



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

MESSAGE FROM THE PRESIDENT

Let Your Chamber Membership Work for You

Joan Heffler Photography



Your membership is on our mind every day, even if it's not on yours! We are working each day for you, seeking new, valuable ways to help you succeed, whether it be cost-effective training opportunities for your staff or saving money on your bottom line. We strive every day to make your Chamber membership a beneficial partnership that drives new opportunities to your door and creates win-win results.

Just ask Howard Gross of Iron Works, a new eatery in Troy. He took advantage of the Chamber's online advertising and attracted the attention of Teal Becker & Chiarmonte, CPAs, who booked a company barbecue with them. That's a win-win.

Resources, Information & Advocacy

More than ever, the Chamber is committed to helping businesses not just survive, but thrive. In an ever-changing economic environment, that often means assisting members to navigate resources and regulations in order to discover opportunities. What can feel challenging and time-consuming for our members can become real "Aha!" moments when the Chamber brings its knowledge and professional connections to the table.

That's what happened for James E. Curran & Co. and Alchar Printing. Through the Chamber, they learned about valuable funding opportunities, such as the Employee Retention Tax Credit and round two of the Payroll Protection Program. The Chamber assisted both members to understand complex parts of these small business relief efforts. With our help, they gained eye-opening good news for their budgets.

Solutions for Your Unique Challenges

Here's a few more examples: The McNulty Veteran Business Center, a non-profit that helps veterans, service members and military spouses start and grow businesses, looked to the Chamber's expertise to gain brand exposure for their new fundraising activities. Rainbow Cleaners turned to the Chamber to organize a 75th anniversary celebration, including media and elected officials (see photo, page 2). And when Troy Dance Factory needed to enhance their network of supporters to make a dance showcase a reality, the Chamber made the introductions.

All of these members, and many more, understand that their participation in the Chamber is an ongoing partnership and that the services, resources and events we provide are driven by the needs of our members. That's our mission: to answer the call for solutions that advance our business community.

A Two-Way Conversation

Communication with our members is a key to our mutual success. We want to know what business challenges keep you up at night. Are you looking for space to expand? We can help. Do you need customized employee training? We have the answer. Looking for group health insurance? Perfect timing, because November is Open Enrollment month (see article, page 5). No matter the challenges, discover the path to solutions by taking full advantage of your Chamber membership and contacting us today.

Best regards,

Kate Manley

kmanley@renscochamber.com

ASK A BOARD MEMBER:

New Idea Makes Big Impact

David Krupski is NBT Bank's Regional President for the Capital District and North Country Regions. He oversees the company's regional commercial banking business and provides executive leadership for other NBT business units. He joined NBT Bank in 2004 and has more than 30 years of banking experience.



Q » How did the idea for "New Member Sponsorships" come about?

A » As a community bank, NBT focuses on building relationships with our customers. We take pride in getting to know each one and their unique needs. Throughout these past 18 months, we've seen firsthand the numerous challenges they've encountered, from adapting their business models in order to remain operating during the shutdown to overcoming technology and staffing issues. These thoughts were on my mind when Chamber President Kate Manley said multiple businesses were reaching out, asking for assistance with training and other business support. We wanted to do something to help and that is where the idea for "New Member Sponsorships" came from. NBT Bank is underwriting a portion of the cost of Chamber membership for eligible start-up businesses and organizations. We thought this would be a great way to give them access to Chamber resources, programs and advocacy, while also helping to grow our membership base.

Q » Nearly 10 organizations have benefited from this new initiative so far in 2021—what kind of feedback are you getting?

A » One of the messages I received was from Contemporary Circus & Immersive Arts Center (CCIAC) Executive Director Aaron Marquise in Troy. He said, "**As you can imagine, as a small nonprofit in the performing arts, the past 15 months have been interesting, to say the least. The generosity of you and your business is greatly appreciated. We are very honored and thrilled to be a part of the Chamber and look forward to being more involved as we grow our presence here in the community.**" It always feels good to do good and know that you are directly helping someone to succeed. It meant a lot to hear from Aaron.

Q » Why do you choose to serve on the Chamber board?

