



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

THE LEADERSHIP INSTITUTE PRESENTS THE CLASS OF 2022

Forming Strong Leaders for Today & Tomorrow

The Chamber is proud to announce The Leadership Institute Class of 2022, marking the 17th 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. The class will join more than 450 Leadership alumni who are applying their valuable talents within their professions and communities. Join us in welcoming this year's class (see list below).



"CDPHP is pleased to serve as the corporate sponsor of the Chamber's Leadership Institute, as exceptional leaders are needed now more than ever. It gives me great pride to watch so many of our own team members benefit from their participation in this award-winning program and then go on to make positive changes within CDPHP and beyond. Best of luck to the class of 2022."

John D. Bennett, MD, President and CEO, CDPHP

Class of 2022

Noah Baum, Troy Rehabilitation and Improvement Program, Inc. ■ **Anna Carey**, Vanderheyden ■ **Jason Chicoine**, Community Loan Fund of the Capital Region, Inc. ■ **Caitlin Davis**, Mohawk Hudson Humane Society ■ **Daniel Falkenstrom**, Tech Valley Center of Gravity ■ **Annie Finn**, UHY LLP ■ **Patrick Flanagan**, Taconic ■ **Jordan Flynn**, CDPHP ■ **Jesse Hoffay**, Rifenburg Construction, Inc. ■ **Daniel Jaromin**, Diocese of Albany Catholic Schools - Catholic School Office ■ **Bill Kane**, Pioneer ■ **Aaron Marquise**, The Contemporary Circus & Immersive Arts Center (CCIAC) ■ **Stacey McClurg**, SEFCU ■ **Calli Moise**, Capital District YMCA ■ **Conor O'Brien**, DeCrescente Distributing Company ■ **Kate Penn**, HANYS ■ **Maria Roberts**, Rensselaer Polytechnic Institute ■ **Melissa Savage**, Sunmark Credit Union ■ **Allison Schreffler**, Capital District Transportation Authority (CDTA) ■ **Amanda Vottis**, Mosaic Associates Architects ■ **Matthew Whalen**, CAP COM FCU ■ **Scharlette Wilkins**, Unity House of Troy, Inc. ■ **Rachel Young**, The Arc of Rensselaer County



The Leadership Institute is sponsored by CDPHP

Ready to Join Us?
Start Planning Now for the Class of 2023.

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 the Chamber at 518.274.7020 or leadership@renscochamber.com.

ASK A BOARD MEMBER:

Proactive Lessons Learned



Cecil Stodghill is Head of School at The Doane Stuart School, a private co-educational college preparatory institution for students from early childhood through grade 12. He holds a Master of Education in School Leadership

from the University of Tennessee and a Bachelor of Business Administration (marketing concentration) from the University of Miami. Mr. Stodghill has spent 20 years working in administrative leadership positions – particularly in the area of admissions – at both day and boarding schools that serve K-12 students.

Q » How has Doane Stuart continued to provide quality education to its students during the challenges of COVID? What have you learned?

A » At Doane Stuart, we were extremely proactive in preparing for the uncertainty of COVID with regards to health and safety, academics, transportation and the social-emotional well being of students, families and employees. We began cultivating contingency plans in mid-February of 2020 and that proactive approach resulted in an academic continuity plan that created an uninterrupted education model. In addition, this approach helped us achieve a health and safety plan that afforded us the opportunity to report zero COVID transmissions inside of our building. Strategies and lessons learned during these experiences show that a proactive approach, with the support of science and medical experts, and a collaborative buy-in from students, parents, faculty and school leadership, leads to successful execution of managing uncertainty.

Q » How is your school forming students to serve the community and to be civic-minded?

A » Our goal as an educational community is to create opportunities for young people to learn and serve. We work hard to expose our students to global issues and concepts, while giving them a platform to become problem solvers and innovators, both in the classroom and in their communities. Encouraging socially responsible behavior, while applying practical application to global problems, are by-products of the prevailing culture at Doane Stuart.

Q » What do you bring to your role as a member of the Chamber's board of directors?

