



RENSCONNECT


WHERE BUSINESS + COMMUNITY CONVERGE

NEW CLASS IS FORMING NOW


Apply for the Leadership Institute Class of 2023

Real Results

When I went through Leadership in the Class of 2017, I was the Associate Director of Procurement Services, newly married, and expecting my first son. I have since been promoted to Director, joined the Chamber's Board of Directors, navigated a global pandemic's supply chain challenges with a team of incredibly skilled colleagues, and had a second son. I continue to cultivate the lessons I learned from the Leadership Institute on strategic planning, finances, and most importantly these days, work/life balance and self-care. Many of my colleagues are Leadership alumni. They are all incredibly talented, well-rounded people who joined the Leadership Institute to further develop their own skills in order to give back to something bigger than themselves.



Rachael E. Capo, Esq.
Director, Procurement Services
Division of Administration
Rensselaer Polytechnic Institute



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 a retreat, the program builds with monthly sessions on strategic thinking, communications, 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. Select a rising star on your staff or make this YOUR year to enroll. Approximately 20-24 participants from across the region will be selected for the incoming Class of 2023 which starts this fall.

On Thursday April 14 from 8:30- 9:30 a.m. join our virtual Open House to hear about the benefits of participating in the Leadership Institute Class of 2023! Get your questions answered and hear from Leadership Institute alumni. Register for this Zoom meeting at renscochamber.com/events.

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.

For information and online applications for the Class of 2023 visit renscochamber.com/develop-chamber/leadership-institute.
The deadline to submit an application is Wednesday May 18, 2022 at 5:00 p.m.

Join Us at The leadership Institute Class of 2022 Graduation and Dinner on Thursday, April 28, starting at 5:30 p.m. at the Franklin Terrace Ballroom, 126 Campbell Avenue, Troy. Register for this event online at renscochamber.com/events



The Leadership Institute is sponsored by CDPHP

ASK A BOARD MEMBER:

Advantages of the Leadership Institute

Chris Loszynski is Director of Finance at DeCrescente, a full-service beverage distributor founded in 1948. He is responsible for financial reporting for the organization, overseeing a department of 10 employees. In his free time, Chris can be found coaching or cheering his children on at their sporting events.



Q » What attracted you to the The Leadership Institute?

A » Initially, it was the feedback from my DeCrescente peers. Over the years, we have had multiple team members go through the program and those who went before me were extremely complimentary about the course content and connections developed.

Q » How did the program benefit you?

A » In two ways. First, the course content was very relevant to today's leaders. It outlined a roadmap to success in a wide variety of topics, like financial management, communication and board involvement. The courses were taught by leaders of multiple industries in the Capital District, so we were getting real life examples given by well-known local leaders. Second, the Leadership Institute created long lasting personal and professional relationships. Building a network is critical to development because the exposure to different perspectives helps you to think differently and problem-solve more creatively.

Q » Has Leadership advanced your career?

A » I am actually on the cusp of making a significant transition in my role at DeCrescente. I truly believe that I sharpened my ability to focus on leadership strategy as a result of my participation in the Institute. I have been able to leverage the teachings from the program to incorporate them into my day-to-day professional life. I was also asked to join the Rensselaer Chamber Board of Directors, which is a great honor and one that probably would not have happened without the Leadership Institute.

Currently, I serve as the Class of 2022's Leadership Chairperson. In addition to managing the ins and outs of the classes and other administrative duties as chair, I enjoy attending the classes to learn, get refreshed on the important course content and provide any insight I may have pertinent to the topic. These classes are geared toward life-long learners. If you consider yourself in this category, I encourage you to consider applying for next year's Leadership Institute.

The Rensselaer County Regional Chamber of Commerce is a business, civic and economic development alliance that strives to enhance the economic vitality of Rensselaer County and the neighboring Gateway communities of Cohoes, Green Island, Waterford and Watervliet. The Chamber seeks to improve the quality of life within the community for both residents and businesses.

"RENSCONNECT" is a publication of the Rensselaer County Regional Chamber of Commerce. Submissions are considered based upon content and space availability.

Kate Manley, President
90 Fourth Street, Suite 200, Troy, NY 12180
Phone: 518.274.7020 | renscochamber.com

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Market. Develop. Connect.



