

## NYSERDA's Saratoga Technology + Energy Park® Seeks Developer for LEED-Certified Retail Center

### New STEP® Project to Attract Lifestyle Businesses for its Growing Workforce



Francis J. Murray Jr., President and CEO  
of NYSERDA

system used to encourage construction practices that result in energy-saving buildings. Proposals are due anytime until Dec. 11, 2012.

“STEP has grown considerably since NYSERDA created it ten years ago, and this project will continue to make the site even more attractive to prospective tenants,” said Francis J. Murray Jr., President and CEO of NYSERDA. “NYSERDA is proud to have a role in bringing clean-energy businesses to New York State, which is STEP’s mission.”

NYSERDA’s request for proposals comes at a time of growth for the tech park. The property, located next to the GLOBALFOUNDRIES Fab 8 facility set to open later this year, now has more than 300 employees, with more growth expected.

The new facility promises to create more opportunities for employees to network with workers from different companies, as well as make the site even more attractive to businesses looking to relocate.

The New York State Energy Research and Development Authority (NYSERDA) is seeking a developer to build a LEED-certified retail center at its Saratoga Technology + Energy Park.

NYSERDA has invited proposals from qualified developers to design, construct, finance, lease, and maintain a retail complex or mixed-use building on the STEP property, located near Northway Exit 12. The project is expected to attract businesses such as a deli or coffee shop, fitness center, daycare center, dry-cleaners, or other small businesses that will serve employees located on the property.

In keeping with the clean-energy theme, the proposed building will be required to earn a LEED certification from the U.S. Green Building Council. LEED stands for Leadership in Energy & Environmental Design, and is an internationally-recognized certification



# Students See Advances in Technology First Hand at TEC-SMART

## Students learn of opportunities in clean energy at a young age

Solving the nations' energy problems is something you may have never discussed in junior high. Nevertheless, Ballston Spa and Burnt Hills middle school students got a firsthand look at the renewable energy sources of the future when they visited Hudson Valley Community College's TEC-SMART facility at the Saratoga Technology + Energy Park® (STEP®) on Friday, April 8.

More than 75 middle schoolers attended the program, part of Hudson Valley Community College's efforts to educate students on the clean-energy courses offered at the TEC-SMART facility. For the event, NYSERDA partnered with Time Warner Cable on its "Connect a Million Minds" campaign to educate the youth of your current wireless technology. Time Warner Cable involved the students in a variety of hands-on workshops that broke down the intricate workings of wireless technology into applications that were easy for the students to comprehend.

Some key note speakers were on hand to inform the students of the importance of Science, Technology, Engineering, and Mathematics (STEM) learning and the role it could play in their futures. Bob Callender, vice-president for operations and energy services at NYSERDA, started the program by asking students how many of them had iPods, cell phone or computers. Nearly all the students raised their hands. "Computer chips will be produced right here at GLOBALFOUNDRIES in Malta," Callender said. "With the right math and science skills, you can not only use these high-tech gadgets, you can make them." Other speakers included Senator Roy McDonald, Assemblyman Tony Jordan, Dr. Carolyn Curtis, vice-president for Academic Affairs at Hudson Valley; John Quigley, area vice-president for Time Warner Cable; Jennifer Reed Holick, communications manager for Time Warner Cable and Joseph Dragone,



Middle School Students and Time Warner Cable volunteers in the TEC-SMART atrium

Ph.D., superintendent of Ballston Spa Central School District.

While some students were learning about the wireless world, others were touring the state-of-the-art labs and classrooms at the TEC-SMART facility. Students were amazed at the laboratories where courses on photovoltaic, home energy efficiency, geothermal, alternative fuels and wind energy are taught. Students wrapped up the program with a bus tour of the GLOBALFOUNDRIES Fab 8 facility. President of Hudson Valley Community College Drew Matonak stated that "The decisions about college and careers often start in middle school. So, as Hudson Valley strives to train a future workforce for green and high-tech jobs, it becomes vital to reach out to these younger students and get them thinking about the opportunities they'll find locally. This program was significant because it reached the kids at their level—showing them how the technology they live with

on a daily basis works."

