



**BY PHONE**

518.260-4000

**ONLINE**

(payment by credit card)  
www.canys.org

**BY MAIL**

Please mail your registration form  
(this complete page) and payment to:  
2019 CANYS Leadership Conference  
c/o Excelsior Strategies  
276 Lockhart Mountain Road  
Suite 3  
Lake George, NY 12845

**CONFERENCE PRICING**

**BEFORE MAY 31**

**AFTER MAY 31**

**CANYS Members:**

- First Attendee ..... \$199 ..... \$229
- Additional Attendees ..... \$ 99 ..... \$129

**Special – former and not-yet-members** .....\$199 ..... \$229

**CONTACT INFORMATION**

Name \_\_\_\_\_ Title \_\_\_\_\_

Chamber \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Additional Staff: Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

**PAYMENT (MUST ACCOMPANY REGISTRATION FORM)** Check \_\_\_\_\_

**FOR CREDIT CARD REGISTRATION, PLEASE REGISTER ONLINE AT [WWW.CANYS.ORG](http://WWW.CANYS.ORG)**

**Hotel Information: Overnight accommodations are available at the Gideon Putnam Hotel. Call 866.746.1077 and use code 9ND618 or identify yourself as a CANYS Leadership Conference participant to obtain the special rate of \$129. by May 27**

**Chamber Alliance of New York State**  
**2019 Summer Conference**  
June 9 - June 11  
The Gideon Putnam Hotel and Conference Center  
Saratoga Springs, New York

**Sunday, June 9**

Arrive early and enjoy an afternoon on your own or the planned presentation and tour of the beautiful and delightful Saratoga Springs. A special presentation and walking tour on how Saratoga Springs was transformed over the past few decades to become one of the leading small cities in the country will be led by former Saratoga Chamber President Joe Dalton who was instrumental over his 40 year career in this transformation. Then, join a group of colleagues of your choice for dinner at one of two wonderful restaurants in the city.

**Monday, June 10**

8:30 a.m. – 10:00 a.m.

**Conference Registration**  
**Continental Breakfast & Visit the Sponsors**

**General Session**

10:00 am

**Welcome**  
**Meg Kelly**  
*Mayor, Saratoga Springs*  
**Todd Shimkus**, President  
*Saratoga County Chamber of Commerce*  
**Barbara Ann Heegan**, President/CEO  
*Otsego County Chamber of Commerce – 2019 CANYS Chair*

10:15 a.m. – 10:45 a.m.

**Remarks**  
**Honorable Lt Gov Kathy Hochul (confirmed)**  
*New York State*

10:45 a.m. – 12:00p.m.

**Chambers of the Future – reviewing the Horizon Initiative and how these influences are driving essential change in Chambers**  
*Beth Bronder, Vice President, Development and Partnerships Association of Chamber of Commerce Executives (ACCE)*

12:00 p.m. – 1:30 p.m.

**Luncheon Keynote - Leadership Dynamics that will Shape your Future**  
*General William Martin, US Army (ret)*

**Leadership Track**

1:30 p.m. – 2:45 p.m.

**Institute, Accreditation, International Trade with Canada and other valuable discussions from the US Chamber of Commerce**  
*John Murphy and Sarah Armstrong , U.S. Chamber of Commerce*

**Membership Track**

1:30 p.m. – 2:45 p.m.

**Engaging the next generation to lead and shape your Chamber**  
Panel discussion on successful young professional and millennial focused initiatives and how they are having significant impacts on the growth and relevance of Chambers in the greater community.  
*Shannon Ealy, Sr. Manager, Greater Rochester Chamber*  
*Brandi Landy, Director, Capital Region Chamber*

2:45p.m. – 3:15 p.m.

**Networking Activities & Visit the Sponsors**

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**Leadership Track**

3:15 p.m. – 4:45 p.m.

**Transformative Workforce Initiatives**

Outlines of two innovative workforce initiatives which transform communities and create significant relevance for your organization.

*Kathleen Fyfe, Vice President, Saratoga County Chamber and  
Meg Benke, Provost and Vice President of Academic Affairs, ESC  
Jennifer Tavares, President & CEO, Tompkins County Chamber*

**Membership Track**

3:15 p.m.- 4:45 p.m.

**Sharing Best Practices / Ideas of new, engaging and innovative programs, services or events to attract and retain members**

Facilitated by Denise Romeo, Executive VP, Saratoga County Chamber

5:15 p.m. – 6:15p.m.

**Backstage Tour of Saratoga Performing Arts Center**

6:15 p.m. – 8:00 p.m.

**Cocktail / Dinner Reception at Jazz Pub at Hall of Springs**

**Tuesday, June 11**

7:30 a.m. – 8:30 a.m.

**Breakfast**

7:30 a.m. – 8:00 a.m.

**CANYS Board of Directors meeting**

**Management Track**

8:30 a.m. – 12:00 p.m.

**Keys to Successful Chambers – Trends, Techniques and Strategies for ensuring membership growth and engagement, relevance, and community influence**

*Jim Durland – Chamber Consultant and Publisher of Membership Monday*

10:00 a.m. – 10:30 a.m.

**Break & Visit the Sponsors**

**Leadership Track**

8:30 a.m. – 10:00 a.m.

**Panel Discussion – Leadership challenges facing Chambers in 2020  
(Join these distinguished Chamber of Commerce leaders)**

*Al Samuels, President/CEO – Rockland Business Alliance  
Garry Douglas, President/CEO – North Country Chamber of Commerce  
Another to be confirmed*

10:00 a.m. – 10:30 a.m.

**Break & Visit the Sponsors**

**Leadership Track**

10:30 a.m. – 12:00 p.m.

**Healthy Communities – how Chambers are successfully leading the charge to address this growing crisis and implementing transformational change**

Todd Shimkus, President, Saratoga County Chamber  
Barbara Ann Heegan, Otsego County Chamber

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**General Session**

12:00 p.m. – 12:15p.m

**James Zieno, NYS Comptroller Regional Director**

12:15 p.m. - 12:30 p.m.

**Wrap-Up, Farewell & Thank You**

**Lunch on your own- group luncheon at Gideon Putnum will be planned for anyone wishing to stay**

**Visionary Sponsors**

- ❖ *Saratoga County Chamber of Commerce*
- ❖ *Seneca County Chamber of Commerce*
- ❖ *Genesee County Chamber of Commerce*
- ❖ *Greater Binghamton Chamber of Commerce*
- ❖ *Ulster County Regional Chamber of Commerce*
- ❖ *Otsego County Chamber of Commerce*

(your Chamber can be here, too!)

Email [peter.l.aust@outlook.com](mailto:peter.l.aust@outlook.com) to find out how

**Thank You To Our Sponsors:  
(Below)**

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Saratoga Springs, New York

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