



# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

COME CELEBRATE HOMETOWN SUCCESS | NOVEMBER 01

## “Good News” Rensselaer County Awards

The Chamber is proud to present the recipients of this year’s “Good News” Rensselaer County Awards, in partnership with Rensselaer County. The awards recognize businesses and community organizations that make a significant impact on the area’s economic vitality and quality of life. These successful award winners represent a cross section of the Rensselaer County business community. Congratulations to this year’s award winners!

good news!

RENSSELAER COUNTY

### 2018 RECIPIENTS



#### International Electronics Machines Corp. | iem.net

Founded 25 years ago, IEM provides transportation safety and security solutions for freight rail, transit, intelligent transportation system, defense and security markets. The company has become a worldwide leader in the development and production of innovative sensor-based systems for the intelligent transportation industry.



#### STRIDE Adaptive Sports | stride.org

A 501(c)(3) non-profit organization, STRIDE Inc. of West Sand Lake provides adaptive sport and recreation experiences to individuals with disabilities, youth and Wounded Warriors. STRIDE utilizes skilled volunteer sports instructors to offer programs in more than 17 different sports at more than 26 locations in Northeastern U.S.



#### Kay's Burden Lake Restaurant | kayspizza.com

Known to its patrons as Kay's Pizza, this seasonal, family-owned business attracts locals and travelers alike to its Averill Park location, thanks to its reputation for great food and great value. Established in 1958, the restaurant celebrates its 60th anniversary this year.



#### Wainschaf Associates, Inc. | waiconstruction.com

Wainschaf Associates is a full-service construction company that has served New York's Capital District for 30 years and is a key partner in the medical and research construction industry. Wainschaf's reputation for integrity, teamwork and commitment to excellence includes working with local towns and cities to bring about responsible growth that benefits communities.



#### The Great Schaghticoke Fair | schaghticokefair.com

Celebrating its bicentennial in 2019, The Schaghticoke showcases the region's rich agricultural heritage and exciting ways to participate in its future. The event takes great pride in being a family fair with hands-on exhibits, shows and experiences to inspire and educate all ages.

“Our winners are significant achievers in their industries and community-minded stakeholders invested in the success of our region,” said Chamber President Kate Manley. “The awards luncheon is an opportunity to learn about these dynamic businesses and network with the award winners.”

THU  
NOV  
01

Register now at [renscochamber.com/events](https://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. Sponsored by MVP Health Care.



LEARN ABOUT OUR DEEP HISTORY & EXCITING FUTURE | OCTOBER 23

## Manufacturing: A Blueprint for Our Future

Manufacturers employ more than 12 million people in the U.S., contributing \$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 top executives will give us an insider's look at today's high-tech manufacturing, the evolution of its jobs and how these industries are driving our economy. Come and learn how manufacturing is spurring new opportunities that can impact your business. Moderated by Hudson Valley Community College TEC-SMART Associate Dean Penny Hill.

TUE  
OCT  
23

Register now at [renscochamber.com/events](https://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 in Troy. Sponsorships available. Contact Maureen McGuinness at 518.687.1244 or [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com).

### MEET OUR PANELISTS

**Sam Chiappone**, Director of Manufacturing Innovation, School of Engineering, Rensselaer Polytechnic Institute

**Martin Gordinier**, President Gurley Precision Instruments, Inc.

**Nolan Pazin**, Plant Manager Saint-Gobain Abrasives, Inc.

**William E. Price III**, COO StemCultures, LLC

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](https://renscochamber.com)

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



@Renscochamber



@RenscoChamber



Rensselaer County Regional Chamber of Commerce



@renscochamber



New Members

**435 Financial Inc.**  
Financial Advisors  
Rep: Jason Bays  
840 Kenwood Avenue  
Slingerlands, NY 12159  
Phone: 518.599.5757  
VISIT [435financial.com](http://435financial.com)

**Berkshire Hathaway HomeServ. Blake/Tammy Esposito**  
Real Estate  
Rep: Tammy Esposito  
1745 Route 9  
Clifton Park, NY 12065  
Phone: 518.833.2168  
VISIT [tesposito.bhhsblake.com](http://tesposito.bhhsblake.com)

**Fresenius Medical Care**  
Dialysis Treatment & Support Services  
Rep: Lane McCarthy  
16 North Greenbush Road  
Troy, NY 12180  
Phone: 518.285.6099  
VISIT [freseniuskidneycare.com](http://freseniuskidneycare.com)

**Lamar Advertising Company**  
Advertising  
Rep: Elisa Hyman  
47 Railroad Avenue  
Albany, NY 12205  
Phone: 518.453.9130  
VISIT [lamar.com/albany](http://lamar.com/albany)

**Nightrider Janitorial Services**  
Janitorial Services  
Rep: Jon Denny  
1158 New Loudon Road  
Cohoes, NY 12047  
Phone: 518.782.9999  
VISIT [teamnightrider.com](http://teamnightrider.com)

**Troy Baseball Expo, Ltd.**  
Non-Profit Organization  
Rep: Ryan Parker  
24 Fourth Street  
Troy, NY 12180  
Phone: 518.330.7973