"We know that middle school age is a critical point when students are deciding what they're going to do in their future; and by partnering with NYSERDA and TEC-SMART, not only did we have the opportunity to deliver our curriculum, but we exposed students to real life hands-on technology that could be part of their future," said Jenifer Reed Holick of Time Warner Cable. This year alone, approximately 1,500 students and other educational professionals have toured the state-of-the-art TEC-SMART facility.



Students participate in hands-on Time Warner workshop

## nrastructure and tw Telecom Announce Partnership Offering Businesses Managed Hosting and Cloud Computing

nrastructure and tw telecom have announced a partnership offering managed hosting and cloud computing solutions to enterprises in Tech Valley and across North America. The companies customize and integrate the industry's best technologies and deliver it as a service from a secure, state-of-the-art facility at New York State Energy Research and Development Authority's (NYSERDA) Saratoga Technology + Energy Park® (STEP®).

The nrastructure /tw telecom solution combines the technical expertise and scale of two industry leaders. nrastructure specializes in the architecture, design, management, and maintenance of servers, storage, networks, and end-user IT infrastructure. tw telecom focuses on facilities-based components of IT, including network services and data centers supported by a nationwide fiber-optic network.

This collaboration is aimed at helping businesses increase their capacity for innovation by reducing IT infrastructure and operations resources through improved services, reliability, efficiency



Dan Pickett, Chairman and CEO, nrastructure



Dan Maynard, Vice President, tw telecom

and security.

"Many public and private sector enterprises today have an IT infrastructure that is highly fragmented and unable to exploit scale to achieve operational and cost efficiencies. These systems are hosted in sub-scale, non-resilient facilities with space, power, and cooling that are near limit and without 24x7 support. These factors create an array of vulnerabilities that often result in service outages and increased operational costs," said Daniel T. Pickett, nrastructure chairman and CEO.

"With tactical IT demands solved by this partnership, customers will be free to focus on long-term business planning

## nrastructure Taps Former Pitney Bowes Senior Executive to Oversee Marketing and Corporate Strategy

nrastructure has announced the addition of Larry Delaney to its executive leadership team. As Executive Vice President, Mr. Delaney will be responsible for leading strategic client engagements, developing and managing corporate and product strategy, and all aspects of marketing.

Most recently, Mr. Delaney served as general manager of Pitney Bowes Marketing Services Business Unit. In 2007, Pitney Bowes acquired MapInfo Corporation, a publicly-held developer of location intelligence software. Mr. Delaney was a member of MapInfo's senior management team and was with the company in various management capacities since 1998.

"This appointment is fundamental to nrastructure's future success and adds breadth, depth and diversity of experience to our senior leadership team," said Daniel T. Pickett, nrastructure chairman and CEO.

"I am looking forward to working with the exceptional team at nrastructure as we intend to augment our business development efforts and continue to deliver optimal IT solutions to our clients nationwide," noted Larry Delaney.

Prior to Pitney Bowes and MapInfo, Mr. Delaney held management positions with Xerox Corporation during his more than eight years there.

Mr. Delaney graduated from Cornell University with a bachelor's degree in

**nrastructure**



and innovation. We're proud to be a part of this unique package for enterprise and government customers looking to optimize their IT infrastructure," said Dan Maynard, vice president and general manager for tw telecom in Albany, NY. "The collaborative environment at STEP, and our ability and willingness to partner with other companies, has allowed this idea to become a valuable reality not only to us, but more importantly, our business customers."

"The partnership between nrastructure and tw telecom is exactly the sort of connection NYSERDA had in mind when we first created STEP," said Francis J. Murray Jr., president and CEO of NYSERDA. "Projects like this will support Governor Cuomo's agenda for job growth in the state and will help build New York's clean-energy economy. NYSERDA is proud to have played a part."

The 13,000 square-foot, world-class data center at STEP will be maintained and operated by both companies.



Larry Delaney, Executive Vice President, nrastructure

business management and marketing, and received his M.B.A. in finance from the University of Rochester's William E. Simon Graduate School of Business Administration. He resides in Saratoga Springs, NY.



