



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

THE LEADERS OF TOMORROW

Launch of The Leadership Institute Class

The Chamber is proud to announce The Leadership Institute Class of 2020, marking the 15th year of our award-winning, skills-based development program. This year's dynamic and diverse group of professionals are poised and eager to expand their leadership and business acumen. This class will join more than 350 Leadership alumni who are applying their valuable talents within their professions and communities. Join us in welcoming the class! (see list below)



"The Leadership Institute attracted a record number of stellar candidates to form the Class of 2020, thanks to the program's reputation across the region. We are looking forward to an exciting year with this incredible group of professionals as they hone their leadership skills and go on to use them to advance their careers, as well as the quality of life in our communities."

Edwin C. Anker IV, Class of '11
Chair for The Leadership Institute Class of '20

Class of 2020

Rebecca Atwell, YMCA Troy Branch ■ **Megan Bowman**, Rensselaer Polytechnic Institute ■ **Alicia Buchan**, UHY LLP ■ **Anthony Cerone**, Hoosick Valley Contractors, Inc. ■ **Noelle Gilchrist**, Capital Bank ■ **Amanda Goyer**, Diocese of Albany Catholic Schools ■ **Stephanie Hadcock**, CDPHP ■ **Ian Henderson**, Duncan & Cahill ■ **Patricia Hughes**, Mosaic Associates Architects ■ **Gail Hughes-Morey**, Mohawk Hudson Humane Society ■ **Peter Keigley**, KeyBank ■ **Angela O'Neal**, Hudson Valley Community College ■ **Natalie Orcutt**, Albany Leadership Charter High School for Girls ■ **Carleen Pallente**, The Sage Colleges ■ **Nicole Peterson**, The Arts Center of the Capital Region ■ **Wesley Price**, Healthcare Association of New York State (HANYS) ■ **Adam Ross**, Ross Valve Manufacturing Co., Inc. ■ **Marissa Salzone**, GreyCastle Security ■ **Niyati Shetty**, Spring Line Design Architecture + Engineering, LLP ■ **Robert Shevy**, National Grid ■ **Christine Sutherland**, Rifenburg Construction, Inc. ■ **Jessica Trowbridge**, Capital Roots ■ **Anastasia Vasilakos**, Pioneer Bank ■ **Tammy Weinman**, Troy Rehabilitation & Improvement Program, Inc. (TRIP) ■ **Elizabeth Whalen**, Bouchey & Clarke Benefits, Inc. ■ **Danielle Wissenbach**, Unity House of Troy, Inc. ■ **Jessica Zipkin**, SEFCU



The Leadership Institute is sponsored by CDPHP with media sponsorship provided by Albany Business Review.

Ready to Join Us?
Start Planning Now for the Class of 2021

If you or a staff member are interested in applying to The Leadership Institute, now is the time to budget for the program in your annual planning process. For more information, contact Kate Manley at 518.274.7020 or kmanley@renscochamber.com.

YOU ARE INVITED TO CELEBRATE EXCELLENCE

Van Rensselaer Awards Dinner on Sept. 26

Join us at the Chamber's 2019 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community. These prestigious honors recognize corporations, small businesses and exceptional individuals in Rensselaer County and the surrounding gateway communities who invest in the economic, cultural and humanitarian advancement of our region and act as ready and willing partners to other businesses and organizations. Honor this year's recipients (at right) by investing in a Chairman's Circle Table of 10. For more information, contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.



VAN RENSSELAER
SMALL BUSINESS
AWARD



PAULA STOPERA
EDWARD H. PATTISON
CITIZENSHIP AWARD

ASK A BOARD MEMBER:

Educating Students for Life

Dr. Donna Watson is the Assistant Superintendent for Curriculum and Instruction for the Enlarged City School District of Troy. She serves the students and families of the district by working with teachers and administrative staff to meet the academic and social needs of students and prepare them for successful careers and lives beyond school.



Q » What is the goal of educating students today and how has it changed from the past?

A » We have a responsibility to ensure that every student in our system reaches the graduation finish line "college and career ready." Our work now is much more focused on providing exposure to diverse career fields so that students can uncover what interests and excites them. This means not only internships but high levels of student engagement and opportunities to apply their learning in authentic and relevant ways. Today's classrooms extend beyond the walls of a school to include businesses, non-profit communities, maker spaces, virtual collaborations and more.