**Uncle Sam Athletics**  
Fitness Center  
Rep: Jamie Kosowsky  
70 102nd Street  
Troy, NY 12180  
Phone: 518.244.0757  
VISIT [unclesamathletics.com](http://unclesamathletics.com)

**ValuSpace Personal Storage**  
Storage Facility  
Rep: Kim Adami  
850 Hoosick Road  
Troy, NY 12180  
Phone: 518.720.7241  
VISIT [valuspace.com](http://valuspace.com)

**Wynantskill Union Free School District**  
Education  
Rep: Dr. Thomas Reardon  
25 East Avenue  
Troy, NY 12180  
Phone: 518.283.4600  
VISIT [wynantskillufsd.org.com](http://wynantskillufsd.org.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](mailto:emcgarry@renscochamber.com).

Member News

**Empire State Development** is hosting a state-wide Global NY Export Promotion Tour, arriving in the Capital District on October 19. Experts from Global NY’s offices in Canada, Mexico, Europe (U.K.), South Africa, Israel and China will talk in-depth about how to do business in foreign markets, take questions and consult one-on-one. Go online to schedule a consultation. VISIT [esd.ny.gov/global-ny-tour](http://esd.ny.gov/global-ny-tour)

**The Sage Colleges** are working with **Rensselaer County Department of Health** to train nursing students to recognize the warning signs of opioid overdose and to administer naloxone in order to save lives. Since 2016, Sage has educated more than 200 nurses and the college’s entire nursing faculty in this opioid program. VISIT [sage.edu](http://sage.edu)

**Capital Roots** opened its 54th community garden at 47 Cayuga Street in Cohoes. The once abandoned lot is now a neighborhood green space with room for 20 families to grow their own organic produce starting with the 2019 growing season. VISIT [capitalroots.org](http://capitalroots.org)

**Northern Rivers Family of Services** promoted Matt Waskiewicz to director of Home and Community-Based Services for the organization. He will oversee the team that provides Medicaid-funded habilitative and support services to children throughout 17 upstate counties. VISIT [northernrivers.org](http://northernrivers.org)

**CAP COM Federal Credit Union** launched a cutting-edge mobile engagement channel that increases card security for its 150,000 members. Working with leading global technology partners, the credit union created a single platform for members that integrates its online and mobile banking systems while safeguarding member funds and transactions. VISIT [capcomfcu.org](http://capcomfcu.org)

**The Albany Academies** appointed Christopher J. Lauricella as the new head of school. An independent school educator since 1994, he was the former head of school at The Park School in Buffalo, where he served for 10 years. His experience spans public and private schools and includes teaching, administration, educational research, curriculum development and more. VISIT [albanyacademies.org](http://albanyacademies.org)

**Teal, Becker & Chiaramonte** (TBC) named Ali R. Anechiarico as the firm’s marketing manager, responsible for marketing initiatives to grow the TBC brand and expand its customer base. She will work with shareholders, partners and staff to assist with business development efforts throughout the region. VISIT [tbccpa.com](http://tbccpa.com)



**Flowers by Pesha** celebrated a grand opening at “The News,” 501 Broadway in downtown Troy. The award-winning shop offers fresh flower arrangements, balloons, candles and gourmet chocolates. VISIT [flowersbypesha.com](http://flowersbypesha.com)



A first-phase extension of **The Uncle Sam Trail** for cyclists and pedestrians was completed on Front Street along the Hudson Riverfront in Troy. VISIT [chbny.com](http://chbny.com)



**SaraBella Pizza** opened its newest location at 52 North Greenbush Road in Troy. Family-owned and operated for 19 years, SaraBella offers authentic brick oven pizza and a full menu, including business specials and school discounts. VISIT [sarabellapizza.com](http://sarabellapizza.com)



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

EventsCalendar 2018

OCTOBER

**THU OCT 11** **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 OCT 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.*

NOVEMBER

**THU NOV 01** **“Good News” Rensselaer County Awards Luncheon**  
Join us as we honor this year’s recipients: International Electronic Machine Corp., Kay’s Pizza, Schaghticoke Fair, STRIDE Adaptive Sports and Wainschaf Associates, Inc.

☎ **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. *Sponsored by MVP Health Care.*

**THU NOV 15** **4th Annual Future of Workforce Readiness: Education & Business Partnerships**  
Workforce development requires smart and innovative collaboration to train a pipeline of job-ready workers. Find out how you can be part of the solution to benefit your own business.

☎ **Check-in & breakfast 7:30 a.m.; event 8-10 a.m.** \$35 members | \$50 walk-in members. Troy Middle School, 1976 Burdett Avenue in Troy. *Sponsored by CSArch.*

**TUE NOV 27** **Member Benefits Breakfast**  
Designed for new and current Chamber members and their employees. Maximize your investment by discovering all of the advantages of membership. Get to know your Chamber!

