



Schenectady County work • play • live

Delanson • Duanesburg • Glenville • Niskayuna
Princetown • Rotterdam • Schenectady • Scotia

BUSINESS SPIRIT BUOYED AT CHAMBER'S ANNUAL DINNER

The sold-out annual dinner meeting of the Schenectady County Chamber of Commerce showcased an increased confidence in doing business in the county, and introduced the Chamber's new president, Charles P. Steiner, and new board of directors' Chair Lois Smith-Law.

The 300 business, governmental and civic leaders that crowded into Mallozzi's banquet room for the February session were treated to a promise from Smith-Law that the Chamber will accomplish its lofty goals during 2002. Steiner challenged the business community to work with the Chamber in starting new ventures, growing their current operations and striving to return the county to Capital Region prominence.

"It has been my pleasure for over 22 years to work with business people and in a profession that celebrates business and community growth and prosperity," Steiner told the audience. "It is a job I love." Steiner joined the Chamber in early January after serving as president of the Niagara Falls Area Chamber of Commerce.

Noting he already had met with Chamber members, elected and appointed officials, civic leaders and others, Steiner added, "The one thread through all of these conversations has been ... 'you've come to Schenectady County at a perfect time.' I couldn't agree more. Schenectady County is a community on the move. I have been impressed by the energy and enthusiasm of the people I have met. You have looked adversity in the eye, met the challenges and have come out on top. Schenectady is on the way back up; you can feel it. To do that takes committed, caring and courageous people who aren't afraid to collaborate, take a chance or step out of the box. People who have a vision for tomorrow but go after it today. This community, this Chamber, have that vision and I am excited to be a part of it."

Of the Chamber leadership, Steiner said, "We are on track. We are focused. We do have a plan, and we are working that plan." Three of the Chamber's keys to further success that will be refined and expanded during 2002 are membership benefits and development, new business development and

retention, and advocacy on behalf of the membership, Steiner added.

"I'm proud to be here and I pledge to you my untiring efforts and dedication in moving this chamber and community in a positive direction so we all can enjoy working, playing and living here in Schenectady County, the place we call home," said Steiner, now a city of Schenectady resident.

Smith-Law, director of development and communications at the Schenectady Metroplex Development Authority, who assumed board chair duties in January, hosted the event. She presented the annu-

(concluded on page 6)

SAVE THE DATE

FRIDAY, MARCH 15: "Schenectady Community Night" at the Albany River Rats hockey game, Pepsi Arena, Albany. Tickets are \$6, prizes, giveaways, informational displays, many more surprises. For tickets, call 372-5656 or e-mail rgranger@schenectadychamber.org

TUESDAY, MARCH 19: "Business at Breakfast" featuring Ellis Hospital President/CEO Robert E. Smanik. 7:30 to 9 a.m., Ellis Hospital auditorium, 1101 Nott St., Schenectady. Free, breakfast included. For reservations, call 372-5656 or e-mail csullivan@schenectadychamber.org

THURSDAY, MARCH 21: Greater Capital Association of Realtors (GCAR) Trade Show and awards luncheon. 8:30 to 11:30 a.m., Holiday Inn Turf Wolf Road, Albany. Call GCAR's Nancy Ruzzo at 489-5476, ext. 105 for exhibitor and attendee information.

THURSDAY, MARCH 28: 5 to 7:30 p.m., After-hours Networking Mixer and one-year anniversary celebration at The Old School Cafe, 142 Clinton St., Schenectady. Free, buffet and beverages included. For reservations, call 372-5656 or e-mail csullivan@schenectadychamber.org

SATURDAY, APRIL 6: "Fair Housing" Fair sponsored by Schenectady city government. Schenectady City Hall, Jay Street, Schenectady. For information, call Ahmad Yusufi at 382-5147 or e-mail ayschdyfairhousing@yahoo.com.

THURSDAY, APRIL 25: "Showcase Schenectady" trade show, including hospitality workshop by Susan Saba of *ILOVENY*. Ramada Inn, 1101 Nott St., Schenectady. Free. For booth reservations, call 372-5656 or e-mail csullivan@schenectadychamber.org

SEFCU OFFERS SBA LOANS

The State Employees Federal Credit Union (SEFCU) is offering U.S. Small Business Administration (SBA) loans to its current and prospective members, be they privately or publicly held firms.