A » I personally believe that it is important to be actively involved in my community and I value the work our local chambers of commerce provide. The Rensselaer County Regional Chamber of Commerce in particular takes their role seriously and provides incredible support to the business community. As a banker for more than 30 years, I bring with me a strong understanding of the financial and economic landscape. More than that, as an individual, I am passionate about supporting business and am honored to serve as a Chamber board member.

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Rensselaer County Regional Chamber of Commerce



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Market. Develop. Connect.

RENSCOCHAMBER.COM

90 FOURTH STREET, STE. 200 | TROY, N.Y. 12180



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ALBANY, NY
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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://visit arasperformance.com)

Carey Managing Corp
Remote Office Services
Rep: Carey Moulton
161 Pinewoods Avenue
Troy, NY 12180
Phone: 518.210.2961
[VISIT careymanagingcorp.com](http://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](http://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](http://visit cciac.us)

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://visit columbiapt.com)

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

High Peaks Solar LLC
Solar Electricity
Rep: Kevin Bailey
180 Main Avenue
Wynantskill, NY 12198
Phone: 518.209.6727
[VISIT highpeakssolar.com](http://visit highpeakssolar.com)

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

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

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

Member News



The Capital District Women's Employment & Resource Center (WERC) presents "WERC's Constellation Building Event: Building Resilience in Times of Change." This creative and interactive program is set for Tuesday, October 5, 11:30 a.m. to 1:30 p.m., at the Hilton Garden Inn, 235 Hoosick Street in Troy. Featuring Kat Koppett, a 25-year improv veteran, actress and author, this program will focus on collective as well as individual resilience, including accepting uncertainty, managing negative self-talk, exercising spontaneity, being present and more. [VISIT cdwerc.org](http://visit cdwerc.org)



STRIDE Adaptive Sports raised more than \$12,000 to benefit Capital District veterans with disabilities participating in the STRIDE Wounded Warrior Program. In partnership with the American Infidels VMC motorcycle club, the "Ride 4 STRIDE" from Chatham High School to S&S Farm Brewery in East Nassau included live music, food trucks, free ice cream from **Stewart's Shops** and more. The proceeds help fund STRIDE's adaptive sport and recreation programs for more than 100 local combat-injured veterans, helping them to move beyond their challenges and live a healthy, active lifestyle. [VISIT stride.org](http://visit stride.org)

Awards & Accolades



BST's CFO for Hire Director Beth van Bladel is the 2021 recipient of the New York State Society of Certified Public Accountants Distinguished Service Award. The award recognizes individuals who make a remarkable and lasting impact on the industry and profession. She is the second woman in 75 years to receive the award. [VISIT bstco.com](http://visit bstco.com)

New Appointments



BBL Hospitality promoted Todd Carozza to Senior Vice President of Operations. In his new position, he is responsible for all aspects of day-to-day operations for the company's growing portfolio of hotels. [VISIT bblhospitality.com](http://visit bblhospitality.com)

Mosaic Associates Architects added two new professionals to the firm: Interior Designer Madeline McIntyre and Architectural Designer Anna Arnesen. [VISIT mosaicaa.com](http://visit mosaicaa.com)

NBT Bank announced the hiring of Ruth Mahoney as Executive Vice President and President of Wealth Management. She has more than 30 years of experience in financial services includes wealth management, private banking, retail banking and regional leadership. [VISIT nbtbank.com](http://visit nbtbank.com)



Ribbon Cutting



Rainbow Cleaners celebrated its 75th anniversary with a ribbon cutting ceremony. Located at 10 Ford Road in Troy, Rainbow Cleaners is a third generation family business with decades of expertise in cleaning, tailoring and specialized services. [VISIT troyrainbowcleaners.com](http://visit troyrainbowcleaners.com)

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

RENSSELAER COUNTY
life looks good from here™

Albany Diocesan Cemeteries assumed responsibility for Holy Sepulchre Cemetery, located near Third Avenue Extension in Rensselaer. The cemetery serves the Roman Catholic parish of St. John the Evangelist and St. Joseph. Albany Diocesan Cemeteries manages 20 Catholic cemeteries in the Capital District, including Albany, Schenectady, Troy, Colonie, Latham, Niskayuna, Loudonville, Watervliet, Glenville, Bethlehem, Cohoes, Rotterdam, Coeymans, Coxsackie, Rensselaer, Waterford, Glenmont and Schenectady. [VISIT capitaldistrictcemeteries.org](http://visit capitaldistrictcemeteries.org)