## Semiconductor Technology Certificate New at Hudson Valley Community College this Fall

Hudson Valley Community College's School of Engineering and Industrial Technologies will offer a certificate program in Semiconductor Technology beginning in fall 2011.

The 25-credit hour certificate, to be offered in part at Hudson Valley's Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies (TEC-SMART) facility is aimed at students who hold an associate degree in Electrical Engineering Technology (ELT) and want to enhance their job skills to move into this new industry. Applicants from other disciplines with a strong background in chemistry and physics also qualify for admission to the program. Others with related experience or degrees can be admitted by permission of the department chairperson. The curriculum will provide specialized training in semiconductors and nanotechnology, digital electronics, electromechanical

devices, semiconductor manufacturing, and nanofabrication processes.

The certificate program was developed in response to the expected employment needs of area computer chip manufacturing industries, including GLOBALFOUNDRIES, where positions are expected to open in late 2011 when the company becomes fully operational. Program graduates will be qualified to apply for entry-level employment at annual starting salaries of approximately \$45,000.

Hudson Valley currently also offers an associate in applied science degree in Electrical Technology: Semiconductor Manufacturing Technology.



Andrew J. Matonak, President, Hudson Valley Community College

“The addition of the semiconductor technology certificate program demonstrates what we’ve had as our mission at Hudson Valley Community College, and that is to fill the workforce needs of the Capital Region. We know what is needed out there and we provide it in a timely manner. The quality and integrity of our graduates cannot be disputed.”

~ Andrew J. Matonak

## Penny Hill Named Associate Dean for Hudson Valley Community College's TEC-SMART Facility

Penny Hill has been named associate dean for Hudson Valley Community College's Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies (TEC-SMART) facility in Malta. In this position, Hill will provide leadership in the development of new industry partnerships and the advancement of cutting-edge initiatives in creating the workforce of the future.

Hill's prior experience is in the field of workforce development with a focus on training for energy efficiency and green jobs. She joins Hudson Valley from the Workforce Development Institute in Troy where, as regional director, she led training and education programs in a wide variety of areas, including

manufacturing, renewable energy and energy efficiency. She convened the regional chapter of the Apollo Alliance to promote clean energy and good jobs, and participated in a regional Green Team to build community awareness about energy efficiency measures and the Green Jobs Green New York campaign.

A business development consultant, she managed her own small business prior to her work at the WDI. Hill is an alumni of Hudson Valley and earned a bachelor's degree in biology from the University at Albany and a master's of business administration with a concentration in marketing from The Sage Colleges.



Penny Hill, Associate Dean, Hudson Valley Community College

# STEP Company Highlight

Linc, The Lighting Cultivator Inc.



The Lighting Cultivator Inc. (dba Linc) was formed in 2007 as a not-for-profit corporation to commercialize new lighting products. Funded by the New York State Energy Research and Development Authority (NYSERDA), Linc provides active support to entrepreneurs, start-up, and medium size technology companies. By creating a “technology commercialization” hub for lighting technologies, Linc acts as a virtual incubator for emerging businesses, and a “cultivator” for existing ones. Partnering with the Lighting Research Center at Rensselaer Polytechnic, Linc’s mission is to create a vibrant network of lighting businesses in New York State.

Linc has three years of successful experience in advising over 150 companies to develop prototypes, test and evaluate their products, participate in their intellectual property decisions, and identify investment opportunities. Connecting entrepreneurs and small companies with established businesses, research institutions and manufacturers, Linc is facilitating the growth of the lighting industry within New York State.

Through its four key areas of service, Linc bridges the world of research, technology transfer, and manufacturing. These areas include Networking, Technology Development Assistance, Intellectual Property Assistance, and Business Development Assistance.

**Networking:** Linc’s outreach, collaboration, and relationship development efforts provide our clients access to business, finance, and research organizations interested in the growth of lighting related businesses.

