



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

HOW WILL **YOU** GET INVOLVED?

Workforce Development is a Chamber Priority

A strong workforce means a vibrant economy. The Chamber is leading the way with dynamic, solutions-based collaborations to ensure a quality workforce that is equipped with critical skills for the 21st century market. Our longstanding economic advancement efforts have always encompassed workforce development. Now we are renewing our commitment to help you solve the challenge of finding skilled workers now and in the future. It's a top priority for our members, the region and the national business community.

In the past, economic development and workforce initiatives were too often divided endeavors, with separate programs, goals and even outcomes. Recent shifts align the two more closely, an attitude our Chamber believes is of critical importance.

"Economic development isn't limited to an infrastructure of bridges, roads and broadband internet," said Kelli Arnold, Chamber board member and vice chair of the Economic Development & Government Affairs Committee. "Workforce readiness — preparing enough people to meet the region's rising workplace needs — is crucial across all industries and professions."

Answering the Call

The Chamber is answering this challenge in three tangible ways: by meeting immediate needs, developing a pipeline of job-ready talent and fostering creative collaborations between business and education. In all of these efforts, the Chamber is calling for the proactive involvement of its membership.

"We need our members' input about their specific challenges to find skilled labor in an essentially

flat market," said Arnold. "What positions are you looking to fill? How can we up-skill target populations to fill those positions? Are there barriers to immediate employment and how can we work to remove them?"

The Chamber works with agencies to assess skills gaps and provide training for people looking to re-enter the workforce. We assist job recruitment efforts by promoting Rensselaer County as a quality place to live, work and play. The long-term solution, however, is the creation of a sustainable pipeline of skilled workers. That's why we introduced our annual Future of Workforce Readiness: Education & Business Partnerships (see page 4 article). Collaborating with K-12 schools, colleges and universities, we help students with career exploration and liaise with educators to help them understand the needs of local businesses. The Chamber connects schools and businesses for job shadowing and internship opportunities in a wide range of industries. Partnering with Questar III BOCES, we produced a series of videos that encourage students to pursue careers in the trades. Currently, we are advocating for schools to establish coding classes and to have the option to hire experienced tradespeople as teachers.

We Need YOU

This multi-faceted effort needs **your** assistance. As a membership organization, the Chamber relies on the spirit and motivation of its members to accomplish our mission. We're looking for individuals to go into classrooms and talk to students about career opportunities, to welcome classes to your job site and to offer internships. If you have an idea, we'd love to hear it! This call to action gives you the opportunity to be part of the solution to your workforce challenges. Contact Maureen McGuinness at 518.687.1244 or mmcguinness@renscochamber.com to get started.



"Workforce development is intrinsically tied to economic development. In order for the economic vitality in our region to continue to flourish, human capital needs to be a consistent focus. We need the input and involvement of our members in order to develop the right solutions."

Kelli Arnold, Vice Chair
Chamber Economic Development & Government Affairs Committee

ASK THE EXPERTS | SEPTEMBER 26

Labor Law Policies to Protect Your Business

State and federal employment regulations are undergoing important changes that present compliance challenges. What you DON'T know can hurt your business. Start planning your strategy with the Chamber's upcoming Ask the Experts training workshop, "What's Your Plan? Labor Law & Proactive Policies for Your Business." Tap into the expertise of three top-level labor law attorneys (at right) from Jackson Lewis PC. These experts will explain issues such as state sexual harassment laws, federal overtime rules, employee scheduling, tip-pooling and more. No matter the size of your business, this workshop is a do not-miss event. Bring your questions!

MEET OUR EXPERTS



John Jay Bove
Principal, Jackson Lewis PC



Christopher J. Stevens
Associate, Jackson Lewis PC



Vincent E. Polsinelli
Principal and
Office Litigation
Manager,
Jackson Lewis PC

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Register now at renscochamber.com/events

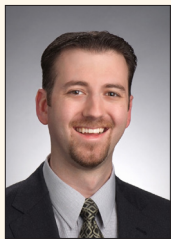
☎ Check-in & breakfast 7:30 a.m.; training 8-9:30 a.m. \$35 members | \$50 walk-in members. Revolution Hall, 425 River Street in Troy. Sponsored by Pinnacle Human Resources, LLC.



ASK A BOARD MEMBER:

Internships Build Workforce

Edwin Anker IV, AIA is a principal with CSArch Architecture | Engineering | Construction Management. Ed directs teams in the planning, development and production of construction documents for pre K-12, civic and cultural projects. He is also a leader on CSArch's business development team, attending networking events and industry trade shows to connect with business leaders. He is a 2011 graduate of The Leadership Institute.



