



# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

FOUR-PART TRAINING SERIES IN MAY & JUNE

## Minority & Women-Owned Business Enterprise

### Series At-a-Glance

**Dates:** May 23, May 30, June 6 and June 13 (four consecutive Thursdays).

**Time:** Check-in and networking 7:30 a.m.; training 8-9 a.m.

**Location:** The Chamber's first-floor conference room, 90 Fourth Street in Troy.

**Cost:** \$10 per person, per session.

**Register at:** [renscochamber.com/events](http://renscochamber.com/events) or by contacting Rachael Murray at [rmurray@renscochamber.com](mailto:rmurray@renscochamber.com) or 518.687.1238

*Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Kate Baker at 518.380.5073 to make arrangements. Services are extended to the public on a nondiscriminatory basis.*

Sponsored by



Presented by



The Rensselaer County Regional Chamber of Commerce, in partnership with the Small Business Development Center (SBDC) at the University at Albany, presents an **MWBE Contractor Training Series**, a timely and cost-effective training opportunity hosted in the Chamber's first-floor conference room.



The minority and women-owned business program is designed to assist the growth and development of businesses owned and controlled by women and minority groups. An important activity of the program is to increase the participation of those businesses in the procurement activities of New York State. An ongoing, independent business owned, operated or controlled by minority-group members and/or women is eligible for certification. The ownership must be real, substantial and continuing.

This four-part training series, offered in weekly sessions, is designed for certified and pending certification MWBE businesses and is funded in part through a cooperative agreement with the U.S. Small Business Administration. Register for one or as many as you prefer. The presentations will be led by SBDC Senior Business Advisor Kate Baker. The sessions are:

#### Class 1 (May 23) — Business Planning for Government Contracting

Learn how to adapt your business model and cash flow management to reflect the needs of government contracts and sub-contracting. Topics will include developing a capability statement, adjusting cash flow and developing a portfolio.

#### Class 2 (May 30) — MWBE Best Practices

Learn best practices for managing business operations, finances and sales pipelines. Discover how to avoid the potential pitfalls of growth and maintain a positive relationship with procurement officers.

#### Class 3 (June 6) — Accounting for Government Contracting

An overview of accounting best practices for government contracting, including requirements for state and federal accounting reports. Learn how to properly understand financial statements, estimating, job costs, billing, collections and dispute resolution.

#### Class 4 (June 13) — Finding Your Niche

An overview of how to utilize your MWBE certification in the sales process, including how to identify contracting opportunities, respond to an RFP and write a winning proposal.

ASK A BOARD MEMBER:

### Construction Outlook

**Scott Wiley** is Vice President and Owner of Hoosick Valley Contractors. Scott oversees the day-to-day operations of the company including estimating, project management and resource allocation. Hoosick Valley Contractors is a commercial construction

company providing expert general contracting services for new builds and renovations in the Capital District and surrounding areas for more than 40 years.



#### Q » What is the current climate of the construction industry in our region?

**A »** Construction spending is expected to continue to grow in 2019, but at a smaller rate than in 2018. Currently, both public and private construction markets are thriving in our region, due to economic optimism and investment.

#### Q » What are construction trends right now and what do you expect to see in the near future?

**A »** A labor shortage is being felt across the industry as companies compete to hire and retain enough workers to keep up with the demand for construction. Another big item to keep an eye on is the price of construction materials, such as steel and aluminum, due to uncertainty in the current political environment regarding trade agreements and tariffs. Both of these trends will drive up construction prices across the boards.

#### Q » How does Hoosick Valley Contractors respond and grow within the industry?

**A »** At Hoosick Valley Contractors, it is our team that sets us apart from the competition. We invest a lot of time into growing and developing our people and our value-driven corporate culture so that we are able to provide the highest level of service to our clients. Our team has a strong mix of experience, combining the knowledge and reliability of those who have been with the company for decades with the fresh perspective and versatility of those newer to the organization. This combination of talent creates a unique dynamic that we apply to every project.