☎ **Check-in & breakfast 7:30 a.m.; benefits overview 8-9 a.m.** No cost for members; RSVPs requested. Doane Stuart School, 199 Washington Avenue in Rensselaer. *Sponsored by Thomas K. Judd & Associates.*

A LOOK AHEAD

- » **36th Annual Troy Victorian Stroll**  
12/02/2018
- » **Holiday NetworkingPlus Luncheon**  
12/13/2018

**Sponsorship Opportunities Available!**  
Contact Maureen McGuinness at 518.687.1244 or [mmcguinness@renscochamber.com](mailto: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](mailto: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.*

THU  
JUL  
26



**Register for Events:**  
[renscochamber.com/events](http://renscochamber.com/events)



### NEW CHAMBER INITIATIVE

## Workforce + Economic Development = WE Advance



Welcome to **WE Advance**, the Chamber's enhanced program that joins our economic development efforts with a committed focus on workforce readiness. Effective economic development can only occur when there is a skilled workforce to support business growth and expansion. **WE Advance** represents the power of the Chamber to bring together partners in both sectors to declare our region open for business and to secure a robust economy.

Under the **WE Advance** brand the Chamber continues its important work as a leading economic development resource for businesses, connecting them with the people and information they need to start up, expand or relocate in the region. Workforce development has long been part of our economic advancement efforts and we are renewing our commitment to help you solve the challenge of finding skilled workers today and in the future. **WE Advance** strives to do this by meeting immediate recruitment and training needs, developing a sustainable pipeline of job-ready talent and fostering creative collaborations between business and education. Our members gain a well-trained workforce, our region retains up-and-coming talent and our young people find rewarding career paths.

In all of these efforts, **WE Advance** places the emphasis on "WE." The best strategies and solutions will come from your input about the specific workforce readiness and economic development challenges you face. Together, **WE** will **Advance**. Contact Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com) or 518.687.1244.

## Providing Members with Complete Resources

### Economic Development

The Chamber's **WE Advance** connects businesses and organizations to resources for site locations, funding, incentives and more. We make municipal connections and we keep members apprised of timely information that could affect their business. **WE Advance** promotes workforce development to keep employees' skills competitive in a changing marketplace and provides a platform for CEOs to discuss workplace challenges and solutions. We help coordinate ribbon cuttings and groundbreakings to raise the public profile of businesses and provide letters of support for members that open doors to new opportunities.

### + Workforce Readiness

**WE Advance** works with agencies to assess skills gaps and provide training for people looking to re-enter the workforce by matching them with the needs of businesses. We connect K-12 schools, colleges and universities with businesses to find ways to build a strong pipeline of job-ready workers. Additionally, **WE Advance** is advocating for coding classes in schools and will host an upcoming interactive career fair for middle schoolers. We foster career exploration, job shadowing and internship opportunities in a wide range of industries and we partner with Questar III BOCES to produce videos that encourage students to pursue careers in the trades. Be part of the solution by participating in the **4th Annual Future of Workforce Readiness: Education & Business Partnerships** (see page 6 article).

### INSPIRING A NEW GENERATION

## October 5th is National Manufacturing Day



Manufacturing Day® is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Set annually on the first Friday in October, Manufacturing Day can morph into a week or even a month-long calendar of special events. The mission is unwavering: **address** skilled labor shortages and collective challenges in a coordinated effort; **connect** with future generations by opening your doors and

demonstrating rewarding career opportunities; **take charge** of the public image of manufacturing by drawing attention to its economic and social significance; and **ensure** ongoing prosperity of the whole industry and its contribution to the U.S. economy. For the Chamber, this national spotlight is a great opportunity to recognize our own successful manufacturing members and introduce some of them to our readers in this month's newsletter and in future issues.

## MEET OUR MANUFACTURERS

## Demand Heats Up for Troy Boiler Works & Evoworld

The Okonski Family operates their manufacturing businesses at the intersection of history and revolution. Presiding over Troy Boiler Works Inc., founded in 1863, and Evoworld Inc., a producer of cutting-edge wood-burning heating systems, the Okonski's continue to stoke the success of a venerable manufacturing tradition while firing up next-generation, sustainable heating systems that are carbon neutral.

"The home of the American industrial revolution is also the home of the American energy revolution," said Lou Okonski (photo, at center), CEO and partner for Evoworld. "We are proud to bring top-performing biomass boilers to the United States and deliver a new, economical and green heating alternative for homeowners, businesses and institutions. We love biomass!"

Accepted under NYSERDA Cleaner Greener Community and by Renewable Heat New York's Eligible Technology List, Evoworld products are manufactured in Troy. So are Troy Boiler Works' famed product line of pressure vessels, heat exchangers, hoppers, piped skids, holding tanks, stacks, breaching and large variety of structural fabrications for industrial and commercial end users and resellers. An ASME code shop, Troy Boiler Works has a long history of serving the metal fabricating and repair needs of clients in the northeast and U.S. The company has also shipped fabricated equipment to Europe and the Middle East. VISIT [troyboilerworks.com](http://troyboilerworks.com) and [evoworldusa.com](http://evoworldusa.com)



### MEET OUR INVESTORS:

#### Visionary



Rifenburg is one of upstate New York's oldest and largest family-owned construction firms. Specializing in earth moving and restoration of all kinds, Rifenburg makes quick work of landfill expansions and closures, site work, highway and bridge expansion and utility installations. Since 1958, Rifenburg satisfies customers with dedication to projects, an emphasis on safety and the ability to take on big challenges while getting the job done on time and on budget.