Ayzo Ridge is celebrating its first year in business. The visual communications company specializes in the design and management of visual branding programs, custom signs, environmental graphics and digital message signs. The firm's diverse client base includes corporate and real estate development companies, fitness and wellness, foodservice, healthcare, hospitality, professional services, residential and senior living, retail, storage and transportation industries. [VISIT ayzoridgedesign.com](http://visit ayzoridgedesign.com)

Hudson Valley Community College launched two new degree programs this fall: Electric and Autonomous Vehicles and Welding and Fabrication. Both are two-year, A.O.S. degrees offered through the college's Applied Technologies Department. The new programs are in response to an increasing need for qualified technicians in these emerging areas, representing the college's priority of creating and expanding programs that meet the needs of local employers. [VISIT hvcc.edu](http://visit hvcc.edu)



EventsCalendar 2021

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

**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.

☕ **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 and Unity House of Troy, Inc.*

**WED
NOV
10**

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 and save money.

☕ **Check-in and breakfast 8:30 a.m.; presentation 9-10 a.m.** No cost; RSVPs required. Chamber office, 90 Fourth Street in Troy. *Sponsored by First New York Federal Credit Union.*

**STARTS
DEC
05**

Troy Victorian Stroll
This year's Stroll is a full season of enjoying downtown shops, restaurants

and retailers in a safe, fun and festive atmosphere. Celebrate the holiday spirit Stay tuned on our website for updated events and special promotions.

☕ **Begins Sunday, December 5.** For the latest information, visit victorianstroll.com.

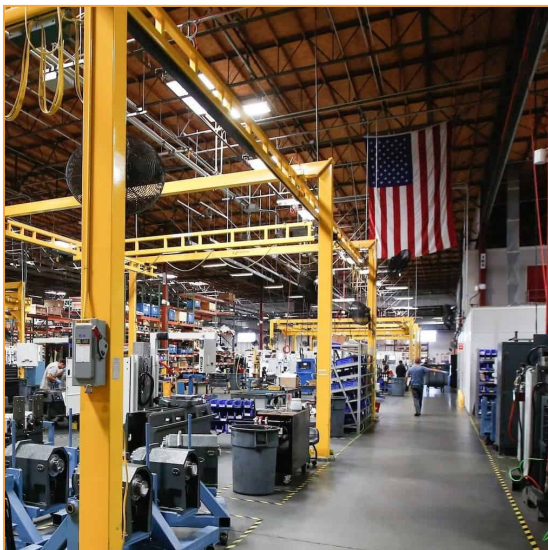
**THU
DEC
09**

Holiday NetworkingPlus Luncheon
Register now for this popular event! Kick off your holiday season, finish 2021 strong and discover fresh ideas and business contacts for a great start to the new year.

☕ **Check-in and luncheon 11:30 a.m.; networking 12-1 p.m.** \$35 for members. The Century House, Route 9 in Latham. *Sponsored by Ayzo Ridge Design, OrbitalFire Cybersecurity, Pinnacle Human Resources, LLC and Sunmark Credit Union.*

LOOKING TO INSPIRE A NEW GENERATION

National Manufacturing Day is October 1



Held annually on the first Friday in October with events that continue throughout the month, Manufacturing Day (MFG Day) showcases the reality of modern manufacturing careers by encouraging thousands of companies and educational institutions around the nation to open their doors to students, parents, teachers and community leaders. As manufacturers seek to fill four million high-skill, high-tech and high-paying jobs over the next decade, MFG Day empowers manufacturers to come together to address their collective challenges so they can help their communities and future generations thrive.

MFG Day is particularly working to attract three groups of potential workers: students looking to enter the job force, women and veterans. To excite America's youth about the incredible career pathways that modern manufacturing offers, MFG Day works to increase awareness and change misconceptions about the industry through exposure to hands-on experiences and engaging content. Decades ago, manufacturing set the stage for the march of women into the

workforce. Today, MFG Day seeks to inspire the next generation of female industry leadership. Women are critical to manufacturing's future and represent one of its largest untapped talent pools. Every year, about 200,000 men and women transition out of the military, and many need assistance finding a new career that utilizes their talents and supports their growth. MFG Day is committed to empowering today's veterans to become tomorrow's manufacturing leaders.