*Ask a Board Member is a monthly Q&A featuring members of the Chamber's Board of Directors.*

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

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 Rensselaer County Regional Chamber of Commerce  
 @renscochamber

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THE RENSSELAER COUNTY REGIONAL CHAMBER OF COMMERCE PRESENTS ITS  
**119<sup>TH</sup> ANNUAL DINNER**  
*{with a twist}*  
**& BUSINESS EXPO**  
**THURSDAY, MAY 9, 2019**  
FRANKLIN PLAZA BALLROOM, TROY, NEW YORK

PRESENTING SPONSORS  
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FINANCIAL SERVICES, LLC





Welcome  
New Members

**CHA Consulting, Inc.**  
Construction Management  
Engineers  
Rep: Jeremy Martelle  
3 Winners Circle  
Albany, NY 12205  
Phone: 518.453.3931  
VISIT [chacompanies.com](http://chacompanies.com)

**The Juice Plus + Company**  
Health & Wellness Products  
& Services  
Rep: Janet Hamel  
Phone: 518.424.1964  
VISIT [jhamel.juiceplus.com/us/en](http://jhamel.juiceplus.com/us/en)

**The Killoe Group**  
Consultants  
Rep: Michael Buckley  
433 State Street  
Fourth Floor  
Schenectady, NY 12305  
Phone: 518.203.3799  
VISIT [thekilloegroup.com](http://thekilloegroup.com)

**Mohawk Army Navy**  
Clothing & Accessories  
Retail  
Rep: Arno Reihs  
102 Van Rensselaer Square  
North Greenbush, NY 12144  
Phone: 518.599.0038  
VISIT [mohawkarmynavy.com](http://mohawkarmynavy.com)

**Nexus of Knowledge**  
Business Planning  
Consulting Services  
Rep: Matthew Cusack  
2 Third Street  
Suite 307  
Troy, NY 12180  
Phone: 518.250.9271  
VISIT [nexusofknowledge.com](http://nexusofknowledge.com)

**Pyramid Brokerage Co.**  
Real Estate - Commercial  
Rep: Lori Dalrymple  
40 British American Boulevard  
Suite 2A  
Latham, NY 12110  
Phone: 518.489.9199  
VISIT [pyramidbrokerage.com](http://pyramidbrokerage.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



**Nolan & Heller, LLP** moved its practice to a new location at 80 State Street in Albany and was renamed **Nolan Heller Kauffman, LLP**, following the addition of Madeline H. Kibrick Kauffman as partner. Founded in 1964, Nolan Heller Kauffman provides a full range of business and commercial legal services. VISIT [nhkllp.com](http://nhkllp.com)

**Saratoga National Bank and Trust Company** promoted Joy Rodriguez to branch manager of the bank's Colonie location, overseeing sales, service and day-to-day operations. She is also a coordinator for the **Capital District YMCA** Black & Latino Achievers Program. VISIT [saratoganational.com](http://saratoganational.com)



**Whiteman Osterman & Hanna** expanded the firm's mediation practice to accept all disputes. The practice is led by retired Justice Bernard J. Malone, Jr., who brings 50 years of litigation experience to mediate disputes, including many years as a New York State Supreme Court Justice. VISIT [woh.com](http://woh.com)

**Alaant Workforce Solutions** was selected by *Forbes* as one of "America's Best Recruiting Firms for 2019" for a third consecutive year, the only agency in the region to be recognized by the *Forbes*' ranking. VISIT [alaant.com](http://alaant.com)

**SEFCU's** Institute for Financial Well-Being received the prestigious Desjardins Award for Youth Financial Education from the Credit Union National Association for delivering ongoing free, dynamic financial education to young people. (photo above). VISIT [sefcu.org](http://sefcu.org)



**Mohawk Army Navy** celebrated a ribbon cutting at its newest store at 102 Van Rensselaer Square in North Greenbush. It is the company's fourth store and first Rensselaer County location. VISIT [mohawkarmynavy.com](http://mohawkarmynavy.com)



**Joan Heffler Photography** is celebrating 20 years as a full-service photography studio for corporate events, weddings and portraits. A regional and national award-winning photographer, Joan works throughout the Capital District and beyond, traveling as far as Germany and Israel. She has been a member of the Chamber for more than a decade. VISIT [joanhefflerphotography.com](http://joanhefflerphotography.com)

**KeyBank** transferred ownership of the ground-floor space at 32 Second Street in Troy to **The Troy Savings Bank Music Hall**, ensuring the cultural landmark will continue to be preserved. The space was a former bank branch, vacant since 2012. VISIT [key.com](http://key.com) and [troymusichall.org](http://troymusichall.org)

**Northern Rivers Family of Services** named Ricardo Phipps as director of the organization's New Directions residential program. The recently launched initiative is a residential placement option serving young women aged 16 and 17. VISIT [northernrivers.org](http://northernrivers.org)

