2023 YEAR IN REVIEW





PEOPLE / WORKFORCE DEVELOPMENT

BusinessU

277 INDIVIDUALS from



143 ORGANIZATIONS participated in

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





CAPNY CONNECTORS AMBASSADORS program introduced



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.

Chamber Job Bank



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 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.





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.



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

EXECUTIVE
MENTORSHIP
80 PROGRAM
SUPPORTED
PARTICIPANTS

6th ANNUAL PETCHAKUCHA

SPEAKERS PRESENTED IN PARTNERSHIP WITH RUSSELL SAGE COLLEGE YPN

13 EVENTS

HELD

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.



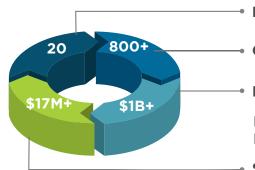
The Leadership Alumni Committee **RAISED \$2,000** toward scholarships for people who needed financial support in order to participate in LCR.

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



EXPANSION AND ATTRACTION PROJECTS

CREATED JOBS, CEG ASSISTED WINS

CENTER for ECONOMIC GROWTH

IN CAPITAL INVESTMENT

DEVELOPED THE CAPITAL REGION ECONOMIC DEVELOPMENT COUNCIL'S STRATEGIC PLAN

SECURED GRANT FUNDS FOR THE REGION

Business Growth Solutions/Manufacturing Extension Partnership

2-year Client Impacts

\$47.1M **NEW SALES**

1336

JOBS CREATED & RETAINED

66 **NEW 1ANUFACTURERS SERVED**













NEW INVESTMENTS

> \$8M COST **SAVINGS**





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

IN-PERSON EVENTS

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**

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

A Course of Action

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.





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







OPERATIONAL EXCELLENCE

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)



