




# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

THE CHAMBER IS PROUD TO ANNOUNCE


## The 2019 Van Rensselaer Award Recipients

For more than 25 years, the Chamber has recognized businesses and individuals who invest in economic, cultural and humanitarian advancements in the region by bestowing the Van Rensselaer Awards and the Edward H. Pattison Citizenship Award, also known as “The Ebbie.” We are pleased to announce this year’s award recipients:

 **Siena College is the recipient of the Van Rensselaer Corporate Award.** An independent, coeducational liberal arts college, Siena offers four-year educational degrees with an immersive commitment to service. It is the only higher-education institution in the state to offer the Bonner Service Leaders Program and the college’s Franciscan tradition ensures community service is infused into the Siena Saints’ experience. From feeding the hungry in Philadelphia, caring for the homeless in Boston or building houses in Jamaica, students, staff and alumni have a lasting impact on communities. “This award is especially meaningful, given Siena’s long-standing commitment to preparing new generations of leaders who are eager to create a more just, peaceful and humane world,” said Br. F. Edward Coughlin, OFM, PhD. “Service to others, to our community and to the larger society is a key component of what we teach at Siena.”

**The Troy Savings Bank Music Hall is the recipient of the Van Rensselaer Small Business Award.** Founded in the 1870s as a gift to the community, today’s music hall perpetuates its mission through ongoing restoration and renovation projects, moving towards the goal of developing its full potential. Named a National Historic Landmark in 1989, the concert and performance space is renowned for its acoustics and is in use more than 150 days a year. “We are deeply honored by this recognition,” said Executive Director Jon Elbaum. “Our small but mighty team works together to bring world-class performances to our community, provide access to the arts for students and offer free outreach activities like the Barker Park Kids series. We are gratified by our collaborations with other outstanding organizations, including Troy Chromatic Concerts, Albany Pro Musica, Unity House, the Troy Cultural Alliance and many more.”



 **Paula Stopera is the recipient of the Edward H. Pattison Citizenship Award.** Paula’s career at CAP COM Federal Credit Union spanned nearly 40 years before her retirement in May. During her 15-year tenure as president and CEO, she oversaw more than \$1.5 billion in growth, increasing membership to 140,000 individuals. One of Paula’s greatest achievements was establishing the CAP COM Cares Foundation, which has donated nearly \$4 million and more than 30,000 volunteer hours to benefit underprivileged individuals and families. CAP COM Cares recently established a Legacy Scholarship in Paula’s name. “I have been honored to be a part of this business community and am equally thrilled to accept the Edward H. Pattison Award,” said Paula. “To finish up a wonderful career at CAP COM and to be celebrated as a leader who has left a positive mark on our community is a wonderful way to start the next chapter in my life.”

**THU SEP 26** Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Networking and cocktail reception 5:30 p.m.; awards ceremony and dinner 6:30 p.m. \$130 members | \$260 non-members | \$1,550 Chairman Circle Table of 10. Hilton Garden Inn, 235 Hoosick Street in Troy.  
Sponsored by:



MULTI-PART TRAINING SERIES

## Minority & Women-Owned Business Enterprise

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. This multi-part 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 are led by SBDC Senior Business Advisor Kate Baker. Upcoming sessions are: **MWBE Best Practices, Accounting for Government Contracting** and **Finding Your Niche**. Space is limited so register today!

**“There are so many MWBE opportunities to navigate once you’ve become certified. It can be overwhelming! This extraordinary training series is a proactive approach to learning how to maximize your MWBE certification and reap the rewards for your business.”**

**Lisa Despart, president of AWCplus, an MWBE enterprise**

**THURSDAYS MAY 30 JUNE 6 & 13**  
🕒 Check-in and networking at 7:30 a.m.; training 8-9 a.m. \$10 per person, per session. Held in the Chamber’s first-floor conference room, 90 Fourth Street in Troy. Sponsored by AWCplus, Inc. Presented by the Chamber and the Small Business Development Center.



ASK A BOARD MEMBER:

### High-Tech Gaming Hub

**Steven Flenory** is Studio Head/General Manager of WB Games New York, a central online technology team within Warner Bros. Interactive Entertainment. WB works with some of the most talented studios in the game industry to build online competitive and social features for some of the largest video game franchises in the world, including the recent launch of Mortal Kombat 11.