**Technology Development:** Linc provides access to engineering research centers, manufacturing extension partnerships, industry testing facilities and university experts and facilities for evaluation of client technology. Linc also offers the opportunity for entrepreneurs, inventors, and start-ups to work with leading lighting researchers and facilities

“The development and continuing transformation of the NYSERDA property into STEP has been amazing to watch. NYSERDA has a right to be truly proud of itself for these efforts. LINC, as one of the first tenants at STEP, has been a small part of this change. LINC is still the only independent entity in the New York State focused solely on fostering a network of lighting companies. As a virtual incubator, LINC is in the forefront of the development of a new model of business incubation and business support.”

~Eugene Schuler

at the LRC. Our program provides access to services normally unavailable to start-ups and entrepreneurs who cannot afford the cost of equipment, prototyping, and the evaluation and testing of new technology before attempting commercialization. This assures a level of confidence for the investor, the eventual licensor, a manufacturer, or owner of the technology that the technology works in the manner claimed. This saves time, effort, and resources in the discovery and commercialization process. Few technology transfer programs have the luxury of engaging in the amount of due diligence that Linc brings to this process with access to expertise in the development of new technology, and the ability to vet new ideas with a diverse range of lighting technology experts.

**Intellectual Property Assistance:** Linc provides intellectual property expertise not found in programs that solely test new technology with over 30 years

of experience in evaluating, valuing, patenting, and licensing new technology. Linc advises companies on IP decisions, selecting IP law firms, developing license terms and making patent decisions.

**Assistance in Business Development:** Linc offers resources and services found in typical business incubators. Our organization has over 45 years of professional experience with start-ups, business development, and acquiring capital. Services include assistance in company formation, business planning, marketing and market development, grant writing assistance, strategic planning, and more.

The Lighting Cultivator can be contacted at **518.289.5205** or at [www.lightingcultivator.org](http://www.lightingcultivator.org).



Eugene Schuler, Executive Director, Linc

# Ballston Spa Central School District News

## Ballston Spa Central School District Named to AP® Achievement List by the College Board District Recognized for Significant Gains in Advanced Placement® Access and Student Performance



The Ballston Spa Central School District has been selected as one of 388 school districts in the nation, and the only capital region school district, being honored by the College Board. The district was awarded a place on the AP (Advanced Placement) Achievement List for opening AP classroom doors to a significantly broader pool of students, while maintaining the percentage of students earning scores of “3” or higher.

Superintendent of Schools Joseph P. Dragone, Ph.D. stated that “We are once again honored to receive national recognition for the work we are doing to support student achievement. The pending introduction of our International Baccalaureate program and our new Clean Technologies and Sustainable Industries program, in partnership with NYSERDA and Hudson Valley Community College’s TEC-SMART campus, demonstrates the district’s unparalleled educational programs for

students. This award affirms our support of the AP program and provides incentive for our continual efforts to develop the strongest academic opportunities for our students as we move forward with district initiatives”.

The AP Achievement List is made up of all school districts that are simultaneously expanding opportunity and improving performance. The list includes 388 school districts representing 43 states. “Participation in college-level AP courses can level the playing field for underserved students, give them the confidence needed to succeed in college, and raise standards and performance in key subjects like science and math,” said College Board President Gaston Caperton. “The AP Achievement List districts are defying expectations by expanding access while enabling their students to maintain or improve their AP Exam scores.”

“These districts are living proof



Joseph P. Dragone, Ph.D., Superintendent of Ballston Spa Central School District

that when access to AP is provided for the range and breadth of prepared and motivated students, districts can achieve even higher learning outcomes for their students — and the opportunity for so many more to earn college credit and placement — than when AP opportunities were restricted to a smaller segment of the high school population,” said Trevor Packer, vice president of the College Board’s Advanced Placement Program®.



Ballston Spa High School students participate in an AP US Government and Politics Course

Additional information on the Ballston Spa Central School District is available at [www.bsbsd.org](http://www.bsbsd.org).