Q » How does CSArch engage high school students through internships?

A » CSArch interns work directly with a mentor during their semester with us. They are trained in appropriate software and guided as they select or create a design project program akin to what is available in a college-level studio. The mentor helps them develop the project from research through design. This culminates with a three-dimensional model of their building and a portfolio of their work. They receive high school credit while learning about a field they may be interested in pursuing as a career.

Q » What are the advantages of internships to students and to CSArch?

A » Interns leave with a better understanding of what an architect does and how to work in a professional environment. CSArch strives to provide an authentic experience to help students determine their interest in studying architecture in college. In addition, interns can hone their "soft" skill set, from how they dress and behave to their presentation skills. For CSArch, internships provide a huge benefit. Working as a mentor gives our staff the opportunity to share their knowledge and experiences, as well as building connections with future generations and sharing ideas.

Q » How can businesses and nonprofits help to build tomorrow's workforce?

A » When students experience a professional environment they gain a clearer understanding of what is expected in the real world and how important their education is. By providing internships, visiting schools to talk about careers and more, we can collaborate with educators to help students channel their interests and talents into rewarding jobs.

The Rensselaer County Regional Chamber of Commerce is a business, civic and economic development alliance that strives to enhance the economic vitality of Rensselaer County and the neighboring Gateway communities of Cohoes, Green Island, Waterford and Watervliet. The Chamber seeks to improve the quality of life within the community for both residents and businesses.

"RENSCONNECT" is published monthly. Submissions considered for publication are based upon content and space availability.

Kate Manley, President
90 Fourth Street, Suite 200, Troy, NY 12180
Phone: 518.274.7020 | Web: renscochamber.com

Editor: Doreen M. Ercolano
Co-Editor: Staci O'Neill
Design: Spiral Design Studio, LLC



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Rensselaer County
Regional Chamber
of Commerce



@renscochamber

New Members

Brunswick Community Library
Libraries
Non-profit Organization
Rep: Natalie Hurteau
4118 State Highway 2
Troy, NY 12180
Phone: 518.279.4023
VISIT brunswicklibrary.org

Carol's Place and The Eatery
Restaurants
Caterers
Rep: Anita DeCelle
536 Pawling Avenue
Troy, NY 12180
Phone: 518.271.7700
VISIT carolstogo.com

Plumb Oyster Bar
Restaurants
Rep: Heidi Knoblauch
15 Second Street
Troy, NY 12180
Phone: 518.880.2932
VISIT plumb.bar

Saint-Gobain Abrasives, Inc.
Performance Materials
Rep: Gincenta M. Falls
2600 Tenth Avenue
Watervliet, NY 12189
Phone: 518.266.2640
VISIT saint-gobain.com/en

Sand Lake Center for the Arts
Performing Arts
Rep: Brian Sheldon
2880 NY 43
Averill Park, NY 12018
Phone: 518.674.2007
VISIT slca-ctp.org


Solomon Organization
Property Management
Rep: Emily Keller
92 River Road
Summit, NJ 07901
Phone: 518.371.1551
VISIT solomonorg.com

TurnKey Internet
Computer, IT & Technology
Rep: David Maurer
175 Old Loudon Road
Latham, NY 12110
Phone: 518.618.0999
VISIT turnkeyinternet.net

WB Games New York
Video Game Development
Rep: Steven Flenory
5 Third Street
Suite 350
Troy, NY 12203
Phone: 518.687.1570
VISIT wbgamesny.com

Please welcome our newest members by stopping by to say hello and patronizing their businesses. You can invite non-members to join our growing Chamber by contacting Membership Manager Elizabeth McGarry at 518.687.1240 or emcgarry@renscochamber.com.


Member News



Hudson Valley Community College
President Roger Ramsammy was appointed to a three-year term with the American Association of Community Colleges' Commission on Structured Pathways. The commission's goal is to improve student outcomes and achievements through the development of academic programs with course sequences, progress milestones and learning outcomes aligned to specific career choices. VISIT hvcc.edu



Integrated Management & Sales Consulting (IMS) is celebrating 20 years in business. Founded by Denise Horan, principal, IMS provides consulting and training services, coaching CEOs and employees alike to increase personal business skills and steer companies towards success. VISIT denisehoran.com



Erdman Anthony promoted Senior Mechanical Engineer Christine Harvey, PE to the position of associate. She has been with the employee-owned firm since 2013. Erdman Anthony provides infrastructure engineering and support services to private industry and government clients. VISIT erdmananthony.com