The 7(a) loan program provides loans of up to \$1 million to independently owned and operated small businesses. Eligible firms must meet SBA requirements regarding number of employees or annual revenue and other stipulations. SEFCU officials say the credit union offers the loans at competitive rates and that associated fees are minimal.

The loans were created to provide funding sources to small businesses unable to secure financing on reasonable terms through other lending organizations. Loan proceeds used for working capital generally carry terms of up to seven years. The 7(a) loans offered through SEFCU can also be used to buy machinery and equipment, or for real estate acquisitions. Loan terms vary based on the use of the funds and certain requirements apply to real estate loans.

Contact SEFCU at 464-5357 or (800) 727-3328, ext. 5357 for details.

LOCAL DENTIST HELPS CHARITY

Schenectady dentist Shiloh Lieberman has joined the "Smiles for Life" campaign, a national fundraising drive to benefit children's charities that has raised more than \$12 million since 1998.

Patients can receive professional tooth whitening service from Lieberman through May, and the entire tax-deductible payment is donated to the Smiles for Life Foundation. Lieberman and his staff volunteer their time; Discus Dental donates the whitening products.

"Everyone benefits," says Lieberman. "Children's lives are improved, patients look and feel better, and we get the satisfaction of knowing we have helped in a big way."

Lieberman is a member of the Crown Council, a nationwide group of dentists dedicated to community service. More information is available by calling Lieberman at 374-0317.

LEADERSHIP SCHENECTADY 2002 CLASS SCHEDULE

DATE	TOPIC	LOCATION
March 12	Government	Glenville Town Hall 18 Glenridge Road, Glenville
March 27	Arts & Culture	Schenectady Museum Nott Terrace Heights, Schdy
April 9	Education	Schenectady High School The Plaza, Schenectady
April 23	Law & Justice	Site TBA
May 7	Industry Tour	Site TBA
May 21	Role of Board Members	Site TBA
June 4	Course Closure	Site TBA

Leadership Schenectady 2002 is sponsored by the Schenectady County Chamber Foundation, an affiliate of the Schenectady County Chamber of Commerce. Call program coordinator Pat Barney at 372-5656 for information and opportunities to attend a session. Registration for Leadership Schenectady 2003 is available.

DOVIK MEMORIAL SCHOLARSHIP APPLICATIONS READIED

Applications for the ninth annual Leonard K. Doviak Memorial Scholarship awards are available to graduating high school seniors from the seven school districts serving Schenectady County. Completed applications must be returned to the Schenectady County Chamber of Commerce by Monday, April 29.

The Schenectady County Chamber Foundation, formerly the Business Education Foundation in Schenectady County, Inc., a Chamber affiliate, sponsors the awards. Applications are available from the Chamber by calling 372-5656 and from high school guidance counselors.

Each of two winners receives a \$2,000 scholarship, awarded in \$1,000 increments during their first two years of college. Applicants must be attending high schools serving Schenectady County, achieve a 75 percent to 85 percent grade point average, be dedicated to civic affairs and community involvement, and serve an internship or hold a job.

The scholarships are funded by memorial contributions made in the name of the late Leonard K. Doviak. GE's manager of communications and public affairs at the time of his death, Doviak helped establish the Business Education Foundation and was its original chair.

BLUE SHIELD RAISES \$14,500 FOR ADOPT AN ANGEL

Blue Shield of Northeastern New York employees raised more than \$14,500 for the 2001 "Adopt An Angel" campaign of the Make-A-Wish Foundation of Northeast New York. Blue Shield has been the campaign's presenting sponsor since the Adopt An Angel campaign began in 1993. The money is used to grant wishes to local children with life threatening illnesses.

The money was raised through employee efforts and a team of Blue Shield

employees participating in the Adopt An Angel Corporate Challenge. The challenge allowed company employees to staff the Adopt An Angel booth at Crossgates Mall in Guilderland for four hours, during which time the employees raised more than \$1,200, which was the highest total of any Corporate Challenge team.

Blue Shield of Northeastern New York is a division of HealthNow New York Inc., an independent licensee of the Blue Cross Blue Shield Association.

STATE ACCEPTING SMALL BUSINESS AWARD NOMINATIONS

The New York State Empire State Development (ESD) agency is seeking nominations for the 2002 New York State Small Business Awards. The annual awards go to outstanding small businesses, not-for-profit organizations and members of the small-business community throughout the state.

