



# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

TRANSPORTATION & HUMAN CAPITAL

## How Our Regional Hub Fosters Job Creation

Chamber President Kate Manley recently caught up with Brian Williams, Executive Director of the Capital Region Workforce Development Board (CRWDB) to talk about the impact of the transportation sector on the economy, jobs and human capital. CRWDB acts as a convener and central hub for all workforce programs and resources in the Capital Region, working to bring together people and ideas to solve workforce challenges. CRWDB sponsors three Career Centers (Troy, Albany and Schenectady) that work to help adults and youth identify career pathways and receive the appropriate training and skills to achieve a higher quality of life. Part of a network of 33 workforce boards statewide that manage \$300 million in annual funding, CRWDB is committed to providing solutions to the on-the-ground workforce needs of businesses through its training programs and initiatives.

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

Kate: How does a strong transportation sector translate to a healthier job market?

**Mr. Williams:** During the past 18 months, we have all seen the impact of how a broken down supply chain affects our daily lives. Most of us do not realize how the cucumbers end up on our grocery store shelves; we just buy them and move on. The transportation sector in our country is essentially the backbone of our economy and employs more than six million Americans. A strong transportation and logistics sector creates more jobs for individuals from every skill level, resulting in benefits for each community.

Kate: How can the transportation sector grow in ways that will create more sustainable job opportunities?

**Mr. Williams:** The transportation and logistics sector has always been a great catalyst for career pathways in the industry. The need for commercial drivers becomes greater and greater with the large numbers of seasoned individuals that are retiring. The average age of a commercial driver is just around 55 years of age and attracting new individuals to the field needs to be on the forefront. Using “learn and earn” models of training entry-level workers to move up the career ladder is going to be the best avenue for sustainable longer-term careers. In our region, we have some great examples of companies taking entry-level warehouse workers and building up their skills to be CDL drivers, leading to excellent opportunities for family-sustaining careers.

Kate: Government funding of infrastructure projects is very much in the headlines. How does public funding of transportation improvements impact fair-wage jobs?

**Mr. Williams:** Obviously, the need for upgrading our infrastructure is well past due. But the roads, bridges, rail lines and airports that we traditionally think of as infrastructure are only part of it. The “human infrastructure” is even more important to achieve the physical infrastructure rebuild. We must have a skilled workforce to work in construction, in the trades and in transportation industries to make it all a reality. There is such a great need in this area — with wages at top dollar — that both human and physical infrastructure have to go hand-in-hand. Training individuals on the latest equipment, technology and processes is necessary for actual transportation improvements to be realized.

Kate: Do effective public transportation systems improve job opportunities among unemployed and underemployed populations?

**Mr. Williams:** An effective public transportation system is a necessity to providing access to employment opportunities for individuals. The traditional model of the majority of jobs existing in an urban core is no longer true. Forty-five percent of jobs in the top 100 U.S. metros are more than 15 miles from an urban center. For individuals living in an urban core, having an effective public transportation system linking them to businesses outside of the cities allows access to these higher wage jobs.

Kate: How is the education system responding to and anticipating the needs of employers?

**Mr. Williams:** The education system has long been listening to businesses in the transportation and logistics industry to anticipate and prepare for labor trends. Working with the Workforce Development Boards and the workforce system, education/training programs are being created to meet the needs of today and the future. New training programs in aviation maintenance, supply chain management, commercial driving apprenticeships and the skills needed for up-and-coming off-shore wind projects in the region, are all examples of how our educational institutions are committed to using a business-driven approach to meet the needs of transportation-related industries in our region.



ASK A BOARD MEMBER:

### Building a Future Workforce

**Sam Greco, III** is Executive Vice President of Sam Greco Construction, Inc., a second generation general contractor specializing in commercial construction, design/build, construction management and architectural millwork.



The company is committed to providing the Capital District with the highest quality building services from the ground up, including new builds and renovations. The Greco family's dedication, knowledge, time and effort have built the company's solid reputation.

**Q » How did your company adapt to COVID?**

**A »** We stayed busy because many of our clients were considered essential, including financial institutions, pharmaceuticals, hospitals and schools. We had huge HR challenges but we banded together and were able to keep everyone who wanted to work, working.