**Q » Why did WB Games choose to locate in Troy?**

**A »** We’ve been in Troy for more than a decade and we love it! This is a great place to live and work and it has a community that fosters and supports the growth of high-tech companies of all size. We enjoy the comradery with other tech and gaming companies and watching the industry grow into an exciting hub. We’re part of that vision and we intend to stay right here and continue contributing to the effort.

**Q » What are the advantages/challenges when recruiting talent to our region?**

**A »** This region has a great mix of amenities that appeal to a diversity of people. We have beautiful rural, urban and suburban communities, all located just a few hours from New York City, Montreal and Boston. Our cost of living is extremely affordable when compared to areas that offer similar jobs. We are also surrounded by great colleges, which expose young professionals from around the world to the opportunities in our region. Our biggest challenge is getting this powerful message out. Information is not very easy to access from standard internet browsing. We need to do a much better job in advertising our region and what we have to offer. Specific to the game industry, not many people in the world know that Warner Bros, Activision, PUBG, Velan (EA), and several other well-known companies have a presence here. This is critical when asking talent to come from areas like San Francisco or Los Angeles, where they are surrounded by game companies.

**Q » How can the region build a pipeline of “homegrown” talent for your industry?**

**A »** The pipeline exists today. Major tech companies and universities are fostering initiatives to grow and keep our talent here and to connect students with companies like ours. I think that the last big component is to ensure that we are building a relationship with our youth, before the age when they enter college. This is a critical time in a child’s life when they are asked to decide what they want to do with the rest of their life. We, and several other companies in the area, offer great opportunities that surprisingly many kids aren’t aware of. Anything that the region can do to keep our kids informed and excited about future opportunities in our region is the key to ensuring our pipeline stays active and relevant.

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

Welcome  
New Members

**The Great Escape, LLC**  
Amusement Parks  
Entertainment  
Rep: Joseph Bonavita  
1172 State Route 9  
Queensbury, NY 12804  
Phone: 518.792.3500  
VISIT [sixflags.com/greatescape](http://sixflags.com/greatescape)

**Salon Troy**  
Hair Salon  
Rep: Monica Brady  
29 Third Street  
Troy, NY 12180  
Phone: 518.286.1682  
VISIT [salontroy.com](http://salontroy.com)

**St. Catherine’s Center for Children**  
Non-Profit Organizations  
Rep: Lisa Wallock  
40 North Main Street  
Albany, NY 12203  
Phone: 518.453.6700  
VISIT [st-cath.org](http://st-cath.org)

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).

CloseUP Conversation:  
Supporting Staff



Rachael Lorimer is executive assistant to the president and office manager.

The Chamber is home to a talented, motivated and innovative staff that exercise a contagious passion for their work. Every day is different, and while that requires flexibility and communication it also sets the stage for both fun surprises and challenges that push us to grow as a team and as individuals. My daily work is intended to elevate the Chamber staff so they can provide the best service and support to our members in each of their designated roles. When they get the support they need, they can excel in helping our members to achieve their goals.

The Chamber team includes more than just staff – it also includes the Chamber’s Board of Directors, volunteers and community partners. As the administrative hub of these various groups I have a unique opportunity to observe points of intersection and opportunities for collaboration.

Whether you need to schedule a free conference room or are looking to access business resources, contact me at [rlorimer@renscochamber.com](mailto:rlorimer@renscochamber.com) or 518.687.1241. I’m here to help!

Member News



**Tri-City ValleyCats** named Rick Murphy its new president (photo, left). Principal Owner Bill Gladstone, former president of the minor league franchise, assumed the position of chairman. “Rick and I have been working in baseball together for the past 27 years and his outstanding leadership has been vital to the success of the ValleyCats’ organization,” said Gladstone. “There’s no one more deserving of the role of president.” VISIT [tcvalleycats.com](http://tcvalleycats.com)

**The City of Rensselaer** received \$2.5 million in state funding for a variety of community-focused projects, including developing the Hollow Trail as part of the Empire State Trail and critical bicycle and pedestrian access improvements to the Rensselaer riverfront. The funding, which provides up to 80% of project costs, will connect residents and visitors to the riverfront, increase bicycle access and improve recreational and leisure opportunities. The city has made more than \$80 million in significant infrastructure improvements in the past 15 years. VISIT [rensselaer.gov](http://rensselaer.gov)