A » Serving on the Chamber board is a responsibility, in my eyes. I am an employee and resident within the Rensselaer County community. I am merely doing my part to build upon the demonstrated potential that I see in this community and which has endeared this area to me since my arrival. We all have a responsibility to contribute to our neighbors' success. Serving on the board of the Chamber happens to be my vehicle to serve!



Eagle Sponsors:



Birdie Sponsors:



Visit: renscochamber.com/events to register and to view a full list of sponsors.

New Members

Carey Managing Corp
Remote Office Services
Rep: Carey Moulton
161 Pinewoods Avenue
Troy, NY 12180
Phone: 518.210.2961
VISIT careymanagingcorp.com

Center for Internet Security
Information Technology
Rep: Jason Forget
31 Tech Valley Drive
Suite 2
East Greenbush , NY 12061-004
Phone: 518.266.3460
VISIT cisecurity.org

Contemporary Circus and Immersive Arts Center (CCIAC)
Performing Arts
Rep: Aaron Marquise
2 Locust Avenue
Troy, NY 12180
Phone: 518.944.1926
VISIT cciac.us

High Peaks Solar LLC
Solar Electricity
Rep: Kevin Bailey
180 Main Avenue
Wynantskill, NY 12198
Phone: 518.209.6727
VISIT highpeakssolar.com

The Reis Group
Insurance
Rep: Chris Benoit
440 Third Avenue
Watervliet, NY 12189
Phone: 518.266.9966

University at Albany Bioscience Development Corporation
Non-profit organizations
Rep: Rick McGinn
1400 Washington Avenue
UAB 226
Albany, NY 12222
Phone: 518.437.5090
VISIT albany.edu/uafoundation/

Please remember to patronize your fellow Chamber members and invite businesses and organizations to join our growing membership!

Learn more by contacting Membership Sales Manager Matt Jensen at 518.687.1240 or mjensen@renscochamber.com.



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Member News

Wojeski & Company CPAs, P.C. was appointed a member firm by Russell Bedford International, professional services network. The appointment adds global expertise and resources to enhance Wojeski’s client services and to spur growth. Founded in 1991, Wojeski & Company is a full-service accounting, tax, financial and business advisory firm with nearly 50 professionals on staff providing a broad range of services to more than 4,000 clients. VISIT wojeskico.com

GTM Payroll Services is celebrating its 30th anniversary by contributing \$30,000 to community organizations. The groups receiving donations are non-profit clients of the firm that collectively provide a variety of social services for families, children, seniors and others in need. VISIT gtm.com

Capital CFO, LLC, is partnering with ADP, Inc. to provide comprehensive outsourced payroll packages to businesses and organizations. The payroll service combines Capital CFO’s personalized service with the reliability of the ADP platform. VISIT gtm.com

Awards & Accolades

Mosaic Associates Architects was recognized by AIA New York State (an organization of the American Institute of Architects) with a prestigious Excelsior Award for its design of the Gene F. Haas Center for Advanced Manufacturing Skills (CAMS) on the campus of Hudson Valley Community College in Troy. VISIT mosaicaa.com

Alexis Diner, a family-owned business since 1999, was voted “Best Diner” in the Times Union Reader’s Poll, “Best of the Capital Region 2021,” for the fifth year in a row. As a thank you to their loyal customers, Alexis Diner made a significant food donation to Troy Area United Ministries. VISIT alexisdiner.us

New Appointments



The Regional Food Bank of Northeastern New York named Molly Nicol its new CEO, following a national search. Serving on its board since 2014, she most recently worked as the Interim Director for the Food Bank of the Hudson Valley. Her knowledge, leadership and community relationships will assist to grow the Regional Food Bank’s mission. VISIT regionalfoodbank.net

Pierce Communications added Aja Landolfi to its team as a Public Relations Associate. She will implement strategic communications efforts for clients and assist senior team members. VISIT albanypr.com

Teal, Becker & Chiaramonte, CPAs, P.C. announced Sarah Robinson, CPA; Gretchen Guenther, J.D. M.S., CPA; and Ryan McEvoy, CPA were named Shareholders. VISIT tbccpa.com

The Chazen Companies, a multidisciplinary consulting firm, hired Jeffrey Malo, CUSP, as Manager of Health and Safety Services for clients, employees and the public. He works within the company’s Building Code and Life Safety Services group. VISIT chazencompanies.com



EventsCalendar 2021

Visit renscochamber.com to register for these upcoming events

THU AUG 05
NetworkingPlus Luncheon
Reconnect in person, generate new leads and build business relationships at this high-impact event, designed to avoid repeat introductions and guarantee valuable new business contacts. Attendance is limited and pre-registration is required.
⌚ Check-in and luncheon 11:30 a.m.; networking 12-1 p.m.
\$35 for members. Loft 433, 433 River Street in Troy. Sponsored by Phinney Design Group and Sunmark Credit Union.

