crowne Plaza Hotel in Albany.

The Saile Group, LLC:

Anne Saile, president, has written a new book, "Don't Kiss on the Lips and Other Networking Tips," available for purchase at <http://dontkissonthelips.com>.

Schenectady County Community College (SCCC):

Received the largest single grant in its history, \$11.2 million, to train professionals for new jobs in the fast-growing health care field. The grant award is part of a \$320 million initiative under the U.S. Department of Health and Human Services Affordable Care Act (ACA) to strengthen the health care workforce in the United States.

Schenectady Museum & Suits-Bueche Planetarium:

Received a \$335 grant from Cumberland Farms for its Little Wonders of Science program.

SEFCU:

Donated \$40,000 to the Boys and Girls Club of Albany, part of \$95,000 in recent donations from several local businesses to help the nonprofit stay open through the end of the year. Additionally, Price Chopper Tour Championship, a PGA sanctioned tournament at Capital Hills donated \$15,000 from the proceeds of this year's tournament at the club. Boys and Girls Clubs of America, The Fast Break Fund, PVA Manufacturing, and Carrow Property Management teach donated \$10,000 to The Boys and Girls Club. The money will go toward the continuation of after school programs for children ages 6-18 promoting academic success, healthy lifestyles, and good character and citizenship, the core characteristics of a Boys and Girls Club.

Senior Services of Albany:

Honored eight Capital Region seniors with the popular Third Age Achievement Awards on November 16 at the Wolferts Roost.

Siena College:

Has been ranked 73rd in the nation among NCAA Division I universities in the 8th annual NCSA Collegiate Power Rankings, designed to aid prospective student-athletes and their families evaluate the particular strengths of the top colleges and universities.

Spectrum 8 Theatres:

Celebrated 30 years in business on October 17.

The Stakeholders:

Presented its inaugural Get on Board Volunteer Awards on October 29 at the Egg at the Empire State Plaza in downtown Albany.

Stuyvesant Plaza:

In an effort to raise awareness about the prevalence of domestic violence, employees hung purple ribbons from light poles throughout the shopping center in honor of Domestic Violence Awareness Month.

Sunmark Federal Credit Union:

Launched a mobile banking application for its membership on October 1 to address members' needs in reaching out to their financial institution and expand the credit union's service to additional audiences.

Sylvan Learning Center:

The Capital Region Sylvan Learning Centers received the Sylvan National Gold Award, which recognizes centers whose educational services, staff and facilities exceed Sylvan's national standards for service and quality.

Tech Valley Connect:

Hosted a gathering for families who have recently relocated to the Capital Region on October 23 at the Schenectady Museum & Suits-Bueche Planetarium.

Trinity Institution – Homer Perkins Center, Inc.:

Has merged with the Arbor Hill Community Center, Inc. to form Trinity Alliance of the Capital Region – Empowering People for Brighter Futures.

TrustCo Bank:

Announced net income for the third quarter of 2010 of \$8.4 million, up 5.7 percent over the prior-year period and equal to diluted earnings per share of \$0.109, as compared to net income of \$7.9 million and diluted earnings per share of \$0.103 for the third quarter of 2009.

United Way of the Greater Capital Region:

Held its annual meeting on October 6, recognizing people and programs in the Capital Region that match the organization's mission of advancing the common good.

Upper Hudson Planned Parenthood:

Hosted author Alexandra Lord Ph.D., whose book, "Condom Nation: The US Government and Sex Education from World War I to the Internet," recently won first prize for popular medicine, British Medical Association 2010 book awards, on October 21 at the Palace Theatre.

USS Slater:

Celebrated the Navy's birthday on October 13. To mark this occasion, volunteer Christian Fedden was honored as the Capital Area Chief Petty Officers Association's volunteer of the year. Also, the Historic Naval Ships Association recognized the efforts of William Douglas Tanner by honoring him with the 2010 Ship Maintenance, Preservation, Exhibition Award.

Wilson Elser Moskowitz Edelman & Dicker, LLP:

Attorney Theresa Russo, leader of the firm's liquor licensing and compliance practice, has received certification to provide Training for Intervention Procedures. Also Theresa Marangas, partner, has been named a top attorney by New York Super Lawyers magazine.