**Pioneer Bank** announced it will acquire Jaeger & Flynn Associates, Inc., one of the largest employee benefits brokerage, insurance, third party administrative services and human resources consulting providers in the region. The move will allow Pioneer Bank to offer a greater range of valuable services to its business banking customers. VISIT [pioneerbanking.com](http://pioneerbanking.com)

**CDPHP** was named to the top 10 list in the “Best Companies to Work for in New York,” compiled by Best Companies Group in conjunction with the New York State Society of Human Resource Management. Of the 75 businesses honored, CDPHP ranked 10th among large employers across the state. VISIT [cdphp.com](http://cdphp.com)



**MVP Health Care** announced the appointment of Bruce Himmelstein as chief medical officer. He will lead MVP’s medical management strategy by implementing policies and programs to improve outcomes for MVP’s members and continue to build healthy communities. VISIT [mvphealthcare.com](http://mvphealthcare.com)



**CAP COM Financial Services Program Manager** John M. Shartrand was honored as a 2019 “Program Manager of the Year” by LPL Financial, the leading independent broker and dealer serving banks and credit unions (photo above). He and his team help credit union members with financial life management. VISIT [capcomfcu.com](http://capcomfcu.com)



**Fenimore Asset Management** Senior Client Relationship Manager Kevin Smith earned the Retirement Income Certified Professional® designation from The American College of Financial Services. He also holds CFP® (CERTIFIED FINANCIAL PLANNER™), CTFA and CDFA™ designations. VISIT [famfunds.com](http://famfunds.com)

**First New York Federal Credit Union** held a groundbreaking ceremony for a 2,100-square-foot branch at 1533 Route 9 in Halfmoon. **Wainschaf Associates, Inc.** and **Bergmann Architects, Engineers and Planners** are constructing the new location. VISIT [firstnewyork.org](http://firstnewyork.org)

**Saratoga National Bank and Trust Company** welcomed Jenifer Marten as vice president, Commercial Lending. With more than 17 years of local banking experience, she will develop and manage commercial lending relationships throughout the Capital District. VISIT [saratoganational.com](http://saratoganational.com)



EventsCalendar 2019

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 and 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 5:30-8:30 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.*

THURSDAYS  
MAY 30  
JUNE 6 & 13

**MWBE Contractor Training Series**

A multi-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.*

JULY

FRI  
JUL  
12

**Wonder Women Mentoring Breakfast**

Find inspiration to harness your powers, build your network and discover your own wonder women of support. A series of three 20-minute roundtables focused on timely topics about today’s challenges and triumphs, led by top female executives.

☎ **Check-in & breakfast 7:30 a.m.; mentoring 8-9:30 a.m.** \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. *Sponsored by CAP COM FCU.*

TUE  
JUL  
23

**NetworkingPlus Breakfast**

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. Bring plenty of business cards!

☎ **Check-in & breakfast 7:30 a.m.; networking 8-9:15 a.m.** \$35 members | \$50 walk-in members. The Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. *Sponsored by MicroKnowledge, Inc. and Sunmark FCU.*

A LOOK AHEAD

» **Member Benefits Breakfast**

08/06/19

» **Annual Chamber Golf Classic**

08/12/19

» **Ask the Experts**

08/22/19

» **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.*

### BALANCING THE PAST & THE FUTURE

## Town of Brunswick Mixes Growth with Green Space



The rolling hills and open spaces of the Town of Brunswick are juxtaposed with commercial and residential growth in a purposeful balancing act. “It’s the best of both worlds and we want to be sure we keep it that way,” said Town Supervisor Phil Herrington, a lifelong Brunswick resident and dairy farmer (photo, left). “People who live here never want to leave.”

The demand for Brunswick’s quality of life led to a need for increased housing inventory, both single family homes and apartment/condominium units. It’s an effort that has been keeping the part-time supervisor busy for the past decade. From 2015 to 2019, Brunswick experienced a 40% increase in apartment and condo units and averaged 30 new homes per year.

“We had to get the housing in place first,” said Herrington. “Then we started attracting the quality commercial developers to provide the services and the tax revenue that make for a healthy economy. We work with businesses that are good neighbors, who care about our community’s future. Things are really coming together.”

