

CONNECTIONS

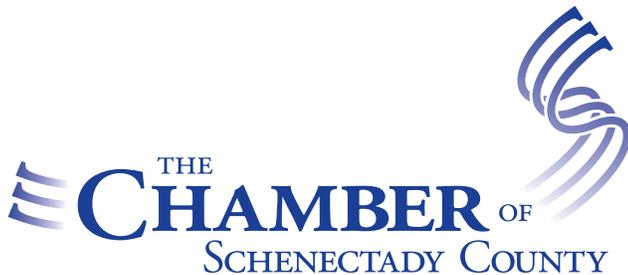
The Monthly Newsletter of The Chamber of Schenectady County

DELANSON • DUANESBURG • GLENNVILLE • NISKAYUNA • PRINCETOWN • ROTTERDAM • SCHENECTADY • SCOTIA

September 2002

Celebration Heralds Arrival of 'New' Chamber

It's here! The new Chamber of Schenectady County arrived in grand fashion with a media event and unveiling of a brightly colored, newly energized logo during a volunteer-recognition party held August 28 at Olde Kristel's Inn. The excitement came just in time for the Chamber's intensive membership recruitment drive, to be held September 24-26.



The Chamber changes and recruitment campaign come just eight months after Charles Steiner took over the reins as Chamber president, following an aggressive search for a permanent president by the board of directors.

"This Chamber was very busy over the past two years implementing and fine tuning a sweeping strategic plan that was originally put into place in 2000, while searching for a permanent president that would revitalize the organization," notes Chamber Chair Lois Smith-Law. "We're now able to turn our attention to other pressing matters, one of which was to energize and adjust the Chamber to meet more of our members' needs and wants. And Chuck has certainly provided that energy and commitment."

Consider the changes that were announced at the party.

- A new, dynamic green-and-purple colored logo that will adorn all promotional and informational materials provided by the Chamber in its local, state and national dealings. The Creative Advantage, a Union Street, Schenectady firm headed by Walter Supley, designed the logo as a free member benefit service. The former logo was a solid, deep green in color and placed an emphasis on the "Schenectady" portion of the design scheme, while the new logo identifies the Chamber with the entire county.

- A new dba (doing business as) designation, changing the name from Schenectady County Chamber of Commerce to The Chamber of Schenectady County. The corporate name will remain as Schenectady County Chamber of Commerce, Inc.

- Timing implementation of the logo and dba to coincide with an aggressive membership recruitment campaign that takes place September 24-26 (see page 2 for related story).

Watch next month's issue of *Connections* for more changes that will further reflect the Chamber's new image.

"This is your 'new' Chamber," Steiner told the large group of members, volunteers and prospective members at the announcement party. "We've quietly grown into a more involved and much more respected organization over the past year, one that is now referred to by most other groups and businesses and individuals when planning an event or looking for employment and business guidance. We're a stronger organization, because we are the voice of business in Schenectady County. This Chamber invites everyone to join us as we continue our leadership in the ongoing revitalization of our busi-

(continued on page 6)

Save These Dates...

WEDNESDAY, SEPTEMBER 18: 50th anniversary annual awards dinner of Schenectady Association for Retarded Citizens. Chamber of Schenectady County President Charles Steiner to receive the agency's Community Award. Glen Sanders Mansion, Scotia. Reservations due by September 13. Cost: \$50 per ticket, or \$350 for a table of eight. Call Danielle Lucarelli at ARC at 372-1160 for information and reservations.

SEPTEMBER 24-26: Chamber membership campaign, with a goal of registering at least 200 new members. Volunteers needed for various duties, including marketing the Chamber and attracting new members through telephone drive. Prizes available for top teams of recruiters. Call the Chamber at 372-5656 to volunteer.

THURSDAY, OCTOBER 10: Business at Breakfast, co-sponsored by The Chamber of Schenectady County and Empire State Aerosciences Museum, featuring a presentation by Air Force Lt. Col. Ronald J. Garan, Jr., a NASA astronaut candidate. Glen Sanders Mansion, Scotia. Call the Chamber at 372-5656 for details and reservations.