New Members

Automatic Equipment Services, Inc.
Equipment Supplier and Servicer
Rep: Victoria Calado
5 Orchard Avenue
Ravena, NY 12143
Phone: (518) 756-7827
[VISIT callaes.com](#)

Ballston Spa National Bank
Financial Services
Rep: Susan Slovic
PO Box 70
Ballston Spa, NY 12020
Phone: (518) 363-8628
[VISIT bsnb.com](#)

Bank of America
Financial Services
Rep: David Slater
59 Third Street
Troy, NY 12180-3907
Phone: (518) 266-0519
[VISIT bankofamerica.com](#)

Bon Vivant Photographie
Professional Photography
Rep: Nellie Vellano
81 Fourth Street
Troy, NY 12180
Phone: (518) 377-7373

Building Blocks Together
Real Estate Consulting
Rep: Virginia Rawlins
45 Hudson Avenue #314
Albany, NY 12207
Phone: (518) 898-2747
[VISIT buildingblockstogether.com](#)

Capital City Produce
Wholesale Produce
Rep: Christina Groelz
3 E Industrial Parkway
Troy, NY 12180
Phone: (518) 436-0793
[VISIT capcityproduce.com](#)

Capital Region Sponsor-A-Scholar
Nonprofit Organization
Rep: Laura Marx
1218 Central Avenue, Suite 203
Albany, NY 12205
Phone: (518) 935-1045
[VISIT crsas.org](#)

Collar City Mushrooms, LLC
Agriculture / Art Gallery
Rep: Avery Stemple
333 Second Avenue
Troy, NY 12182
Phone: (518) 244-5252
[VISIT collarcitymushrooms.com](#)

Collar City Nursing and Rehabilitation Center
Skilled Nursing Facility
Rep: Michelle Riganti
100 New Turnpike Road
Troy, NY 12182
Phone: (518) 235-1410
[VISIT collarcityrehab.com](#)

Member News

TBC Teal, Becker & Chiaramonte
CPAs, P.C. (TBC) celebrated their 50th anniversary. TBC has been serving thousands of clients for five decades in the areas of accounting, auditing, tax and advisory services, as well as other specialty services including pension administration services, employee benefit plan audits, estates and trust planning and administration, business valuations, forensic accounting and cost segregation studies.
[VISIT tbccpa.com](#)

Tri-City ValleyCats President, Rick Murphy, will be inducted into the New York State Baseball Hall of Fame this summer as part of the star-studded Induction Class of 2022. Rick joins a class headlined by New York superstars Babe Ruth, Goose Gossage, Ron Blomberg, and David Cone.
[VISIT milb.com/tri-city-valleycats](#)

SEFCU will donate \$15,000 to FeedMore WNY, thanks to Buffalo's 47-17 win over the New England Patriots and the 36 points the Bills scored during their playoff matchup with the Kansas City Chiefs. The combined point total and SEFCU's respective pledges of \$125 and \$250 per point scored by Buffalo netted \$14,875. The credit union rounded up to donate an even \$15,000, which will help FeedMore WNY provide meals to homebound neighbors across Western New York.
[VISIT sefcu.com](#)

MyForest Foods Co., previously Atlast Food Co., announced their official name change on January 25. Following their 2020 launch into the alt-meat market, the company's transformative new name aligns beautifully with its mission to support a well-fed future through the creation of delicious, mycelium-based foods. The forest-mycelium's natural environment-serves as a reminder of the origin of this ancient-yet-revolutionary ingredient, inspiring all brand material applications moving forward, from the front-and-center name to the small, subtle details.
[VISIT myforestfoods.com](#)

Literacy Volunteers of Rensselaer County announced that its Board of Directors has appointed Nancy Benz as the organization's new Executive Director, effective January 13. Ms. Benz succeeds longtime Executive Director Judy Smith, who will retire early this year.
[VISIT lvorc.org](#)

Excelsior College, based in Albany, New York, has launched its first bilingual degree pathway in Spanish, called ¡Adelante!, to help Spanish-speaking students achieve their educational aspirations in the United States. Online courses begin on March 7 and the enrollment period is now open to students.
[VISIT excelsior.edu](#)

Dowling Law, PLLC is pleased to announce that Margaret D. Stephenson, Esq. has been named as Member of the Firm, effective January 1, 2022. Since joining the Firm in 2016, Maggie has advised and represented employers in a variety of employment matters, including leave management, accommodations, employee relations, hiring, termination, wage and hours, compensation practices, employee handbooks, policies and procedures, health and safety, and corporate compliance.
[VISIT dowlinglawny.com](#)

Dream Vacations owner, Tammy Doucette, recently received certification from Special Needs Group, Inc., a global provider of special needs equipment for the travel industry, to specialize in special needs/accessible travel.
[VISIT tdoucette.dreamvacations.com/travel/HomePage.html](#)

