



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

NEW CLASS IS FORMING NOW

Apply for The Leadership Institute Class of 2021

Real Results

“The Leadership Institute gave me a tremendous opportunity to take the next step as a leader. Each session helped me to develop skills while I networked with the business leaders in our community. My classmates became my trusted friends and colleagues. I left each session full of excitement, eager to share what I had learned with my entire organization. Now a principal at Mosaic Associates, my Leadership Institute experience played a major role in reaching that goal. It was one of the most rewarding experiences of my professional life.”



Theresa F. Moroukian, Principal,
Mosaic Associates Architects
The Leadership Institute Class of '12

Now is the time to take advantage of The Leadership Institute, the Chamber’s transformational, skills-based professional development program that incorporates a “learning from leaders” approach to successful training.



Our award-winning model develops participants’ professional and personal skills as they learn from a distinguished faculty comprised of the region’s top executives. Starting with an overnight retreat, the program builds with monthly sessions on strategic thinking, communication, career-life balance, financial management, human resources, organizational development and board development.

Our graduates increase their value as leaders within their companies and communities, paving the way for career advancement and personal success. Leadership alumni also enjoy exclusive and advantageous networking opportunities.

Ready... Select a rising star on your staff or make this YOUR year to enroll. Learn more about The Leadership Institute by contacting the Chamber or visiting renscochamber.com/leadership-institute.

Set... Plan to attend a Leadership Open House. Choose from **Tuesday, March 24, 8 to 9 a.m. or Tuesday, March 31, 4:30 to 5:30 p.m.** Both will be held at the Chamber’s first floor conference room at 90 Fourth Street in Troy. Pick up an application, talk with staff and alumni and get your questions answered.

Lead! Submit your application by **Wednesday, May 20 at 5 p.m.** Applications are also available at renscochamber.com.

Join us at The Leadership Institute Class of 2020 Graduation & Dinner on Thursday, April 2, starting at 5:30 p.m. at the Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Reservations are \$50 per person and tables of 10 are available. Register for this event online at renscochamber.com/events.

ASK A CHAMBER BOARD MEMBER: The Power of Utilizing SBDC

Denise Padula is president and owner of The Alchar Printing Group, one of the area’s top 10 commercial printers and a certified NYS Woman-Owned Business. She has been with Alchar for more than 30 years and directs all aspects of the company’s operations. She has received awards from her industry, the business community and in recognition of her community service. Denise serves on the boards of NYS Printing Industries Alliance and Capital Region Workforce Development, as well as NBT Advisory Board.



Q » How has the Albany Small Business Development Center (SBDC) assisted you?

A » My experience with SBDC began when they helped me achieve New York State’s Women-Owned Business Enterprise status. Since then, the relationship has evolved as my business has evolved. They have provided insight and assistance with many challenges, including streamlining a strategic plan and identifying financial institutions that work with manufacturers. SBDC also connected me with resources to help my business continue to expand into the digital market. All of these services were provided at no cost.

Q » Are there advantages to working with SBDC?

A » Every time I get together with SBDC, I learn something new. They may confirm what I am thinking or present a different approach to a challenge. SBDC is a valuable sounding board for my ideas, a resource for my business needs and a partner to help me achieve my goals. They are an extension of my relationship with the Chamber and an added benefit of my membership.

SBDC & Your Business

Albany SBDC works directly with entrepreneurs and business owners to develop and grow their businesses. SBDC offers a full range of no-cost services tailored to meet the needs of small businesses, including business plan and marketing development, financial analysis, identifying capital, procurement assistance, mentoring and more. For your convenience, an experienced SBDC representative is available every other Thursday, 8:30 a.m. to 4 p.m. at the Chamber. For dates, visit renscochamber.com/cost-saving-benefits.



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

Market. Develop. Connect.

RENSCOCHAMBER.COM

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Regional Chamber
of Commerce

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Printed on recycled paper.