Some of the region’s most respected commercial developers and businesses agree, investing in properties and new construction along Brunswick’s busy Route 7 - Hoosick Road corridor, from the City of Troy east toward Cropseyville. The corridor is home to locally-owned businesses like **ACE Hardware**, **Stewart’s Shops**, **Carbone Auto Group** and **Rosenblum Companies’ ValuSpace Personal Storage**. Route 7 is also home to **Nigro Companies’ Brunswick Plaza**, including Market 32 and **St. Peter’s Diabetes & Endocrine Care**, along with other businesses. Under construction at the plaza is a new **Sunmark Federal Credit Union** branch.

From its origins in the early 18th century, when it was part of Albany County, the Dutch patroonship of Rensselaerwyck and Troy, through its incorporation in 1807 and up until the latter part of the 20th century, the Town of Brunswick was an agricultural-based community. Development of the town’s two major thoroughfares, New York Route 7 (Hoosick Road) and New York Route 2 (Brunswick Road), made it a sought-after suburban community. But the town has held fast to its farming roots, seeking ways to keep the developers from making inroads into the pastoral landscape.

“You drive off Route 7 or Route 2 and you still see acres of corn and soy beans, dairy cows, barns and farmland,” said Herrington. “It’s still a rural town. We’re very lucky to have farmers who find new ways to supplement their incomes.” The Hewitt family, which owns more than 2,000 acres in the town, operates a successful trucking company. Other farmers sell beef, eggs or vegetables and run farm stands. Herrington’s family makes and sells top soil, mulch and peat moss. Community Supported Agriculture (CSA) farms are popular with residents, who pay a membership fee and show up weekly to pick up fresh foods. “We are grateful for neighbors who find ways to help us keep the land green and open and farmed,” said Herrington. “We want to maintain this quality of life for future generations to appreciate.” VISIT [townofbrunswick.org](http://townofbrunswick.org)



### DIVERSITY & INCLUSION

## Brunswick Central School District is a Community

**Brunswick Central School District Superintendent Angelina Maloney** knows that her district’s demographics are a bit unusual: a mostly rural and suburban population on the outskirts of urban Troy. But it’s exactly that diversity that makes Brunswick schools so strong. “Diversity makes for a rich and exciting experience that benefits all of us in our school community,” said Maloney. “I am very proud of our inclusion efforts.”

The district’s mission is to provide pre-kindergarten thorough 12th-grade students with an education that fosters excellence, creativity, responsibility, citizenship and lifelong learning. Three schools — Tamarac Elementary School, Tamarac Secondary School and Brunswick High School — are located on one campus, which encourages shared resources and a sense of



community. “We value the arts, including music and theater, and community service is an important part of our students’ education. They are incredibly giving to others,” said Maloney. Outreach to the greater community includes collaborations with **The Arc of Rensselaer County** and **Unity House of Troy, Inc.**

Offering French, Spanish and Russian language classes, the district supports cultural exchange programs and service projects abroad. In addition to traditional sports and clubs, students participate in Olympics of Visual Arts and Odyssey of the Mind in national competitions.

The district is seeking to make connections with the local business community, to give students and faculty the opportunity for real-world experiences and career exploration. For more information, contact the superintendent’s office. VISIT [brunswickcsd.org](http://brunswickcsd.org)



### MEET OUR INVESTORS:

#### Visionary



**KeyBank** helps clients and communities thrive through

informed choices made to the highest ethical standards for the benefit of shareholders, customers, employees and communities. KeyBank Foundation invests in education and the workforce to build thriving localities. With its Community Development Lending and Investment business, Key makes construction affordable and attractive to developers, stimulating local economies. VISIT [key.com](http://key.com)



**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



### 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

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

MESSAGE FROM THE  
PRESIDENT

WE Advance Investors  
Build Our Community



Businesses that invest in the Chamber’s WE Advance (Workforce & Economic Advancement) initiative are stakeholders in a regional effort that combines economic development with workforce readiness.

Driving smart economic and workforce development is at the core of the WE Advance mission. We create strategic goals and partner with local government, municipalities, businesses, schools and other organizations to lead the way towards positive change in our community. Through these partnerships, the Chamber helps facilitate a workforce and economic development plan to support quality, diverse economic growth now and into the future.