East Greenbush Central School District is offering Columbia High School students a new program in business administration that leads to a special diploma certification and college credits. The sequence of classes includes Microsoft Word Essentials, career and financial management, entrepreneurship, marketing essentials, Microsoft Office Suite and organization management or career exploration and internship. VISIT egcsd.org

Quartz Partners Investment Management was certified by CEFEX (Centre for Fiduciary Excellence) for attaining the elite standard of "Prudent Practices® for Investment Advisors," and completing the ISO 19011 independent certification process. Founded in 2015, Quartz Partners is an employee-owner company registered with the U.S. Securities and Exchange Commission. Quartz Partners provides cost-efficient, forward-thinking retirement plan solutions for greater operational flexibility. VISIT quartzpartners.com



City of Rensselaer officially opened its new public esplanade along the Hudson River with a ribbon cutting (photo above). The 1.5-acre waterfront park has green space, a bike path and potential for outdoor events and concerts. VISIT renselaerny.gov



Pause Gallery opened its doors in The News Apartments at 501 Broadway, Suite 106, in Troy. The street-level gallery shows the work of nearly 50 artists in a wide range of media. VISIT pausegallery.com



Ribbon cuttings are presented by First New York Federal Credit Union. Let the Chamber host your ribbon cutting or milestone celebration by contacting Staci O'Neill at 518.687.1243.

EventsCalendar 2018

SEPTEMBER

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13

Van Rensselaer Awards Dinner
Join us as we honor this year's recipients: Capital District Transportation Authority (CDTA), Mosaic Associates Architects and Wallace Altes.

🕒 **Networking and cocktail reception 5:30 p.m.; awards and dinner 6:30 p.m.** \$130 member | \$260 non-member | \$1,550 for Chairman's Circle Table of 10. Hilton Garden Inn, 235 Hoosick Street in Troy. *Sponsored by Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.; Capital Bank; and CDPHP.*

TUE
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18

Quick Learn: Exploring Your Emotional Intelligence (EQ)
EQ is tied to success in leadership, management and overall performance. Learn your EQ skills and how to enhance them.

🕒 **Check-in & refreshments 8 a.m.; training 8:30-10:30 a.m.** \$79 members. Chamber's first-floor conference room, 90 Fourth Street in Troy. *Available through a partnership with MicroKnowledge, Inc.*

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Ask the Experts | What's Your Plan? Labor Law & Proactive Policies for Your Business
Learn the latest state and federal employment regulations and compliance strategies. Presented by Jackson Lewis PC Attorneys John Jay Bove, Vincent E. Polsinelli and Christopher J. Stevens.

🕒 **Check-in & breakfast 7:30 a.m.; training 8-9:30 a.m.** \$35 members | \$50 walk-in members. Revolution Hall, 425 River Street in Troy. *Sponsored by Pinnacle Human Resources, LLC*

OCTOBER

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NetworkingPlus Luncheon
Get connected, develop leads and build relationships at our one-of-a-kind, fast-paced networking event. A structured format, three table rotations and ambassador facilitators ensure purposeful and effective networking for success.

🕒 **Check-in & luncheon 11:30 a.m.; Networking 12-1:15 p.m.** \$35 members | \$50 walk-in members. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. *Sponsored by Community Resource FCU, Magna5, Mohawk Hudson Recovery Center and United Concierge Medicine.*

TUE
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23

Manufacturing: A Blueprint for the Future
The Chamber is marking National Manufacturing Month with an event that brings together top regional manufacturers to discuss their industries and the way advanced technologies have reinvented yesterday's manufacturing jobs into today's exciting careers. Meet these leaders and join the discussion.

🕒 **Check-in & breakfast 7:30 a.m.; panel discussion 8-9:30 a.m.** \$35 members | \$50 walk-in members. Rensselaer Polytechnic Institute's Heffner Alumni House, 1301 Peoples Avenue in Troy. *Sponsorships available.*

A LOOK AHEAD

- » **"Good News" Rensselaer County**
11/01/2018
- » **The Future of Workforce Readiness**
11/15/2018
- » **Member Benefits Breakfast**
11/27/2018

Sponsorship Opportunities Available!
Contact Maureen McGuinness at 518.687.1244 or mmcguinness@renscochamber.com

ADDITIONAL INFO

No-shows will be billed; 24-hour notice is required for all cancellations.

Questions?
Contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.

If you have special requirements, please contact us one month prior to event to ensure we are able to provide for your needs.

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Register for Events:
renscochamber.com/events

YOU ARE INVITED

Van Rensselaer Awards Dinner on Sept. 13

Join us at the Chamber's 2018 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community. These prestigious honors recognize corporations, small businesses and exceptional individuals in the Rensselaer Gateway communities who invest in the economic, cultural and humanitarian advancement of our region and act as ready and willing partners to other businesses and organizations. Celebrate this year's recipients (at right) by investing in a Chairman's Circle Table. For more information, contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.