VISIT [rifenburg.com](http://rifenburg.com)

#### Champion

**BBLCompanies**



### LOOKING FOR A SMART INVESTMENT?

With the Chamber's **WE Advance** program you can invest in the success of our regional business community. In conjunction with the Rensselaer County Industrial Development Agency and the Center for Economic Growth, we serve as a catalyst for businesses starting up, expanding, or looking to make a profitable move.

Our high-impact marketing attracts regional, national, and international attention to our county's dynamic quality of life and thriving business environment. Join the Chamber in this economic and workforce advancement initiative.



#### CONTACT:

President Kate Manley  
[kmanley@renscochamber.com](mailto:kmanley@renscochamber.com)  
ph: 518.274.7020

Economic Advancement & Member Relations Manager  
Maureen McGuinness  
[mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com)  
ph: 518.687.1244

"**WE Advance**" is published quarterly. Submissions considered for publication based upon content and space availability.





**Offering a complete scope of services since 1973, BBL Construction Services is proud to be a top-rated, national design-build, general contractor and construction management firm, deeply involved and engaged in the communities where the company works.** Employing more than 300 construction, design and management professionals, BBL is a recognized industry leader, earning the number one position on the *Albany Business Review's* List of Top Contractors and ranked among *ENR New York's* Top Contractors in the state. BBL delivers a wide range of construction projects for health care, hospitality, financial institutions, multifamily and student housing, commercial office, higher education, government, retail and industrial clients.

**“BBL stands by our work, honors our commitments and provides a delivery process that saves our clients time and money while never sacrificing our commitment to high quality construction on all of our projects.”**

— Kevin Gleason, President, BBL Construction Services

BBL’s reputation as the go-to contractor in the region is built upon a solid foundation of long-established trust with their clients and partners, many of whom are repeat customers. All BBL projects begin with a common goal of client satisfaction. Experienced professionals, teamwork, quality services and integrity are hallmarks of the company. “BBL stands by our work, honors our commitments and provides a delivery process that saves our clients time and money, while never sacrificing our commitment to high quality construction on all of our projects,” said Gleason.

VISIT [bblinc.com](http://bblinc.com)

## MEET OUR MANUFACTURERS (cont’d)

### Taconic Biosciences Works to Improve Human Health

Taconic Biosciences is a leading breeder and supplier of laboratory animals, working with scientists to improve human health through more predictive and relevant research models. For more than 65 years, Taconic has had a single mission — to accelerate advancements in research by providing its customers with the best animal model solutions. Combining top performing models, exclusive technology, industry-leading expertise and customized programs, Taconic assists researchers to discover greater insights into diseases and treatments.

At its core, Taconic Biosciences is a family business that has built its reputation by staying true to its founding values of integrity, quality, commitment to its employees and customers, and ethical animal care and use. From its beginnings in founder Robert K. Phelan’s garage in 1949, Taconic has grown into a global biosciences corporation with more than 1,300 clients in nearly 50 nations.

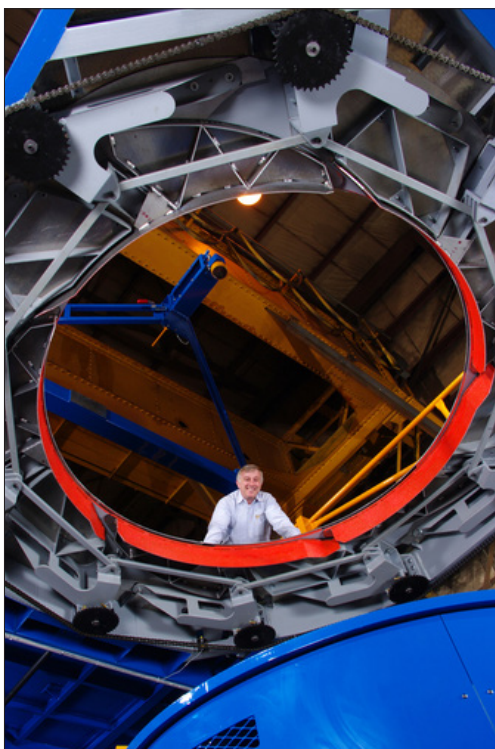
Over the years, Taconic pioneered the commercialization of germ-free mice and was the first commercial breeder to receive full accreditation from the American Association for the Accreditation of Laboratory Animals. Taconic spearheaded the establishment of the Global Alliance for Laboratory



Animals Standardization and set the standard for industry quality with its International Health Monitoring System, an enduring health quality program for mice and rats. Along the way, Taconic grew from a single facility with six employees to a network of facilities and lab sites in the U.S. and Europe, employing more than 700 people.