Welcome New Members

Apex Entertainment
Recreation
Restaurants & Banquet Facilities
Rep: Anne Marie Case
One Crossgates Mall Road
Albany, NY 12203
Phone: 518.426.8666
VISIT apexentertainment.com

Elite Cryotherapy
Health and Wellness Products and Services
Rep: Robert McKinley
18 North Greenbush Road
Troy, NY 12180
Phone: 518.279.2020
VISIT elite-cryotherapy.com

Siemens Industry, Inc.
Energy Management
Rep: Mr. Shadrach Treat
6 British American Boulevard
Suite C
Latham, NY 12110
Phone: 518.782.0131
VISIT usa.siemens.com/building-technologies

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

Kate Manley Named to CANYS Board of Directors

Chamber President Kate Manley was elected to the 2020 board of directors for CANYS (Chamber Alliance of New York State), an association of more than 70 chambers state wide. She is the sole board member representing a chamber from the Capital District.

“I’m incredibly honored to receive this recognition,” said Manley, who was named president of our Chamber in 2016. “I look forward to advocating for our members on a state-wide level. I also intend to use this opportunity to deepen our own Chamber’s best practices in order to better serve our membership.”

CANYS is an association of chambers dedicated to providing members with education and insight into the latest trends and issues facing chambers, member businesses and communities. In addition, CANYS provides a forum to connect and collaborate with peers throughout the state.

VISIT canys.org

Member News

Whiteman Osterman & Hanna LLP announced three new partners (below, l-r): Christopher W. Meyer leads the firm’s privacy, cybersecurity and information management practice; Monica R. Skanes is a member of the firm’s education, labor and employment and litigation practice groups; and Brian Wang focuses his practice on all aspects of immigration law. VISIT woh.com



Hudson Valley Community College’s Voices: A Library Lecture Series presents speakers on timely and enduring issues and shares these free lectures and discussions with the community. Each 50-minute presentation is held in the Bulmer Telecommunications Center Auditorium on the Troy campus. Upcoming lectures are: *Shining the Light on Government – Your Right to Know*; *The Birth of Baseball’s Grand Slam*; and *Discover the Albany Pine Bush*. VISIT hvcc.edu/culture

Christopher Brian Salon, an award-winning salon located at 90 Fourth Street in Troy, welcomes new stylist Deziree Crider to its team of professionals. A 2017 graduate of Paul Mitchell The School Schenectady and its Phase Two Honors Program, she was formerly with salons in Saratoga Springs. Christopher Brian salon is committed to the best in hair cutting and coloring. VISIT christopherbriansalon.com



Berkshire Farm Center and Service for Youth appointed Michele Kilburn, MBA, SHRM-CP as Vice President of Human Resources. She brings more than 20 years of professional experience in human resources and entrepreneurship, as well as working in healthcare, construction, IT and manufacturing industries. VISIT christopherbriansalon.com



Loft 433 is the newest Mazzone Hospitality venue, located atop 433 River Street in downtown Troy. The event space includes exceptional views for weddings, social or corporate events. Photo (l-r): Kevin Bette, CEO and founding partner, First Columbia, LLC; Chamber President Kate Manley; Sean Willcoxon, vice president of catering, Mazzone Hospitality. VISIT loft433.com



Apex Entertainment Albany cut the ribbon on its 57,000-square-foot Crossgates Mall facility, including bowling, bumper cars and two virtual reality experiences in a 65+ game arcade. Space is available for corporate meetings, team building and holiday parties. VISIT apexentertainment.com

Ribbon cuttings are presented by the Chamber, in partnership with Rensselaer County IDA. Contact **Tom Engle** at 518.687.1243 or tengle@renscochamber.com.

RENSSELAER COUNTY

Life looks good from here™

EventsCalendar 2020

MAR

TUE
MAR
10

Wonder Women Mentoring Luncheon
Join top women professionals as they share their experiences and strategies for success. Find inspiration to harness your powers, build your network and discover the wonder woman in you.

☎ **Check-in & luncheon 11:30 a.m.; mentoring 12-1:30 p.m.** \$35 members | \$50 walk-in members. Pat’s Barn 110 Defreest Drive in Rensselaer. *Sponsored by CAP COM FCU..*

TUE
MAR
24

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 for purposeful networking.

☎ **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 Alchar Printing and Sunmark Credit Union. Additional sponsorships are available.*

THU
MAR
26

Member Benefits Breakfast
Maximize your investment by discovering all of the advantages of membership, for you and your employees.

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

APRIL

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02

The Leadership Institute Class of 2020 Graduation Ceremony & Dinner
Celebrate this year’s class, network with business professionals and find out about the Chamber’s award-winning skills development program.