THURSDAY, OCTOBER 24: Fall Symposium sponsored by School-to-Careers Partnership of the Schenectady County Chamber Foundation and Chamber of Schenectady County. Van Curler Room at Schenectady County Community College, 78 Washington Ave., Schenectady. Free and open to the public, 3:30 to 5 p.m. For more information, contact Patricia Barney at 372-5656 or pbarney@schenectadychamber.org

ONGOING: Applications for Leadership Schenectady 2003 class are being accepted through the end of 2002. Classes run January through June 2003. Locations to be announced. Visit www.schenectadychamber.org, click on programs, then community. Or, call Pat Barney at the Chamber, 372-5656.

Membership Campaign Grows Closer

A long-awaited and aggressive Chamber of Schenectady County membership drive is nearly here, but there's still time for current members to volunteer their time and efforts to making the campaign a success. The most intensive part of the drive takes place September 24-26, involving teams of Chamber members staffing a telephone recruitment program.

The drive is being carried out under the watchful eyes of campaign Chair William Faubion of KeyBank and Lois Smith-Law, chair of the Chamber board of directors.

The Chamber has been working with Sales Development Associates (SDA) of Auburn, Massachusetts to organize and conduct the drive. SDA's success with other similar chamber campaigns is well-documented.

"Our goal is to recruit 200 or more new members, which would immediately grow us into an 1,100-member organization," notes Chamber President Charles Steiner. "In numbers, there is strength. This Chamber's effectiveness and member-program oppor-

tunities will grow as our membership increases. This is a 'new' Chamber of Schenectady County, and we've made lots of progress in all areas that our existing members know about and that prospective members will be pleased to learn about."

There remain openings for recruiters to join teams that will call on prospective members via a pre-determined eligibility list of prospective Chamber members. There are prizes available for team members with the most successful number of recruits, and special programs will be offered to new members joining during the campaign. For example, some new members will receive a 15-month membership for the cost of a one-year term. And a limited number of new members will be able to insert a free advertising flyer in the *Connections* member newsletter - a \$200 value.

Campaign information and opportunities to join the recruitment drive are available by contacting Membership Director Cheryl Sullivan at 372-5656 or via csullivan@schenectadychamber.org.



Consumer Guide Recommends Tough Traveler Carriers

Consumer Guide has given two carrier backpacks manufactured and sold by Schenectady-based Tough Traveler top marks for quality workmanship, comfort and security. The Pal 'Mino™ was chosen as "recommended" while The Kid Carrier™ received a "best buy" designation.

The guide describes the Kid Carrier as, "Made in the United States with meticulous attention to detail and quality workmanship, this carrier is all about comfort for both baby and parent ... this pack is unbelievably adjustable ... comfortable in every way ... even after hiking all day long." The guide says the Pal 'Mino "packs enough horse-

power for day-long treks through the wild frontier and your nearby urban jungle ... especially comfortable and secure for both parent and baby ... Count on Tough Traveler to ensure happy trails to you and your little buckaroo."

Tough Traveler, founded nearly 30 years ago, manufactures and sells a wide variety of its products from the 1012 State St., Schenectady headquarters. Nancy Gold is company president.

10th Annual "Fireplug 500" is September 21

The 10th annual "Fireplug 500" walk for animals to benefit Scotia's Animal Protective Foundation (APF) will be held from 9 a.m. to noon Saturday, September 21 in Schenectady's Central Park. Proceeds benefit the APF's shelter and its many programs.

Registration, refreshments and a visit to "Exhibitors' Alley" takes place from 9 to 10 a.m., followed by the opening ceremony with honorary walk chair Tom Mailey of WRGB-TV 6. A two-mile walk begins at 10:15 a.m., followed at 11 a.m. with "best of" award presentations and entertainment by country music station WGNA's Rhymin' Richie Phillips. A blessing of the animals takes place at 11:30 a.m., followed by an awards presentation and raffle drawings.