Q » What is the biggest education challenge?

A » Undoubtedly, one of the biggest challenges in education today is preparing students for jobs that don't even exist yet. To accommodate the rapid pace of technological advancements and its impact on job growth and creation in our area and around the world, our challenge is educating students who are adaptable, flexible and able to collaborate, communicate and think critically across a variety of settings. When it comes to their future, the only thing students can be certain of is change. It is our job to make sure that they can succeed in this ever-changing environment.

Q » What role can businesses play in education?

A » Businesses play a significant role as partners in educating today's students. Simply having a conversation with someone from your local school district is all it takes to get started. Businesses can offer extensive support in the form of internships and job shadowing opportunities, or simple supports like serving as a panel expert for student presentations or offering to be a guest speaker. No matter what students are interested in, there is someone out there who can offer real-world experiences to help them explore choices more fully. All students deserve access to a future of their choice, one that leads to personal fulfillment and success. And, every business deserves a workforce of people who are passionate about their work. The Chamber continues to be a tremendous resource for us in growing our school-business collaborations.

"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

Welcome
New Members

Bell Financial
Financial Planning Consultants
Rep: Derek Bell
2 Pine West Plaza
Suite 203
Albany, NY 12205
Phone: 518.434.4711
VISIT bellfinancial.biz

Brookview Station Winery
Wineries
Rep: Sue Goold Miller
1283 Brookview Station Road
Castleton, NY 12033
Phone: 518.732.7495

The Dutch Udder
Ice Cream & Frozen Desserts
Rep: Kehmally Karl
282 River Street
Troy, NY 12180
Phone: 518.852.1067
VISIT thedutchudder518.com

Godfrey Financial Associates, Inc.
Financial Planning Consultants
Investment Advisory Service
Rep: Kathleen Godfrey
797 Route 9W
Glenmont, NY 12077
Phone: 518.767.2574
VISIT godfreyfinancial.com

Grethen-Cahrenger Memorials
Monuments
Rep: Mick Cahrenger
114th Street and 8th Avenue
Troy, NY 12182
Phone: 518.235.3312
VISIT gcmemorials.com

Imperativecare Inc.
Urgent Care
Rep: Wayne Gravell
81 Miller Road
Castleton, NY 12033
Phone: 518.300.4077
VISIT imperativecareinc.com

Passport for Good
Computer Systems, Software,
Service & Sales
Rep: Gayle Farman
333 Broadway Street
Troy, NY 12180
Phone: 518.203.6710
VISIT passportforgood.com

Paul M. Macari, Esq.
Lawyers
Rep: Paul M. Macari
Phone: 518.495.0276

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

Member News



MVP Health Care named Christopher Del Vecchio the new chief executive officer of the company, effective September 1. Del Vecchio joined MVP in 2014 and has served as executive vice president of strategy and innovation, chief operating officer and president. He holds a B.S. in pharmacy from Albany College of Pharmacy and an M.B.A. from Union College with a specialization in health systems. VISIT mvphealthcare.com

Siena College announced a \$52,000 scholarship is available to each 2019 graduate of Troy City School District's School 2 fifth grade class. The students may apply the scholarship funds to tuition costs upon completion of high school and acceptance into Siena College. VISIT siena.edu

Pioneer Bank completed the acquisition of the Albany-based financial management firm Ward Financial. The advisors of **Pioneer Wealth Management** now collectively serve more than \$500 million in brokerage and advisory assets. VISIT pioneerbank.com

Capital District Educational Opportunity Center (EOC) celebrated its 53rd Annual Graduation Ceremony with 265 graduates receiving more than 300 certificates of completion from 16 diverse academic, business, service and technical programs. EOC is a division of **Hudson Valley Community College** and part of SUNY's University Center for Academic and Workforce Development. VISIT hvcc.edu