☎ **Networking reception 5:30 p.m.; graduation ceremony 6:30 p.m.** \$50 per person with tables of 10 available for purchase. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. *Sponsored by CDPHP, with media sponsorship by Albany Business Review.*

WED
APR
08

Ask the Experts Employer Brand Strategy
Learn how to build a solid and strategic partnership between HR and marketing to develop an employer brand that attracts, engages and retains quality employees.

☎ **Check-in & luncheon 11:30 a.m.; presentation 12-1 p.m.** \$35 members | \$50 walk-in members. SEFCU, 700 Patroon Creek Boulevard in Albany. *Ask the Experts Series is sponsored by SEFCU.*

THU
APR
23

College Presidents Panel Discussion
A dynamic discussion with the presidents of area colleges and universities. Bring your ideas to participate in an interactive Q&A.

☎ **Check-in & breakfast 7:30 a.m.; panel discussion and Q&A 8-9:30 a.m.** \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. *Sponsored by architecture+; Duncan & Cahill, Inc.; Mosaic Associates Architects; and UHY LLP.*

A LOOK AHEAD

» **120th Annual Dinner {with a twist} & Business Expo**
[Thursday, 05/14/20](#)

» **Special Edition Luncheon: U.S. Reps. Delgado and Tonko**
[Wednesday, 05/27/20](#)

» **Annual Golf Classic**
[Monday, 08/17/20](#)

» **38th Annual Troy Victorian Stroll**
[Sunday, 12/06/20](#)

ADDITIONAL INFO

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

If you have special requirements, please contact us one month prior to the event. Questions? Contact Events Coordinator Rachael Murray at 518.687.1238 or rmurray@renscochamber.com.



Register for Events:
renscochamber.com/events

PARTNERING TO CONSERVE FARMLAND

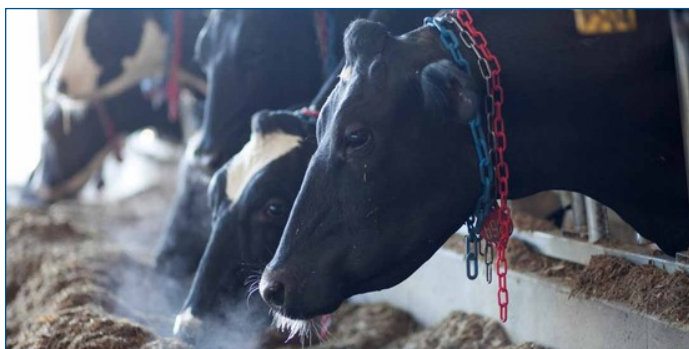
Rensselaer County Works to Grow Agriculture

A few generations ago, most Americans were connected in some way with farming. Today that's not the case, but there is a growing rediscovery of the importance of the agriculture industry to our economy and quality of life, as we come to realize how much we depend upon farms for food, fiber and renewable resources. Rensselaer County, in partnership with diverse agencies, works to assist farmers and their home-grown businesses to find viable ways to overcome the challenges they face and preserve the county's rural heritage for new generations.

"We assist farmers in accessing grant funding and protecting their land with conservation easements. Through partnerships and a variety of resources, we try to help family farms stay intact. Once farmland is gone, it never comes back."

Donna Murray, Agriculture Economic Developer, Rensselaer County Economic Development & Planning

As the public shows more interest in getting back to the roots of food production, small farm-based businesses are springing up, offering organic-focused meat, milk, cheese, yogurt, fruits and vegetables, honey, wine and beverages. The larger farms in Rensselaer County are dairy, greenhouse/floriculture, vegetables, grain and livestock operations. "One of our priorities is farmland protection," said Murray. To raise capital for farmers and to protect acreage from development, the agency partners with the Rensselaer County Agricultural and Farmland Protection Board and the Agricultural Stewardship Association, a non-profit land trust that has conserved more than 22,000 acres in Rensselaer and Washington



counties. The county also works with the Hudson Valley Agribusiness Development Corporation (HVADC) to assist farms and agribusinesses with investment dollars in order to stimulate the industry's economic growth. Close to home, the county assists Cornell Cooperative Extension of Rensselaer County to promote farmer's markets and to launch Harvest Connection (see below). Working with Capital Roots, Rensselaer County also helped start a Farm-to-School program to educate up-and-coming generations about the importance of farms in our lives.