**Q » What about the challenge of hiring quality, trained employees?**

**A »** Our hope, as a company, is that building community relationships will allow us to reach individuals entering the workforce. The lifeblood of our company's success are the extremely skilled employees in the construction field and in our mill shop. However, the average age of field carpenters and laborers is in the mid to late 50s. How we attract and train the next generation is a major concern. The answer is collaboration and connecting with students early in their education. To some extent, we count on local unions and trade schools. The Northeast/New England Regional Council of Carpenters built a \$5 million skilled construction trades training facility in Albany. Capital Region BOCES is developing a \$64 million training complex in Colonie that will include the construction trades. Hudson Valley Community College is providing programs through its Career Launchpad initiative. Construction is an attractive career for young people because it's very high tech and it pays well. At our company, young, skilled employees work on the latest equipment in a state-of-the-art facility we built and moved into almost four years ago. It's a good lifestyle for young people.

**Q » What do you feel you bring to the Chamber's board of directors?**

**A »** The Chamber's board is so impressive. The amount of knowledge and experience and the diversity of its members is incredible and I'm honored to serve. I think I bring to the board my expertise in business, of course from the perspective of the construction industry, and my interest in helping our local economy and communities by supporting businesses. Our company has been a Chamber member for 22 years and has long enjoyed working with fellow members on construction projects. I serve on the board's Events Committee and this past year and a half has certainly been a challenge. But we've all grown from the experience and learned to think more outside the box. I've learned that the Chamber's strength comes from its members and their ability to adapt and keep moving forward. They are an inspiration.



Joan Heffler Photography

Learn more about our region's growing transportation hub at the Chamber's "Capital District in Motion" event on Thursday, September 30, from 7:30 a.m. to 9:30 a.m. at Million Air Albany, 16 Jet Way Drive at the Albany International Airport. See page 4 article for details.

Chamber President Kate Manley is talking with key leaders in our business community about economic response and recovery in this ongoing series. For a full archive of RENSCONNECT issues, visit [renscochamber.com/learn-who-we-are/rensconnect-newsletter](http://renscochamber.com/learn-who-we-are/rensconnect-newsletter).



## New Members

**Alias Coffee**  
Coffee Shop  
Rep: Hernan Lopez  
200 Broadway  
Troy, NY 12180  
Phone: 917.246.8248

**Aras Performance Group, LLC**  
Coach-Consultant  
Rep: Betty DiMaria  
1402 Sausse Avenue  
Troy, NY 12180  
Phone: 518.859.7348  
[VISIT arasperformance.com](http://arasperformance.com)

**Columbia Physical Therapy, PC**  
Physical Therapy  
Rep: Gina Roemer  
3 Springhurst Drive  
Suite 1  
East Greenbush, NY 12061  
Phone: 518.479.7172  
[VISIT columbiapt.com](http://columbiapt.com)

**The Dogscape**  
Dog Day Care  
Rep: Kristen Koenig  
205 Oakwood Avenue  
Troy, NY 12181  
Phone: 518.833.6828

**Hinman, Howard & Kattell, LLP**  
Attorneys  
Rep: Elizabeth Viviano  
10 Airline Drive  
Suite 205  
Albany, NY 12205  
Phone: 518.869.5552  
[VISIT hhk.com](http://hhk.com)

**Rosewood Rehabilitation and Nursing Center**  
Rehabilitation & Nursing  
Rep: Dawn Edgar  
284 Troy Road  
Rensselaer, NY 12144  
Phone: 518.390.4646  
[VISIT rosewoodrehabilitation.com](http://rosewoodrehabilitation.com)

**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](mailto:mjensen@renscochamber.com).



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[in](https://www.linkedin.com/company/Rensselaer-County-Regional-Chamber-of-Commerce) Rensselaer County  
Regional Chamber  
of Commerce

[t](https://twitter.com/RenscoChamber) @RenscoChamber

[ig](https://www.instagram.com/RenscoChamber) @RenscoChamber

## Member News

The boards of **CAP COM FCU** and **SEFCU** voted unanimously to merge the two entities, creating a new \$8 million credit union headquartered in the Capital District and fully integrated by next year. The newly combined entity will be renamed to respect the reflected histories and common values of both credit unions. The merger will create the largest financial institution in the region based on local deposits and one of the top five credit unions in the state. [VISIT capcomfcu.com](http://visitcapcomfcu.com) and [sefcu.com](http://sefcu.com)