Participants are asked to obtain pledges and go on the two-mile walk - with or without pets. Pledge money and checks, made payable to the Animal Protective Foundation, must be submitted at the time of registration to be eligible for prizes. Call 374-3944 for information and to request a pledge form, or visit the APF at 53 Maple Ave., Scotia.



Tough Traveler Kid Carrier™ in action.

CDPHP Director Elected State Academy President



Scott Kirsch, M.D., immediate past president of the New York State Academy of Family Physicians, left, and Lynda Karig Hohmann, M.D., CDPHP medical director, listen as Frank B. Dibble Jr., M.D., of Exeter, New Hampshire installs Hohmann as the state academy's new president.

Lynda Karig Hohmann, M.D., medical director for Capital District Physicians' Health Plan, has been elected president of the New York State Academy of Family Physicians. She has served as vice speaker and chair of various academy committees since 1986.

"CDPHP proudly recognizes Dr. Hohmann's appointment," says CDPHP President/CEO William J.

Cromie, M.D. "This honor is the culmination of her many years of hard work in the field of medicine."

The academy was the first medical society to require its members to maintain a certain number of hours of continuing medical education credits to retain membership. Members must have a minimum 150 hours of credits during each three-year membership term. The New York State Academy of Family Physicians,

founded in 1948, is the New York chapter of the American Academy of Family Physicians. The academy provides education, advocacy and informational services for more than 4,400 family physicians and medical students throughout the state. The American Academy of Family Physicians with its 93,000 national members is the largest medical specialty society in the country.

Workshop on Tap For Alzheimer's Families

Persis Granger, editor and contributor to *Shared Stories from Daughters of Alzheimer's: Writing a Path to Peace*, will be the guest speaker at a free workshop for families of Alzheimer's disease patients to be held at 6:30 p.m. Wednesday, September 25 at Alterra Clare Bridge of Niskayuna, 2861 Troy-Schenectady Road (Route 7).

Her topic, "Sharing Love, Loss and Laughter: Hope for Healing the Alzheimer's Family," will deal with maintaining perspective and "letting go" of the problems that affect families of Alzheimer's disease patients. Granger, the stepdaughter and daughter-in-law of Alzheimer's patients, will talk about the need for laughter and savoring good memories, while being encouraging and supportive of the disease sufferers. She will illustrate her points with anecdotes from her book, and will discuss the idea of journal writing as a means of venting emotion, keeping track of developments and maintaining a positive attitude.

Shared Stories from Daughters of Alzheimer's: Writing a Path to Peace is available at Barnes and Noble bookstores and www.iuniverse.com.

Call Susan Ballan at Alterra Clare Bridge of Niskayuna at 782-7381 for information and reservations.

say...
Autumn

Fall Events
Calendar
now available!

CDPHP Receives Six National Awards

Albany-based Capital District Physicians' Health Plan, Inc. (CDPHP) has garnered six national awards for its advertising campaign by the *Healthcare Marketing Report* and its practices in management of chronic conditions.

The advertising focuses on the importance of personal wellness for overall health and CDPHP's customer service. CDPHP received a gold award in the consumer ads/customer service category; two bronze awards for newspaper advertising/single ad and the radio advertising series; and two merit awards for outdoor transit/billboard and the total fall advertising campaign.

CDPHP's cardiovascular health education program, "Pressure Wise," won a

2002 National Exemplary Practice Program award from the American Association of Health Plans and the Washington Business Group on Health. The award was developed to identify exemplary practices in the management of chronic conditions. Pressure Wise was designed exclusively for CDPHP members with high blood pressure. Using education and practitioner intervention, CDPHP improves the care of members with hypertension and reduces the potentially serious complications of uncontrolled blood pressure. The Pressure Wise workshop is free to CDPHP members suffering from high blood pressure, and it teaches members how to monitor their blood pressure.



Wendy Shave, left, manager of health management, CDPHP and Linda Keifer, RN, health educator, CDPHP, are key players in CDPHP's award-winning Pressure Wise health education program.