"The more the public knows, the more they will understand the significance of farming to our county and to our region," said Murray. [VISIT discoverrensselaer.com](http://discoverrensselaer.com)

NATIONAL AG WEEK MARCH 22-28

Ag Day Shows How "Food Brings Everyone to the Table"



National Ag Day on Tuesday, March 24, 2020 is an opportunity for farmers, educators, businesses and others to recognize and celebrate the abundance provided by American agriculture.

Community-based efforts will help educate millions of consumers about the role agriculture plays in the goods they eat, use and wear on a daily basis, including these facts:

» Each American farmer feeds about 165 people

» Agriculture is America's largest export
» New technology is helping farmers become effective stewards of the environment

The ambitious campaign is the keystone of National Ag Week and showcases how a vibrant, diverse agriculture sector can positively impact jobs and career choices, education, energy resources, technology, healthy lifestyles and a growing economy. [VISIT agday.org](http://agday.org)

STRENGTHENING FARMING

Cornell Cooperative Extension



CCE-Rensselaer works with all types of farming enterprises, providing expert consulting and research-based resources that help farms compete in local and global economies. "We have a deep-end response to the needs and challenges of farmers, thanks to an army of on-call educators," said

Executive Director Bernadine Wiesen. "Our staff and trained volunteers deliver education programs, conduct applied research and connect farmers with the information and resources they need to overcome obstacles and reach their goals. Our ability to match university resources with community needs helps us play a vital role."

Extension specialists can help in all aspects of agriculture including biology, finance, engineering and technology, making recommendations, troubleshooting issues and researching realistic solutions and improvement plans tailored to a farmer's needs and budget. From beef to begonias, corn to organic carrots, greenhouses to grass hay, links with Cornell and other universities are utilized to provide practical information to help local farms succeed.

[VISIT cceremsselaer.org](http://cceremsselaer.org)



Harvest Connection is CCE-Rensselaer's new, mobile-friendly website designed to lead consumers to local farms. Users can search by product or by zip code to view nearby farms and businesses. Each farm has its own page with contact and visitor information, images and links to websites and social media. Participating farms can access training and tech support from CCE-Rensselaer to get up and running with social media or to improve and automate existing platforms. [VISIT harvestconnection-ny.com](http://harvestconnection-ny.com)

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



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RENSSELAER COUNTY

life looks good from heresm

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. [VISIT renscochamber.com/workforce-economic-advancement](http://renscochamber.com/workforce-economic-advancement)



CONTACT:

President Kate Manley
kmanley@renscochamber.com
ph: 518.274.7020

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

FARMING IN THE CITY

Capital Roots
Nurtures its Urban
Grow Center



Capital Roots has embarked on a capital campaign to build Phase II of its innovative Urban Grow Center in Troy.

The nearly 32,000-square-foot expansion, spread across two full city blocks, is focused on:

- » Strengthening and elevating the organization’s mission to nourish healthy communities by providing access to fresh food and green spaces for everyone.
- » Empowering the next generation of food-based businesses and encouraging local farm purchases through its Incubator Kitchen.
- » Offering new and necessary opportunities for hard-to-employ adults through greenhouse-based job-readiness programs.
- » Providing neighbors and institutions access to a wide variety of fresh, local and affordable food with an expanded Market and a second Food Hub.
- » Serving as a model of Capital Roots’ commitment to safe and accessible streets for all.

Phase II features construction of three net-zero greenhouses designed to reduce standard energy inputs by 80%. Located at the corner of Jay Street and 5th Avenue, the greenhouses and a production facility will enable Capital Roots to grow its job-readiness programs and invest further in its commitment to community education.

The Incubator Kitchen will be open 24/7 for the development and support of local food-based businesses. Entrepreneurs will be connected with Capital Roots’ network of farms and sales outlets, giving them access to the raw materials and the markets necessary for lasting success. Food entrepreneurs will benefit from business mentoring, classes and access to loans offered through a partnership with the Community Loan Fund of the Capital Region.

The public face of the center will be its street-level Market, offering a broad range of products, extended hours and high visibility. This stand-alone 2,300-square-foot market’s open design is accessible to people of all walks of life and will sell affordable and local fruits and vegetables year-round, local meat and dairy and value-added products from the Grow Center’s kitchen and regional producers.