**First New York Federal Credit Union** welcomed Lindsay Phillips to its team as school banking outreach and social media coordinator. She brings extensive experience in sales and marketing to her new position. VISIT [firstnewyork.org](http://firstnewyork.org)



EventsCalendar 2019

MAY

**THU MAY 09** **119th Annual Dinner {with a twist} & Business Expo**  
🕒 **Networking reception and Business Expo start at 5:30 p.m.** \$130 per member | \$1,550 per Chairman Circle Table of 10. Franklin Plaza Ballroom, 4 Fourth Street in Troy. Major sponsors: *Bouchey Financial Group, Ltd.* | *Bouchey & Clarke Benefits, Inc., CDPHP* and *NBT Bank*. Expo Tent sponsor: *Turner Construction Company*. Dessert Room sponsor: *Sunmark FCU*. After Party sponsor: *Spectrum Reach*.

**WED MAY 22** **NetworkingPlus Luncheon**  
Get connected, develop leads and build relationships.  
🕒 **Check-in & luncheon 11:30 a.m.; networking 12-1:15 p.m.** \$35 members | \$50 walk-in members. Shaker Pointe at Carondelet, 42 Delatour Road in Watervliet. Sponsored by *FocalPoint Coaching & Training*, *Sandler Training* and *Sunmark FCU*.

**WED MAY 29** **Special Edition Luncheon: U.S. Reps. Delgado and Tonko**  
A discussion of today's issues followed by an informative Q & A.  
🕒 **Check-in & luncheon 11:30 a.m.; panel discussion and Q&A 12-1 p.m.** \$35 members | \$50 walk-in members. The Century House, Route 9 in Latham. Sponsored by *CDTA*; *Groff NetWorks, LLC*; and *Hudson Valley Community College*.

**THURSDAYS MAY 23 & 30 JUNE 6 & 13** **MWBE Contractor Training Series**  
A four-part training series designed for certified and pending certification MWBE businesses. Presented by the Chamber in partnership with the Small Business Development Center (SBDC) at the University at Albany. Classes are led by SBDC Senior Business Advisor Kate Baker. Register for this timely and cost-effective training today!  
🕒 **Check-in and networking at 7:30 a.m.; training 8-9 a.m.** \$10 per person, per session. Sponsored by *AWCPlus, Inc.* Presented by the *Rensselaer County Regional Chamber of Commerce* and the *Small Business Development Center*.

JUNE

**THU JUN 20** **Member Benefits Breakfast**  
Maximize your investment and discover all of the advantages of your Chamber membership. Designed for new and current Chamber members and their employees. Join us and get to know your Chamber.  
🕒 **Check-in & breakfast 7:30 a.m.; benefits overview and networking 8-9 a.m.** No cost for members; RSVPs requested. Tech Valley Center of Gravity, 30 Third Street in Troy. Sponsored by *First New York FCU* and *Thomas K. Judd & Associates*.

**THU JUN 27** **After-Hours Networking with Learn to Golf**  
Enjoy after-hours summer networking at The Country Club of Troy with hors d'oeuvres and a cash bar with covered outdoor seating on the patio. Add the learn-to-golf option and discover techniques and etiquette from the pro on the club's private putting green and driving range.  
🕒 **After-Hours Networking 5:30 p.m.; Learn to Golf session 5:30-7 p.m.** \$20 networking | \$35 networking and learn to golf. The Country Club of Troy, 100 Troy Country Club Road in Troy. Sponsorships are available.

A LOOK AHEAD

- » **Wonder Women Mentoring Breakfast**  
07/12/19
- » **NetworkingPlus Breakfast**  
07/23/19
- » **Member Benefits Breakfast**  
08/06/19
- » **Annual Chamber Golf Classic**  
08/12/19
- » **SAVE THE DATE**  
**Van Rensselaer Awards Dinner**  
09/26/19

**Sponsorship Opportunities Available!**  
Events Coordinator Rachael Murray  
[rmurray@renscochamber.com](mailto:rmurray@renscochamber.com)  
ph: 518.687.1238

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).



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

If you have special requirements, please contact us one month prior to event.