Whiteman Osterman & Hanna LLP welcomed three new summer associates: MacKenzie E. Brennan, Marcos Grael and Emma K. Lagle. For more than 30 years, the firm's summer associate program has offered candidates the opportunity to gain valuable legal experience and networking advantages. VISIT woh.com



architecture+ hosted a week-long forum featuring members of the Learning Collaborative, an international group of healthcare leaders. architecture+ founder Francis Murdock Pitts, FAIA, FACHA, is a six-year member of the Learning Collaborative. VISIT archplususa.com

First Columbia Development's River Street Market opened July 1 with a variety of premium foods and community space. Located on the first floor of Hedley Park Place at 433 River Street in Troy, the market includes food vendors such as Copper Pot, Papa's Best Batch, Luka's Salmeria & Spirits, Prime Burger and Stack's Espresso Bar. The market, open 11 a.m. to 8 p.m. weekdays, also includes a community stage, indoor/outdoor space and a test kitchen geared toward educational opportunities. VISIT riverstreetmarket.com



Ross Valve Manufacturing Co. owners Andy and Bill Ross are acquiring the former Zak Inc. plant in Green Island with plans to build the business and provide stable employment to workers. The new owners will operate the business under the name Ross Precision Manufacturing and expect to create 50 jobs at the manufacturing plant in the next five years. VISIT rossvalve.com

The College of Saint Rose President Carolyn J. Stefanco was named chair of the American University in Bulgaria's Board of Trustees. As chair, she serves as an ambassador for the university and works to develop best practices in university governance. VISIT strose.edu



The Capital District Transportation Authority is operating its free Electric City Trolley in Schenectady on Friday and Saturday nights, from 4 p.m. to 1 a.m., for the summer. The trolley arrives every 20 minutes at designated downtown stops along its looping route. VISIT cdta.org



Teal, Becker & Chiaramonte, CPAs, P.C. elected Pasquale M. Scisci a managing partner. He is responsible for monitoring all aspects of the firm's strategic plan, managing day-to-day operations and sharing in the executive committee responsibilities. VISIT tbccpa.com

EventsCalendar 2019

AUG

TUE
AUG
06

Member Benefits Breakfast
Maximize your investment and discover the advantages of your Chamber membership. Designed for new and current Chamber members and their employees.

🕒 **Check-in & networking 7:30 a.m.; benefits overview 8-9 a.m.** No cost for members; RSVPs requested. Chamber's first-floor conference room, 90 Fourth Street in Troy. *Sponsored by First New York Federal Credit Union and Thomas K. Judd & Associates.*

MON
AUG
12

Chamber Golf Classic
A great way to network or treat a client or guest while enjoying a day on an award-winning course. Cost includes 18 holes of golf, lunch, cart, on-course beverages and dinner.

🕒 **Check-in 10:30 a.m.; lunch 11 a.m.; shotgun start 12 p.m.; dinner 5:30 p.m.** \$215 per golfer | \$265 per VIP golfer. The Country Club of Troy, 100 Troy Country Club Road in Troy. *See page 4 for a list of sponsors.*

THU
AUG
22

Ask the Experts | Stand-Out Solutions for Communicating
Learn how to make a lasting impression on potential customers and participate in interactive activities. Led by Khamali Brown, director of Sales & Marketing at Dale Carnegie of Northeastern New York.

🕒 **Check-in & luncheon 11:30 a.m.; workshop 12-1:30 p.m.** \$35 members | \$50 walk-in members. SEFCU, 700 Patroon Creek Boulevard in Albany. *Sponsored by CDPHP and SEFCU.*

SEPT

THU
SEP
12

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 business success.

🕒 **Check-in & luncheon 11:30 a.m.; networking 12-1:15 p.m.** \$35 members | \$50 walk-in members. Pat's Barn, 110 Defreest Drive in Rensselaer. *Sponsored by MicroKnowledge, Inc. and Sunmark Federal Credit Union.*

THU
SEP
26

Van Rensselaer Awards Dinner
Join us for an evening of honoring excellence, with this year's award recipients: Siena College, The Troy Savings Bank Music Hall and Paula Stopera.