Phase II will also include the addition of a second regional Food Hub, designed to serve institutional customers with local farm products while meeting the highest level of food safety. Capital Roots is USDA certified for Good Handling and Good Agricultural practices. The certification, coupled with an expanded hub, will ensure all institutions, from child care centers and soup kitchens to school districts and faith-based communities, can purchase from and support the regional farm economy.

For more information, contact CEO Amy Klein at amy@capitalroots.org or 518.274.8685.

QUALITY CUSTOMER SERVICE

Becker’s Farm, LLC

Becker’s Farm is committed to providing the highest quality plants, lawn care and gardening products at affordable prices with knowledgeable and friendly customer service.



The family has operated the farm in East Greenbush since 1870, with the newest generations of Beckers taking their places in the growing business. A grower and retailer, Becker’s has two state-of-the-art greenhouses with computer-enhanced environmental controls and computer-assisted watering. The total growing area of the greenhouses is 75,000 square feet, with an additional 35,000 square feet of outdoor growing space. Becker’s offers annuals and perennials, garden supplies and ornaments, custom potted plants, green house plants and soil pH testing. In addition, they sell bagged and bulk mulches and stone, potting soil, hay and straw, sod, wood pellets and propane. Celebrating its 150th year in 2020, Becker’s offers custom growing for commercial landscaping projects. VISIT beckersfarm.com

WORTH THE TRIP

Yonder Farms Blooms



Opened in 1970, Yonder Farms is a family-owned and operated garden center and farm

market, with more than 15 greenhouse filled with trees, shrubs, annuals, perennials, hanging baskets, roses, vegetables and herbs. During the summer and fall, Yonder Farms sells fruit and vegetables grown on the family’s farm in Hudson. For many Capital District gardeners, the quality, variety and selection of plants at Yonder Farms makes it worth the drive. The use of the latest radiant heat technology for germination results in dense root balls, which leads to larger, healthier plants with abundant blossoms and fruit. Yonder Farms operates a nursery on Route 4 in North Greenbush, pick-your-own orchards in Valatie and a country store in Colonie. VISIT yonderfarms.com

BEER, WINE & BEVERAGES

Brown’s Brewing Co.

Brown’s Brewing Company has carved its own path since 1993, when Garry and Kelly Brown opened a brewery and taproom in Troy to brew the beer they wanted to drink and to bring people to the 19th century warehouse they painstakingly renovated. With two taprooms and two breweries (Troy’s pilot brewhouse and North Hoosick’s production facility), Brown’s focuses on independently crafting the region’s most sought-after beers. VISIT brownsbrewing.com

Brookview Station Winery

The award-winning wines at Brookview Station Winery attract visitors from all over the Capital District and Hudson Valley regions. Vintages such as “Whistle-Stop White,” “Oh, What a Pear,” “Pomona” and “Sunset Charlie” all boast top awards and a loyal following. The winery also offers “Joe-Daddy’s Hard Cider” made with fresh-pressed apple cider in apple and apple-cranberry. VISIT brookviewstationwinery.com

FARM-TO-TABLE

Troy Farmers’ Market

Every Saturday, more than 100 food growers, bakers, chefs and artisans gather to offer the Capital District’s freshest and finest products to the public at the Troy Farmers’ Market. Shoppers buy directly from the producers — the people who grew it or made it and can tell them how to best cook, use and enjoy it. In addition, the money spent at the market contributes directly to the local economy, helping the future of the regional food system. Even more, the farmers’ market is a community gathering place, providing people with the opportunity to shop, eat, relax, listen to live music, learn new things and visit with family and friends. The farmers’ market is open year-round, from May through October on Saturdays from 9 a.m. to 2 p.m. at Monument Square on River Street, as well as on Wednesdays during the summer months on Broadway. From November through April, the market moves indoors to the Troy Atrium on Saturdays, from 9 a.m. to 2 p.m. VISIT troyfarmersmarket.org