UPDATE YOUR PROFILE

Chamber’s Online Membership Directory

Get your business noticed and drive visitors to your products and services with the Chamber’s online Membership Directory, the most frequently visited section of our website. With more than 20,000 visits in the past year, potential customers from near and far are looking to this important resource for solutions to meet their business and personal needs. Our directory gives your business the exposure it deserves and the credibility of Chamber affiliation. The Chamber’s Membership Directory is accessible to members and the public at no charge.

Our website provides a great opportunity to describe and market your business. *Enhance your online profile with greater detail about your products or services, specialties, niche markets and information that sets you apart from the competition.* Update your description and add social media platforms at no charge. Complete your optimization by linking your profile directly to your company website for a one-time fee of \$25. Elevate your brand with the Chamber’s online Membership Directory.



SEARCH OUR  
MEMBER DIRECTORY

ONLINE MEMBER EVENTS CALENDAR

Post Your Summer Events on Our Website



Summer brings new and exciting events — make sure your events reach a wide audience. Post your company’s upcoming happenings on the Chamber’s online Member Events Calendar. You can conveniently upload your events at [renscochamber.com/member-events](http://renscochamber.com/member-events). With

an easy-to-use online form (that gets approved before publishing), your individualized calendar listing is linked directly to your event’s website, connecting users to your information and registration. Fundraisers, open houses, ribbon cuttings, milestone celebrations, company activities and more will get the exposure you deserve for your business. Start leveraging the Chamber’s website to make your events a success. For assistance, contact Communications & Web Strategies Manager Staci O’Neill at [soneill@renscochamber.com](mailto:soneill@renscochamber.com) or 518.687.1243.

While you’re there, check out what’s happening with your fellow Chamber members. Support local causes at a gala, learn a new skill at a training or stay active in the community at a weekend event. Promote your organization’s event and find something new to do on our Member Events Calendar.

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](http://renscochamber.com) or contact Membership Manager Elizabeth McGarry at [emcgarry@renscochamber.com](mailto:emcgarry@renscochamber.com) or 518.687.1240.

✓ ENERGY ALLIANCE

The Chamber’s Energy Alliance program, administered by EnergyNext, gives members the opportunity to lower energy bills by choosing more competitive rates. There is no cost to sign up or to participate. Participating members take advantage of fixed rates from carefully selected top-tier energy suppliers, giving you money-saving options and peace of mind. Start saving today!



✓ YOUR EMPLOYEES ARE OUR MEMBERS

Every one of the Chamber’s many benefits are available to ALL of your employees, from training and networking events to discounts through our member-to-member program. If it’s a Chamber benefit, your employees can take advantage of it. Make sure everyone in your company stays informed through the Chamber’s in-print and online communications. Your employees can sign up for copies of the monthly print newsletter and weekly e-newsletter.

Want to learn more? Come to our Member Benefits Breakfast on Thursday, June 20 and bring a staff member (see page 2 calendar for details). Get to know your Chamber and invite your employees to join us!

CHAMBER MEMBER

spotlight

Cornell Cooperative Extension Rensselaer County (CCE Rensselaer) puts a wealth of useful, research-based information at the service of individuals, families, businesses and communities. Its mission is to enable people to improve their lives and communities through partnerships that put experience and research knowledge to work. CCE Rensselaer staff and trained volunteers deliver educational programs, conduct applied research and encourage vital community collaborations. The organization connects people with information they need on topics such as commercial and consumer agriculture, nutrition and health, youth and families, finances, energy efficiency, economic and community development, sustainable natural resources and computer and internet training for the digital age.



“We’re often called the best-kept secret around,” said Bernadine Wiesen, executive director of a 15-member team. “Our role in the community is to transfer information and ideas in order to improve lives. Most of our projects strive to reach beyond a target audience in order to be efficient with resources and as impactful as possible. We have a very enthusiastic team who love to work with people. In fact, we will work with anyone who wants to work with us for the advancement of the quality of life in Rensselaer County.”



Founded in 1917 to assist the agricultural community, today’s CCE Rensselaer strives to serve the county’s diverse mix of urban, suburban and rural populations. The organization operates at a grassroot level, led by a local board of directors. Programs are developed in direct response to community input and are based on the most current research and information available from Cornell University and other universities across the nation. With base funding allocated by Rensselaer County, CCE Rensselaer pursues grants, contracts and state and federal monies to serve the public with ever-evolving programs, training and assistance.