Your investment in WE Advance is leveraged to retain existing companies in our community and help them grow and develop a strong pipeline of skilled and qualified workers, expand interest in doing business in Rensselaer County and provide direct services to member businesses. By helping ensure the vitality of the regional economy, you will contribute to the long-term success of your own business, as well as your customers.

The WE Advance Investors are leading businesses committed to growing the region’s economy. With their help, the Chamber’s WE Advance has been leading collaborative efforts in Rensselaer County and the region to provide a single point of contact your business inquiries.

Investors not only assist in putting the mission of WE Advance into action, but also receive a robust set of benefits, including digital and print recognition and special invitations to VIP meetings, positioning the business as a key stakeholder in the region.

For more information about workforce and economic advancement investment and committee opportunities, contact me at [kmanley@renscochamber.com](mailto:kmanley@renscochamber.com) or 518.274.7020. Thank you!



GROWTH IN SECTOR BRINGS JOBS

CEG and ACE Merge to Support Creative Economy



Center for  
Economic Growth  
(CEG) and Upstate  
Alliance for the  
Creative Economy  
(ACE) announced

a merger of the organizations. The merger showcases the important growth of the region’s creative economy, which employs 35,000 people, and underscores CEG’s commitment to support significant areas of employment.

“CEG is here to nurture entities that wish to grow and expand within the Capital Region,” said CEG President and CEO Andrew Kennedy. “Jobs within the creative economy are needed in almost every industry. We recognize the substantial economic engine that ACE’s members define and we see big things for the Capital Region.”

In 2018, ACE and CEG hosted an eight-county roundtable tour that gathered 120 business and community leaders, as well as 600 creative economy workers and supporters, to discover ways to understand the needs of the region. This year, ACE and CEG are launching initiatives and products that reflect the findings of the roundtable tour, including a regional marketing plan that seeks to create a unique brand and identity for the region. Efforts also include promoting cultural tourism, small businesses and “solopreneurs.”

“We’re happy to see the creative sector recognized as part of mainstream economic development and our region as a thriving destination for creative and talented individuals and businesses,” said ACE Executive Director Maureen Sager. “This merger also builds awareness about all of the creative destinations and resources the region has to offer. We attract and retain people by giving them a good reason to live and work here.”

ACE was founded in 2016 to advocate and help grow the creative industries, which have become the fourth largest employment sector in the Capital Region, generating over \$1.4 billion in earnings in 2017. ACE’s work is based on a 2014 Capital Region Creative Economy research report that was initiated by CEG and the Community Foundation of the Greater Capital Region, along with several other funders. The report garnered interest from a wide audience, from local governments and economic development agencies, to the creative community itself, which began gathering monthly at ACE events that attract hundreds of participants. VISIT [ceg.org](http://ceg.org) and [upstatecreative.org](http://upstatecreative.org)



APPLICATIONS DUE BY JULY 26

\$175 Million Available for Workforce Development

New York State launched a Workforce Development Initiative to invest \$175 million statewide through a newly created Consolidated Funding Application (CFA), targeted to workforce investments. The awarded CFA projects will support strategic regional efforts that meet businesses’ short-term workforce needs, improve regional talent pipelines, enhance the flexibility and adaptability of local workforce entities, expand apprenticeships and address the long-term needs of growing industries.

The focus is on regionally significant industries in emerging fields that are providing a growing number of jobs, including those in clean energy, life sciences, computer science and advanced technologies. Funds will also support efforts to improve the economic security of women, young workers and other populations that face significant barriers to career advancement.

Funding will be awarded in three categories:

21st Century Skills Public-Private Partnerships:

Projects that expand the infrastructure and capacity of SUNY and CUNY to produce skilled talent to meet the needs of regional employers through classroom space, technology and equipment and industry-engaged curriculum development.

Employer-Driven Skills Programs:

Projects that expand employer investment in a skilled workforce pipeline through funding or tax credits to train existing workers and to recruit/train entry-level workers.

Workforce Solutions Programs:

Projects that enable regions to enhance or develop



workforce partnerships to increase the number of skilled workers in key sectors.