Award categories are "Small Business Person of the Year," "Small Business Advocate of the Year" and "Small Business Not-for-Profit Organization of the Year." Nominations must be received by March 29. Winners will be announced and presented with their awards during the spring.

Trade associations, civic organizations, chambers of commerce, private and public educational institutions, and other business organizations on behalf of a small business, an individual or a not-for-profit organization can make nominations. Applicants may also nominate themselves in one category.

A copy of the awards application is available by contacting the Chamber at 372-5656. More information is available by contacting Empire State Development's Division for Small Business toll-free at 1-800-STATE-NY, via e-mail at esd_smallbus@empire.state.ny.us, or visit New York's small business Web site at www.nylovessmallbiz.com.

GOLF TOURNEY TO BENEFIT MAKE-A-WISH

KingsWay Community's 11th annual golf tournament for the benefit of the Make-A-Wish Foundation of Northeast New York will be held Monday, May 20 at Pinehaven Country Club, Guilderland.

Potential sponsors and golfers may obtain information by calling Jean Barnoski, director of marketing and public relations at KingsWay Community, at 393-4117, ext. 206. Make-A-Wish information is available by calling Executive Director Bryan LaVigne at 455-9474.

The scramble-format tournament begins with a shotgun start. The \$150 per person cost includes lunch, a cart, greens fees, beverages on the course, and cocktails, hors d'oeuvres, dinner and a chance to win prizes for several categories.

FREE FEDERAL TAX GUIDE AVAILABLE

A free guide that can help businesses reduced their federal tax bill is available from the non-profit National Association for the Exchange of Industrial Resources (NAEIR). The guide shows how to turn problem inventory such as returns, cancelled orders, discounted items and slow sellers into a federal income tax deduction by donating them to charity. Included in the guide are tips on how to spot deductible inventory, step-by-step instructions on the donation process and a formula for calculating potential tax savings.

Call NAEIR toll free at 1 (800) 562-0955 to request a copy of the free guide.

Please visit Ellis Hospital for the...

March "Business at Breakfast"

Sponsored by the Schenectady County Chamber of Commerce

March 19, 2002 • 7:30—9:00 AM

Meet our CEO, Bob Smanik and enjoy "made to order" omelets and other breakfast delights in the George Wm. Graham, M.D. Auditorium at...

Please RSVP
to the **Chamber** by
March 18th
to **518-372-5656**.



1101 Nott Street,
Schenectady, NY 12308
1-888-355-4746

THE BEST PLACE TO GET BETTER.

OPTIMISM IN BUSINESS SURVEY'S SCHENECTADY RESULTS

Results of the 16th annual "Business Climate Survey" conducted by Marvin and Company and the University at Albany indicate that Schenectady County business owners are optimistic about the current and near future commercial health of business.

Organizers held a late February news conference to present survey findings. Comments made during the conference by Schenectady County Chamber of Commerce President Charles Steiner appeared in the *Daily Gazette* and *Times Union* newspapers.

Fourteen Capital Region chambers of commerce participated in the survey by distributing the forms during 2001 to their members via monthly newsletters

or direct mailings. Results were tabulated by the sponsors. The Schenectady County Chamber of Commerce has participated in all of the annual surveys.

Total area survey and individual Chamber results were compiled. The report is available by contacting the Chamber at 372-5656 or the certified public accounting firm of Marvin and Company at 785-0134.

More than 61 percent of Schenectady County respondents reported that business during 2001 increased over 2000 levels, while 68 percent said they believe their business will rise during 2002. Fifty-five percent of Schenectady County respondents believe the Schenectady County economy is recovering, while

half of the same respondents characterized the Capital Region's economy as recovering.

Nearly 80 percent of the Schenectady County respondents reported using e-commerce and the Internet to conduct marketing campaigns.

When asked to rank their top 10 major concerns about business, Schenectady County respondents listed transportation as the prime concern, followed by energy pricing, government regulations, workers' compensation, global economy, employment levels, finding qualified employees, health benefit costs, taxes and the United States economy.

COOPERATIVE EXTENSION ELECTS OFFICERS

Timothy Manning of Rotterdam, a financial planner with AXA Advisors, has been re-elected president of the board of directors of Cornell Cooperative Extension Association of Schenectady County for 2002.