Thank you to our sponsors



WALLACE ALTES
EDWARD H. PATTISON
CITIZENSHIP AWARD

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Register now at renscochamber.com/events
🕒 Networking and cocktail reception 5:30 p.m.; awards and dinner 6:30 p.m. \$130 member | \$260 non-member | \$1,550 for Chairman's Circle Table of 10. Hilton Garden Inn, 235 Hoosick Street in Troy.

LEARN YOUR EMOTIONAL INTELLIGENCE
Sign Up for Quick Learn Training on Sept. 18

Find out your EQ (Emotional Intelligence) and the four skills that tie it to leadership, management and overall performance at the Chamber's new Quick Learn workshop, "Exploring Your Emotional Intelligence," presented by MicroKnowledge, Inc. This cost-effective training opportunity will get your EQ in focus and teach strategies for using it to promote success. Sign up today!

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18

Register now at renscochamber.com/events
🕒 Check-in & refreshments 8 a.m.; training 8:30-10:30 a.m. \$79 members. Chamber's first-floor conference room, 90 Fourth Street in Troy. Available through a partnership with MicroKnowledge, Inc.

MicroKnowledge^{INC.}
COMPUTER TRAINING & CONSULTING

Check Out These Chamber Benefits

Here's a quick reminder of important benefits we offer to you and all of your employees. For additional member benefits, VISIT renscochamber.com.

✓ ONLINE JOB & VOLUNTEER BOARD

Find your next employee, intern or volunteer with the Chamber's online Job, Intern & Volunteer Board. Post your opportunities at renscochamber.com/development/job-internship-volunteer-board, one of our most-visited pages, and reach the right candidates from around the region at no charge. All positions are reviewed by the Chamber before being published.

area jobs & volunteer opportunities

✓ ON-THE-JOB TRAINING

Capital Region Workforce New York

Rensselaer County's One-Stop Career Center provides resources, assistance and training opportunities that help businesses and organizations save money. One-Stop assists you with job postings, candidate screenings, direct job referrals, interview space and on-the-job training for both new and existing employees. All of these services, and more, are provided free of charge. If you are struggling to find or retain qualified employees, or seeking to upgrade the skills of your workforce, the One-Stop Career Center can help you reach your goals and stay competitive. For information, contact Brian Williams at 518.270.2860 or visit rensco.com/employment.asp.

✓ SMALL BUSINESS ASSISTANCE

The New York Small Business Development Center (NYSBDC) provides no-cost business counseling to start-ups and existing businesses with fewer than 50 employees. Entrepreneurs can access help to determine needs, ask questions and establish a plan of action to achieve business goals. NYSBDC provides personalized, enterprise-specific and client-directed support to start, expand or re-energize your business. An experienced representative from NYSBDC is available every other Thursday, 8:30 a.m. to 4 p.m. at the Chamber. For calendar dates, visit renscochamber.com/events.

AMERICA'S SBDC NEW YORK

CHAMBER MEMBER

spotlight

A Virtual Emergency Medicine Team

United Concierge Medicine brings the power of the ER to you at the touch of a button with its unique treat and triage approach. We accept all patients, not just a select few conditions. Whether you have a minor medical problem like cough or cold, a serious concern like an injury, or just need some compassionate medical advice, we can help.

LEARN MORE

United Concierge Medicine (UCM) is a mission-driven acute care practice that provides virtual emergency medicine 24/7/365 with a personal touch. Using virtual treatment and triage with ER experts via phone, video and picture, UCM can diagnose, prescribe medication, order labs and imaging, make referrals and provide follow-up with 100% of its patients.

"Everyone agrees that providing patients the right care, at the right place and at the right time should be the goal of health care," said UCM CEO Keith Algozzine, PA-C. "The answer is **triage**. When you put a patient in contact with the highest-trained medical professionals in acute care — the ER provider — it's amazing how effective health care becomes. Patients find the guidance they need to make the right decisions, quality care increases and costs decrease."

UCM empowers patients to navigate the many confusing factors surrounding health care today, including where to go for proper treatment (ER, urgent care, primary care physician), insurance coverage, financial considerations and more. "We need to stop blaming the patient for accessing health care in non-effective ways and provide a platform that encourages the right choices with the right outcomes," said Algozzine. "UCM works with employers to provide their employees with the best solutions to health care challenges."