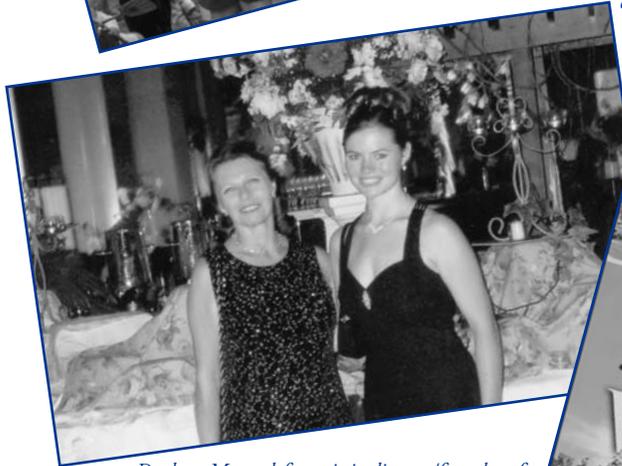
On the Road With Your Chamber



Mary Anderson, right, school-to-careers director with the Schenectady County Chamber Foundation, the educational affiliate of The Chamber of Schenectady County, highlights a calendar of events and new tourism brochure of Schenectady County to visitors during the annual "Tuesday in the Park" celebration held August 6 in Schenectady's Central Park. The Chamber joined with many other community organizations to provide the thousands of spectators with information about special events and attractions occurring and located in Schenectady County. Tuesday in the Park was capped off with a traditional fireworks display, and organizers say the event drew a record crowd.



Enjoying the Schenectady Day Nursery's 2nd annual Lobster & Steak Fest in Central Park are Chamber of Schenectady County President Charles Steiner, Operations Manager Susan Rank (middle) and Member Benefits Director Linda Staroba. The SDN began the fundraiser in 2001 as a way to celebrate the nursery's 100th year in business.



Darlene Myers, left, artistic director/founder of The Northeast Ballet Company, the resident company at Schenectady's Proctor's Theatre, greets new company manager Renee Anne Schaefer during the recent Saratoga Performing Arts Center gala. A Union College graduate, Schaefer will be pursuing a master's degree in the arts and teaching in the Guilderland School District while managing Northeast Ballet.



The 43rd Annual Stockade Walkabout, slated for Saturday, September 28, is a recipient of a Schenectady County Events Promotion Matching Funds grant. In partnership with the Schenectady County Legislature, the Chamber is administering grants promoting 17 special events in the county. Grant recipients are required to partner with the Chamber's "say...Schenectady" campaign and to meet advertising guidelines set forth by the I LOVE NY program.



Happy members of Girls Inc. of the Greater Capital Region crowd around a new van the agency recently bought with a grant from the Wright Family Foundation and an anonymous donor. The van is used to transport girls from the agency's various programs to field trips that have included the state Museum, Albany City Hall and other attractions. Girls Inc. celebrated the purchase of the 15-seat with a big party at the agency headquarters.



Leslie Baker, vice president of sales and marketing, and COO Robert Boden appear to be putting some finishing touches on the landscaping around the new BlueShield of Northeastern New York headquarters at Century Hill Plaza, Latham. The company celebrated the grand opening of the 80,000-square-foot facility in late August with a ribbon cutting ceremony and employee rally in front of the gleaming structure, which is off Route 9, just north of Exit 7 of the Adirondack Northway.

Member Business News

Thomas Geisel, a **McDonald Investments Inc.** managing director with 15 years' experience in financial services, has been named president and team sales leader of corporate banking for the **KeyBank N.A.** Capital Region district. McDonald is a KeyCorp unit.

Laura Dieterich has been promoted to assistant vice president at **1st National Bank of Scotia**, where she also is plan administrator for the bank's pension plan and secretary for its board of directors. She was assistant branch manager in the Guilderland and Glenville offices.