A DAY AT THE FARM

Windy Hill Orchard



The Seeberger family takes the best of farm traditions and adds a modern edge at Windy Hill Orchard, providing customers with quality, wholesome farm fresh products and memorable experiences. The family markets fresh New York State apples throughout the United States,

grown at their orchards in Castleton and central New York. A day at the orchard features seasonal activities for people of all ages, including pick-your-own apples, pumpkins and more. A newly-renovated farm market features the best of local crafts and farm-to-table products, a bakery and country store with cider, cheeses, fudge and honey. No matter the season, Windy Hill Orchard offers beautiful views of the Schodack Valley. VISIT windyhillorchard.com

Hudson-Chatham Winery

Hudson-Chatham Winery Troy offers a full line-up of award-winning wines, local beers, spirits and ciders. The vineyard and primary location are in Ghent, where wines are made from grapes grown on the estate and in other parts of New York. Named 2019 Winery of the Year at the Hudson Valley Wine & Food Festival, Hudson-Chatham is known for its Baco Noir, Chelois and Empire Reserve. Hudson-Chatham operates a third tasting room in Tannersville. VISIT hudsonchathamwinery.com

Stablegate Farm & Winery

Stablegate Farm & Winery is a event venue featuring a 19th century Dutch barn, intimate lodge and private vineyard for unique, rustic gatherings. Managed by the fourth generation of the Feldman family, long-time owners of Birch Hill Catering, the winery is a popular destination for all-occasion events and retreats, as well as public and privately-hosted wine tastings. VISIT birchhillcatering.com

**OUR PREMIER NETWORKING
EVENT OF THE YEAR!**

**120th ANNUAL DINNER
(with a twist) & BUSINESS EXPO**

THURSDAY, MAY 14, 2020



Early Bird Pricing Available Now!
Save \$100 on Expo Booths through
March 16 and lock in last year's
ticket rate of \$130 by April 15!

VISIT RENSCOCHAMBER.COM TO REGISTER TODAY

MAXIMIZE YOUR MEMBERSHIP

Chamber Benefits Make it Easy to
Market, Develop & Connect

- ✓ **Make valuable business connections at Chamber events.** Visit renscochamber.com/events to see a full line-up of networking and training opportunities. To register, contact Events Coordinator Rachael Murray at rmurray@renscochamber.com or 518.687.1238.
- ✓ **Market your business with customized sponsorship opportunities** that fit budgets of all sizes, generate positive brand exposure and increase visibility for your business. Contact Rachael Murray at rmurray@renscochamber.com or 518.687.1238.
- ✓ **Make informed health care choices less stressful for you and your employees with Chamber health and dental plans**, including MVP Health Care, Blue Shield of Northeastern New York, CDPHP and Guardian. All plans are administered by Bouchey & Clarke Benefits, Inc. Visit renscochamber.com/cost-saving-benefits for more information.
- ✓ **Let the Chamber assist with your ribbon cuttings and groundbreakings.** We can help with media outlets, inviting local dignitaries, recommendations and more. Contact Communications Manager Tom Engle at tengle@renscochamber.com or 518.687.1243.
- ✓ **Hold your next meeting in one of the Chamber's two free conference rooms at no cost.** Contact Executive Assistant and Office Manager Rachael Lorimer at rlorimer@renscochamber.com or 518.687.1241 to reserve a date.
- ✓ **Participate in Member-to-Member Discounts.** Attract new customers by offering discounts on products and services and take advantage of savings for your own business or organization. Visit renscochamber.com/member-benefits to upload your discount directly to our website at no cost. For more information, contact Membership Manager Elizabeth McGarry at emcgarry@renscochamber.com or 518.687.1240.
- ✓ **Submit an upcoming event to our Member Events Calendar.** Reach a regional audience and drive visitors directly to your event information. Visit renscochamber.com/member-events and complete the form.
- ✓ **Post listings to the Chamber's online Job, Internship & Volunteer Board**, one of our top-visited pages! Visit renscochamber.com/job-board to upload information and to find your next employee or volunteer.
- ✓ **Submit your news and announcements to our website by using the Chamber's online form.** Visit renscochamber.com/news to upload at no cost. Member news items uploaded to the website are also considered for the Chamber's weekly e-Newsletter and monthly print newsletter.
- ✓ **Sign up for our free Energy Savings Program.** Making one call can help you reduce your monthly operating expenses. Visit renscochamber.com/cost-saving-benefits for more information or contact Anna Baluyot at abaluyot@energynext.com or 518.580.9244.
- ✓ **Certificates of Origin, which can only be issued by chambers of commerce, are available at no charge to our members.** Certificates are needed by exporters to verify the origins of overseas exports and are required by law. VISIT renscochamber.com/cost-saving-benefits.