Cornell Cooperative Extension Rensselaer County  
61 State Street | Troy, New York 12180  
Ph: 518.272.4210 | [CCERENSSELAER.org](http://CCERENSSELAER.org)

To purchase a Spotlight, contact the Chamber at 518.274.7020

Alumni News from The Leadership Institute

Applications for New Class Due by May 15

Make this YOUR year! Applications are being accepted for The Leadership Institute’s Class of 2020. Learn more and submit online applications at [renscochamber.com/leadership-institute](http://renscochamber.com/leadership-institute) or contact Staci O’Neill at 518.687.1243 or [soneill@renscochamber.com](mailto:soneill@renscochamber.com) for more information. **Application deadline is Wednesday, May 15 at 5 p.m.**



Kara Gilles ’18, (left) was promoted to HR manager at Rifenburg Companies, where she supervises a team of three staff members. A family-owned business since 1958, Rifenburg has satisfied customers with dedication to projects, an emphasis on safety and an ability to solve challenges to get the job done responsibly, on budget and within the timeframe. VISIT [riftenburg.com](http://riftenburg.com)

Karen Mason ’19, (right) was promoted to regional manager for Saratoga National Bank and Trust Company, overseeing branch operations and sales at all 10 Saratoga National Bank offices and a new branch opening soon in Rotterdam. Karen is a Chamber ambassador and was named our Ambassador of the Year in 2017. VISIT [saratoganational.com](http://saratoganational.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

55 Years

Vanderheyden Hall

30 Years

MVP Health Care  
Birch Hill “Catering to All Your Tastes”

20 Years

Bouchey Financial Group, Ltd.  
Literacy Volunteers of Rensselaer County  
Quill & Ink Publishing

15 Years

Comfort Inn & Suites - East Greenbush

10 Years

LB Brokers Inc., dba Fancy Foods  
Empire State College / Hartsdale

5 Years

3tarchitcts  
The Junior League of Troy, New York  
Accent Commercial Furniture

2019 BOARD OF DIRECTORS

DENISE M. PADULA, Board Chair\*  
Alchar Printing

EDWIN C. ANKER IV, AIA  
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Construction Management

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KeyBank, NA

JERILEE BEAUDOIN\*  
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VICTORIA CAROSELLA BAECKER  
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SCARLET CLEMENT-BUFFOLINE  
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DR. DONNA WATSON  
Enlarged City School District of Troy

SCOTT WILEY  
Hoosick Valley Contractors, Inc.

\* Executive committee members



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CONNECT FOR SUCCESS | MAY 22

Meet Your Next Lead at Chamber NetworkingPlus



“Spring” forward with the Chamber’s high-impact networking event. This luncheon is a purposeful and effective way to build business contacts, develop a pipeline and pitch a message about your business or nonprofit. NetworkingPlus provides an engaging opportunity to share your information and get

to know fellow members. Our networking events offer three table rotations, ambassador facilitators and a system designed to avoid repeat introductions. Be sure to bring plenty of business cards. Get connected, develop leads and build relationships with the Chamber’s NetworkingPlus Luncheon.

WED  
MAY  
22

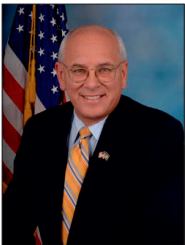
Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Check-in & luncheon 11:30 a.m.; networking 12-1:15 p.m. \$35 members | \$50 walk-in members. Shaker Pointe at Carondelet, 42 Delatour Road in Watervliet. Sponsored by FocalPoint Coaching & Training, Sandler Training and Sunmark Federal Credit Union.



SPECIAL EDITION LUNCHEON | MAY 29

Meet U.S. Representatives Delgado and Tonko

Join us for an inside look at Washington, D.C. from the perspective of (l-r) U.S. Representatives Antonio R. Delgado (D-NY) and Paul D. Tonko (D-NY). We’ll discuss today’s important issues with Rep. Delgado, a newcomer in the 19th congressional district, and Rep. Tonko, a veteran incumbent in the 20th congressional district. Discover what’s at stake for businesses, nonprofits and constituents in our region. The informative discussion will be followed by an audience Q&A with our guests. Come prepared to join the informative conversation and meet your elected officials.



WED  
MAY  
29

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Check-in & luncheon 11:30 a.m.; discussion and Q&A 12-1 p.m. \$35 members | \$50 walk-in members. The Century House, Route 9 in Latham. Sponsored by CDTA; Groff NetWorks, LLC; and Hudson Valley Community College.