Taconic views customers as partners in its mission to improve health. Through dedicated teams of scientific and project management professionals, Taconic Biosciences works with clients to design and execute project plans, driving critical research forward. Working with the scientific community, Taconic continues to design and develop the best models in order to have the greatest impact on human health. VISIT [taconic.com](http://taconic.com)

### Zwack, Inc. Defines Innovative Manufacturing



**It began in 1970 with a manufacturing job for a single, primary customer. Today, Zwack, Incorporated provides clients worldwide with engineering, design and manufacturing innovations for custom machinery, equipment and technology, driving the success of their customers.** Zwack, Inc.’s more than 40 employees serve an array of industries, municipalities, Fortune 500 companies and businesses of all sizes with manufactured products that range in complexity. From highway sand and salt spreaders, firefighting equipment and generator frames to paper mill frames, large magnet winding machines and even a proprietary cold-fusion process for the manufacture of copper, Zwack, Inc. builds the machinery that makes businesses run.

“Our products are in use throughout the U.S., Canada, Europe and Asia,” said Frank J. Zwack Jr., president (photo). “Whatever is needed to get a job done, we design, manufacture and deliver it. It’s a testament to our commitment to solid craftsmanship, economic value and successful adaptation of ever-changing technology.”

A committed sponsor and supporter of manufacturing and technology programs for many local schools and colleges, Zwack, Inc. is a globally focused company that is locally grounded with a firm dedication to its community. The family-owned company, encompassing four generations, builds community alliances through employment opportunities and ongoing vendor relationships. VISIT [zwackinc.com](http://zwackinc.com)

### Old World Provisions: “From Our Oven to Your Table”

**At Old World Provisions, it’s all about creating the best eating experience. With four generations of knowledge, this family-owned business is recognized throughout the food industry for its premium quality products and delicious flavors.** Manufacturing all of its own products, Old World Provisions offers a full line of authentic New York delicatessen and specialty sausages using family recipes and meticulous craftsmanship, such as natural wood smoking, oven roasting and water kettle sous vide. The company serves retail and food service customers with whole-muscle and pre-sliced proteins that can be customized and made available for brand collaboration.

Old World Provisions buys its proteins through global and domestic farm partners and has long-term relationships with its suppliers. “We source the highest quality protein and ingredients to make healthy and delicious food,” said President Mark Shuket. “With Old World Naturals, our collection of all-natural craft deli products, we honor our heritage while introducing sustainable ideals, such as organic and grass-fed proteins, into old New York deli traditions.”

Old World Provisions works with customers to build protein programs to compete in today’s marketplace and customizes sourcing to fit deli program needs. With a network of expert meat



and poultry buyers, the company can source a variety of proteins. “We are an experienced team committed to the food industry and building conscious and sustainable business practices,” said Shuket. “We work with partners who share our mission to support consumer health and the health of our planet.”

VISIT [eatnaturaldeli.com](http://eatnaturaldeli.com)



CONNECT FOR SUCCESS | OCTOBER 11

Meet Your Next Lead at NetworkingPlus

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 attendees receive purposeful networking for success. These events are a fun and effective way to focus your networking efforts among fellow Chamber members. Remember to bring plenty of business cards as all attendees get equal time to spread their message during table rotations. Spend your lunch time getting connected to success!



**THU OCT 11** Register now at [renscochamber.com/events](https://renscochamber.com/events)  
⌚ 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.



HONORING EXCELLENCE

Annual Van Rensselaer Awards a Success



Denis J. Nally Photography

Thank you to everyone who made the 2018 Van Rensselaer Awards Dinner a successful celebration of excellence in the regional business community. This year’s recipients were Capital District Transportation Authority, Van Rensselaer Corporate Award; Mosaic Associates Architects, Van Rensselaer Small Business Award; and Wallace Altes, Edward H. Pattison “The Ebbie” Citizenship Award. Sponsored by:



HIGH-IMPACT EXPOSURE

Stroll Sponsors & Donors Get Noticed

The 36th Annual Troy Victorian Stroll on Sunday, December 2, will attract almost 30,000 visitors from throughout the Northeast, bringing in nearly \$1.5 million in revenue to downtown Troy. This event is a great opportunity to promote your business or non-profit organization. The Stroll is presented by the Chamber and is funded entirely through the generosity of local businesses. For more information, please contact the Chamber at 518.274.7020. VISIT [victorianstroll.com](https://victorianstroll.com)



Check Out This Chamber Benefit

Here’s a quick reminder of an important benefit we offer to you and all of your employees. For additional member benefits, VISIT [renscochamber.com](https://renscochamber.com).

✓ CERTIFICATES OF ORIGIN

Did you know that only chambers of commerce can legitimately issue a certificate of origin? Our Chamber is here to issue, sign and stamp certificates of origin at no charge to members in good standing. Certificates of origin are prepared by exporters to verify the origins of overseas exports and are required by law. Fraudulent certificates can lead to exports being rejected at ports, fines and other penalties. Trust the Chamber to help your business succeed and save you money. VISIT [renscochamber.com/cost-saving-benefits](https://renscochamber.com/cost-saving-benefits)

CHAMBER MEMBER

spotlight

Wojeski & Company CPAs, PC is a full-service, regional accounting firm based in East Greenbush. The firm provides audit, tax and consulting services to a broad range of clients, including small businesses, business owners and nonprofits. Wojeski & Company has particular expertise in mergers and acquisitions, as well as a strong reputation for high quality standards, integrity and professionalism.