Other elected officers are JoAnne Rafalik of Schenectady as vice president, Jane Weyers of Delanson as secretary and Stan Strauss of Niskayuna as treasurer. Rafalik works at the YWCA of Schenectady's Services to Women and Families. Weyers is a staff member of Girls, Inc. of the Greater Capital District. Strauss is associate dean for planning and development at Schenectady County Community College.

Ann Fleming Brown of Niskayuna, Don Ackerman, Chris Enous and Deryl McCann of Schenectady, Frank Ciniglia, Steve Karr and Mike Sarnowski of Scotia, and Robert Malison and Gerard Parisi of Rotterdam serve as directors-at-large.

Cornell Cooperative Extension provides educational programs for youth and adults in agriculture and horticulture awareness and profitability, nutrition and health, strengthening families and youth life skills.

NEW BELVEDERE HOTEL ACCEPTING RESERVATIONS

In anticipation of its grand opening by the end of April, the Belvedere Hotel in Rotterdam is accepting guest reservations beginning with May 4. The Belvedere Hotel is the Capital District's newest four-star, boutique-style hotel, adjacent to Mallozzi's restaurant.

The Belvedere Hotel consists of 31 rooms and suites, all designed, created and presented for ultimate comfort by general manager and interior designer Quentin Incao.

"The Belvedere Hotel will provide unsurpassed service, luxurious rooms and wonderful memories," says Incao. Guests will be treated to a deluxe Continental buffet breakfast, adds Incao. A rotating display of black-and-white photographs from the Schenectady Museum hangs

throughout the hotel. The photographs depict the proud history and creation of world-renowned products from Schenectady-based companies.

Other room amenities include 27-inch televisions, VCRs, video library, in-room safes, coffee makers, hair dryers, irons and ironing boards, vanity makeup mirrors and European bath amenities. Business travelers will find each room equipped with two telephone lines, a large working desk and a workstation lamp with power outlet and built-in data port. Corporate accounts and rates for Chamber and Schenectady businesses are welcome.

For reservation and corporate information, call (518) 630-4020 or fax (518) 630-4055.



MEMBER BUSINESS NEWS

Sawchuk, Brown Associates of Albany has added as clients the **Tri-City ValleyCats**, a major league-affiliated baseball team that will play its home games in Troy, and the **Summit in Tech Valley 2002**, an event to be held in April with special guest **NBC Nightly News anchor Tom Brokaw**.

Rome Memorial Hospital in central New York has agreed to join Albany-based **Capital District Physicians' Health Plan's** network of participating hospitals. Rome Memorial, founded in 1884, cares for about 6,000 patients each year in its 129 acute care beds and is home to 80 residents in its skilled nursing facility.

Schenectady International Inc. has purchased St. Louis, Missouri-based **Solutia's** adhesive resin product line, used in production of printing inks, masking tape and pharmaceutical grades of rubber. The purchase bolsters company sales revenues to about \$750 million this year.

The **Stratevest Group** at **Evergreen Bank** has appointed **Louis Sansivero** as vice president, financial consultant for retirement plan services. The Schenectady native is responsible for developing and managing retirement plan products and related services for clients.

Rotterdam-based **Superior Business Products, Inc.** has received the 2001 "Community Service" award from the Albany-Colonie Regional Chamber of Commerce. Company President **Ray Seefeld** accepted the award that recognizes Superior's many civic and community contributions.

Brian Wilcox and **Joanne Savoie** have been appointed vice president of finance and manager of human resources, respectively, at Schenectady-based **Fortitech**. Wilcox, former chief financial officer for Americas Commercial Operation with GE in Wisconsin, manages the accounting, human resource, treasury, real estate and MIS functions for Fortitech. Savoie, formerly with Cookson America, is responsible for hiring and recruitment, advising employees on human resource issues, and developing training programs.

The United Group of Companies, Inc. has appointed **Jessica Locke Richer** as director of acquisitions for senior housing development, where she is responsible for acquisition and development of new senior housing communities. She was the vice president of continuing care for the

Healthcare Association of New York State and formerly served as director of housing for the New York Association of Homes and Services for the Aging in Albany.

Nicholas Palas, Morgan Winfree and **Lisa Roy** have joined **Bollam, Sheedy, Torani & Co., LLP, CPAs** as manager in financial services, analyst in valuation and litigation services, and senior analyst, respectively. Palas and Roy were senior associates with PriceWaterhouseCoopers, LLP; Winfree was an economic analyst with a West Virginia firm.

