

2022 YEAR IN REVIEW



PEOPLE / WORKFORCE DEVELOPMENT

BusinessU

180 INDIVIDUALS *from*

126 ORGANIZATIONS

participated in BusinessU professional development sessions with

15 INSTRUCTORS,

8 of the instructors were new to the BusinessU roster.

BUSINESSU

Career and Technical Education

Our partnership with Capital Region BOCES Career & Technical Educational Centers on workforce development initiatives exposed 1100+ students to different types of careers and businesses in the trades throughout the Capital Region by building relationships and making connections with industry partners, educators, and students.

Career Exploration

Supported Career Jam, an initiative for more than 1,800 eighth & ninth grade students, to explore careers in the trades and technical education pathways through hands-on skills demonstrations and activities by area businesses.

Leadership Capital Region (LCR)

In 2022 Leadership Tech Valley was rebranded as Leadership Capital Region



- 39 Leadership Graduates (Class of 2022)
- New programming highlight – creation of Leadership Capital Region Alumni Committee, dedicated to engaging LCR alumni, supporting the current class, and fundraising for the LCR Scholarship fund, which provides financial assistance to future class members.

Diversity, Equity and Inclusion

The Capital Region Chamber deepened its commitment and resources to help area businesses develop greater diversity, equity, and inclusion within the workplace and within the community.

Chamber's trainings, discussions, and community outreach to support DEI:

590 PEOPLE *from*

203 UNIQUE COMPANIES

engaged with DEI services, programs, and initiatives.

32 BUSINESSES requested direct DEI-related assistance or presentations.

238 PARTICIPATED in the 4th annual DEI Summit with 2 keynote speakers and a DEI panel discussion.

Chamber Job Bank

427 UNIQUE JOB OPENINGS

were posted to the Chamber's job bank.

Center for Economic Growth

61 APPRENTICES

have been enrolled in



16 AREA MANUFACTURING & IT COMPANIES

across the region, which is a 70% increase.

\$300K was secured in Grant Funding to support apprenticeship program development.

Talent attraction initiative, launched under the CapNY brand, GoCapNY.com, continues to grow:

- 22K New Users = 70% increase
- 60,000 Page Views = 80% increase
- 330 Relocation Leads
- 100 engaged in summer intern program

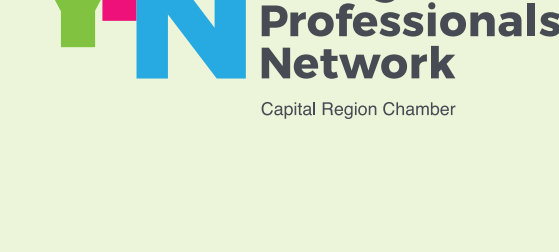
Young Professionals Network (YPN)

44 MATCHES made via the YPN

Executive Mentorship Program which connects young professionals with seasoned professionals over a five-month period.

5 CIVIC ENGAGEMENT

OUTINGS with area nonprofits.



ECONOMIC DEVELOPMENT

Entrepreneurial Assistance and Boot Camp Training

234 ENTREPRENEURS AND SMALL BUSINESS OWNERS

received one-on-one technical assistance.

32 ENTREPRENEURS graduated

from the Spring and Fall Entrepreneur Boot Camp training courses and leveraged expertise

and assistance from 60+ Chamber Members and 35+ Partner Resource Organizations.

60 COMPANIES received

assistance with NYS MWBE application and certification process.

- The Chamber was recognized as a Top Performing Entrepreneur Assistance Center (EAC) out of 22 EAC centers across the state.
- 2 Boot Camp graduate business owners were recognized by NYS ESD with 2022 Entrepreneur of the Year awards:

- Erica Beckford
Holt Virtual Assistance LLC
- Ann-Marie Berdar
Bare Blends LLC



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

- **\$1.5 million** in funding secured from Business for Good, CDPHP and KeyBank to help accelerate the growth of BIPOC-owned businesses throughout the region.
- Established a 16-person Advisory Council with community and business leaders to help inform and support the initiative.
- Hired Director to lead the initiative.
- Co-Sponsored a MWBE Summit in September that was attended by more than 100 minority and women owned businesses seeking assistance.
- Provided targeted, one-on-one assistance to 60+ BIPOC-owned businesses.



Center for Economic Growth

30 EXPANSION AND

ATTRACTION PROSPECTS *created*

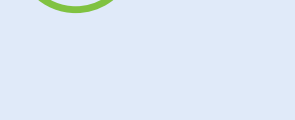
1,600+ JOBS *and*

\$75 MILLION+

in capital investment.

Business Growth Solutions

team assisted



44 REGIONAL

MANUFACTURERS

with growth and productivity projects

resulting in more than

\$94 MILLION of economic impact.

Pandemic Small Business

Recovery Program

- Awarded **\$288k** grant from NYS Empire State Development to aid covid-impacted businesses.
- Provided direct assistance to more than **650 small businesses** to access NYS and other covid-related resources. Served as a liaison to state and third-party administrator, resulting in loans or grants for **250+ locally owned small businesses**.
- Delivered **30+ educational webinars** about available resources covering information about eligibility factors and how to apply.