# Ballston Spa Central School District News

## Ballston Spa Receives Smart Scholars Grant for Dual Program at TEC-SMART

The Ballston Spa Central School District has been awarded a \$167,394 Smart Scholars Early College High School grant by the New York State Education Department. The funding will be used to support the district's new "Clean Technologies & Sustainable Industries" program developed in collaboration with Hudson Valley Community College. Ballston Spa students will be dually enrolled in high school and college level courses that will be grounded in STEM (Science, Technology, Engineering and Math). The district recently announced that Saratoga Springs High School will also partner in the program when students begin classes in the fall.

Joseph P. Dragone, Ph.D., Superintendent of the Ballston Spa CSD, stated, "We truly appreciate the support of the department as we drive innovation in our sector, support college and career readiness for all students and firmly establish the critical link between K-12 education, higher education and economic development."

School officials have partnered with Hudson Valley Community College to create and implement a rigorous program that will allow students to earn their high school diplomas and over 20 college credits during their junior and senior years. Among the variety of unique learning experiences, the "Clean Technologies & Sustainable Industries" program includes high school coursework in Environmental Technologies, Sustainable Design, Exploration of Nanotechnology, Nanoeconomics, Renewable Energy Public Policy and related field experiences. The college-level coursework includes Introduction to Wind Power, 2D AutoCAD, Legal and Ethical Environment of Business, Photovoltaic Systems Theory & Design and other technology electives that will be taught by Hudson Valley instructors.

The program will continue to develop new curriculum and learning



Ballston Spa students learn about solar energy, part of their Sustainable Design course, at Hudson Valley Community College's TEC-SMART facility at STEP.

opportunities as the industry evolves over the coming years. As it develops, there will also be significant opportunities for the participation of students from other school districts in the region. All classes will be held at Hudson Valley's TEC-SMART campus, which is located at the New York State Energy Research and Development Authority's Saratoga Technology + Energy Park® (STEP®) in Malta.

Numerous businesses and organizations have expressed support for the program, including NYSERDA, the Center for Economic Growth, GLOBALFOUNDRIES, the Saratoga Chamber of Commerce, the Southern Saratoga Chamber of Commerce, the Malta Business and Professional Association, Franklin Community Center, Gilbane Building Company, the Empire State STEM Learning Network, the PAST (Partnering Anthropology with Science and Technology) Foundation, and the Teaching Institute for Excellence in STEM (TIES). In addition, Empire BlueCross BlueShield, Adirondack Trust Company, and SEFCU have partnered with the district to provide additional support through the Ballston Spa Partnership for Innovation in Education Fund, a component fund of the Community Foundation for the Greater Capital Region.

"This program is ahead of the curve in its efforts to familiarize high school

students with clean technologies, and now has additional support from the State Education Department," said Andrew Matonak, president of Hudson Valley Community College. "We're excited about this new partnership and will continue to develop programs that reach high school students throughout the region."

Margaret Ashida, Director of the Empire State STEM Learning Network in residence at Rensselaer Polytechnic Institute stated that, "The Clean Tech partnership will create a systemic, open collaborative model that we expect will become a valuable demonstration node in the New York State Network and that will be shared with other state networks as well. The partnership supports the network's strategic intent to advance innovation and growth in New York State in the knowledge-based economy of the 21st century."

"The Saratoga County Chamber of Commerce is excited to support cutting edge programs that expand economic opportunities, particularly those geared toward helping local students obtain the skills and the passion for careers in Clean Technologies and Sustainable Industries," said Todd Shimkus, President of the Saratoga Chamber of Commerce in his letter of support.

"This is an opportunity like no other in the region, and we are enthusiastic to be part of this innovative program," remarked John LaRow, Vice President & District Manager, Gilbane Building Company.

For additional information, please contact Stuart Williams, Coordinator of Community Relations, Ballston Spa CSD at 884-7195 ext. 1305 or [swilliams@bscsd.org](mailto:swilliams@bscsd.org).

# Ballston Spa Central School District News

## Saratoga Springs Schools Join Ballston Spa in STEM Program at TEC-SMART

In a bold initiative that will redefine collaboration and regionalization among school districts, students from Saratoga Springs High School will have the opportunity to join Ballston Spa's Clean Technologies & Sustainable Industries program offered at Hudson Valley Community College's Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies (TEC-SMART) facility.