David Fenelon has joined the Albany office of **Urbach Kahn & Werlin Advisors, Inc.** as a financial consultant and registered representative. The Siena College graduate was president/CEO of CAPCOM Financial Services of Latham.

Patricia Reeves of Scotia and **Sarah Moore** of Delmar have been appointed Upper School and Lower School division heads, respectively, for **Brown School**. Reeves has been a Brown School teacher for 11 years and previously taught for 20 years in California and Pennsylvania. Moore was with the Robert C. Parker School in Troy.

A recent peer review of Schenectady-based **Zalucki and Halstead CPAs** has determined the firm complies with the stringent quality control standards established by the **American Institute of Certified Public Accountants**. The review is required for firms that wish to remain members of AICPA.

Gary Kozick and **Barbara Salerno**, vice president and program director, and wound care nursing specialist for **Eddy SeniorCare**, respectively, made presentations to the National PACE Association's 2001 annual conference. Kozick spoke on practical solutions for creating a stable workforce, Salerno on wound care in the frail elderly.

WELCOME NEW MEMBERS

Assessment and Appraisal Information Systems, Inc.

Robert J. Benedict
Computer Software & Processing
1111 Earl Avenue
Schenectady, NY 12309
(518) 346-6159

Circle Financial Group

Richard C. Anthony
Financial Advisor
P.O. Box 870
Delanson, NY 12053
(518) 895-5209

Golden Gate Developers, Inc.

Marisa Zarrillo
Masonry Contractors
1134 Catalyn Street
Schenectady, NY 12303
(518) 374-0871

Hayden Plumbing & Heating

Kathy Hayden
Plumbing and Heating
517 Gage Street
Bennington, Vt 05201
(802) 442-2130

Horning Auto Sales

David & Daniel Horning
Auto Dealers - Used
1906 State Street, Bldg. 2
Schenectady, NY 12304
(518) 344-7616

Lockett and Associates, LLC

Kendrick R. Lockett
Engineer
9 Harlau Drive
Glenville, NY 12302
(518) 399-8239

Sneering Monahan Provost Redgrave Title Agency, Inc.

Thomas Rissberger
Real Estate - Abstract/Title
36 Remsen Street
Ballston Spa, NY 12020
(518) 434-0127

Celebrate St. Patrick's Day Weekend with Pinhead Susan's

A block party featuring live music, food and beverages throughout the day and evening will take place on Saturday, March 16. An outdoor, heated tent will be erected on Liberty Street, between the Amtrak railroad tracks and North Broadway in downtown Schenectady, to complement the festivities taking place in the nearby pub. Pinhead Susan's will open at noon on Sunday, March 17, featuring a special menu of traditional Irish favorites and some regular restaurant items.

PARSONS GETS \$10,000 GRANT

Parsons Child and Family Center has been awarded a \$10,000 grant from Ronald McDonald House Charities of the Capital Region, Inc. to construct a greenhouse on the center's main campus at 60 Academy Road, Albany.

The greenhouse will be maintained and operated by students from Parsons' Work Appreciation for Youth (WAY), a program that helps at-risk youth realize the value of education and work, and assists them in developing skills for getting and keeping a job.

Greenhouse construction starts in the spring. Contact Amy Zurlo at 426-2836 for information.

FOLKLORE SOCIETY PLANS TWO EVENTS

The New York Folklore Society, based at 133 Jay St. in downtown Schenectady, is sponsoring a "pysanky" art workshop and a "Meet the Artist" gala during March and April.

From noon to 4 p.m. Saturday, March 23, Xrystya Szyjka of Amsterdam will demonstrate the traditional art of pysanky at the Gallery of New York Traditions in the society headquarters. Pysanky is an ancient art of egg decoration that originated in the Ukraine and Eastern Europe. The tradition is associated with Christianity and the celebration of the Easter season.

Szyjka, a teacher of English as a second language, and her family practiced pysanky, and she is known for her artistry and expertise as a workshop leader.

The society's first-ever "Meet the Artist" gala and silent auction will be held from 5 to 8 p.m. Friday, April 5 at the Schenectady Museum, Nott Terrace Heights, Schenectady. Patron tickets are \$30 per person and \$50 per couple. A Taste of Europe is event caterer, and free wine will be served. The silent auction includes more than 10 items of folk art donated by selected New York state traditional artists. The winning bidder will be named at the April 5 gala.