**Hudson Valley Community College** and **GlobalFoundries** are partnering on a new training and apprenticeship center at the college's HVCC North in Malta. The center will enable HVCC to prepare more students through credit and non-credit workforce training programs and apprenticeships as well as through associate degree programs in electrical engineering technology, semiconductor manufacturing, mechatronics and clean energy management to fill key positions at GlobalFoundries and in other companies throughout the region. The center is part of the college's \$12.5 million expansion project aimed at boosting workforce training efforts in high demand areas. [VISIT hvcc.edu](http://visithvcc.edu) and [gf.com](http://gf.com)

## Awards & Accolades

**architecture+** received an Institutional Award of Merit from the American Institute of Architects Eastern New York Chapter for the firm's Dutch Quad Residence Halls - Health Services Renovations project on the **University at Albany's** uptown campus. [VISIT aplususa.com](http://visitaplususa.com)

**Four Fat Fowl** won two awards at the 2021 New York International Cheese Competition. The artisan creamery, located in Stephentown, received the "New York Cow's Milk Creamery of the Year" award and won Gold in the "Soft Ripened Bloomy Cow's Milk" category for their St. Stephen cheese. Founded in 2013, Four Fat Fowl specializes in all-natural, handcrafted cheeses. [VISIT fourfatfowl.com](http://visitfourfatfowl.com)

## New Appointments

**Fagan Associates** welcomed Patricia Denio Walton to its team. With nearly two decades of experience in the financial services industry, she holds Series 7 and Series 63 licenses and is working toward her CFP. [VISIT faganasset.com](http://visitfaganasset.com)

**Saratoga National Bank and Trust Company** hired Leslie Barry as a Residential Mortgage Originator in Saratoga County and the Capital District. Based in the bank's main office in Saratoga, she will assist clients to achieve their financial goals and homeownership. She has more than 35 years of experience in banking and residential mortgage lending. [VISIT saratoganational.com](http://visitsaratoganational.com)



**Community Care Physicians** announced Efrossini Kolios, MD joined Community Care Urology in Niskayuna. A board-certified urologist with a particular interest in stone disease, bladder cancer and general men's and women's urologic health, Dr. Kolios is a member of the American Urologic Association and the Endourological Society. [VISIT communitycare.com](http://visitcommunitycare.com)

## Ribbon Cuttings



**Girl Scouts of Northeastern New York, Inc.** kicked off the return of summer camp by celebrating a traditional flag-raising ceremony and program at Camp Is-Sho-Da in East Greenbush. Closed last summer due to COVID-19, Girl Scout camps are giving girls a chance to reconnect with friends and enjoy outdoor activities. [VISIT girlscoutsny.org](http://visitgirlscoutsny.org)



**My Little Dog & Co.** cut the ribbon on its location at 48 North Greenbush Road in Troy. A specialty pet boutique, the shop features apparel, accessories, wellness products, bedding and toys, with a new state-of-the-art dog grooming facility. [VISIT mylittledogandco.com](http://visitmylittledogandco.com)



**Plumb Oyster Bar** celebrated a grand reopening at 15 Second Street in Troy. Diners experience New American cooking with global influences that highlight local produce, paired with hand-selected wines and craft cocktails. [VISIT plumb.bar](http://visitplumb.bar)

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

**RENSSELAER COUNTY**  
life looks good from here™

## EventsCalendar 2021

[Visit renscochamber.com](http://visitrenscochamber.com) to register for these upcoming events

**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. *Sponsored by HMA Paving & Contracting and James E. Curran & Co., Inc.*

**THU  
OCT  
07**

**Van Rensselaer Awards Dinner**

Join us for an evening of networking and honoring this year's recipients.