“We pride ourselves on being true business partners to our clients and we are available to assist with financial decisions year-round,” said David Wojeski, the firm’s founder and managing partner (at left in photo). “Right now, with the recently enacted federal tax reforms, we are spending much of our time advising clients on the implications of the new regulations and helping them with tax planning strategies to mitigate the impact of the change. Our clients rely on us to navigate changing environments, allowing them to focus on their business. Their success is our success.”



The firm is in its 27th year of operation and employs more than 30 staff members. These individuals are known as “accountants with personality,” go-getters and trendsetters who are active and involved in the office, in their profession and in their community. In

2017, Wojeski & Company was awarded the Chamber’s Van Rensselaer Small Business Award in recognition of its contributions to the region’s quality of life, particularly the firm’s charitable work with underprivileged youth.

Wojeski & Company provides tax services including business and individual tax planning, tax return preparation, strategic tax advice and trust and estate planning. The firm’s audit and accounting services assist clients with financial statement audits and reviews; compliance reporting; internal audits and evaluation; internal control design, review and reporting; and transactional assistance.

In addition, clients can access Wojeski & Company’s array of consulting services, such as mergers and acquisitions, business planning, succession planning, strategic and operational consulting, CFO-level advice and more.

Wojeski & Company CPAs, PC  
75 Troy Road | East Greenbush, New York 12061  
Ph: 518.477.1102 | [WOJESKICO.com](https://WOJESKICO.com)

To purchase a Spotlight, contact Economic Advancement & Member Relations Manager Maureen McGuinness at [mmcguinness@renscochamber.com](mailto:mmcguinness@renscochamber.com).

News from The Leadership Institute

The Leadership Institute’s Class of 2019 participated in an orientation retreat at Camp Chingachgook in Lake George. This year’s dynamic group of professionals are learning to expand their leadership and business skills from a faculty of senior-level business executives through monthly sessions. VISIT [renscochamber.com](https://renscochamber.com)



**Gregory Hanselman ‘18** (left), started a new position as Guest Services Specialist at Pioneer Bank. He was previously with KeyBank. VISIT [pioneerbank.com](https://pioneerbank.com)



**Greg Powell ‘17** (right) is the new Vice President, Commercial Banking | Sr. Relationship Manager at M&T Bank. VISIT [mtb.com](https://mtb.com)

Submit your Leadership Institute alumni news to Communications & Web Strategies Manager Staci O'Neill at [soneill@renscochamber.com](mailto:soneill@renscochamber.com).



Member Milestones

50+ Years

The Sage Colleges

20 Years

Yonder Farms

15 Years

id29

10 Years

Spa Broadway at the White Sands

2018 BOARD OF DIRECTORS

NICOLE STEIN, Board Chair\*  
SEFCU

JOHN M. AHEARN\*  
Rifenburg Construction, Inc.

EDWIN C. ANKER IV, AIA  
CSArch Architecture | Engineering |  
Construction Management

KELLI ARNOLD\*  
KeyBank, NA

JERILEE BEAUDOIN  
Pioneer Bank

VICTORIA CAROSELLA BAECKER\*  
CDPHP

SCARLET CLEMENT-BUFFOLINE  
St. Peter's Health Partners

LISA DESPART  
AWCPlus

BETTY DIMARIA  
Wojeski & Company CPAs, P.C.

MICHAEL E. GINSBERG, ESQ.\*  
Pattison, Sampson, Ginsberg & Griffin, PLLC

LAUREN GROFF\*  
Groff NetWorks, LLC

HOWARD GROSS\*  
eBizDocs

SUSAN KAMBRICH\*  
Woodland Hill Montessori School

ANDREW KINERSON  
Gettysburg Flag Works, Inc.

GEORGE E. LaMARCHE III, ESQ\*  
LaMarche Safranko Law, PLLC

JOHN MILLET\*  
Bouchey & Clarke Benefits, Inc.

CHRISTOPHER NOLIN  
Rensselaer Polytechnic Institute

KATE OTIS

DENISE PADULA\*  
Alchar Printing

RATNA RANDIVE  
The Kaleel Jamison Consulting Group, Inc.

STEVEN SPANO  
Center for Internet Security

JOHN TANNER III  
Spectrum Reach

PAUL VON SCHENK, CIC  
AMSURE

DR. DONNA WATSON  
Enlarged City School District of Troy

\* Executive committee members.



90 FOURTH STREET, STE. 200 | TROY, N.Y. 12180  
RENSCOCHAMBER.COM

Market. Develop. Connect.

PRSRT STD  
U.S. POSTAGE  
PAID  
ALBANY, NY  
PERMIT NO. 164

OPEN ENROLLMENT COMING IN NOVEMBER

Mark Your Calendar for Health Insurance Sessions

The month of November is an open enrollment period for health insurance through the Chamber, available to all members in good standing and their employees. Bouchey & Clarke Benefits, Inc., the Chamber's health benefits administrator, and regional insurance carriers are ready to present 2019 rates and plan designs. Now is the time for you and your employees to get information about money-saving options.