This year, MFG Day also includes a strong emphasis on engaging digital and virtual events throughout the country, helping the public to discover how manufacturing careers are at the heart of some of the most impactful work being done in response to the pandemic. For the Chamber, this national spotlight is a great opportunity to recognize our own successful manufacturing members and introduce some of them to our readers in this month's newsletter.

VISIT themanufacturinginstitute.com



MFG DAY MISSION:

- Address skilled labor shortages and collective challenges in a coordinated effort
- Connect with future generations by opening the doors of manufacturers and demonstrating rewarding career opportunities
- Take charge of the public image of manufacturing by drawing attention to its economic and social significance
- Ensure ongoing prosperity of the whole industry and its contribution to the U.S. economy

MEET OUR MANUFACTURERS

"FROM CURIOSITY TO CURE"

New Name & New Acquisition for Former AMRI

AMRI (Albany Molecular Research, Inc.) changed its name to Curia. The rebranding is designed to reinforce the company's position as a contract development and manufacturing organization, from R&D through commercial manufacturing in the pharmaceutical and biotechnology industries. "Our new name reflects the assembled deep expertise of our people, the breadth of our products, services and solutions, and our relentless determination to help customers advance from curiosity to cure," said Chairman and CEO John Ratliff. "Over the past three decades we have broadened and deepened our capabilities to become a leading provider of CDMO solutions. This marks the beginning of the next chapter in our history."

Curia plans to acquire Integrity Bio, a formulation and fill-finish company in California whose biologic capabilities are complementary with Curia's existing businesses. Ratliff said the deal will strengthen Curia's market position and give it a greater presence on the West Coast. Curia is a contract research, development and manufacturing organization, founded 30 years ago in Albany. The company employs 3,100 at 21 locations across the United States, Europe and Asia. Curia holds 564 active patents and has more than 20 treatments. VISIT curiaglobal.com



MEET OUR INVESTORS:

Visionary



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

Champion

PIONEER® | All Together Forward™

RENSSELAER COUNTY

life looks good from here™

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, 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



CONTACT:

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ph: 518.274.7020

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

Ross Companies

It began in 1879, when George Ross first developed water flow control valves that were designed to last. Today, owners Andy and Bill Ross are at the helm of **Ross Valve Manufacturing Co., Inc.**, a sixth-generation company with corporate headquarters and a main manufacturing plant in the Ross Tech Park and a foundry on Oakwood Avenue. **“George Ross built this company on enduring values: integrity of design and engineering, quality of materials, craftsmanship in manufacturing, a high level of customer service and flexible business systems that have evolved with technology and changes in the industries we serve,”** said Andy Ross.

The Ross brothers expanded the valve business in 2004 to become an internationally renowned manufacturer, proudly producing American-made products. Ross brand valves, each bearing the company name and location, can last for many decades with basic preventative maintenance. In 2007, the Ross brothers purchased **Troy Die-Cutting (TDC)**, also located at the Ross Tech Park. The company specializes in medical and military textiles, as well as roadway reflective decals sold worldwide. During COVID-19, TDC cut and supplied face shields to the marketplace.

In 2014, Andy and Bill Ross established the **RW Gate Company** at the Tech Park. With co-owner Evan Whipps, this manufacturing company designs and builds water control products for enhanced water control, such as slide gates, stop logs, flap gates and more. In 2018, the Rosses acquired the former Zak Inc. manufacturing plant in Green Island, welcoming the opportunity to rebuild the business and win back customers. Named **Ross Precision Manufacturing**, the 45,000-square-foot factory produces parts for the power generation, oil, gas and specialty metals industries, with plans to expand into aerospace parts manufacturing.