YWCA of the Greater Capital Region:

As part of its annual Week Without Violence, the YWCA hosted its Take Back the Night rally on October 21.

Datebook

Albany Symphony:

Presents the fifth annual "The Magic of Christmas," one of the most anticipated events of the holiday season in the Capital Region, on December 4 and 5. A multifaceted celebration of the arts and the community, each year "The Magic of Christmas" brings together professional musicians, community musical ensembles, and Capital Region youth to celebrate the warmth of the holiday season. Performances will be held on Saturday, December 4 at 7pm and Sunday, December 5 at 3pm at the Palace Theatre. Tickets for the performance can be purchased at the Palace Theatre Box Office, by calling 518.465.4663.

Crowne Plaza Hotel:

Will host "Wine and Dine for the Arts" from January 6-8, 2011 to provide sustainable funding for the support and preservation of the nonprofit arts community. Local restaurants and chefs will educate consumers on sustainable agriculture using their innovative cuisine and will donate all net income directly to nonprofit arts organizations. For more information, visit www.albanywinefest.com.

Harmony House Marketplace:

Will host "Three Part Harmony -- A Celebration of Local Food, Wine, & Art: Seven Chefs, Seven NYS Vintners, Seven Local Artists" on December 1 from 6-9pm. Tickets are \$10 each and can be purchased by calling 518.238-2232.

Schenectady Museum & Suits-Bueche Planetarium:

Our Favorite Things runs through April 23, 2011. Staff, trustees, and volunteers selected artifacts from the museum's permanent collection that hold special meaning or significance to them. For more information, call 518-382-7890 or visit www.SchenectadyMuseum.org.

White Lake Music & Post:

Take a tour of its new, modern recording studio and meet the studio's professionals on Thursday, December 16, from 4 - 7 pm at its new studios at 26 Vly Road in Colonie.

To get your information into Member Happenings, email Paul Quirini at membernews@acchamber.org



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We wish to thank the many fine companies and individuals we have served in 2010.

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- Peter Redmond, SIOR ·Tom Savino ·Ann MacAffer, CCIM
- Jonathan Elkind ·John MacAffer ·Tom MacClarence
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1.



2.

1-2. During the Women’s Business Council’s Symposium on Excellence on October 19 at the **Hilton Garden Inn** of Troy, Christopher Flett, women’s leadership expert and professional business coach, delivered the keynote presentation, “What Men Don’t Tell Women About Business: Opening Up the Heavily Guarded Alpha Male Playbook.” Ainslie Waldron, one of the world’s smartest women and a renowned business consultant, presented a workshop, “The Ultimate Secret for Business: 10 Keys to Maximum Profits Workshop.” **Citizens Bank** was the corporate sponsor; **Verizon** was the supporting sponsor.

3. At the Chamber’s fall BBX on October 21 at **Hana Japanese Steak House and Sushi Bar**, Chamber members networked with their peers and made connections with their fellow Chamber members as they enjoyed food from the fire of the hibachi and the exquisite sushi bar, plus traditional favorites.

4-5. Leading political pollster and author John Zogby delivered the keynote address on the heels of Election Day on November 4 during the Tech Valley Global Business Network’s (TVGBN) Excellence in International Trade (“Globie”) Awards at the Glen Sanders Mansion. The TVGBN recognized SuperPower, Inc., **Blasch Precision Ceramics, Inc.**, **UHY Advisors NY, Inc.** and **Momentive Performance Materials** for their international business success. **Citizens Bank** was the corporate sponsor. **LinguaLinx, Inc.** and **UHY Advisors NY, Inc.** were the supporting sponsors.



3.



5.



4.

New year is ideal opportunity to set goals

It's that time of year — goal-setting time, with 2011 just around the corner. First, let's address why goal setting is so important:

It builds self-confidence. This is a big reason why we should set goals, and it is also the excuse why people do not like to set goals. If we set a goal and reach it, it totally boosts our self-confidence. If we set a goal and do not reach it, it can diminish our self-confidence. However, we cannot meet all goals, it's simply impossible. By setting reasonable, measureable goals and reaching 80 percent of them, that truly boosts our confidence. If, on the other hand, we do not reach the other 20 percent of them but choose to learn from "failure" that, too, can be a confidence booster. Learning is good for our self-confidence.