"Our team of experts works with Chamber members to implement successful employee health benefit programs," said John Millet, CPA, president of Bouchey & Clarke Benefits, Inc. "Members access our vast experience and resources to supplement their HR and bring greater value to their organization's benefits."

Chamber members can choose the right health plan to fit their company's needs and budget from among HMOs, high-deductible health savings accounts, transitional EPOs and more. Bouchey & Clarke's experts understand the needs of businesses. They'll help you navigate options for 2019 and find a plan that brings affordable value to your employee benefits package and helps attract and retain quality workers. Start leveraging the power of the Chamber's partnership with Bouchey & Clarke to find HR solutions that work for your business.

Plan to drop by during our enrollment Open House Sessions (see below). Representatives from Bouchey & Clarke and insurance carriers will be on hand to discuss plans with you and your employees. Contact Bouchey & Clarke at 518.720.8888.



Chamber Health Insurance Open Enrollment Sessions

🕒 Thursday, November 1 from 1-4 p.m. and Tuesday, November 13, from 9:30 a.m.-12:30 p.m. Held in the Chamber's first-floor conference room. Hosted by the Chamber and Bouchey & Clarke Benefits, Inc.

OPEN ENROLLMENT  
AT-A-GLANCE

- New benefits/rates take effect on January 1, 2019
- Enrollment deadline is December 1, 2018
- New ID cards will be issued for anyone changing or joining a plan for January 1
- Under MVP Health Care, dependents are covered through age 26; age 30 with an available rider
- Pediatric Dental Coverage is required for all dependents through age 19 (waivers are available)
- All COBRA subscribers have the same opportunities to make changes
- Convenient monthly ACH billing/processing is available
- Remember your 2018 CDPHP Lifepoints/MVP Wellness credits

HELP BUILD A PIPELINE FOR JOBS | NOVEMBER 15

The 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. We are inviting YOU to join the search for solutions to the region's workforce challenges. We're seeking:

- » Business leaders and HR representatives interested in developing job-ready workers in their industries
- » Companies looking for ways to partner or engage with K-12 education
- » Educators committed to helping students prepare to enter the workforce in various industries
- » Non-profit organizations involved in education advocacy

We'll start this important event with an overview of our workforce initiative and its impact on businesses and education. Attendees will then have an opportunity to participate in small group discussions with business leaders and educators. Share your own experiences and come away with helpful strategies and new professional connections. This event is a call to action for our members; we're seeking your input on shaping career readiness. By coming together and collaborating we can continue the conversation to affect change.



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



Register now at [renscochamber.com/events](https://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.





Chamber  
Members  
1 Month  
Free!

# UPGRADE

*your*

## WORK SPACE

**ALBANY**  
**MANAGEMENT**

FOR  
LEASE



**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](http://albanymanagement.com) | [officespace@albanymanagement.com](mailto:officespace@albanymanagement.com)

**ALBANY**  
**MANAGEMENT**



# UPGRADE

*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](http://albanymanagement.com) | [officespace@albanymanagement.com](mailto:officespace@albanymanagement.com)







# Focus on your **Business** Not your **Infrastructure**

# TURNKEY INTERNET

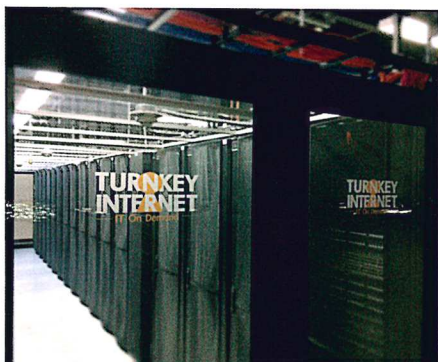
— IT On Demand —

## DATA CENTER & CLOUD SOLUTIONS

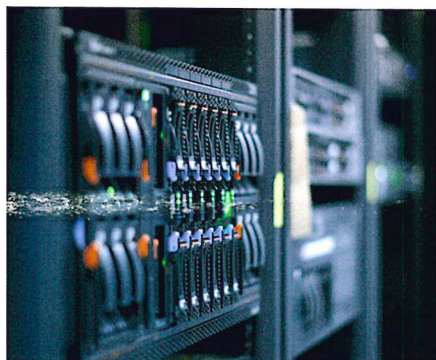
Founded in 1999, TurnKey Internet, Inc. is Albany's full-service Cloud Hosting Solutions provider with Data Centers in New York and California specializing in Infrastructure as a Service to clients in more than 150 countries. We provide the servers, the network, the Data Center, and the expert staff to ensure that you can focus on what you do best - running your business.