"Our clients leverage our unique and proven services to differentiate themselves from their competition, provide true value and realize a return on investment," said Algozzine. "It's a win-win because their employees/members are receiving quality care. Clients can control benefit costs while adding considerable value for employees and their families. From worker's compensation to mental health options, UCM is fixing acute care and creating a brand for its clients that stands for quality, compassionate and personal care."

UNITED CONCIERGE MEDICINE
216 River Street Troy, NY 12180
Ph: 844.4.VIP.DOC | 844.484.7362 | [UCMNOW.com](https://ucmnow.com)

To purchase a Spotlight, contact Economic Advancement & Member Relations Manager Maureen McGuinness at mmcguinness@renscochamber.com. Members must be in good standing.

News from The Leadership Institute



The Leadership Institute's Alumni Summer Networking Event, "A Day at the Joe," was a great success! Alumni enjoyed a day of networking, reconnecting with class members and meeting new alumni at the informal, fun event.

We'd like to hear YOUR ideas for future alumni events, from networking to training to education. Contact Staci O'Neill (information below).



Submit your Leadership Institute alumni news to Communications & Web Strategies Manager Staci O'Neill at soneill@renscochamber.com.

Member Milestones

30 Years

Hannaford Supermarkets

20 Years

Bob Talham, Inc.
TAP, Inc.
Dynamic Systems, Inc.

2018 BOARD OF DIRECTORS

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DEEP HISTORY, EXCITING FUTURE | OCTOBER 23

Manufacturing: A Blueprint for Our Future

Manufacturers employ more than 12 million people in the U.S. and contribute \$2.25 trillion to the U.S. economy annually. Locally, employment in manufacturing jobs is at a 16-year high. Once famous for building train components and fabricating shirt collars, our region is now known worldwide for its chemical, medical, computer and electronic manufacturing, industries transformed by cutting-edge technologies and global markets.

Join the Chamber for a signature event marking National Manufacturing Month and spotlighting the transition from blue collar to new collar jobs. A panel of executives from top companies in the region will give us an insider’s look at today’s high-tech manufacturing, the evolution of its jobs and how these industries are the new engines driving our economy. Come and learn how the factory floors of yesterday have given way to a new generation of tech-trade jobs and opportunities and what this means for your business.



TUE
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Register now at renscochamber.com/events
⌚ Check-in & breakfast 7:30 a.m.; panel discussion 8-9:30 a.m. \$35 members | \$50 walk-in members. Rensselaer Polytechnic Institute’s Heffner Alumni House, 1301 Peoples Avenue Troy. Sponsorships available.

CELEBRATE HOMETOWN SUCCESS | NOVEMBER 01

“Good News” Rensselaer County Awards Luncheon

2018 AWARD RECIPIENTS

International Electronics
Machine Corp.

Kay’s Pizza

Schaghticoke Fair

Stride Adaptive Sports

Wainschaf Associates

Celebrate exceptional businesses that make a significant impact on the region’s economy and quality of life at this year’s “Good News” Rensselaer County Awards. Presented in partnership with Rensselaer County, the “Good News” awards recognize businesses and community organizations that are not only significant achievers in their industries but also community-minded partners who are invested in the success of our region. Meet this year’s award winners, celebrate their success and learn how they are impacting our communities. Sign up today!



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Register now at renscochamber.com/events
⌚ Check-in & luncheon 11:30 a.m.; awards ceremony 12-1 p.m. \$35 members | \$50 walk-in members. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsorships available.

BUILDING A REGIONAL PIPELINE FOR JOBS | NOVEMBER 15

4th Annual Future of Workforce Readiness

Experts agree that workforce readiness — preparing individuals to meet the region’s rising workplace needs — requires collaboration between education and business. How do we develop a strong pipeline of workers for economic prosperity? Find out at the Chamber’s 4th Annual Future of Workforce Readiness: Education & Business Partnerships.

The Chamber is the region’s leading convener of educators, business professionals and key stakeholders working together to affect change and build a strong workforce. Share your own experiences and come away with strategies to be part of the solution. This event is a call to action for our members; we’re seeking your input on shaping

career readiness. Discover the flexible programs and continuum of K-12 education options already underway and how your business can participate in initiatives to engage, educate and prepare students for jobs now and in the future.

We are proud to present this annual event in honor of our late board member Bob Horan, superintendent of the Schodack Central School District, to carry on his vision to create dynamic partnerships between the business and education sectors of our economy with the goal of creating a vibrant, workforce-ready community. Be part of the conversation by attending this exciting event!

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15

Register now at renscochamber.com/events
⌚ Check-in & breakfast 7:30 a.m.; event 8-10 a.m. \$35 members | \$50 walk-in members | \$70 future members. Troy Middle School, 1976 Burdett Avenue in Troy. Sponsored by CSArch.