Saratoga school officials have announced that the district is joining the "Clean Technologies & Sustainable Industries" program, launched in January 2011 as a collaboration between the Ballston Spa Central School District, Hudson Valley Community College and NYSERDA. Joseph P. Dragone, Ph.D., Superintendent of the Ballston Spa CSD, said "The implementation of this new model not only emphasizes the importance of collaboration with higher education and business partners, but also exemplifies college and career readiness and 21st Century skills. We are proud to welcome Saratoga Springs CSD as a new partner in this innovative program".

Janice White, Ed.D., Superintendent of the Saratoga Springs City School District, said "The opportunity for our



Janice White, Ed.D., Superintendent of the Saratoga Springs School City District

students to join in this partnership with higher education will enable them to gain valuable educational experiences that will serve them well for college and future careers. It also demonstrates how our schools must evolve by collaborating and redefining education for students to ensure that they are engaged in a learning approach that will prepare them to contribute to the 21st Century society and the global workforce."

The program is designed for students entering the 11th grade to complete coursework focusing on the emerging careers in clean technologies and the related sustainable industries. Students will attend half-day sessions at the TEC-SMART facility and the other

half of the day at their high schools, to complete their high school credits while also earning up to 11 college credits in the first year of the program. Second-year coursework will include the opportunity for internships in the industries and partners located in, or affiliated with, the Saratoga Technology + Energy Park® campus. Students will complete up to a total of 13 credit hours in the second year, in addition to their mandated high school credits, and will potentially graduate from high school with more than 20 college credit hours.

For additional information, please visit the respective school district's website at [www.bscsd.org](http://www.bscsd.org) or [www.saratogaschools.org](http://www.saratogaschools.org); or contact the appropriate high school guidance office.



## Ballston Spa Sponsor-A-Scholar Graduates its Second Class



Ballston Spa High School Guidance counselors Kevin Flores and Kathy Roy stand with the 2011 graduates of the school's Sponsor-A-Scholar program. Thru partnerships and donations, the program helps students that may be considered at-risk to achieve success via community support. The program offers mentoring, tutoring and skill building on a weekly basis to promote academic achievement and establish a strong work ethic.

The graduates will pursue majors in the areas of Nursing, Medical Assistance, Psychology, Liberal Arts and Political Science. Several of the students have been accepted by schools including Fordham, Colgate, Mildred Elley, Russell Sage, HVCC, Adirondack Community College and Siena. Many of the students achieved honor roll status while participating in a variety of school meetings, workshops and college visits.

## News for STEP Tenants

**For Sale:** 10 Hermes Road. For those working at STEP, you've probably seen the "For Sale" sign along Hermes Rd. NYSERDA's +/- 23,600 sf building, along with a total of approximately 11 acres, is on the market. The reason is that building leasing and maintenance is not part of NYSERDA's core mission, though the development of STEP is. By divesting of the building, NYSERDA will be able to better concentrate on our mission.

**Infrastructure:** The construction schedule for this summer is the installation of roadway lights along the access road to 107 Hermes Rd and behind TEC-SMART. Plans are being completed, with the lights installed by the end of August.

**Conference Room:** Finding it difficult to find an available conference room? The conference room at 10 Hermes Rd is available, and seats 12. To reserve the room, go to the following link, and fill in the information: <http://step.nysерda.org/RoomReservation.aspx>. In most instances, your reservation will be processed within minutes. See Kevin Grentzer for the fob to gain access to both 10 Hermes Rd and the conference room. Other than the break room and bathrooms, we ask that you and your guests refrain from wandering through the building.

### Special Offer for STEP

**Tenants:** STEP employees should look for the special insert in the hard copy of the STEP newsletter for an exclusive coupon from DZ Restaurants (Chianti Ristorante, Forno Bistro and Pasta Pane), valid until August 31, 2011. DZ Restaurants is happy to bring you this exceptional offer for their Pasta Pane Restaurant in Clifton Park. NYSERDA thanks them for offering this promotion, exclusively, for STEP tenants.