- 👤 **LOCALLY OWNED & OPERATED**
- 👤 **100% UPTIME GUARANTEE**
- 👤 **REDUNDANT POWER / COOLING / NETWORK**
- 👤 **SSAE-18 SOC 1 & 2 CERTIFIED**
- 👤 **24/7 ON-SITE LOCAL STAFF**
- 👤 **HITRUST CERTIFIED HIPAA COMPLIANT**

### ENTERPRISE COLOCATION



### CLOUD & DEDICATED SERVERS



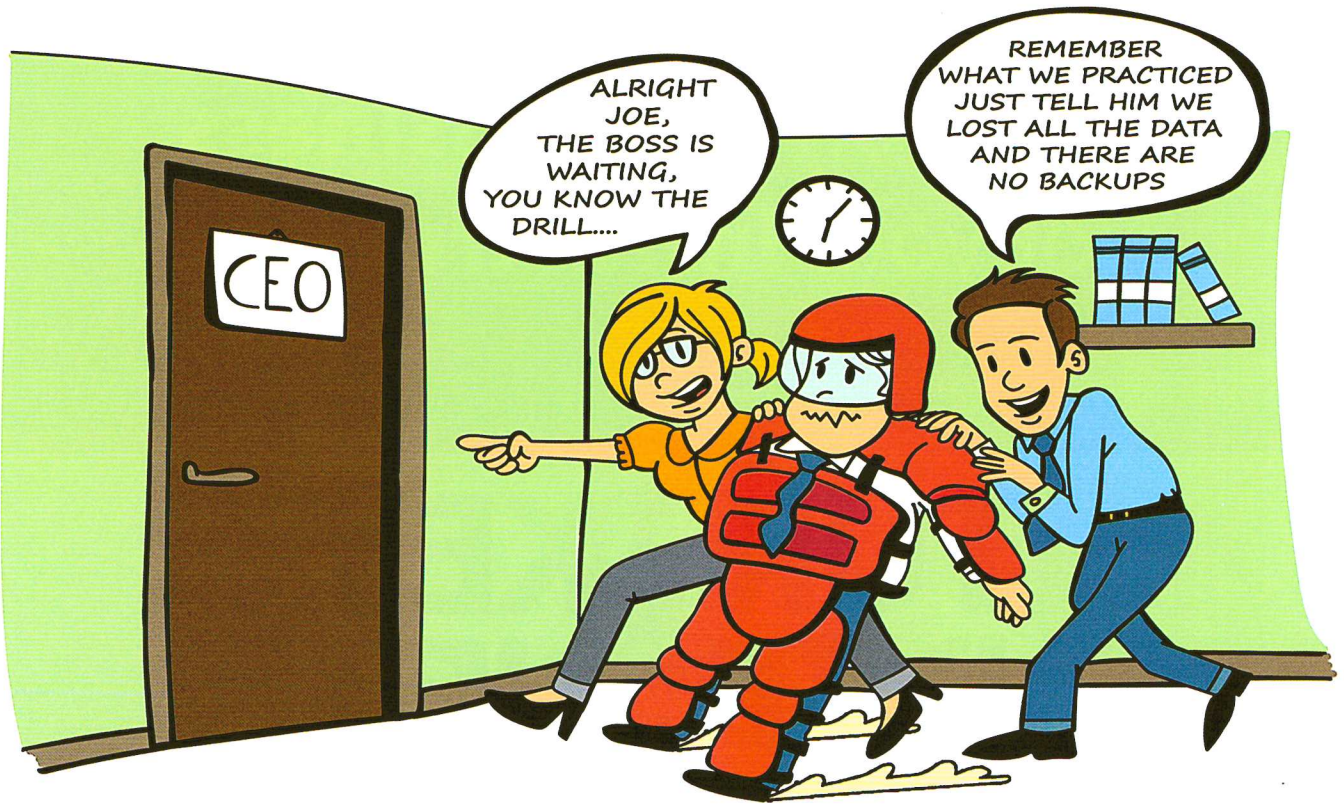
### DISASTER RECOVERY



**TURNKEY INTERNET**

**WWW.TURNKEYINTERNET.NET | SALES@TURNKEYINTERNET.NET | (518) 618-0999**





## WHAT HAPPENS WHEN YOU GAMBLE WITH YOUR COMPANY'S DATA AND DISASTER STRIKES?

Is your company gambling with your data and future? Do you have a *Disaster Recovery Plan*? Traditional backups still leave you with the time-consuming task of restoring data that is often incomplete, as well as needing to recover or replace your company's entire IT infrastructure.

### DON'T GAMBLE - Be prepared when IT disasters strike



- Ransomware

- Hackers



- Careless Employees

- Fire / Water Damage



- Aging & Failed Hardware

- Software Corruption



TurnKey Internet is Albany's only Tier IV featured Data Center providing 100% guaranteed uptime. TurnKey Internet offers Colocation, IT Infrastructure, New York to California replication, on-premise 24x7 expert local staff, and the cloud solutions to help your business succeed.

TurnKey Internet's DRaaS (Disaster Recovery as a Service) solution offers live Cloud Replication for your on-premise IT infrastructure to our Tier IV featured Data Center in a secure virtualized hybrid environment that is instantly available and securely accessed remotely from anywhere.



Learn more by visiting:  
[www.TurnKeyInternet.net/myplan](http://www.TurnKeyInternet.net/myplan)



FOR LEASE

# RELOCATE

## YOUR WORK SPACE

200 Broadway, Troy

**Free  
Parking!  
Call Now!**



**Call Today!**

**Jesse Tranvaag**

**office: (518) 587-7600**

**cell: (518) 516-8360**

**[www.hendrickhudsontroy.com](http://www.hendrickhudsontroy.com)**

**WSM**

West Side Management of Saratoga, LLC