UPGRADE

your

WORK SPACE

ALBANY
MANAGEMENT



41 STATE STREET
ALBANY



1801 6TH AVENUE
TROY



1873 WESTERN AVENUE
GUILDERLAND



5 COMPUTER DRIVE W.
COLONIE



2 COMPUTER DRIVE W.
COLONIE

CALL TODAY

Karen Laberge (518) 458-7113

albanymanagement.com | officespace@albanymanagement.com

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MANAGEMENT

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your

WORK SPACE



Located in the heart of Downtown Albany's Central Business District, 41 STATE is just steps away from the State Capitol, court houses, City Hall, I-787, I-90, and I-87. 41 STATE provides unparalleled views of the Hudson River Valley, State Street, and Broadway with on-site garage parking. Suites range from **200 to 30,000+** square feet.



Downtown Troy properties include the 1801 6th Avenue Professional Building. Conveniently located near Route 7 and I-87, Albany and Saratoga are a quick trip away. Enjoy close proximity to area colleges, universities, hospitals, and the Hudson River, right here in up-and-coming Downtown Troy. The naturally bright and inviting suites range from **1,200 to 14,700** square feet with views of RPI and the City of Troy.



Computer Park in the Town of Colonie is a professional office park located off Wolf Road and just minutes away from I-87 and I-90. Within the park, Albany Management offers tenants the opportunity to select a suite within any of our ten buildings with spaces ranging from **200 to 15,000** square feet.



Guilderland properties afford tenants downtown visibility with uptown privacy. Located on bustling Western Avenue, the properties at 2592, 2568, and 1873 Western Avenue offer suites ranging from **1,600 to 9,300** square feet.

CALL TODAY

Karen Laberge (518) 458-7113

albanymanagement.com | officespace@albanymanagement.com





ARSENAL PARTNERSHIP

Tom Hartnett Memorial Golf Outing

Monday, September 24, 2018

SPONSORSHIP OPPORTUNITIES

MASTERS SPONSORSHIP (1 available)

\$5,000

Presenting Sponsor of the Event

- Recognition in pre-event promotion and company-provided banner on site during the event
- Announcement to our database welcoming you as our Presenting Sponsor, with a link to your website and a message encouraging them to support your business
- Product placement, advertising, and/or brochure distribution during the event
- Signage on the 1st and 18th holes
- Includes tournament fees for two foursomes
- Access to participant list for "Thank You" mailing
- Includes one foursome for a return visit to Colonie Golf & Country Club

US OPEN SPONSOR (4 available)

\$2,500

- Sponsorship of the awards luncheon
- Recognition in pre-event promotion and company-provided banner on site during the event
- Product placement and/or brochure distribution during the luncheon
- Two hole sponsorships
- Includes tournament fees for one foursome
- Includes one foursome for a return visit to Colonie Golf & Country Club

PGA SPONSORSHIP (6 available)

\$1,000

- Sponsorship of the breakfast and two beverage stations
- Company-provided banner at the breakfast station
- Product placement and/or brochure distribution at registration
- One hole sponsorship
- Includes tournament fees for a twosome

CART SPONSORSHIP: (4 available) Logo displayed on tournament carts during play.

\$600

SCOREBOARD SPONSOR: (6 available)

Product/brochure display & company-provided banner on tournament scoreboard.

\$250

DRIVING RANGE SPONSOR: (6 available)

Product/brochure display & signage on driving range.

\$250

PUTTING GREEN SPONSOR: (6 available)

Product/brochure display & signage on putting green.

\$250

TEE SPONSOR: Signage on one designated hole.

\$150

Our 7th Annual Arsenal Partnership Tom Hartnett Memorial Golf Outing will be held at the Colonie Golf & Country Club on September 24, 2018. The event is named in honor of Tom Hartnett, distinguished attorney and former Partnership Board member who passed away in 2012.

Tournament proceeds will benefit The Michael R. McNulty Center for Veteran Entrepreneurial Activity supporting the creation and growth of veteran start-up companies. The Center provides professional expertise, access to strategic partners, dedicated office space and a variety of resources to ensure these small businesses receive the training and professional development to be successful. Additionally, proceeds will benefit the Leukemia & Lymphoma Society and a college scholarship fund for eligible City of Watervliet High School seniors.