MON AUG 16
2021 Golf Classic
Join us at the The Country Club of Troy. Reward a staff member or treat a client with a day of relaxation, networking and fun!
⌚ Check-in 10:30 a.m.; lunch 11 a.m.; shotgun start 12 p.m. \$225 per golfer (all-inclusive). The Country Club of Troy, 100 Country Club Road in Troy. Eagle sponsors: Bouchey & Clarke Benefits, Inc.; Pioneer; United Group. Birdie sponsors: CDPHP; HMA Paving & Contracting; RPI Athletics; Sunmark Credit Union; Teal, Becker & Chiaramonte, CPAs, PC.

TUE SEP 21
Member Benefits Orientation
Maximize your Chamber investment with all of the advantages of membership for you AND your employees. Discover exclusive perks and services designed to build business connections, save money and make the most of your membership.
⌚ Check-in and breakfast 8:30 a.m.; presentation 9-10 a.m. No cost. Chamber office, 90 Fourth Street in Troy. Sponsored by First New York Federal Credit Union.

THU SEP 30
Capital District in Motion
Transportation — by trains, planes, buses and ships — is a necessary component of a thriving economy. This signature event brings together leaders of the region’s transportation sectors for a dynamic panel discussion.
⌚ Check-in and breakfast 7:30 a.m.; panel discussion 8-9:30 a.m. \$35 for members. Million Air Albany, 16 Jet Way Drive at the Albany International Airport. Sponsorships available.

Ribbon Cuttings



Nellie Acherman-Vellano, Feed Me 518

The Iron Works, a casual BBQ and comfort food restaurant, celebrated a ribbon cutting at its location at 15 Campbell Avenue in Troy. The Iron Works’ experienced pitmasters serve up slow cooked and smoked BBQ and hearty side dishes in a relaxing indoor and outdoor environment. VISIT ironworksgrill.com



The Arts Center of the Capital Region cut the ribbon on the newest mural in its “Troy to Troy” public art project series. This outdoor mural was installed at the YWCA of the Greater Capital Region, 21 First Street in Troy. The artists are Eugene O’Neill and Toast Halasz. VISIT artscenteronline.org or ywca-grc.org



Curtis Lumber celebrated a grand opening and ribbon cutting at its East Greenbush store, located at 1657 Columbia Turnpike in the Town of Schodack. The 25,550-square-foot-store features larger kitchen, window and lighting showrooms for contractors and homeowners. The former store on the 12-acre site was repurposed as a warehouse to support increased sales. VISIT curtislumber.com

Ribbon cuttings are presented by the Chamber, in partnership with Rensselaer County IDA.

RENSSELAER COUNTY
life looks good from here™

spotlight



John Carl D'Annibale / Times Union

Clement Frame Shop & Art Gallery
201 Broadway ■ Troy, NY 12180
ph: 518.272.6811 ■ clementart.com

Clement Frame Shop & Art Gallery offers quality custom picture framing, six decades of professional expertise and a vibrant art gallery featuring local artists. Its location on historic Monument Square in downtown Troy

places the shop at the heart of the business district and the arts scene. With an antique map and print room featuring local subjects, brothers Tom and Ray Clement and their shop are a piece of local history. After starting as apprentices in the 1960s, their father eventually bought the shop and a family business was established. With more than 60 years in business, Tom and Ray Clement have accumulated a wealth of specific experience to properly fit the wide variety of cherished and often valuable possessions brought in by their customers. The Clements'

master-crafted custom framing utilizes both artistic and conservatory methods, including acid-free materials, ultra-violet filtering glass and more than 2,000 choices of picture moldings and custom mat colors. The results are tasteful and protected works of art for generations to come, all at fair and reasonable prices.