Andy and Bill Ross employ more than 130 people in total and are recognized as one of the longest-running family-owned businesses in the Capital District. The Rosses are actively involved in their community and lease multiple warehouse spaces to other companies within the **Ross Tech Park**, helping to advance economic development in the Rensselaer County region. The family name is synonymous with manufacturing and longevity, celebrating more than 140 years in business. [VISIT rossvalve.com](http://rossvalve.com)

MEET OUR MANUFACTURERS

DESIGN, MANUFACTURING, INSTALLATION & SERVICE

Saxton Sign Corporation Builds Business Brands

Saxton Sign Corp’s gallery of customers includes clients from virtually every industry. From restaurants and fast food chains to major retailers, hotels, auto dealers and commercial developments, Saxton Sign Corp has manufactured and installed thousands of signs, becoming one of the largest sign companies in the Northeast. Founding the company in 1932, first generation owner Robert Saxton handpainted paper signs and truck lettering for local customers. More than eight decades later, Saxton uses advanced technology to produce all types of signs: monument, ground, wall and interior signage, electronic message centers and digital displays, fleet graphics, wayfinding directories, specialty signs and LED retrofits. Headquartered on Route 9 in Castleton, the company’s growth is due in part to acquiring five other area sign companies since 1985 (including the former Judge



Sign Corp.). The growth led to establishing a second office in Syracuse to serve customers in western New York State. The company’s services include sign permits, variances and surveys, project management, manufacturing, installations and lighting maintenance. [VISIT saxtonsign.com](http://saxtonsign.com)

FAMILY-OWNED BUSINESS, GLOBAL PRESENCE

Taconic Celebrates 60th Anniversary in 2021



In 1961, Lester T. Russell, the acknowledged inventor of the process for applying PTFE (polytetrafluoroethylene) to fiberglass fabric, founded Taconic in Petersburg. Initially managed by only two people — Lester and his wife Virginia — in one building, Taconic’s Petersburg headquarters has since expanded to include 11 complexes with approximately 200 employees operating three shifts, 24 hours a day.

Still a family-owned business, Taconic has also grown its global presence with additional manufacturing facilities in California, Ireland, Poland and Brazil and with sales and sales/support locations around the world. Taconic’s global workforce now totals nearly 500 employees.

By pioneering and continuing to develop further innovations in the manufacture of PTFE coated fabrics and other high temperature/nonstick materials, Taconic has become a leading global supplier to businesses of all sizes in food processing, aerospace, automotive, composites, packaging, textiles, carpet and flooring, PVC welding, and many more industries. Today, Taconic is celebrating a milestone 60th year since its inception, thanks to the hard work and dedication of its Petersburg staff as well as its employees around the world. Taconic continues to grow and seeks eager, motivated workers to join the team. [VISIT taconic.com](http://taconic.com)

MANUFACTURING & EXPORTING AROUND THE WORLD

Material Researchers Rely on DSI’s Gleeble® Systems

Dynamic Systems Inc. (DSI) is a worldwide leader in the development and manufacture of thermal mechanical physical simulation systems for the materials industry. Founded in 1957 by three scientists from Rensselaer Polytechnic Institute, DSI is best known for its Gleeble® Systems brand, a comprehensive line of research equipment designed to assist universities, manufacturers, metals producers and institutions improve materials and optimize production processes. Gleeble systems have helped engineers solve material challenges for more than six decades, including characterizing new alloys, streamlining production, lowering costs and improving product quality for metallic components when high-performance and reliability are critical requirements.



Gleeble gives metallurgical researchers a competitive advantage to a wide range of industrial end-markets, including automotive, aerospace, energy and heavy industry.

“We’re a small company in Poestenkill, employing about 50, that supports some of the most advanced companies in the world,” said Dan Quigley, Director of Marketing and Business Development. “The Gleeble systems impact research being done in the world’s best laboratories, research that is creating new metal materials, including alloys that make the safe ‘lightweighting’ of vehicles and airplanes possible. These new materials are changing people’s lives.”

In 2019, DSI was acquired by Vishay Precision Group, Inc., an internationally recognized designer, manufacturer and marketer of sensors and sensor-based measurement systems for the growing markets of stress, force, weight, pressure and current measurements. [VISIT gleeble.com](http://gleeble.com)

spotlight




**TRIP
&RCHR**

415 River Street
Third Floor
Troy NY 12180
ph: 518.272.8289
trionline.org

TRIP & RCHR build strong communities by meeting the growing housing needs of local residents. They connect individuals and families with resources and knowledge to live in desirable homes and create vibrantly sustainable communities.