🕒 **Networking and cocktail reception 5:30 p.m.; awards program 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. *Sponsored by Bouchey Financial Group, Ltd. | Bouchey & Clarke Benefits, Inc.; Capital Bank; and CDPHP. Cocktail hour sponsored by Sunmark Credit Union.*

**THU  
OCT  
14**

**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. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. *Sponsored by Sunmark Credit Union.*

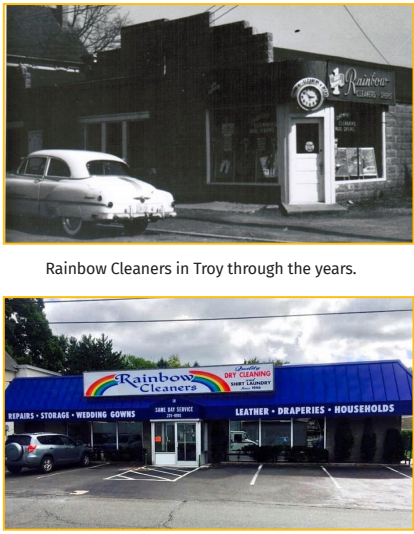


# spotlight



10 Ford Avenue  
Troy NY 12180  
ph: 518.274.0981

For 75 years, Rainbow Cleaners has been a committed business partner and neighbor to the Troy community, providing quality services and the newest technology in professional cleaning for clothing, leather goods, furs, household linens and more. Since founding Rainbow Cleaners in 1946, three generations of the Patanian family have welcomed new and loyal customers, some of whom are multi-generational themselves, with the best in services to meet the evolving needs of their clientele. From removing stubborn stains to museum-quality preservation of family heirlooms, from the convenience of wash-and-fold to curbside pick-up and to delivery, customers trust Rainbow Cleaners. The experienced team includes owner Allen Patanian and his wife, Sherry, along with valued employees who have been with the business for many years. Employing optimum cleaning methods, while ensuring the gentle treatment of fabrics, Rainbow



Rainbow Cleaners in Troy through the years.

Cleaners processes everything on site, caring for dress clothing, everyday wear, bedding, draperies and specialty items such as bridal and christening gowns, all through eco-friendly processes and at fair and reasonable prices. Additional services include expert alterations and tailoring, as well as a temperature-controlled vault for storage. Every day, customers from all over the Capital District drop in to this family-run business, enjoying a quick conversation. Others choose to access the convenience of Rainbow Cleaner’s online portal and contactless delivery. Either way, they entrust their personal items to the Patanian family’s expertise and care.

“With many years of experience to draw upon in both residential and commercial cleaning, we are known throughout the Capital District for our specialty restoration work,” said Allen Patanian. “Our 75th Anniversary at Rainbow Cleaners is truly a proud milestone for our business and our family. We have been members of the Chamber for 40 years and we’re very excited to celebrate our history and ongoing commitment to our customers.”

Due to COVID-19, Rainbow Cleaners adapted to the slow-down in business and dress wear and to the uptick in household goods, including draperies, bedding and duvets, tablecloths and slipcovers. Was the pandemic the toughest year in memory for Rainbow Cleaners? “There was only one other time that was as tough—in the 1970s when polyester fabric came out,” said Allen Patanian. “We really had to think outside the box for that one!”

For information about Rainbow Cleaners’ 75th anniversary events, including a celebratory ribbon cutting on Monday, September 13 at 11 a.m., visit [troyrainbowcleaners.com](http://troyrainbowcleaners.com)



Three generations of the Patanian family: Jacob, William and Allen.

## Check Out These Chamber Benefits

Here’s a quick reminder of important benefits we offer to you and all of your employees. For additional member benefits, VISIT [renscochamber.com](http://renscochamber.com).

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COMMERCIAL REAL ESTATE BOARD

Real estate is a critical element in growing your business. If you’re looking to expand or relocate, the Chamber’s Commercial Real Estate Board offers a comprehensive, searchable database of available industrial and office buildings. In addition, you can post (at no cost) your available commercial properties for buy or lease. Post your listings at [renscochamber.com/develop-chamber/commercial-properties](http://renscochamber.com/develop-chamber/commercial-properties).

