



# Calendar | C

CAPITAL REGION  
CHAMBER

Opportunities for Business Growth

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FEBRUARY 2020

Tuesday



REGISTER

## MAXIMIZE YOUR MEMBERSHIP

8 - 9 a.m. | No cost

Capital Region Chamber

5 Computer Drive South, Albany, NY

Whether you're brand-new to the Chamber or a longstanding investor, we encourage you to attend a Maximize Your Membership program. You'll get a comprehensive orientation on the many benefits we offer. Join our staff and volunteers as we provide you the tools to make connections, market your business, develop skills, advocate for yourself and ultimately grow your business. You've made the investment in Chamber membership, now position yourself for results!

Presenting Sponsor



Thursday



REGISTER

## BUSINESSU: HOW TO PRIORITIZE WHEN EVERYTHING IS A PRIORITY

8 - 10 a.m. | \$40 members; \$75 non-members

Capital Region Chamber

5 Computer Drive South, Albany, NY

Climb into the reality that we all face - that we live in a highly competitive, demanding world that also offers tremendous opportunity. How do we navigate the reality that we are only one person trying to do it all? How do we get to a place where living our best life means that we are the author, the designer and own the chapters we create both professionally and personally?

Presenting Sponsor



Instruction by



In this session you will learn:

- What ownership of work/life integration and prioritizing responsibilities looks like and why it's critical
- Tools to help you stay focused and on track
- What is necessary to sustain the path and commitment to success

Instruction by Sharon Phillips, Said and Done Solutions, LLC



REGISTER

## NOMINATIONS DUE FOR GOOD NEWS AWARDS

Each year, we have the pleasure of honoring businesses, organizations and individuals in Schenectady County due to exceptional growth; a new or renovated building; celebration of a significant anniversary; demonstrating extraordinary community support; launching a unique product or service in the past year; or just being a true success story.

If you know a business, organization, or individual who should be celebrated, nominate them for a Good News Award!

[Download the nomination form here.](#)



REGISTER

## NETWORK BY 9 AT TURF TAVERN

7:45 - 9 a.m. | \$15 members only  
Turf Tavern  
40 Mohawk Avenue, Scotia, NY

Meet people who are interested in meeting you and growing their business relationships in the Capital Region! Make new connections and expand your network of contacts in a fast, fun environment. Develop potential leads and build business relationships before the workday begins in a structured, fun environment. Who knows? You might have a new client before 9 a.m. Expand your network!

Presenting Sponsor



Event Host



MARCH 2020



REGISTER

## BREAKING OUT OF THE BOX: USING PASSION AND INNOVATION TO LIVE YOUR BEST LIFE

7:30 - 9 a.m. | \$15  
Overit  
435 New Scotland Avenue, Albany, NY

Are you stuck in a professional rut and struggle to find passion in your daily routine? You know you've felt it – you've hit a wall and struggle with following your intuition and taking the next step or committing to change. Before you decide to jump ship, what about entrepreneurship? Even if you aren't heading up your own business, you can still possess that entrepreneurial spirit and create disruption within your organization!

Join YPN for an invigorating discussion to hear how being an entrepreneur at work could reenergize you and your career. Heidi Knoblauch, owner of Plumb Oyster Bar and Venture & Growth Banking Relationship Manager with Pioneer Bank will share her tips on how to...

- Channel the entrepreneur mindset to create a new personal brand
- Create new and exciting opportunities within your existing role.
- Follow your intuition and "rock the boat" in your workplace



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REGISTER

## LEADERSHIP TECH VALLEY INFORMATION SESSION FOR CLASS OF 2021

8:30 - 9:30 a.m. | No cost  
Capital Region Chamber  
5 Computer Drive South, Albany, NY

Leadership Tech Valley (LTV) addresses the professional development of leadership skills in group dynamics, decision-making and team building. The LTV program provides opportunities for individuals from diverse fields and backgrounds to come together and address regional challenges, enhancing their leadership network, fostering creative problem-solving and shaping a progressive future for the Capital Region.

Learn more about whether this program is right for you. Hear from current class participants, steering committee members and the program director about what's involved and how you can make a difference as a leader in our community.



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REGISTER

## BUSINESSU: EMPLOYER BRAND STRATEGY TO ATTRACT, ENGAGE AND RETAIN TOP TALENT

8 - 10 a.m. | \$40 members; \$75 non-members  
Capital Region Chamber  
5 Computer Drive South, Albany, NY

What happens when an employer is perceived as a great place to work and delivers on that promise? Well, the quality of job applicants increases. Attrition is reduced and employees feel a greater sense of pride and ownership. Engaged employees are happy employees who then work hard and help increase profitability. You would think it's that simple, right? Consider these facts:

- Only 13% of employees feel engaged at work and companies with engaged employees generate 22% more profitability (this means 87% of your workforce is either not engaged or only somewhat engaged).
- Chances are that your competition has already embarked upon Employer Brand Strategy to attract top talent
- 68% of HR Professionals report having difficulty hiring

If your goal is to NOT be an above data point, but to deliver incredible employee experiences at every touch point, then join us for this interactive workshop. Learn how to create a vision and plan that will attract, engage, and retain a high-performing workforce that will help you exceed your business goals and clearly market how awesome your business is!