This mission is even more urgent, considering the ongoing effects of the COVID pandemic and related public policies concerning housing. “There is a lot of discussion about the eviction moratoriums for renters but there has also been a considerable impact to homeowners who are now at risk of foreclosures,” said President and CEO Christine Nealon. “Our work with the Homeowner Protection Program (HOPP) is more relevant than ever. We’re inviting corporate and community partners to sponsor and support our annual event.”

TRIP & RCHR’s Celebration of Strong Community, a fundraiser set for Monday, November 15 at Loft 433 in Troy, will recognize Senior Staff Attorney Kirsten Keefe (photo, right) of the Empire Justice Center for her work anchoring HOPP’s programs and services for the past 12 years. HOPP supports the HomeSave Network, a coalition that ensures homeowners connect with qualified mortgage-assistance relief across the state.



“Thanks to Kirsten Keefe and the HOPP partners — a network of housing counselors, legal service agencies and organizations like TRIP & RCHR — homeowners facing default can safeguard their financial investment, which keeps our neighborhoods strong,” said Nealon.

The evening will also celebrate Deacon Jerry and Elvira Ford (photo, right). The couple became homeowners themselves and then founded Team H.E.R.O – Helping Everyone Recognize Opportunities, a ministry supporting black and brown youth to realize their full potential. The Ford home, purchased as customers of the TRIP & RCHR NeighborWorks HomeOwnership Center, along with their own wealth building journey, serves as a foundation for their own family and a connecting point for the entire community.



“The leadership Jerry and Elvira provide makes a substantial difference to our youth and the larger community,” said Nealon. “You may not have heard of their incredible investment until now because they are driven by the most authentic purpose: never seeking recognition for themselves, only for the youth they serve.”

To sponsor **TRIP & RCHR’s Celebration of Strong Community** and to purchase tickets, visit their new website at trionline.org or email tammy@trionline.org.

More TRIP News

TRIP and Unity House of Troy, Inc. are partnering in Troy’s Hillside North and North Central neighborhoods to develop **Hillside Views Apartments**, eight new buildings replacing five vacant and blighted structures. NYS Homes and Community Renewal and Redstone Equity Partners are investors in the project.

TRIP & RCHR have also created a neighborhood investment initiative: the **Lansingburgh Strong Reimagine & Revitalize Grant Program**. Owners and residents can partner to increase the value of properties, empowering neighbors to work together to set a positive example. The program is made possible by The Troy Savings Bank Charitable Foundation.

VIRTUAL INFORMATION SESSION | OCTOBER 19

Health Insurance Open Enrollment

November is open enrollment month for the Chamber’s health insurance plans and now is the time to get information about money-saving options exclusive to our membership. Attend our upcoming virtual information session featuring representatives from Bouchey & Clarke Benefits, Inc., the Chamber’s benefits administrator. Learn about insurance plans for 2022, understand your options, compare choices and find the best fit for your needs and budget. This benefit is open to current Chamber members in good standing. For information on health insurance, contact Bouchey & Clarke at 518.720.8888.

AT-A-GLANCE

- This is the only time of year to add or modify your insurance.
- New benefits/rates take effect on January 1, 2022; enrollment deadline is December 1, 2021
- New ID cards are issued for anyone changing or joining a plan for January 1
- Pediatric Dental Coverage is required for all dependents through age 19 (waivers are available)
- All COBRA subscribers have the same opportunities to make changes
- Convenient monthly ACH billing/processing
- Remember your 2021 CDPHP Lifepoints/ MVP Wellness credits

TUE
OCT
19

Register at renscochamber.com/events
🕒 Virtual event via Zoom, 9-10 a.m., EST.
No cost; members only.

Check Out Our Chamber Benefits

Here’s a quick reminder of a money-saving benefit we offer to you and all of your employees. For additional member benefits, VISIT renscochamber.com.

✓ MEMBER-TO-MEMBER DISCOUNTS

Our Member-to-Member Discount Program encourages a valuable exchange of discounted business products and services among Chamber members. It’s a great way to attract new customers to your business AND enjoy considerable discounts yourself. Use it to shop local and build networking contacts. To view available discounts and to submit a discount from your company using an online form, visit renscochamber.com/member-to-member-discounts.