AFTER-HOURS EVENT | JUNE 27

Networking & Learn to Golf at CC of Troy

Spectacular views on a summer evening combine with relaxed and purposeful networking for a special after-hours event at the award-winning Country Club of Troy. But that’s not all — sign up for a learn-to-golf session with the country club pro and discover your new passion just in time for the Annual Chamber Golf Classic on August 12.



This after-hours event has something for everyone: meet and greet among Chamber members to build your network or choose to add the golf option for double the opportunities. After-hours networking features hors d’oeuvres and a cash bar with covered outdoor seating on the patio. The golf session will be held on the nearby putting green and driving range, giving you special access to the club’s private golf facilities. You’ll learn golf basics, techniques and etiquette. Space in the learn to golf session is limited to 20; first come, first served. Make your plans to join us for this unique event!

THU  
JUN  
27

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 After-Hours Networking 5:30 p.m.; Learn-to-Golf session 5:30-7 p.m. \$20 networking | \$35 networking and learn to golf. The Country Club of Troy, 100 Troy Country Club Road in Troy. Sponsorships are available.





## CELEBRATE MOMS, DADS & GRADS!

Buy a **NEW** gift membership now and **SAVE \$20\***

### 3 easy ways to order

- Call 518-426-1000
- Stop in any AAA Hudson Valley store
- Visit [AAA.com/gift](http://AAA.com/gift) and use promo code **MDGRC**

### Shop for more gifts at the **AAA Travel Store**

- Luggage and Handbags
- Movie and Theme Park Tickets
- Visa and Restaurant Gift Cards

**Special GIFT with Purchase at N. Greenbush store only!^**

Valid May 1 - June 30, 2019

\*Offer is valid on new primary AAA Hudson Valley memberships. Offer expires June 30, 2019, cannot be combined with any other offer, and is not valid on previous purchases. All services are subject to the details in our Member Handbook found at [AAA.com/membership](http://AAA.com/membership). AAA Hudson Valley Gift membership is open to those who live in Albany, Rensselaer, Columbia or Greene County; or these areas of Saratoga County: the villages of Stillwater and Waterford, or the city of Mechanicville. Call 518-426-1000 for gift prices for those who live in other areas.

^ Valid May 1 - June 30, 2019 at AAA Hudson Valley North Greenbush location only while supplies last. Free item redeemable with purchase of gift membership using code MDGRC or with Travel Store merchandise purchase of \$20 or more. One free gift redemption per person. Offer not valid on previous purchases or with other promotions. Offer not valid with road service, travel agency, financial products or tickets. Free gift redeemable with this flyer and cannot be exchanged or returned.





Please join TRIP & RCHR for

# Take a Sip for TRIP

**THURSDAY,  
JUNE 13, 2019**

Hilton Garden Inn, 235 Hoosick Street, Troy, NY 12180

**5:30-6:30PM**

**Spirits & Cocktail Competition: NYS Vodka Edition!**  
*featuring Harvest Spirits, Oligan and Tommyrotter Distilleries*

**6:30-8:30PM**

**Celebrity pourers, raffle prizes, wine pull,  
hors d'oeuvres and cash bar**

**TICKETS:**

\$45 pre-sale/\$50 day of/\$25 designated driver  
[www.triponline.org/events/take-a-sip-for-trip](http://www.triponline.org/events/take-a-sip-for-trip)

Featuring NY State beers, wines, spirits, ciders and elixirs!

—Reserve—

**M&T Bank**

—Spirits & Cocktail Competition—

**Sunmark**  
FEDERAL CREDIT UNION

—Hops—



—Vintage—



**unitedgroup**

—Community Builder—

Architecture+ | Community Loan Fund of the Capital Region | Pioneer Bank | Pogo Stick Studios  
Rensselaer County Regional Chamber of Commerce | SEFCU | Unity House of Troy

Sponsorships and Honorary Committee available!

Contact Tammy Weinman, Organizational Advancement Manager at [tammy@triponline.org](mailto:tammy@triponline.org) or 518-272-8289 ext 7229



**TROY REHABILITATION  
& IMPROVEMENT  
PROGRAM, INC.**

**RENSSELAER COUNTY  
HOUSING RESOURCES**

**MAIN OFFICE**  
415 RIVER ST.  
3rd FLOOR  
TROY, NY 12180  
TEL: 518.272.8289  
FAX: 518.272.1950

**TRIP & RCHR  
NEIGHBORWORKS®  
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