Enjoy an amazing day of great food and golf on one of the finest golf courses in Upstate New York. All sponsorship opportunities are listed above. Please visit our website to register at www.arsenalpartnership.com

Event contact: Kathy Caruso,
(518) 326-5522
kcaruso@arsenalpartnership.com





ARSENAL PARTNERSHIP

Tom Hartnett Memorial Golf Outing

at Colonie Golf & Country Club
141 Maple Road, Voorheesville, NY 12186

Monday, September 24, 2018
12:30 p.m. shotgun start

For information on **player registration**
please visit our website at
www.arsenalpartnership.com

Signature Sponsorships

- | | |
|--|---------|
| <input type="checkbox"/> MASTERS SPONSORSHIP | \$5,000 |
| <input type="checkbox"/> U.S. OPEN SPONSORSHIP | \$2,500 |
| <input type="checkbox"/> PGA SPONSORSHIP | \$1,000 |

For Signature Sponsorships,
please forward your
company's logo to
kcaruso@arsenalpartnership.com

To donate promotional items for the gift bags, please contact Kathy Caruso: kcaruso@arsenalpartnership.com.

Supporting Sponsorships

- | | |
|--|-------|
| <input type="checkbox"/> Cart Sponsor | \$600 |
| <input type="checkbox"/> Scoreboard Sponsor | \$250 |
| <input type="checkbox"/> Driving Range Sponsor | \$250 |
| <input type="checkbox"/> Putting Green Sponsor | \$250 |
| <input type="checkbox"/> Tee Sponsor | \$150 |

If your sponsorship includes golfers to play in the event, or you want to register as a foursome, please list your players' names here (a foursome is \$500):

_____	_____
_____	_____
_____	_____
_____	_____

Raffle Prize

Description: _____ Value: _____

Individual Player

Individual Player Name: _____ Email: _____

- ☐ I am registering for the full event (\$150) ☐ I am registering for dinner only (\$50)
- ☐ I am registering as a veteran (\$99)

Company or Sponsoring Individual Name: _____

Company Contact Name: _____

Address: _____

Phone #: _____ E-mail: _____

Please return this form, with checks payable to: Arsenal Partnership, 44 Dalliba Avenue, Watervliet, NY 12189, or register online at www.arsenalpartnership.com. For any additional information, please call our event contact, Kathy Caruso, at (518) 326-5522.



Making a Difference . . . One Chapter at a Time

Celebrate 50 years of building a literate community with
Literacy Volunteers of Rensselaer County

50th Anniversary Celebration

**Friday, October 5, 2018, 6:00 p.m.
Hilton Garden Inn, Troy**

Join LVORC's Board of Directors, students, volunteers
and staff for an evening of sharing stories.
Enjoy drinks, hors d'oeuvres and a silent auction.

For tickets, visit **www.lvorc.org**

**Literacy Volunteers of Rensselaer County
65 First Street
Troy, N.Y. 12180
(518) 244-4650**

**Our learners can tell you how
Literacy Volunteers of Rensselaer County is
making a difference, one chapter at a time:**

I got a better job and
I'm enrolling in Russell
Sage College. *YK*

Literacy Volunteers and my
great tutor have made me feel
whole again. Thanks to Nina
helping me with reading and
writing I can text my kids for the
first time. I'm also better about
finding my own mistakes. *TR*

In addition to learning English, I'm
learning the DMV book so I can get my
driver license and I'm planning to
attend the culinary arts school. *KH*

c/o LVORC
65 First Street
Troy, N.Y. 12180

10 May 2018

The Honorable Paul Tonko
61 Columbia Street, 4th Floor
Albany, N.Y. 12210

I got my High School
Equivalency and
now I'm enrolled at
Maria College. *RM*

Dear Congressman Tonko:

We are writing this letter as members of Literacy Volunteers of Rensselaer County's EL Civics class in Troy, N.Y. We would like to tell you about how this class has changed our life.

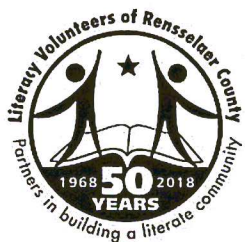
All of us come from different countries, and this class has become our home since the first day we joined. When we came to the U.S., we didn't speak or understand any English. We couldn't do anything by ourselves, even simple things. This class has helped us to integrate better in American society, and understand the rules, laws and life in the U.S.A. We have learned about American culture, history and government. The class has helped us to become more independent and to be more confident.

The EL Civics program provides immigrants and refugees the chance to thrive in America. The class guides us how to find a job here, and how to use American systems. In the future we can have a full understanding of how U.S. policies work.

For those who decide to apply for citizenship, the class gives us information we need to pass the citizenship interview and test. People who return to their homeland can bring with them what they studied here. They can give others a chance to learn about the U.S. Education is a way to make peace between people and between nations.

The EL Civics class will end on May 31, 2018. We ask that you continue to support funding for EL Civics programs and for adult education so that classes like this can continue.