News from The Leadership Institute



The Leadership Institute’s Class of ‘22 started its year with an orientation and retreat at the Tri-City ValleyCats’ stadium at Hudson Valley Community College. The class got acquainted and participated in a full day of introductions, ice breakers and fun activities. Special thanks to the staff at the Tri-City ValleyCats for going above and beyond to ensure a safe and memorable day! **For more information, visit renscochamber.com/develop-chamber/leadership-institute.**



The Leadership Institute is sponsored by CDPHP



Rebecca D. Atwell, MHSA, CTRS, Class of ‘20, Director of the Capital District YMCA’s Troy branch, was named a Tri-City ValleyCats’ Home Run Community Hero. One of nine community members to be chosen, she was recognized for her leadership, enthusiasm and energy in finding ways to serve the community during the COVID-19 shut down. **VISIT cdymca.org and milb.com/tri-city-valleycats**

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

Member Milestones

15 Years

1st Playable Productions, LLC
First Columbia 433 River Street, LLC
Hollywood Drive-In Theatre, Inc.

5 Years

Brunswick (Brittonkill) Central School District
Community Resource Federal Credit Union
National Project Group

2021 Board of Directors

- EDWIN C. ANKER IV, AIA***
Phinney Design Group
- RACHAEL E. CAPO, ESQ.**
Rensselaer Polytechnic Institute
- ASHLEY CASTLE**
GlobalFoundries
- TAMI COLE***
Documentation Strategies, Inc.
- CHRISTOPHER CONWAY**
AMRI
- KATHARINE K. DORAN, CPA***
Teal, Becker & Chiaramonte, CPAs, P.C.
- STEVEN FLENORY**
WB Games New York
- SAM GRECO III**
Greco Construction, Inc.
- MIKE HAMEL***
HMA Contracting Corporation
- KENDRA HART**
Martin Electric
- MEGHAN KEENHOLTS, ESQ.***
E. Stewart Jones Hacker Murphy
- DAVID KRUPSKI**
NBT Bank
- REGINA S. LAGATTA**
Hudson Valley Community College
- CHRISTOPHER LOSZYNSKI**
DeCrescente Distributing
- CHRISTOPHER MCKENNA**
CAP COM Federal Credit Union
- JOHN MILLET***
Bouchey & Clarke Benefits, Inc.
- CHRISTINE NEALON***
TRIP & RCHR
- E. PATRICE PERKINS***
Startup Grind NY - Capital Region
The Word Architect
- KATHLEEN PINGELSKI**
MicroKnowledge, Inc.
- ELIZABETH REISS**
The Arts Center of the Capital Region
- DANIEL SAUER***
CDPHP
- JEFFREY SIMONS**
East Greenbush Central School District
- 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

Upcoming Events for Your Calendar

CONNECT FOR SUCCESS | OCTOBER 14

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
🕒 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 and Unity House of Troy, Inc.



MEMBER BENEFITS ORIENTATION | NOVEMBER 10

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!

WED
NOV
10

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 required. Chamber office, 90 Fourth Street in Troy. Sponsored by First New York Federal Credit Union.



SAVE THE DATE | DECEMBER 09

CONNECTING: Holiday NetworkingPlus Event



“This event is a great way to kick off the holiday season and make quality contacts to start the new year. No wonder it’s one of our most popular Chamber events!”

Edwin Anker, RA, AIA, Phinney Design Group and 2021 Chamber Board Chair

Celebrate the season and network with other business professionals at the Chamber’s Holiday NetworkingPlus event. This fast-paced program includes three table rotations for maximum introductions and is designed to avoid repeats, guaranteeing that you’ll make connections for real business leads. Take advantage of the opportunity to give a brief presentation about your business or organization. Bring plenty of business cards and a door prize; attendees will be selected at random to win! Register today and be prepared to leave with new contacts for the new year.

THU
DEC
09

Register now at renscochamber.com/events
🕒 Check-in and luncheon 11:30 a.m.; networking 12-1 p.m. \$35 for members. The Century House, Route 9 in Latham. Sponsored by Azyo Ridge Design, OrbitalFire Cybersecurity, Pinnacle Human Resources, LLC and Sunmark Credit Union.