Regional Economic Development Councils (REDCs) will play a role in selecting projects in accordance with their region’s economic and workforce development plans. Awarding economic development funds through the REDCs brings together higher education, industry and government leaders to plan the future of their regions. *Project plans and applications will be accepted on a continual basis beginning on May 8 and closing on July 26, 2019.* VISIT [regionalcouncils.ny.gov](http://regionalcouncils.ny.gov)

Center for Economic Growth (CEG) is available to assist businesses interested in submitting a CFA. CEG can help formulate a comprehensive strategy and assist in preparing CFAs. VISIT [ceg.org](http://ceg.org)

RECOGNIZING SUCCESS

Call for 2019 Chamber “Good News” Nominees

Do you know of a business or non-profit success story? Is it you? The Chamber is seeking nominees for the 2019 “Good News Rensselaer County” awards.

Co-hosted by the Chamber and Rensselaer County, this event celebrates businesses, nonprofits and community organizations that make a significant impact on our area’s economy and quality of life.

“Good News” awards recognize companies making a name for themselves at home, in our region, in New York State and, in some cases, in the global marketplace. Recipients are publicly honored in the fall. To nominate a candidate, use the online form at [renscochamber.com](http://renscochamber.com) or contact Events Coordinator Rachael Murray at [rmurray@renscochamber.com](mailto:rmurray@renscochamber.com) or 518.687.1238.



THANK YOU!

119th Annual Dinner {with a twist}

More than 450 regional professionals enjoyed the Chamber’s 119th Annual Dinner {with a twist} & Business Expo at the Franklin Plaza Ballroom in Troy. Guests networked, dined and explored member expo booths all evening, ensuring maximum opportunities to make connections and build relationships in a fun and relaxed atmosphere. The fun continued with networking on the Plaza’s rooftop terrace. Thank you to our generous sponsors and to all who attended for making our premier annual event a great success! View more photos at [facebook.com/renscochamber](#). Photos by Joan Heffler Photography.

Thank You to Our Sponsors



Expo Tent



Dessert Room



After Party



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](#) or contact Membership Manager Elizabeth McGarry at [emcgarry@renscochamber.com](#) or 518.687.1240.

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](#)



CONSTANT CONTACT DISCOUNTS



Chamber members receive exclusive savings on Constant Contact’s entire suite of online tools: Email Marketing to get your audience’s attention and retain it; Social Campaigns to attract and engage fans and followers; Event Marketing from promotion to online registration; Online Surveys and more. Sign up through our representative Erik Bunaes at [erik@endorphinadvisors.com](#) and receive a discount of up to 25%, even if you’re already a Constant Contact customer.

REFERRALS AND INTRODUCTIONS

It happens every day - the Chamber connects people and businesses. We consistently receive requests for professional introductions, leads and referrals from the local community and from out-of-town sources. As a member, your business or non-profit organization receives automatic referrals, resulting in exposure and potential business. In addition, our online member directory is available to everyone, providing endless opportunities for new business connections. Our website makes it fast and convenient to search alphabetically or by business classification, making your business easy to find. Let the Chamber introduce YOU to the business community.



CHAMBER MEMBER

spotlight

Calendar of Events

- May 27 | Memorial Day Parade 11 a.m.
- June 10 | Golf Fundraiser for Association of the U.S. Army Capital District – New York Chapter
- June 14 | Trivia Night 6-9p.m.
- June 15 | Steak Roast 1-5 p.m.
- June 17 | Father’s Day Brunch 8:30-11:30 a.m.
- July 15 | Rainbow Division Veterans Foundation Scholarship

Most of the Troy community know the Veterans of Lansingburgh, Inc. for its patriotic annual Memorial Day Parade. But the organization is a year-round gem, offering social activities, brunch, lunch and dinner specials from its new kitchen and a fully-equipped facility with a waterfront deck available for rental. The nonprofit, through its dedicated volunteers, honors the fallen and deceased, coordinates a military banner remembrance effort, conducts fundraising activities to support veteran’s causes and maintains a college scholarship fund that each year benefits a graduating senior from Catholic Central High



School, Lansingburgh High School, LaSalle Institute or Troy High School. Through its website and social media, the club provides resources to veterans and their families and promotes the work of other veterans’ organizations. The club’s Sons of Veterans and Ladies Auxiliary actively support and make possible the many year-round community events.