Instruction by Catharine Potvin, Stragility, LLC; Miriam Dushane, Alaant Workforce Solutions and Michael Fallone, id29

Presenting Sponsor



Instruction by



Wednesday



REGISTER

## BUSINESS AFTER HOURS AT CURTIS LUMBER IN BALLSTON SPA

5 - 7 p.m. | \$10 members only  
Curtis Lumber, Inc.  
885 Route 67, Ballston Spa, NY

Take time to connect with fellow Chamber members and build your business at Business After Hours, hosted by Curtis Lumber in Ballston Spa. Spark up new connections and strengthen existing relationships while enjoying delicious food and drinks in their showroom.

Don't miss out, register today!

Presenting Sponsor



Event Host



Tuesday



REGISTER

## SUCCESS THROUGH PERSEVERANCE: LEARNING FROM WOMEN OF EXCELLENCE HONOREES

11:30 a.m. - 1 p.m. | \$32 members; \$35 non-members  
Albany Marriott Hotel  
189 Wolf Road, Albany, NY

The road to success is filled with distractions, difficulties, obstacles and discouragements. Learn from Women of Excellence recipients about how they persevered to their successes.

Join our moderator Dawn Abbuhl, President, Repeat Business Systems and she engages Daquetta Jones, Deputy Commissioner for Administration, NYS Department of Civil Service; Kat Koppett, Koppett & Company/MopCo Improv Theatre; Suzie Mookerjee, Cardiologist, Albany Medical Center and Sabrina Mosseau, Executive Director, New York Oncology Hematology for an armchair discussion that will reinforce the concept that nothing in life is a straight line.



Presenting Sponsor



Thursday



REGISTER

## HOW TO GIVE AND RECEIVE FEEDBACK

7:30 - 9 a.m. | \$15 *Only open to 2020 YPN Executive Mentorship Program Participants*  
Rivers Casino and Resort  
1 Rush Street, Schenectady, NY

Have you asked colleagues or managers for ways you can improve your performance only to receive answers like "you're doing great," or "keep doing what you're doing"? Have you been putting off giving valuable feedback to someone because you don't know how to word it, or are afraid of what their reaction will be? Have you ever given feedback only to have it be violently rejected? You are not alone!

At the heart of the mentor-mentees relationship is the process of giving and receiving feedback. This session offers an opportunity to explore and practice this vital skill for learning and growth. In this fun, interactive session, attendees will:

- Learn what makes feedback most effective and impactful
- Gain a deeper understanding of what happens when we receive feedback
- Practice giving feedback
- Practice asking for feedback



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Wednesday



REGISTER

## LEADERSHIP TECH VALLEY INFORMATION SESSION FOR CLASS OF 2021

8:30 - 9:30 a.m. | No cost  
Capital Region Chamber  
58 Clifton Country Road, Suite 102, Clifton Park, NY

Leadership Tech Valley (LTV) addresses the professional development of leadership skills in group dynamics, decision-making and team building. The LTV program provides opportunities for individuals from diverse fields and backgrounds to come together and address regional challenges, enhancing their leadership network, fostering creative problem-solving and shaping a progressive future for the Capital Region.

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Thursday



REGISTER

## CAPITAL REGION CHAMBER ANNUAL DINNER

5:30 - 8:30 p.m. | \$180  
Albany Capital Center  
55 Eagle Street, Albany, NY

The Chamber's Annual Dinner is the region's premier business event, attended by 1,000 business executives and civic leaders from throughout the Capital Region. Enjoy great networking along with a brief program honoring two dynamic individuals.

**Philip Morris**, CEO of Proctors Collaborative, will be awarded the ChangeMaker Award for his vision, leadership and impact on the economic vitality of the region.

**Sarah Johnson**, Senior Large Group Sales Executive for CDPHP, will be presented the Chamber Champion Award in recognition of her actions that have advanced the mission of the Chamber.

Title Sponsor



Video Partner



Decor Partner



Audio Visual Partner



Tuesday



REGISTER

## BUSINESSU: ADA COMPLIANCE ONLINE, WHAT YOU NEED TO KNOW ABOUT YOUR WEBSITE

8 - 10 a.m. | \$40 members; \$75 non-members  
Capital Region Chamber  
5 Computer Drive South, Albany, NY

The Americans with Disabilities Act (ADA) covers a wide range of rights and responsibilities, the primary focus for this workshop will be how the ADA impacts businesses with websites.

Presenting Sponsor



Instruction by



In this workshop we will cover:

- How recent court decisions impact website users and owners
- Actionable next steps that website stakeholders can take for greater accessibility compliance

Instruction by Jennifer Monthie, Legal Director and Christy Asbee  
PAAT & PAVA Director, Disability Rights New York

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