

2023 YEAR IN REVIEW



PEOPLE / WORKFORCE DEVELOPMENT

BusinessU

- 277** INDIVIDUALS from
 - 143** ORGANIZATIONS participated in
 - 11** BUSINESSU professional development programs
 - 17** INSTRUCTORS
- 7 new instructors to the BusinessU roster



Talent Attraction Initiatives, GoCapNY.com, Continue to Grow:

- 29K** NEW USERS since Launch
- 75,000** PAGE VIEWS since Launch
- Created **NEW RELOCATION GUIDE**
- 100** SUMMER INTERNS ENGAGED

CAPNY CONNECTORS AMBASSADORS program introduced



Chamber Job Bank

- 366** UNIQUE JOB OPENINGS posted to the Chamber's online job bank

Apprenticeship Program

CEG administers NYS registered earn to learn program. We secured

\$456,500 in GRANTS to FUND

18 AREA COMPANIES to enroll

37 APPRENTICES for paid on-the-job training and classroom learning.

Career and Technical Education

Through our ongoing partnership with Capital Region BOCES Career & Technical Education Centers, **1,300+** students were exposed to various careers, businesses, and trades throughout the Capital Region. We serve as a direct conduit for creating connections between industry partners, educators, and students.



Career Exploration

1,800+ eighth & ninth grade students from districts throughout the region participated in **Career Jam Explore**, to explore careers in the trades, technical and STEM pathways through hands-on skills demonstrations and activities by area businesses and Capital Region BOCES instructors and scholars.



Diversity, Equity and Inclusion

Our commitment to diversity, equity and inclusion resulted in many tangible advancements. Our comprehensive DEI resources, initiatives, trainings and workshops empowered employees, at all levels, contributing to more informed, diverse, inclusive and culturally competent workplaces.



600+ **PEOPLE**, from **207 UNIQUE COMPANIES**, engaged with Chamber DEI, services, programs and initiatives.

The Chamber worked with more than **30 BUSINESSES** on direct DEI-related assistance, trainings, and/or workshops.

300+ People participated in our **5th** annual **DEI SUMMIT** with **2** keynote speakers and a panel discussion.

The Chamber produced a **DEI TOOLKIT** that has been downloaded by nearly **250** individuals/organizations.

Young Professionals Network (YPN)

56 COMMUNITY SERVICE PROJECTS COMPLETED	80 EXECUTIVE MENTORSHIP PROGRAM SUPPORTED PARTICIPANTS	6th ANNUAL PETCHAKUCHA 7 SPEAKERS PRESENTED IN PARTNERSHIP WITH RUSSELL SAGE COLLEGE	13 YPN EVENTS HELD
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Leadership Capital Region (LCR)

Class of 2023, which included **37 PEOPLE** from diverse backgrounds and industry sectors, participated in skill development and community immersion experiences throughout the year to grow personally and professionally as they explored issues and opportunities in the Capital Region.

The class selected The Connect Center for Youth in Cohoes as the beneficiary of the class project. Class members raised funds and used their hands to renovate and expand their food pantry expansion which enabled it to meet the standards to now receive items from the Regional Food Bank. The class was proud to help to move the needle in addressing food insecurity.



The Leadership Alumni Committee **RAISED \$2,000** toward scholarships for people who needed financial support in order to participate in LCR.

LCR class of 2023 gained perspective from **93** different **SPEAKERS** during retreat and **9 SESSION DAYS**.

48 APPLIED to the 2024 program, **40** were **ACCEPTED**.

ECONOMIC DEVELOPMENT

CEG Business Attraction and Expansion



Business Growth Solutions/Manufacturing Extension Partnership

2-year Client Impacts

\$47.1M

**NEW
SALES**

1336

**JOBS
CREATED
& RETAINED**

66

**NEW
MANUFACTURERS
SERVED**



\$21.6M

**RETAINED
SALES**

\$88.4M

**NEW
INVESTMENTS**

\$8M

**COST
SAVINGS**



**MANUFACTURING
INNOVATION
NETWORK**
Powered by CEG

The **Manufacturing Innovation Network**, powered by **CEG**, launched in April as a forum for manufacturers in the Capital Region to **LEARN**, **SHARE** and **GROW** that included:

12
**KNOWLEDGE
at NOON
WEBINARS**

2
**IN-PERSON
EVENTS**

2
**NETWORKING
MIXERS**

300+
PARTICIPANTS

Entrepreneurial Assistance and Boot Camp Training

460

**ENTREPRENEURS AND SMALL
BUSINESS OWNERS** received
one-on-one technical assistance

29

**ENTREPRENEURS COMPLETED
BUSINESS PLANS** through training
and direct technical assistance

49

ENTREPRENEURS ENROLLED in
the Spring and Fall Boot Camp Training
course received guidance and expertise
from **60+** Chamber Members and **25+**
Partner Resource Organizations

27

COMPANIES RECEIVED ASSISTANCE
with **NYS MWBE** application and
certification process

CAPITAL REGION CHAMBER

**ENTREPRENEUR
BOOT CAMP**

A Course of Action

The Chamber was once again recognized as a **Top Performing Entrepreneur Assistance Center (EAC)** out of 24 EAC Centers across the state.

BIPOC (Black, Indigenous and People of Color) Business Growth Initiative

137 BIPOC-OWNED BUSINESSES SERVED
with direct technical assistance

HELPED SECURE \$28K IN FINANCING
for BIPOC-owned companies

PROVIDED BUSINESS EDUCATION to
120+ BIPOC-owned businesses through
6 WORKSHOP AND TUTORIAL SESSIONS
focused on financing, contracting, and
marketing strategies

\$300K INCREASE IN REVENUE for BIPOC-owned companies
that received assistance and connections to new customers &
contacting opportunities

**PROVIDED SPONSORSHIP AND SUPPORT TO THE CNYS BLACK
EXPO AND BUSINESS PITCH COMPETITION;** as well as hours of
pitch coaching assistance. One of our clients was among the winners!



ADVOCACY

Your Chamber advocacy team is a trusted and leading voice for the Capital Region business community in the halls of government. We work tirelessly to shape policies, ideas, and opportunities for businesses to succeed, and for people and communities to prosper. Our relentless advocacy supports members of all sizes and sectors.



50
BILLS / POLICY
PROPOSALS ON WHICH
WE COMMENTED

CHAMBER
ADVOCACY
IMPACT BY
THE
NUMBERS

92
LOBBING
ACTIVITIES

\$36K
PAC CONTRIBUTIONS

11
STATEWIDE & NATIONAL
COALITION MEMBERSHIPS

How our work paid dividends in 2023:

- **\$1.7 Billion** was included in the budget to **fully fund the consolidation of Wadsworth Laboratories'** five unconnected sites to one site on the Harriman Campus in Albany by 2030
- **\$500 Million to create the first-ever New York State matching fund** for contributions made to the endowments of SUNY's four university centers, including UAlbany
- The governor signed legislation that will enable more students of color, students who are low-income, and other historically under-served groups of students to enroll and succeed in advanced middle and high school courses that will prepare them for college, careers, and civic engagement
- The governor signed legislation that will **allow non-CPAs to be minority owners of CPA firms**. New York is the last state in the region that did not allow accounting firms to offer ownership to non-CPAs

We opposed, and the legislature did not pass legislation that would have allowed an employee to secure a lien on an employer's personal or company property for a mere claim of wage and hour violations.

Unified Military Affairs Council by The Numbers

\$4K

COLLEGE SCHOLARSHIPS AWARDED

13th

HOSTED 13TH ANNUAL "TO HONOR & SERVE" VETERANS BREAKFAST

5

MEETINGS HOSTED FOR MILITARY COMMANDERS AND/OR FEDERAL, STATE & LOCAL ELECTED OFFICIALS

8

CHAMBER MEMBERSHIPS PROVIDED TO MILITARY INSTALLATIONS

2

MEMBERSHIPS IN STATE AND FEDERAL DEFENSE COMMUNITY ORGANIZATIONS



CAPITAL REGION CHAMBER



Membership



Member Engagement

1,160 participated in the Chamber's Annual Dinner
1,226 made connections at Business After Hours and/or Network By 9
459 attended an Issue Forum



1,064 participated in a Women's Business Council program or event
237 celebrated at Nonprofit Business Awards Luncheon
64 participated in a Business Referral Group
381 gained insights at Economic Outlook breakfast

Community Advancement

200,000+
visitors at Chamber-run Clifton Park
Visitor Center, north of Exit 9 on I-87

459
Children received holiday gifts thanks to
the individuals and businesses who
supported the Southern Saratoga County
Chamber Angels program (**4%** increase
over 2022)

120+
Articles written and published on behalf of
members and community events/issues

50%
Increase in community development project efficiency
(assisted by Momentive Performance Materials)