Sincerely,



www.lvorc.org
(518) 244-4650

Lilia Bakalets

Savas Koc

Hasan Razai

Hugues Benissan-Tremblay

Ping Li

Hasan Selcuk

Kodjovi Haden

John Razai



MENU OF MEMBER EATERIES

As of 8.3.2018

Alexis Diner

294 N. Greenbush Rd., Troy, NY 12180
(518) 286-2603
www.alexisdiner.us

Bella Napoli Italian American Bakery

721 River St., Troy, NY 12180
(518) 274-8277
www.bellanapolibakery.com

Birch Hill Catering

1 Celebration Way, Schodack, NY 12033
(518) 732-4444
www.birchhillcatering.com

The Black Bear Inn

310 19th St., Watervliet, NY 12189
(518) 272-9486
www.blackbearvliet.com

Bootleggers On Broadway

200 Broadway, Troy, NY 12180
(518) 874-4475
www.bootleggersonbroadway.com

Brown's Brewing Company, LLC

417 River St., Troy, NY 12180
(518) 273-2337
www.brownsbrewing.com

Carol's Place

536 Pawling Ave., Troy, NY 12180
(518) 271-7700
www.carolstogo.com

Century House

997 New Loudon Rd., Latham, NY 12110
(518) 785-0931
www.thecenturyhouse.com

Country View Diner

855 Hoosick Rd., Troy, NY 12180
(518) 279-1566
www.countryviewdiner.com

Dinosaur Bar-B-Que

377 River St., Troy, NY 12180
(518) 308-0400
www.dinosaurbarbque.com

Dunkin' Donuts

310 Oakwood Ave., Troy, NY 12180
(518) 235-7036
65 Congress St., Troy, NY 12180
(518) 272-4218
69 Main Ave., Wynantskill, NY 12198
(518) 326-0011
www.dunkindonuts.com

Famous Lunch

111 Congress St., Troy, NY 12180
(518) 272-9481
www.famouslunch.org

Franklin Alley Social Club

50 Franklin St., Troy, NY 12180
(518) 326-1972
www.franklinalleysocialclub.com

Illium Cafe

9 Broadway, Troy, NY 12180
(518) 273-7700
www.illumcafe.com

Kay's Pizza

10 Walsh Lane, Averill Park, NY 12018
(518) 674-5413
www.kayspizza.com

Little Pecks

211 Broadway, Troy, NY 12180
(518) 326-3450
www.littlepecks.com

The Little Rice Ball

6 Franklin Pl., Troy, NY 12180
(518) 953-0200
www.thelittlericeball.com

LoPorto Ristorante Caffe

85 Fourth St., Troy, NY 12180
(518) 273-8546
www.loportos.com

Lucas Confectionery

12 Second St., Troy, NY 12180
(518) 326-3450
www.lucasconfectionery.com

Man of Kent

4452 NY Rt. 7, Hoosick Falls, NY 12090
(518) 686-9917
www.manofkenttavern.com

Old Daley Catering

2 Northern Dr., Troy, NY 12182
(518) 235-2656
www.olddaley.com

Park Pub Resturant & Catering

2701 Lavin Ct., Troy, NY 12180
(518) 274-7275
www.park-pub.com

Peck's Arcade

217 Broadway, Troy, NY
(518) 326-3450
www.pecksarcade.com

Plumb Oyster Bar

15 Second St., Troy, NY 12180
(518) 880-2932
www.plumb.bar

POPEYES Louisiana Kitchen

220 Hoosick St., Troy, NY 12180
(518) 273-9085
www.locations.popeyes.com/ny/troy

Recovery Sports Grill

279 Troy Rd., East Greenbush, NY 12061
(518) 461-4057
www.recoverysportsgrill.com

The Restaurant at the Pointe

1 Bell Tower Dr., Watervliet, NY 12189
(518) 250-4525
www.eatatthepointe.com

The Ruck

104 Third St., Troy, NY 12180
(518) 273-1872
www.getrucked.com

SaraBella Pizza

52 N. Greenbush Rd., Troy, NY 12180
(518) 272-7200
www.sarabellapizza.com

Taco Bell

563 N. Greenbush Rd., Rensselaer, NY 12144
(518) 272-6133
www.tacobell.com

Testo's Restaurant

853 Fourth Ave., Troy, NY 12182
(518) 235-0444
769 Pawling Ave., Troy, NY 12180
(518) 326-1177
www.testositalianrestaurant.com

Verdile's of Troy

572 Second Ave., Troy, NY 12182
(518) 235-8879
www.verdile.com

Whistling Kettle

254 Broadway, Troy, NY 12180
(518) 874-1938
www.thewhistlingkettle.com