The art gallery features an array of local artists, including well-known names such as John Emmett Connors, L.F. Tantillo, Elizabeth Appgar-Smith and Robert Moylan, as well as up-and-coming artists. The gallery presents exhibitions, salons and other opportunities for the public to experience art and to get to know the artists who create it.

"Art is a personal experience and a gallery gives people the in-person opportunity to feel the connection that art has to offer," said Tom Clement. "It's that experience of standing in front of art and being moved by it. Then walking away and thinking about it. Then coming back to see if the magic happens again. No one can explain that connection. It's the reason art is a gift that keeps on giving."

The Clements' shop also offers unique gifts, including prints of Troy townscapes, Russell Sage College and Rensselaer Polytechnic Institute, as well as specialty notecards and other items. Bibliophiles can discover a wide selection of books on the history of the Capital District and its local communities. For the latest information about the shop and upcoming gallery news, visit clementart.com.



NO-COST TRAINING

Quick Learn: Using Excel for Data Analysis



Data analysis can help businesses boost performance and improve their bottom line. Learn how to access this competitive edge with the Chamber's upcoming Quick Learn training workshop, "Using Excel Functions and Features for Data Analysis." This free webinar will unlock the world of data analysis, giving

you information to better understand customers, evaluate your advertising and marketing, personalize content, create content strategies and develop products.

- » Create Excel Formulas and Use Functions
- » Apply Cell References: Relative/Absolute
- » View Formula/Values and Editing
- » Use Trace Precedents/Trace Dependents/Formula Evaluation

Participants should have a beginner or higher level of Excel experience. Sign up today!

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Register now at renscochamber.com/events
🕒 Virtual webinar begins at 9 a.m; no cost to members. Presented by the Chamber, in partnership with MicroKnowledge, Inc.



PLAN YOUR BUDGET NOW

Attention-Getting Sponsorships & Advertising

Give your business the attention it deserves by leveraging the Chamber's cost-effective and high-impact marketing platforms. 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 the Chamber at 518.274.7020.

News from The Leadership Institute



Message from Our Co-Chairs

When you graduate from The Leadership Institute, the Chamber's award-winning professional development program, you join other distinguished alumni who enjoy exclusive networking, education and training opportunities. The Leadership Institute changes lives, professionally and personally, and the benefits continue long after graduation. Our alumni — more than 450 of them — use the skills they've learned

from our executive-level faculty and the valuable connections they've made to propel their careers to new levels of accomplishment. Leadership alumni also take primary roles in their communities, making our region a better place to live, work and build a future for ourselves and others.

As co-chairs for The Leadership Institute, we're looking forward to building on the momentum surrounding this dynamic program in the year to come. If you are looking for transformational professional development for yourself or a team member, we invite you to learn more at renscochamber.com/development-chamber/leadership-institute.



Christopher Loszynski, Class of '18
Director of Finance
DeCrescente Distributing Co., Inc.

Christine Nealon, Class of '15
President and CEO
TRIP, Inc. & RCHR



The Leadership Institute is sponsored by CDPHP

Alumni News



Anastasia Vasilakos '20 was promoted to Branch Manager - Team Leader of Pioneer's Greenbush Commons location at 602 North Greenbush Road, Rensselaer. She was formerly Assistant Branch Manager. The branch features a conference room, coin counter, ITM/ATM and The Shops at Pioneer. [VISIT pioneer.com](http://visit.pioneer.com)

Submit your Leadership Institute alumni news to leadership@renscochamber.com

Member Milestones

35 Years

CDPHP

30 Years

Marvin and Company, P.C.