Call the society at 346-7008 for information and details about all programs.

Let your homebuying search bring you to beautiful and prosperous Schenectady County, Where the *My Neighbor* program can help you find your dream home!



Schenectady County
work • play • live

My Neighbor is a partnership of the Schenectady County Chamber of Commerce, Inc., Schenectady County Legislature, KeyBank and The Gazette Newspapers.
Call the Chamber at 372-5656 for a free homebuyer brochure or kit.

THE GAZETTE

Schenectady
COUNTY CHAMBER OF COMMERCE



CHAMBER ANNUAL DINNER

(continued from page one)

al report detailing the many Chamber accomplishments and successful programs of 2001, and elaborated on Steiner's comments about the three prime initiatives for the Chamber during 2002.



Schenectady County Chamber of Commerce President Charles P. Steiner, middle, greets Don Lang of Smith Barney during the Chamber's annual dinner meeting. In the foreground is Martin Finn of the Lavelle & Finn law firm.

Also, Smith-Law introduced Immediate Past Chair Ellen Elliott, whose two-year term ended in January, and credited her with implementing many of the programs that positioned the Chamber as a major force in the Schenectady County community. Among the successes during Elliott's tenure, Smith-Law noted, are the initiation and implementation of a two-year strategic plan for 2000-2001, the detailed and extensive presidential search, and the formation of partnerships with municipal governments and local chambers of commerce. Smith-Law said the Chamber will build on the strategic plan devised by Elliott and move forward to develop more noteworthy programs.

NAME CHANGE FOR LAW FIRM

Schenectady County Chamber of Commerce member and Albany-based law firm Lavelle & Finn has changed its name, as well as its Web site and e-mail addresses.

The firm's principals are John Lavelle and Martin Finn, and their mailing address remains 450 New Karner Road, Albany, NY 12205. The firm, formerly known as Conway, Lavelle & Finn, celebrated its 10th anniversary in 2001. The new Web site address is www.lavelleandfinn.com; the new e-mail address is LF@lavelleandfinn.com. Telephone and fax numbers remain 869-6227 and 869-0572, respectively.

PROCTOR'S TO HONOR BENEFACTORS

Verizon and Benchemark Printing, Inc. will be honored by Proctor's Theatre at a spring gala to be held on May 2 at the Glen Sanders Mansion, Scotia. The gala is also the grand finale to the historic downtown venue's 75th anniversary season.

Officials credit Verizon and Benchemark Printing, both members of the Schenectady County Chamber of Commerce, with being instrumental in Proctor's success throughout the years by lending their long-time support of the arts to the theatre.

The gala runs from 6 to 9:30 p.m., featuring live performances of Broadway favorites from the past 75 years as chosen by Proctor's members and friends. There will be cocktails, stationed dining, food served on the mansion porch overlooking the Mohawk River, and live entertainment by Mike Purcell and Company.

Tickets are \$100 for honorary committee members, \$75 for patrons. Special corporate packages include company marketing opportunities and tickets to the party. Call 382-3884 for information and tickets.

TOP STATE DEMOCRATS TO CONVENE IN SCHENECTADY

Schenectady is the site later this month for the Democratic Rural Conference's 2002 Convention, the largest political convention to be held in upstate New York this year that is to be attended by top Democrats such as U.S. Senators Charles Schumer and Hillary Clinton.

Democratic candidates for state governor, lieutenant governor, comptroller and attorney general are to be nominated at the convention, and Vermont Governor Howard Dean - a possible 2004 presidential candidate - is keynote speaker.

More than 300 Democratic Party faithful are expected to attend the March 22 and 23 convention at the Ramada Inn Conference Center, 450 Nott St., Schenectady. The entire state Democratic Party leadership will be brought together to participate in a straw poll of delegates that is comparable to the Iowa caucuses held every four years as an early test of a

presidential candidate's strength.

"Every statewide candidate will be in Schenectady making their case to the state party members from across upstate," says Schenectady County Democratic Party Chair Christopher Gardner. "This is a real opportunity to exchange ideas on the future of upstate New York." The Democratic Rural Conference is a coalition of Democratic county chairs and state committee members from 41 upstate counties with populations of up to 150,000.

The Schenectady County Chamber of Commerce is donating informational packets to convention attendees containing maps and mementoes of Schenectady County and city, events and attractions to visit during their stay, and materials encouraging the visitors to return to Schenectady County in the future.