Rowie Taylor, executive director of the **YWCA of Schenectady**, has been elected chair of the newly formed Northeast Regional Council of YWCAs, which consists of all YWCAs in New York state, New Jersey and Connecticut. The council sets policy and develops the overall image for the more than 25 member YWCAs.

Transfinder transportation management systems of Schenectady has promoted **Bryan Sommers** to sales consultant, and hired **Laurie Eberle** as software training representative and **Chris O'Connor** as software support representative. Sommers, who was project manager, is responsible for developing new business in the Southeast, Eberle trains new clients and O'Connor is responsible for client service.

Empower Professionals, Inc. is the preferred technology solution provider for Albany's Pepsi Arena and the Albany ConQuest Arena Football League 2 team that played its inaugural season games in the arena during the spring and summer of 2002.

Three real estate agents joined the Niskayuna office of **Veronica W. Lynch Inc.:** **Betty Murphy** of Schenectady, formerly with Verizon; **Laura Gresh** of Schenectady, experienced in marketing communications and historic home restoration; **Mary Beth Slesinger** of Niskayuna, who holds a bachelor's degree in marketing.

Mansion Catering, based at **Glen Sanders Mansion** in Scotia, was the exclusive caterer for the 2002 season at The Lodge in Saratoga Springs, a seasonal restaurant and private party site that complements activities at the adja-

cent polo fields. The culinary team was led by Chef **Jaime Ortiz** and **Mary Birbilis-Brough** was responsible for dining room operations.

Crossroads Center for Children and Bond Market Association have signed as clients of the public relations firm of **Sawchuk, Brown Associates**. The center is the only Capital Region school for children with autism, and Bond is the trade association representing the largest securities markets in the world ... The firm is listed in the August 2002 edition of the *O'Dwyer's Report* special, "Profiles of Travel PR Firms." The Albany firm is one of 28 from across the country to be recognized, and was the only upstate New York agency to be listed.

Evergreen Bank has awarded grants to 16 community development organizations as part of its Community Reinvestment Act program. The money will be used to further the needs of low- and moderate-income areas or individuals, and as down payments or closing costs for eligible borrowers. The following local organizations are included as recipients: **Better Neighborhoods, Inc.** and **Community Land Trust**, both of Schenectady, and the Albany-based **Affordable Housing Partnership**, **Community Land Trust**, **Albany County Rural Housing Alliance**, **Capital District Women's Bar Association Legal Project, Inc.** and **Career Links**.

The following have been elected associate directors and honorary board members for **Parsons Child and Family Center:** **Anne Marie Franke**, Merrill Lynch; **Mildred Shapiro**, community volunteer; **Rodney Smith**, The Ayco Company; **Robert Bosman**, Robert A. Bosman, LLC; **Lynn Paquette** and **Herbert L. Shultz, Jr.**, Fenimore Asset Management, Inc. The center has received a \$1,000 grant from the Women of St. Peter's Church for the agency's Work Appreciation for Youth program. The program serves students 12 years of age and older who are considered at-risk youth to help them experience the value of education and work.

Lynn Coles has joined the **Lavelle & Finn** law firm of Colonie as an associate. The Albany Law School graduate

Welcome New Members

Futia's Famous Pizza Dough *Manufacturing and Industry*

Tom Futia
920 Albany Street
Schenectady, NY 12307
(518) 688-2019

Jan Myslinski-Contracting *Contractor*

Jan Myslinski
2274 Van Rensselaer Drive
Schenectady, NY 12309
(518) 346-5183

Jewish Community Center **Of Schenectady, Inc.**

Not-for-Profit
Alex Hallenstein
2565 Balltown Road
Schenectady, NY 12309
(518) 377-8803

Jodi L. Mansion, Attorney at Law *Attorney*

Jodi Mansion
1031 Vrooman Avenue
Niskayuna, NY 12309
(518) 372-1121

On the Move...

DePalma's Screen Printing & Embroidery

2044 Hamburg Street
Schenectady, NY 12304
Phone: 374-0530
Fax: 370-3126

*Old address: 2210 Guilderland Avenue,
Schenectady, NY 12306*

Screen Designs, Inc.