🕒 **Networking and cocktail reception 5:30 p.m.; awards and dinner 6:30 p.m.** \$130 member | \$260 non-member | \$1,550 for Chairman's Circle Table of 10. Hilton Garden Inn, 235 Hoosick Street in Troy. *Sponsored by Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.; Capital Bank; and CDPHP. Cocktail hour sponsored by Teal, Becker & Chiaramonte, CPAs. Table wine sponsored by CAP COM Federal Credit Union. Sushi table sponsored by Sunmark Federal Credit Union.*

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

A LOOK AHEAD

» **Coming in October:**
A special "don't miss" event!
It's BIG, it's EXCITING and it's an "ENTERTAINING" way to build your business acumen.
Stay tuned!

Sponsorship Opportunities Available!
Events Coordinator Rachael Murray
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.



Register for Events:
renscochamber.com/events

PLAN YOUR BUDGET NOW

Attention-Getting Sponsorships & Advertising

Give your business the attention it deserves, stand out from the competition and increase sales by leveraging the Chamber's cost-effective and high-impact marketing platforms. Now is the time to take advantage of available sponsorships and advertising opportunities for 2019 and 2020. Let us customize a marketing package that targets your audience, generates visibility and positions your brand, all within your budget. Choose from:

- » **Sponsorships** – With a powerful line-up of more than 40 popular events, we'll help your company gain exposure and build critical relationships with key regional business leaders.
- » **Print Advertising** – Our full-color newsletter, **RENSCONNECT**, gives you the opportunity to purchase inserts and spotlight articles. BIG impact, LOW cost.
- » **Digital Advertising** – The Chamber's website at **renscochamber.com** and weekly e-newsletter are both trusted resources, with our e-newsletter surpassing industry averages for views. Every click and impression represents potential customers for your business.

Let our success be YOURS! Get started with a customized strategy that meets your goals and budget by contacting Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.



SUMMER NETWORKING

Member Benefits Breakfast August 6

Maximize your investment in the Chamber by discovering all of the benefits of your membership. This informative event is designed for you and your employees, whether you are a new or existing member. Get to know regional business professionals, meet Chamber staff and learn about opportunities to market, develop and connect your business.

TUE
AUG
06

Register now at renscochamber.com/events

🕒 Check-in & networking 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. Sponsored by First New York FCU and Thomas K. Judd & Associates.



POST YOUR MEMBER NEWS

What's New? Send it to the Chamber!

Everyday, online visitors check out our website's Member News page for the latest announcements and noteworthy happenings from our members. Do we have YOUR news? The Chamber wants to share your business or organization's successes with members and non-members alike and help you get recognition for honors, awards, promotions, new hires, milestones, celebrations, relocations, events and employee recognition. New client? Expanding your services? Submit your news to our website by using the Chamber's online form at renscochamber.com/news. Member news items uploaded to the website are also considered for the Chamber's weekly e-Newsletter and monthly print newsletter. For assistance, contact the Chamber at 518.274.7020.

Check Out These Chamber Benefits

✓ 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. Through the alliance you'll secure fixed rates from carefully selected top-tier energy suppliers, giving you money-saving options and peace of mind. Contact Elizabeth McGarry at 518.687.1240 or emcgarry@renscochamber.com.

✓ CONSTANT CONTACT DISCOUNT

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.

CHAMBER MEMBER

spotlight

Bootlegger's on Broadway is a classic pub offering "a one-stop shop" for traditional food, craft beer, wine and spirits. From its ground-floor location in the Hendrick Hudson Building to its original woodwork and architectural features, Bootlegger's owner Nate Rock has created the atmosphere of a friendly neighborhood pub in a Prohibition-era bar, located in a city filled with history. Add entertainment, including billiards, darts, a resident DJ, and a calendar of live music events, and it's easy to understand why the business, opened in 2011, is a lifelong dream come true for its owner. Bootlegger's offers a wide range of draught and bottled beer, wine and mixed drinks along with a delicious selection of pub food. The menu includes appetizers such as fried ravioli, quesadilla and beer batter chicken, as well as fresh salads, burgers, homemade pizzas and chicken,



steak and seafood entrees. With plenty of space for late night dancing, seasonal dart leagues, weekly trivia and happy hour specials, Bootlegger's attracts regulars and newcomers alike.

Bootlegger's offers banquet services on site for private parties and also caters events off site, at work or home. "We strive to serve up great food with a beautiful presentation for breakfast, lunch, dinner and then some," said Rock. "Whatever is wanted, we can provide it." In addition, the Bootlegger's Food Truck (photo above) is available for private events such as birthdays, weddings and other occasions.