It gives us a sense of accomplishment. You know when you put a goal on the table and meet it, it feels so good. It does not matter if it's big or small, personal or business; the fact that "I did it" makes us feel productive. In today's world, it seems we accomplish less and less but are busier and busier. So by setting goals, we strike that needed balance of accomplishing something.

It perpetuates more activity. When we set a goal and accomplish it, often times it generates energy to do more. For example, if we set a goal to call three potential clients/customers, and the first call goes really well, we have high energy and the other calls are a breeze. Always use the energy from setting and meeting goals to accomplish more. Ride that positive energy wave. So many times, we stop and talk ourselves into a "break" and lose the momentum.

It moves us. Setting and achieving goals keeps us moving. Again, in today's world, we could spend all day, every day on email, social media and returning phone

calls. These activities can all be reactive, and being in reactive mode has us feel like hamsters on their wheels at the end of the day. No one wants to feel like that; setting and achieving goals keeps us off the wheel. It is so much more fun.

It makes us happy. Research has shown that those with written goals are happier. I think that is just natural. Those with goals are in charge of their lives. When we are feeling in charge of our lives, we are happier. It's that simple.

“

By setting reasonable, measureable goals and reaching 80 percent of them, that truly boosts our confidence.

”

It creates success, one step at a time. Most of us have a vision, and by writing down our goals and working toward them, we make that vision a reality. There is nothing more powerful and rewarding than truly creating the life that you know you can have.

It creates a "buzz." Everyone wants to work with the "hot, buzzing" company in town. By setting and accomplishing goals, you create a natural buzz around you and your company. Success creates more success, like magic.

In 2011, commit to writing down your goals. Here are five steps to make it easier:

1. Be sure your vision is written. If it is not, at least create a vision board (pictures of your vision of the life that you have and want.)
2. Look at your life in categories, as well as the whole picture of your life. Here are eight specific areas to examine:



Lorin Beller Blake, Owner

Big Fish Nation

- Personal/spiritual growth
- Health
- Business/career
- Money
- Significant other
- Family and friends
- Recreation
- Environment

By setting targeted goals in each area, we naturally create more balance. This is critical to our overall success.

3. Be sure that goals are measurable. Only you know what kind of goal to set and if it is a stretch goal or not. Quite frankly, it matters most that you set it and reach for it.
4. Next, set intentions for each of the eight areas. Intentions are the way we need to be in order to make that goal happen. For example, if your health intention is to be "buff," by stepping into that perspective, it inspires you to work out. Stretching into the intention is an inspiration and ultimately helps you reach that way of being.
5. Be sure that goals are written down. Writing goals is a much more powerful exercise than if you just think about them and keep them in your head.

Happy New Year, and happy goal setting!

Lorin Beller Blake, a former resident of the Albany area, now resides in San Diego, CA. Big Fish Nation is a firm that supports entrepreneurs across the country in achieving greater success. For more information, visit www.bigfishnation.com. •

Annual 111th Dinner

The Albany-Colonie Regional Chamber of Commerce

Thursday, March 10, 5:30pm

Empire State Plaza Convention Center / Albany, NY

The Chamber's Annual Dinner is the region's premiere business event, attended by nearly 1,000 Tech Valley business executives and civic leaders.



Walter L. Robb, Ph.D., former senior vice president of research and development for **General Electric**, will be awarded the Envoy Salute for his vision, leadership and impact on the economic vitality of the region. He is currently president of Vantage Management, Inc. and an entrepreneurial champion who has invested in and provided counsel to more than a dozen area start-up businesses.



Paula A. Stopera, president and CEO of **CAP COM Federal Credit Union** will receive the Arthur R. Kapner Spirit of the Chamber Award for her dedicated support of and service to the Chamber.



A special tribute will honor the late **Donald Led Duke**, chairman of **BBL Companies**.

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