2009 Central Avenue
Colonie, NY 12205
Phone: 452-1500
Fax: 452-3300

www.screendesignsinc.com

Old address: 1080 Catalyn Street,

'Elegant' Tour Set for Fundraiser

"A Grand Tour of Elegant Times," a fundraiser to benefit SAFE, Inc. sponsored by GE Power Systems, will be held from 11 a.m. to 5 p.m. Sunday, October 6 at 1286 Wendell Ave., Schenectady. An admission fee of \$25 includes a house tour, an antique boutique and displays of antiques.

In addition to the house tour and antique boutique, participants receive one free professional appraisal of an antique or collectible, with additional appraisals available at \$5 per item. Displays of antiques for viewing and presentations will include jewelry, silhouettes, timepieces, china, sterling, crystal, vintage clothing and dollhouses.

SAFE, Inc., a not-for-profit corporation serving Schenectady youth since 1985, operates a temporary 30-day shelter serving runaway, homeless and exploited children and an outpatient treatment and referral service designed for teenagers and young adults who have been sexually exploited or are at risk of such abuse.

Information and reservations are available by calling 374-0166.

United Way Set for 2003 Campaign

United Way of Schenectady County, Inc. will hold its annual breakfast meeting on September 26 at Glen Sanders Mansion, Scotia. The agency will kick off its 2003 campaign and provide an update on United Way's progress in serving the community.

United Way works to improve the lives of people in need through the investment of community resources. Its Community Care Fund supports a common community agenda for change. Funding requests are on the rise as the needs in the county increase.

United Way also conducts community-building efforts that include community partners. For example, its partnership with WRGB-TV 6 promotes volunteerism with regional charities via www.worldathome.org.

Community members may attend the annual meeting by calling 372-4761 for information and reservations.

The *My Neighbor* program can help you find your dream home!



Schenectady County
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My Neighbor is a partnership of the Schenectady County Chamber of Commerce, Inc., Schenectady County Legislature and The Gazette Newspapers.

Call the Chamber at 372-5656 for a free homebuyer kit.

'New' Chamber

(continued from page one)

ness and residential communities."

The new logo and dba change were reviewed by the Chamber board of directors over the past two months and met with unanimous approval.

The party also recognized the work done by Chamber volunteers over the past year, and provided an opportunity for Chamber members and nonmembers to network in a casual atmosphere. Partygoers feasted on barbecued chicken, hamburgers and hot dogs, chicken & biscuits, baked beans, corn on the cob, macaroni salad, coleslaw, watermelon and homemade cookies.



The Chamber of Schenectady County Chair Lois Smith-Law and President Charles Steiner show off the Chamber's new logo at the August 28 volunteer recognition party.

Got Special Events?

Click on "Add Event" at
www.schenectadychamber.org

and simply fill in the blanks.

Upon approval, your event will "go live!"

SICM Celebrates 35th Anniversary with Musical

Schenectady Inner City Ministry (SICM) will celebrate its 35th anniversary with a special musical tribute from 4 to 6 p.m. Sunday, September 22 at Proctor's Theatre, downtown Schenectady. The program will feature organ, African drumming, Gospel choirs, liturgical dance and a Christian rock band.

Tickets are \$5 per person and \$10 for families, with a free ice cream social following the program. Contact Marianne Comfort at 374-2683 or email sicm@knick.net for tickets and information.

SICM is a partnership of 55 churches from 15 different denominations, and operates programs including the emergency food pantry, Save and Share food-buying co-op, JOBS etc., Damien Center, C.O.C.O.A. House after-school program for children in Hamilton Hill, and a summer lunch program for youth.

12th Annual 'Riverwalk' Is October 6

The Girl Scouts Mohawk Pathways Council will hold its 12th annual "Riverwalk" from noon to 4 p.m. Sunday, October 6 at Schenectady County Community College and Lock 8 in Rotterdam. The rain-or-shine event is free and open to the public.