**iPool2:** Tenants are encouraged to take advantage of this free Web-based program hosted by the Capital District Transportation Committee (CDTC). Users of iPool2 can easily identify transportation alternatives available to them throughout the Capital Region including carpools, transit, and other commuter services. For more information, visit [www.ipool2.org/](http://www.ipool2.org/)

**Jobs at STEP:** Please take advantage of this valuable marketing tool to post job opportunities at no cost to STEP companies. To post a job, please contact Tricia King at [tek@nysерda.org](mailto:tek@nysерda.org).



**Discount Rate for STEP tenants and visitors:** The new, all suite Hyatt Place Saratoga /Malta, at Exit 12 and Route 67, is offering a terrific rate to all STEP tenants and guests. For more information on the special STEP rate, please contact Linda Roth, Director of Sales, at 518-899-5111.

## NYSERDA Funding Opportunities

### Amenities Retail Center Development at the Saratoga Technology + Energy Park® (STEP®) - PON 6

NYSERDA invites proposals from qualified developers (Applicant) to design, construct, finance, lease and maintain an amenities retail center or mixed use building and related improvements at the Saratoga Technology + Energy Park® (STEP®) in the Town of Malta, Saratoga County, New York. It is envisioned that the building will contain a variety of business amenity services, such as a deli/coffee shop, fitness center, daycare, copy center, dry cleaner, and other such businesses that will support companies located in the immediate vicinity.

### Development at the Saratoga Technology + Energy Park® (STEP®) - PON 1116

The New York State Energy Research and Development Authority (NYSERDA) invites proposals from business entities or developers (company, developer, or a collectively applicant) seeking to construct a building and provide related improvement at STEP in the Town of Malta, Saratoga County, New York.

### New Construction Program Financial Incentives- PON 1501

Incentives are available for the purchase and installation of energy-efficient equipment that reduces electric energy consumption in new and substantially renovated buildings.

*Funding Opportunities  
continued on pg 10 . . .*

Funding Opportunities  
continued from pg 9 . . .

### **Solar PV Program Financial Incentive- PON 2112**

NYSERDA provides cash incentives for the installation by eligible installers of new grid-connected solar electric or photovoltaic (PV) systems that are 7kW or less for residential, 25kW or less for not-for-profit, and 50 kW or less for commercial sites.

### **Solar Thermal Incentive- PON 2149**

NYSERDA requests applications from qualified Solar Thermal (ST) installers for eligibility in a financial incentives program for approved solar thermal systems installed for eligible New York State customers.

### **Innovation in the Manufacturing of Clean Energy Technologies- PON 2250**

NYSERDA invites proposals for projects that research, develop, demonstrate or commercialize innovative technologies that provide an energy benefit to a Clean Energy Technology<sup>1</sup> manufacturing process in New York State.

For more information visit  
[www.nyserderda.org/funding](http://www.nyserderda.org/funding)

## No-Cost Career Counseling

### **Employment-related services for businesses and job seekers**

Sponsored by the U.S. Dept. of Labor, One-Stop Career Centers are designed to provide a full range of assistance to job seekers and businesses at no cost. Established under the Workforce Investment Act, the centers offer training referrals, career counseling, job listings, and similar employment-related services. Customers can visit a center in person or connect to the center's information through PC or kiosk remote access.

Job seekers in the workforce system can access a variety of employment-related services including working with experienced career counselors; attending workshops and short-term training; accessing up-to-date local, statewide, and national job listings; using a PC to hunt for jobs; developing a resume, writing cover letters, and much more. Employers can also benefit from the services offered by taking advantage of employment and training resources such as assistance with recruitment and hiring, job matching with potential hires, workforce training grants, tax credit programs, labor market information and more.

Career center counselors specialize in helping individuals obtain the necessary training and education to pursue the career of their dreams. They can assist customers in determining and obtaining the necessary educational requirements for a career they have in mind, or steer them in the direction of a career that might interest them. Once an action plan for obtaining the educational requirements is created, counselors will connect customers with their local higher education or training institution, putting them on the path to beginning their career. The One-Stop Career center also provides information on more than

200 green careers, such as salaries, educational requirements, industry growth, and current openings.