Veterans of Lansingburgh, Inc.  
77 First Avenue | Troy, New York 12182  
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Alumni News from The Leadership Institute



Giovanni Virgiglio, ‘19, superintendent of schools for the Roman Catholic Diocese of Albany, will be honored with the Education Achievement Award by the American Italian Heritage Association at the organization’s Gala Awards Dinner in September. The award is named in honor of Dr. Maria Tecla Artemisia

Montessori for the development of her unique educational model. VISIT [higherpoweredlearning.org](#)

Daquetta Jones, ‘17, will start a new job as a deputy commissioner at the state Civil Service Department, effective June 10. She formerly served as executive director of the YWCA of the Greater Capital Region. Under her leadership, the non-profit organization experienced significant growth in programs, partnerships and community impact. Starletta Smith, director of transitional housing and family services, will serve as the YWCA-GRC’s interim executive director. VISIT [ywca-gcr.org](#)



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

Member Milestones

40 Years

City of Troy

35 Years

The Century House

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☎ Check-in & breakfast 7:30 a.m.; benefits overview 8-9 a.m. No cost for members; RSVPs requested. Tech Valley Center of Gravity, 30 Third Street in Troy.

TUE AUG 06 Register now at [renscochamber.com/events](https://renscochamber.com/events)  
☎ Check-in & breakfast 7:30 a.m.; benefits overview 8-9 a.m. No cost for members; RSVPs requested. The Chamber's first-floor conference room, 90 Fourth Street in Troy.

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☎ 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.

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TUE JUL 23 Register now at [renscochamber.com/events](https://renscochamber.com/events)  
☎ Check-in & breakfast 7:30 a.m.; networking 8-9:15 a.m. \$35 members | \$50 walk-in members. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Sponsored by MicroKnowledge, Inc. and Sunmark Federal Credit Union.



WONDER WOMEN MENTORING BREAKFAST | JULY 12

MENTORING: Strategies for Career Success



Find inspiration to harness your powers, build your network and discover your own wonder women of support at the Chamber’s upcoming Wonder Women Mentoring Breakfast. We’re gathering top women professionals (at right) to share their experiences in a series of three 20-minute roundtables, focused on timely topics about today’s challenges and

triumphs. Join the lively and candid conversations about career strategies and solutions. Table hop as you meet with mentors and discover new strategies for success. Sign up for an event that will give you “a-ha!” moments and impactful connections. Develop empowering relationships with local “Wonder Women” and discover the wonder woman in you.

FRI JUL 12 Register now at [renscochamber.com/events](https://renscochamber.com/events)  
☎ Check-in & breakfast 7:30 a.m.; mentoring 8-9:30 a.m. \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by CAP COM FCU.



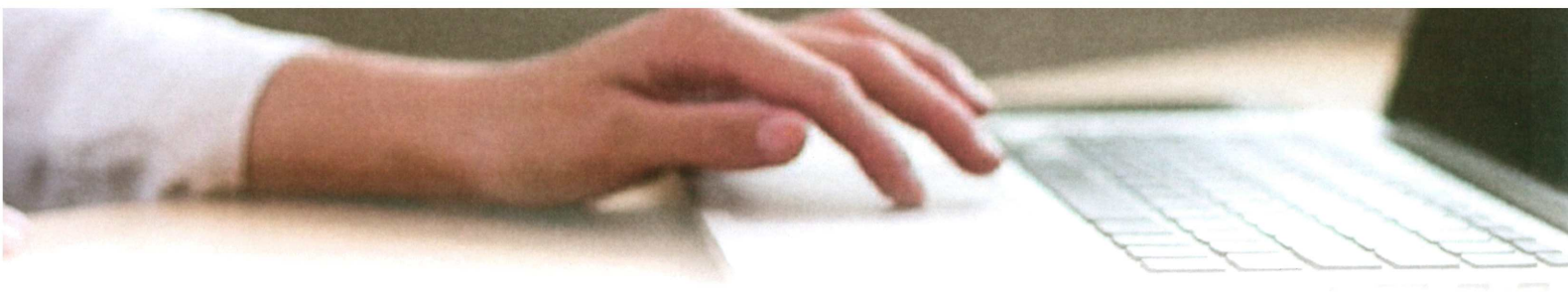
- Kendra Hart, Vice President, Martin Electric
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