Riverwalk is a celebration of the Mohawk River Valley, with hands-on activities, educational programs, music and fun for the family. Attendees can take a tug boat ride, hike, bike and rollerblade along the Mohawk River, learn about groundwater ecology, explore local history, experience ethnic dances and discover the rewards of participating in the Girl Scouts organization. There will be food vendors, a free shuttle service and a table auction during the afternoon.

Call 374-3345, ext. 24 for information.

Parker Inn Names Curtis as General Manager

Brandy Curtis has been named general manager of The Parker Inn, a 23-room elegant hotel that opens soon in the historic Parker building, next to Proctor's Theatre in the 400 block of State Street, downtown Schenectady. The Saratoga Springs native is responsible for all aspects of managing the hotel.

She holds degrees in hotel and restaurant management from Schenectady County Community College, and food service management and business from Syracuse University. Curtis most recently was general manager of Country Inn & Suites in Manchester, Connecticut and, prior to that, served as general manager of a Marriott property in Philadelphia, Pennsylvania.

"I can't say how excited I am about the Parker Inn," notes Curtis. "It's

going to be a beautiful hotel that will offer business travelers all of the latest meeting and conferencing facilities, as well as luxury accommodations for visitors to Schenectady and the Capital Region. It's a key component of the total revitalization of downtown Schenectady."

Concord Development Co., LLC of Ballston Lake is project owner and developer of the 434 State St. hotel.



Brandy Curtis



Key Unveils New Online Look, Functionality, Tools

A redesigned Online Banking and Investing (OBI) site within www.Key.com gives users one-click access to specific activities, resources and financial management tools. The site features drop-down menus so clients can go directly to various accounts without going through multiple screens.

Clients can move around the site more quickly because customer messages are indicated by a message alert rather than an actual message onscreen, and they can access the online Message Center at their convenience.

"Clients, many of whom still use dial-up mode which tends to be slow, told us that one-click access to specific areas of the site would be very helpful," says Paul Ayres, Key senior vice president

and manager of Online Services.

The upgraded site allows customers to perform more transactions online - clients can open any of 35 different kinds of deposit or loan accounts - and view their accounts, initiate transactions, set up automatic payment schedules and create customized reports. Several calculators are available to assist in planning and managing assets. There are four "planning centers" on the site - Retirement, Life Events, Education Planning and Changing Jobs - that provide information, tutorials and planning tools.

Expanded investment information is also available, with proprietary research from McDonald Investments supplemented with new and improved features from Standard & Poor's.

Coming Soon to the 'New' Chamber...

Mark your calendars now for a new Chamber of Schenectady County-sponsored series, "Building a Brand: An Integrated Marketing Approach," to be held at the Chamber's 306 State St., Schenectady headquarters. You'll learn from area professionals how the power of integrated marketing - the "correct" mix of public relations, Web site use and advertising - can

position your company or organization effectively, support improved sales, increase your client base and enhance your business image. All sessions take place from 7:30 to 9 a.m., and include breakfast.

• **Thursday, October 17:** Integrated Marketing

• **Thursday, October 31:** Advertising Strategies

• **Thursday, November 14:** Integrating the Web into a Marketing Campaign

Join Bill Schwarz, director of corporate and government relations at Union College, Michael Massey, president of AdMania, Mason Tolman, director of marketing services for Sawchuk, Brown Associates and Union College Webmaster Tom Smith as they guide you through these all-important marketing seminars.

Cost: All three sessions are \$99 per Chamber member and \$150 per non-member; individual sessions are \$45 per member and \$60 per nonmember (two or more attendees from the same business or organization pay \$20 per person, regardless of Chamber affiliation).

Watch for more details in your October issue of *Connections*, or visit www.schenectadychamber.org for information and registration.

Entrepreneurs Wanted



Need a home for your new business?

The future of small business in Schenectady County is impressive and we have space and resources available in our business incubator building for new and growing businesses.

- New, High Tech Facility
- Attractive Rates
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- Support from Mentors & Other Entrepreneurs

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MISSION

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

HOURS

Monday - 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!*

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