Make the most of your Chamber membership with our money-saving benefits for you and all of your employees. To discover more, visit renscochamber.com/cost-saving-benefits.

CHAMBER MEMBER

spotlight

IPH, formerly Interfaith Partnership for the Homeless, is a designated 501-C (3) non-profit organization founded in 1984 by the Capital Area Council of Churches. Beginning as a provider of emergency shelter for single adults, IPH has expanded its non-denominational programming to include a continuum of services that promote life skills development and self-sufficiency for homeless and at-risk individuals and families. IPH programs include four shelters, a daytime community center, an ambassador employment program, a medical respite/health and wellness service and a housing program.



Opening Doors Every Day

"IPH is always seeking ways to engage the community in our mission, including businesses and corporations," said IPH Assistant Director of Development Eric K. Guzman. "We have opportunities that connect businesses and their employees to our programs in worthwhile ways that are mutually beneficial. Whether it's for a team-building experience or to encourage a more community-minded corporate culture, IPH is ready to partner (see below)."

» **Donation drives and dress-down days.** Donations of clothing or personal hygiene items allow IPH to provide uninterrupted assistance every day. "Dress-down" monetary contributions go directly to programs for maximum impact. Both opportunities engage your employees right where they work while providing resources necessary to IPH's ongoing programs.

» **On-site group visits to IPH.** Groups of employees can experience community service at an IPH shelter, promoting team spirit while providing hands-on help. For instance, a group can provide a meal by donating the food and even cooking it in IPH's kitchen. Using a favorite recipe and then sitting down to eat with guests encourages dialogue and builds community.

» **"A Taste of Albany" is IPH's annual fundraising event.** A culinary showcase of more than 35 regional restaurants, the event is all about "Food, Fun & Fighting Homelessness." Businesses can purchase tickets, encourage employees to volunteer or become a corporate sponsor. The year's event is Thursday, May 7 at 5:30 p.m. at the New York State Museum. VISIT atasteofalbany.com



» **Tours of IPH.** Visit facilities, meet staff members and discover how your business can customize a plan for community engagement. Upcoming tours are Wednesday, April 15, 8 to 9 a.m. and Wednesday, April 22, 12 to 1 p.m. at IPH's Hoffman Family Center, 315 Sheridan Avenue in Albany.

Contact Community Coordinator Skylin Baestlein at skylinb@iphny.org or 518.434.1281, ext. 108 for all of these engagement opportunities.

IPH (INTERFAITH PARTNERSHIP FOR THE HOMELESS)
176 Sheridan Avenue | Albany, NY 12210
Ph: 518.434.8021 | iph.com

To purchase a Spotlight, contact Nancy Carmello at 518.687.1242 or ncarmello@renscochamber.com

News from The Leadership Institute



Starletta Smith '14, was named Executive Director of the YWCA of the Greater Capital Region (YWCA-GCR) by the non-profit organization's board of directors. She has worked at YWCA-GCR for more than a decade, serving as interim executive director since June 2019. The YWCA has been providing services in Troy since 1883. Today it offers supportive housing for homeless women and children, runs a food pantry and serves community meals. VISIT ywca-gcr.org

Mark Davies '06, was named Vice President Financial Advisor with M&T Securities, Inc., a subsidiary of M&T Bank. He works to secure clients' immediate and long-term goals, providing financial guidance with a wide range of investment and insurance solutions that complement traditional banking products. Services include portfolio management, estate planning, tax minimization, risk management, budgeting, generational wealth education, charitable giving, socially conscious investing, asset purchases and sales. VISIT mtb.com



Submit your Leadership Institute alumni news to Communications Manager Tom Engle at tengle@renscochamber.com.

Member Milestones

25 Years

Fagan Associates, Inc.