Sav...
schenectady
www.schenectadychamber.org

Spring Calendar of Events now available...
Call 372.5656 or 800.962.8007 for your free copy!

EXECUTIVE DEVELOPMENT COURSES AT UNION COLLEGE

Union College in Schenectady is offering three one-day, technology-based courses at Schaffer Library as part of its Executive Development Program. Classes cost \$25 per person, run from 7 to 9 a.m., and include breakfast.

Basic Elements of Good Web Site Design, on Tuesday, March 26, will be taught by Doug Klein, associate dean for information technology. Topics include how to plan for success, designing for the customer, effective use of technology and maintenance investment.

Using PowerPoint More Effectively on Wednesday, March 27 will be taught by David Cossey, executive director of infor-

mation technology services. He'll discuss tips that demand attention, pitfalls to avoid, transition and animation enhancement, non-text elements, insertion graphics, charts and hyperlinks.

"Bagels & Bytes" Internet Research on Thursday, March 28 will be taught by Tom McFadden, Schaffer Library director. McFadden will provide Internet navigation techniques, show how to organize search results and evaluate World Wide Web sites. The course includes use of Schaffer Library's electronic reference room.

Call Bea Ordon at 388-6169 for information and reservations.

'HEALING WINGS' HOVER AT ALBANY INTERNATIONAL AIRPORT

More than 3,000 paper doves made by Capital Region children are flying above the ticketing area at Albany International Airport to form "Healing Wings," a sculpture project conceived by area artist Richard Lovrich in collaboration with Albany artist Lillian Mulero.

"I wanted to create a work of art with many components, each commemorating the life of someone lost on September 11," says Lovrich. "Ultimately, I

decided to direct the creation of many sculptures, in this case paper doves, each one formed by a child's hands."

The Healing Wings project provided school children an opportunity to raise money for the Cantor Fitzgerald Fund. The donations will provide emergency short-term financial assistance and emotional and mental health support for Cantor Fitzgerald employees and others who lost loved ones during the terrorism attacks on the World Trade Centers in New York City. The folded paper doves made by Capital District school children, each of whom contributed \$1 per dove to the fund, were designed by Robyn Cross, a teacher from Goff Middle School, East Greenbush. Students from about 35 local schools participated.

"By their participation in the process, children can help bring support and comfort to others in need, and to themselves," says Sharon Bates, director of the airport's Art & Culture Program.

The Healing Wings sculpture can be seen on the first floor of the main terminal near the Southwest Airlines ticket counter. A reception recognizing the students, artists and teachers was held in early March.



"Healing Wings," a sculpture made from paper doves created by Capital District area school children, is on display at Albany International Airport. The project raised funds for the Cantor Fitzgerald Fund, which was established in the wake of the terrorism attacks on the World Trade Centers in New York City.



"Your Neighbor In Business"
306 State Street • Schenectady, NY 12305

PRESORTED STANDARD
U.S. POSTAGE PAID
Schenectady, NY
Permit No. 98

SCHENECTADY
COUNTY CHAMBER OF
COMMERCE, INC.

Charles P. Steiner
President
csteiner@schenectadychamber.org

Susan Rank
Operations Manager
srank@schenectadychamber.org

Linda Staroba
*Director of Member
Benefits & Technology*
lstaroba@schenectadychamber.org

Cheryl Sullivan
Membership Director
csullivan@schenectadychamber.org

Dominic Tom
*Public Affairs &
Communications Manager*
dtom@schenectadychamber.org

Robin Granger
Promotion & Events Manager
rgranger@schenectadychamber.org

Carole Keenan
Administrative Assistant
ckeenan@schenectadychamber.org

SCHENECTADY
COUNTY CHAMBER
FOUNDATION, INC.

Mary Anderson
School-to-Careers Director
manderson@schenectadychamber.org

Patricia Barney
*School-to-Careers
Program Coordinator*
pbarney@schenectadychamber.org

MISSION
*To create a strong
business climate
throughout Schenectady County
while providing valuable
member services.*

HOURS
Monday thru Friday
8 a.m.-4:30 p.m.

*Our staff is here to promote your
business and enhance the
business climate of the county –
please feel free to contact us!*

306 STATE STREET
SCHENECTADY, NY
12305

(518) 372-5656 phone
(518) 370-3217 fax
(800) 962-8007 toll-free
www.schenectadychamber.org