Bootleggers on Broadway
200 Broadway | Troy, New York 12180
Ph: 518.874.4475 | [BOOTLEGGERSONBROADWAY.com](https://bootleggeronbroadway.com)

To purchase a Spotlight, contact the Chamber at 518.274.7020

Alumni News from The Leadership Institute

William Piskutz '06 was named interim executive director for The Palace Theater in Albany. He formerly served as managing director for the theater. VISIT palacealbany.org

Staci Makovich, '17, was hired by CAP COM Federal Credit Union as its digital marketing administrator. She will assist to coordinate and execute the credit union's product marketing and member engagement efforts through digital channels. VISIT capcomfcu.org

Ashlee LaPier, '17, was promoted to director of call center at Nassau Re, overseeing customer service for post-issue life and annuity insurance. She began her career with Nassau Re in 2011, previously managing the disbursement and tax areas. VISIT nsre.com

Submit your Leadership Institute alumni news to Chamber President Kate Manley at kmanley@renscochamber.com.

Member Milestones

20 Years

Alexis Diner
Quality Retail Systems

15 Years

D. Comiskey & Associates, LLC

10 Years

TSL Childcare, Inc.

5 Years

Boost Mobile by Platinum Telecom
Collar City Animal Hospital
United Concierge Medicine

2019 BOARD OF DIRECTORS

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JERILEE BEAUDOIN*
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RATNA RANDIVE
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SEFCU

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Spectrum Reach

PAUL VON SCHENK, CIC, CSRM
Amsure

DR. DONNA WATSON
Enlarged City School District of Troy

SCOTT WILEY
Hoosick Valley Contractors, Inc.

BRIAN WILLIAMS
Rensselaer County Employment & Resource Center

* Executive committee members



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GOLF CLASSIC RAFFLE PRIZES
You Don't Have to be a Golfer to Win!

Get in on this year's great raffle prizes at the Chamber's 2019 Annual Golf Classic. Even if you are not a golfer, you can purchase tickets and win big, including these prizes:

1st Grand Prize: Two nights in Lake Placid at the Mirror Lake Inn. Courtesy of mirrorlakeinn.com.

2nd Grand Prize: Tickets to the Red Sox game on Saturday, September 28 at Fenway Park and an overnight stay at Boston's Hotel Commonwealth. Courtesy of hotelcommonwealth.com and Linda Griggs.

3rd Grand Prize: Three-night ski getaway with accommodations at The Lake Placid House and four single-day lift tickets to Whiteface Mountain. Courtesy of Bryce Cutler and Jake Dumesnil.

4th Grand Prize: Four tickets to the first round of the Men's 2020 NCAA Tournament at the Times Union Center. Courtesy of Tri-City ValleyCats Baseball.

Each ticket is a chance to win the grand prizes PLUS more than 50 other great prizes! Raffle tickets are \$7 each or a book of six for \$25. Drawing is held at the Golf Classic; winners do not have to be present.

To purchase golf raffle tickets, contact Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.

ASK THE EXPERTS | AUGUST 22

TRAINING: Stand-Out Solutions for Communicating

Your business gets one opportunity to make an impression—are you ready? Let the Chamber's upcoming Ask the Experts workshop show you how. Join us for "Stand-Out Solutions for Communicating," an interactive presentation with Khamali Brown, director of Sales & Marketing at Dale Carnegie of Northeastern New York. A consultant focused on training, sales and marketing, she works with individuals and corporate teams on leadership, interpersonal communication, coaching, presentation skills and more. You'll learn fundamental techniques to stand out from the competition and communicate a lasting impression with employees, colleagues, committees, clients and customers. Interactive activities will help you build a skill set, including tips to remember names, how to steer a conversation with tact, how to use visual memory linking to enhance your networking and how to get to know a person through conversation. Don't miss this "Stand-Out" workshop!



THU
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22

Register now at renscochamber.com/events
🕒 Check-in & luncheon 11:30 a.m.; workshop 12-1:30 p.m. \$35 members | \$50 walk-in members. SEFCU, 700 Patroon Creek Boulevard in Albany. Sponsored by CDPHP and SEFCU.