ADVOCACY

Your Chamber is a trusted and leading voice for the Capital Region business community. We work tirelessly to shape policies, ideas, and opportunities to improve the business climate. Our relentless advocacy supports members of all sizes and sectors. And our work paid dividends in 2022:

- **Small business tax relief** by increasing the small business subtraction modification from 5% to 15% of net business income or net farm income and expands the benefit to include pass-through entities with less than \$1.5 million in NY-source gross income.
- **\$750 million** in funding for a new Wadsworth Laboratory Center; **\$75 million** to complete the construction of UAlbany's downtown College of Engineering and Applied Sciences; **\$150 million** to expand the Tuition Assistance Program (TAP) to part-time students.
- **\$300 million** in funding to develop sites that will attract high-tech manufacturing, particularly semiconductor manufacturing, warehousing, distribution, and logistics businesses to the state.

Chamber Advocacy Impact by the Numbers

48 bills / policy proposals on

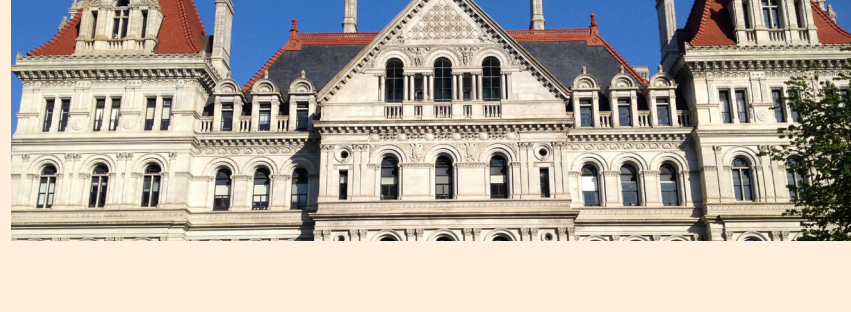
which we commented.

96 lobbying activities.

11 statewide & national coalition

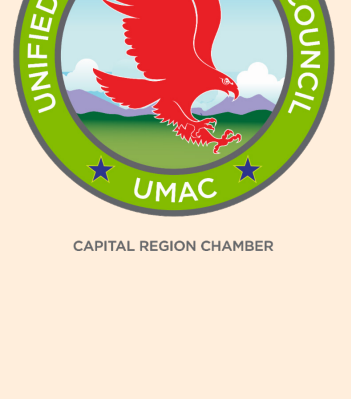
memberships.

\$29K PAC contributions.



Unified Military Affairs Council by the Numbers

- **4K** College Scholarships Awarded
- **5** Military Commands on UMAC Steering Committee
- **3** Meetings hosted for Military Commanders and Federal, State & Local Elected Officials
- **8** Chamber Memberships Provided to Military Installations
- **2** Memberships in State and Federal Defense Community Organizations



OPERATIONAL EXCELLENCE

Membership

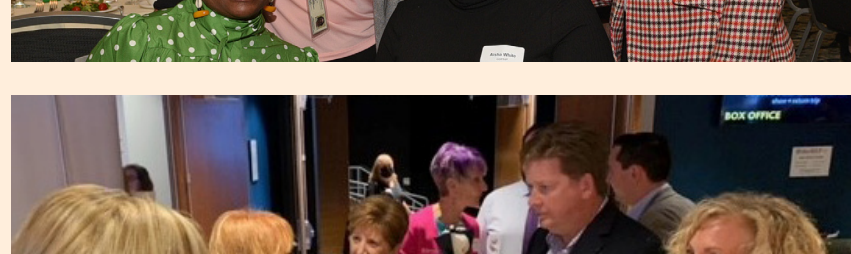
- **2,608** Members
- **238** New Members
- **85%** member retention rate
- **225** Leadership Investors
- **71** Ribbon Cuttings



Member Engagement

The Chamber was pleased to host all events in-person post pandemic to the excitement of our members. These events educate, honor outstanding members of the community and help foster business connections across the region.

- **1,116** participated in the Chamber's Annual Dinner
- **1,069** made connections at Business After Hours and/or Network By 9
- **243** attended an Issue Forum
- **966** participated in a Women's Business Council program or event
- **251** celebrated at Nonprofit Business Awards Luncheon
- **72** participated in a Business Referral Group
- **347** gained insight at Economic Forecast Featuring Hugh Johnson



Community Advancement

The Chamber's community outreach continues to grow throughout the capital region, via phone, email, social media and in-person visits.

- **200,000+** Visitors at Chamber-run Clifton Park Visitor Center, north of Exit 9 on I87
- **120+** articles written and published on behalf of members and community events/issues
- **\$4,200** raised by Women's Business Council for their 2022 Adopted Nonprofit, Veterans & Community Housing Coalition.
- **440** Children received holiday gifts thanks to the individuals and businesses who supported the Southern Saratoga County Chamber Angels program
- **4** Events supporting agriculture sector

Capital Region Chamber Named Chamber of the Year!

The Capital Region Chamber was named the Chamber of the Year by the Business Council of New York State with the prestigious Chuck Steiner Memorial Chamber of the Year Award.