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ONLINE JOB & VOLUNTEER BOARD

Find your next employee, intern or volunteer with the Chamber’s online Job, Intern & Volunteer Board. Post your opportunities at [renscochamber.com/develop-chamber/job-internship-volunteer-board](http://renscochamber.com/develop-chamber/job-internship-volunteer-board), one of our most-visited pages, and reach the right candidates from around the region at no charge. All positions are reviewed by the Chamber before being published.



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ON-THE-JOB TRAINING




Rensselaer County’s One-Stop Career Center provides resources, assistance and training opportunities that help businesses and organizations save money. One-Stop assists you with job postings, candidate screenings, direct job referrals, interview space and on-the-job training for both new and existing employees. All of these services, and more, are provided free of charge. If you are struggling to find or retain qualified employees, or seeking to upgrade the skills of your workforce, the One-Stop Career Center can help you reach your goals and stay competitive. For information, contact Brian Williams at 518.270.2860 or visit [rensco.com/departement/employment-training](http://rensco.com/departement/employment-training).

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SMALL BUSINESS ASSISTANCE

The New York Small Business Development Center (NYSBDC) provides no-cost business counseling to start-ups and existing businesses with fewer than 50 employees. Entrepreneurs can access help to determine needs, ask questions and establish a plan of action to achieve business goals. NYSBDC provides personalized, enterprise-specific and client-directed support to start, expand or re-energize your business. An experienced representative from NYSBDC is available every other Thursday, 8:30 a.m. to 4 p.m. at the Chamber. For calendar dates, visit [renscochamber.com/events](http://renscochamber.com/events).



## 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. You’ll discover how to:

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

Improve your skills and your company’s performance by discovering these powerful tools at your fingertips. Sign up today!

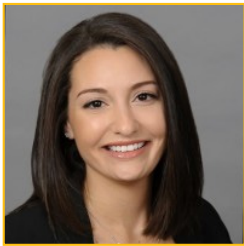
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Register now at [renscochamber.com/events](http://renscochamber.com/events)

🕒 Webinar 9-10 a.m.; no cost to members. Presented by the Chamber, in partnership with MicroKnowledge, Inc.



## Alumni News from The Leadership Institute



Noelle Cook, CTP, Class of ‘20 joined the team at KeyBank as a Cash Management Advisor. In her new role, she will exercise best practices to deliver cash management services to bank clientele, creating experiences that yield measurable results. She was formerly a Treasury Management Officer with Capital Bank. VISIT [keybank.com](http://keybank.com)



The Leadership Institute is sponsored by CDPHP

Submit your Leadership Institute alumni news to [leadership@renscochamber.com](mailto:leadership@renscochamber.com)



Member Milestones

55 Years

Russell Sage College

15 Years

St. Paul’s Center, Inc.

10 Years

Oakwood Veterinary Clinic  
Pure Performance Group  
Troy Web Consulting

5 Years

East Greenbush Central School District  
First New York Federal Credit Union

2021 Board of Directors

EDWIN C. ANKER IV, AIA\*  
Phinney Design Group

ASHLEY CASTLE  
GlobalFoundries

TAMI COLE\*  
Documentation Strategies, Inc.

CHRISTOPHER CONWAY  
AMRI

KATHARINE K. DORAN, CPA\*  
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WB Games New York

SAM GRECO III  
Greco Construction, Inc.

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HMA Contracting Corporation

KENDRA HART  
Martin Electric

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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

MAXIMIZING: Make the Most of Your Membership



TUE  
SEP  
21

Register now at [renscochamber.com/events](https://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.



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 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; Jane Brophy, Northeast Senior Manager, Government Affairs Corporate Communications, Amtrak; 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

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Register now at [renscochamber.com/events](https://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. Sponsored by HMA Paving & Contracting and James E. Curran & Co., Inc.



HONORING: Recognizing Our Frontline Leaders

ST PETER'S HEALTH PARTNERS

VAN RENSSELAER CORPORATE AWARD

UCM DIGITAL HEALTH

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.

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

THU  
OCT  
07

Register now at [renscochamber.com/events](https://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.



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  
OCT  
14

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
⌚ Check-in and luncheon 11:30 a.m.; networking 12-1 p.m. \$35 for members. Franklin Plaza Ballroom, 126 Campbell Avenue in Troy. Sponsored by Sunmark Credit Union.