20 Years

Scott Film Realty, LLC
Woodland Hill Montessori School

15 Years

The Advertiser

5 Years

Hampton Inn & Suites
Romanation Jewelers

2021 Board of Directors

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- ASHLEY CASTLE
GlobalFoundries
- TAMI COLE*
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AMRI
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- STARLETTA R. SMITH
YWCA of the Greater Capital Region, Inc.
- CECIL F. STODGHILL
The Doane Stuart School
- JAIME WATSON
Capital District Transportation Authority (CDTA)
- SCOTT WILEY
Hoosick Valley Contractors, Inc.
- BRIAN WILLIAMS*
Capital Region Workforce Development Board

* Executive committee members

CONNECT FOR SUCCESS | AUGUST 05

NETWORKING: Meet Your Next Quality Lead



The Chamber’s high-impact NetworkingPlus luncheon is a purposeful and effective way to build business contacts, develop a pipeline and pitch a message about your business or nonprofit. NetworkingPlus provides an engaging opportunity to share your company’s information and reconnect with fellow Chamber members. With three table rotations, ambassador facilitators and a system designed to avoid repeat introductions, you are guaranteed to leave with quality contacts for success. Get connected, develop leads and build in-person relationships to drive your business forward!

THU
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Register now at renscochamber.com/events
⌚ Check-in and luncheon 11:30 a.m.; networking 12-1 p.m. \$35 for members. Loft 433, 433 River Street in Troy. Sponsored by Phinney Design Group and Sunmark Credit Union. Attendance is limited; pre-registration is required.



MEMBER BENEFITS ORIENTATION | SEPTEMBER 21

MAXIMIZING: Make the Most of Your Membership



Maximize your Chamber investment by discovering all of the advantages of your membership, for you AND your employees at the Chamber’s next Member Benefits Orientation. These informative events are for new and existing members to learn about exclusive perks and services designed to build business connections, save money and make the most of your membership. This is a great opportunity to meet with regional business professionals and learn how to market, develop and connect your business by leveraging all the Chamber has to offer. Come and find out what you may be missing!

TUE
SEP
21

Register now at renscochamber.com/events
⌚ Check-in and breakfast 8:30 a.m.; benefits overview 9-10 a.m. No cost for members; RSVPs requested. Chamber office, 90 Fourth Street in Troy. Sponsored by First New York Federal Credit Union.



TRANSPORTATION PANEL | SEPTEMBER 30

DISCOVERING: Capital District in Motion

Transportation — by planes, trains, buses and ships — is a necessary component of a thriving economy. Learn how new transportation infrastructure, initiatives and innovations are transforming our regional economy at the Chamber’s “Capital District in Motion.” Held in the executive-level hangar at Million Air Albany, this signature event brings together leaders of the region’s transportation sectors for a dynamic panel discussion. Learn how sweeping expansions and new technologies are growing our job sector and connecting our communities. Our participants are (clockwise, upper left) Carm Basile, CEO, Capital District Transportation Authority; Philip Calderone, CEO, Albany International Airport; and Megan Daly, Chief Commerce Officer, Albany Port District Commission. This event will be moderated by Casey Seiler, Vice President and Editor, the *Times Union*.



Albany Business Review

THU
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30

Register now at renscochamber.com/events
⌚ Check-in and breakfast 7:30 a.m.; panel discussion 8-9:30 a.m. \$35 for members. Million Air Albany, 16 Jet Way Drive at the Albany International Airport in Colonie. Sponsorships are available.

VAN RENSSELAER AWARDS DINNER | OCTOBER 07

HONORING: Recognizing Our Frontline Leaders

VAN RENSSELAER
CORPORATE AWARD

VAN RENSSELAER
SMALL BUSINESS AWARD

Maryfran Wachunas
Rensselaer County Public Health Director

EDWARD H. PATTISON
CITIZENSHIP AWARD

Join us for the Chamber’s 2021 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community. This year, these prestigious honors recognize the exceptional dedication and commitment of three recipients whose leadership during the COVID-19 pandemic assisted our communities to respond and recover: St. Peter’s Health Partners, UCM Digital Health and Rensselaer County Public Health Director Maryfran Wachunas. It is clear that these award recipients, working on the front lines of the pandemic, played outstanding roles during the events of this past year and are deserving of recognition.

Make your plans now to attend this popular event, meet our 2021 award recipients and honor their exemplary community service and citizenship. A great networking opportunity!

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07

Register now at renscochamber.com/events
⌚ Networking and cocktail reception 5:30 p.m.; awards and dinner 6:30 p.m. \$140 per reservation | \$1,250 for Chairman’s Table of 8. Hilton Garden Inn, 235 Hoosick Street in Troy.



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WEDDING
FAMILY GATHERING
BIRTHDAY



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