The U.S Department of Labor also offers several other websites affiliated with career assistance, all of which can be accessed from One-Stop Career Center's homepage. Worker ReEmployment focuses on individuals who recently experienced a layoff, providing significant resources for those who are in that tough transitioning period. My Skills, My Future finds careers with similar skill sets of positions held previously by the customer. Whether you are a job-seeker, student, business, or career professional, One-Stop Career Centers are your one-stop resource for valuable information to help you reach your goals.

If you would like more information about One-Stop Career Centers, or would like to find one near you, visit them on the web at  
[www.careeronestop.org](http://www.careeronestop.org)



# Sustainable Business Practices, a Win-Win

Sustainable decisions will save your business money while saving the environment

A new era of business is emerging as more emphasis is put on the environmental impact of business decisions. Many companies are taking a stand for preserving our natural resources and minimizing environmental impacts by adopting sustainable measures that guide their decision making. The guidelines benefit companies economically while minimizing the environmental effect of day-to-day activities.

There are several things that you can start doing today to decrease the environmental impact of your company. Energy use alone represents 20% of total expenditures in a typical office building. Reducing energy consumption will not only save your company money, it will decrease its carbon footprint.



Simple things such as turning off your computer whenever you leave the office or lowering the brightness of your monitor can have a considerable impact on total energy consumption.

Other office energy saving practices include installing motion sensors in the bathroom and replacing old bulbs with newer, more energy efficient lights.

According to the EPA, the average office worker uses 10,000 sheets or 20 reams of paper each year. It can be easy for one to overuse printed material in the office as many employees are still transitioning from a time when a 'hard copy' was the only option, to a virtually digital world. The fact remains that very often workers print unnecessary materials, causing waste that can be easily avoided. When a print copy is required, consider recycling the

document to ensure it doesn't end up in the local landfill. Using 100% recycled paper is also a great sustainable business practice that will aid in the preservation of our natural resources. Keep in mind that most businesses maintain an internal system of document storage that provides easy access, making the hard-copy unnecessary in many cases.

Sustainable business practices are becoming the norm for several industries in the 21st century. Contrary to the belief of many, sustainable decisions don't cost much more than their counterparts and often end up paying for themselves in the long run. As resources dwindle and the cost of doing business rises, it is the responsibility of both individuals and organizations to keep sustainability at the forefront of all business decisions.

## Upcoming Events

### August 10, 2011- 13th Annual Malta Family Night

Come out to the Shenantaha Creek Park from 4:30 pm to 7:00 pm and enjoy fun activities such as face painting, bounce house, Disk Jockey, pony rides, petting zoo, and free food! This fun, free event is sponsored by the Saratoga County Board of Supervisors and the Town of Malta.



For more information,  
please visit  
[www.malta-town.org](http://www.malta-town.org)

### July 19, 2011- Taste of Malta, 5:30PM

Please join the Malta Business Professional Association (MBPA) on July 19th at 5:30 pm for the Third Annual Taste of Malta event at HVCC's TEC-SMART campus. Help support local restaurants and network with over 200 business professionals. Tickets are \$15 and proceeds will benefit the Partnership for Innovation in Education of Ballston Spa Central School District.



For more information,  
please visit  
[www.maltabpa.com](http://www.maltabpa.com)

## NEXT STEP

Next STEP is a publication of the New York State Energy Research and Development Authority (NYSERDA) intended to inform the Saratoga Technology + Energy Park® (STEP®) community of the rapidly changing environment of New York's energy technology industry and provide information on the resources available to STEP tenant companies and their employees.

Please submit comments, suggestions, and story ideas (such as company and employee profiles, recent developments, and news) to [tek@nyserdera.org](mailto:tek@nyserdera.org)



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## STEP® Partners



Saratoga Technology + Energy Park® (STEP®) is a knowledge community with significant resources for clean-energy and environmental technology companies looking for strategic locations to build and grow.

## STEP® Tenant Companies