20 Years

Brian R. Holbritter, PLS

15 Years

Fontana Construction Services
Greenbush Family Dental, PLLC

10 Years

Garelick Farms New York

5 Years

Northeast Shuttle Service

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Startup Grind Albany

Elizabeth Stack, Executive Director,
Irish American Heritage Museum

Dr. Donna Watson, Assistant
Superintendent, Troy City School District

WONDER WOMEN MENTORING | MARCH 10

Learn Strategies for Success



Learn how to harness **YOUR** power within, build professional and personal networks and find inspiring mentors at the Chamber’s Wonder Women Mentoring Breakfast.

Top women professionals (at left) will share their experiences in a series of three 20-minute roundtables, sparking lively and candid conversations about career challenges and solutions. Table hop as you meet with mentors and discover new strategies for success. This event will give you “a-ha!” moments, new connections and take-away strategies.

“Wonder Women Mentoring encourages us to reflect upon what we’ve done in our careers and where we are headed next. Career paths are never linear. It’s the curveballs that make us who we are.”

Lauren Payne
Spiral Design Studio
(past facilitator)

TUE
MAR
10

Register now at renscochamber.com/events
🕒 Check-in & luncheon 11:30 a.m.; mentoring 12-1:30 p.m. \$35 members | \$50 walk-in members. Pat’s Barn, 110 DeFreest Drive in Rensselaer. Sponsored by CAP COM FCU. Additional sponsorships are available.



CONNECT FOR SUCCESS | MARCH 24

Meet Your Next Lead at Chamber NetworkingPlus

“NetworkingPlus is a great way to make contacts and to help others make business connections as well. I keep a stack of business cards I collect from Chamber events on my desk, just in case I need to put two people in touch.”

Greg Moore
CEO & Founder
QuiCr, LLC

Start your spring with a fresh approach and make new connections 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 present yourself 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.



TUE
MAR
24

Register now at 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 Alchar Printing Group and Sunmark Credit Union.



COLLEGE PRESIDENTS PANEL | APRIL 23

Discover How Higher Education Drives Economy



As major employers in the Capital District, colleges and universities have an economic impact that reaches beyond campuses. Discover how your business can partner with higher education for mutual success at the Chamber’s College President’s Panel Discussion. Hear regional leaders discuss their academic communities, future plans and topics including:

- » Effects of the New York State budget and the 2020 elections
- » Preparing students for the future workforce
- » Opportunities for business and education to collaborate
- » Engaging and recruiting new populations of students
- » Student loan debt and the marketability of degrees
- » Responding to scrutiny and skepticism of admissions practices

Our panel includes (top row, l-r) Christopher Ames, Ph.D., The Sage Colleges; Margaret Madden, Ph.D., Siena College; Hon. Shirley Ann Jackson, S.B., Ph.D., Rensselaer Polytechnic Institute; (bottom row, l-r) Roger A. Ramsammy, Ph.D., Hudson Valley Community College; Havidán Rodríguez, Ph.D., University at Albany; and Moderator Christopher Lauricella, Head of School, The Albany Academies. Bring your ideas and questions for a dynamic discussion.

THU
APR
23

Register now at renscochamber.com/events
🕒 Check-in & breakfast 7:30 a.m.; panel discussion and Q&A 8-9:30 a.m. \$35 members | \$50 walk-in members. Hilton Garden Inn, 235 Hoosick Street in Troy. Sponsored by architecture +; Duncan & Cahill, Inc; Mosaic Associates Architects; and UHY LLP.

architecture+





Literacy 5k Run/Walk

Sunday, May 3, 2020

Schodack Island State Park, Schodack Landing, N.Y.



**5K Trail Run • Guided Nature Walk • Story Walk
Youth Mile • Prizes • Raffles • Music • Family Fun**

All proceeds to benefit
**Literacy Volunteers of
Rensselaer County**

Register online at
www.zippyreg.com

The first 25 people to
use the code "chamber"
will receive a
\$5 discount!

For more information, call (518) 244-4650 or visit **www.lvorc.org**

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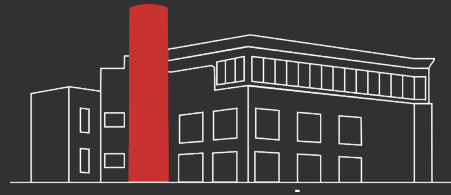
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CORPORATE MEETING (classroom): 200 Guests

For event inquiries or to schedule a tour please contact:

Katelyn DeSieno at 518.375.2306 or KatelynD@mazzonehospitality.com

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