Vanderheyden opened Paula's Place on December 8, 2021, in honor of Paula Stopera. Paula had a long and distinguished career in the Capital District as President and CEO of CAP COM Federal Credit Union and was the founder of the CAP COM Cares Foundation. She retired in 2019 but continued to support Vanderheyden and several other non-profit agencies. With her support and permission, the first Paula's Place started to take shape as per Karen Carpenter, President of Vanderheyden. It would be a place for individuals to enjoy a peaceful room to play games, watch a movie and visit with their families. Paula picked out the paint color, the flooring, the couches - just like her own living room.
[VISIT vanderheyden.org](#)

Mohawk Hudson Humane Society added services to keep people and pets together with the end of the eviction moratorium looming. With the state's eviction moratorium set to expire on January 15, 2022, many in our community and their pets may soon have no place to live. In an ongoing effort to help keep families and their animal companions together, Mohawk Hudson Humane Society (MHHS) has developed new ways to support people in financial crisis, including support packages, a pet food pantry, and low-cost vaccines/surgeries just to name a few.
[VISIT mohawkhumane.org](#)

Ribbon Cutting



Where Smiles Grow celebrated the opening of their new location in Schodack, NY. This new office will offer the same outstanding pediatric dental services their

patients have experienced for more than 30 years, such as custom behavior guidance plans, cavity prevention, and high-quality dental treatment.
[VISIT wheresmilesgrow.com](#)

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

Carey Managing Corp cut the "virtual" ribbon on their 1-year in business anniversary. They are a complete remote management company that has been successful in helping small businesses and construction companies in the Capital District. Owners Kim Carey and Carey Moulton offer clients a more convenient way to run their business by offering services to help with day-to-day finances and assistance in managing their companies.
[VISIT careymanagingcorp.com](#)



EventsCalendar 2022 Visit renscochamber.com to register.

TUE MAR 15 March Mania & More
It's that time of year! Join local sports personalities as they delve into the 2022 college tournament and more. Registration is limited and closes March 4.
⌚ Check-in and food stations 5:30 p.m. - 6:00 p.m. Panel discussion 6:00 p.m. - 7:00 p.m.
\$40 members, \$75 non-members
📍 MVP Arena
51 S. Pearl Street, Albany
Sponsored by NBT Bank and The United Group of Companies, Inc.

TUE MAR 22 Tech Tools at the Click of a Button
This fast-paced session will revolutionize your workflow and increase your productivity. Presented by Mike Pennington, CAE.
⌚ 9:00 a.m. - 10:00 a.m. EST. No cost. Register online at renscochamber.com
📍 Virtual event via Zoom
Sponsored by First New York Federal Credit Union and Siena College

THU MAR 24 Meet the Mayors Breakfast
A panel discussion with the elected leaders of Green Island, Rensselaer, Troy and Watervliet. Hear about current projects and future plans within their municipalities.
⌚ Check in and breakfast 7:30 a.m. - 8:00 a.m. Panel discussion and Q&A 8:00 a.m. - 9:00 a.m.
\$40 members
📍 Hilton Garden Inn
235 Hoosick Street, Troy
Sponsored by SEFCU

THU APR 14 NetworkingPlus Luncheon
Reconnect in person, build business relationships and generate new leads at this one-of-a-kind event designed for purposeful and effective networking.
⌚ Check in and lunch 11:30 a.m. - 12:00 p.m. Networking 12:00p.m. - 1:00 p.m.
\$40 members
📍 Franklin Terrace Ballroom, 126 Campbell Avenue, Troy
Sponsored by Community Resource FCU

THU APR 28 The Leadership Institute Class of 2022 Graduation
Celebrate this year's class, network with business professionals and find out about the Chamber's award-winning skills development program.
⌚ Check in and networking reception 5:30 p.m. - 6:30 p.m. Graduation Ceremony 6:30 p.m.
\$50 members
📍 Franklin Terrace Ballroom, 126 Campbell Avenue, Troy
Sponsored by CDPHP

spotlight

Segel Violins & Art Gallery



Segel Violins has been a retail presence in downtown Troy for over 20 years. Through the decades, shop owner Deborah Segel has taken pride in providing the finest service possible to the music community of our region. Her shop specializes in helping all string players, whether beginners, aspiring, or established players, to acquire and maintain their violins, violas or cellos for the best possible sound and playability. Serving the traditional music community, amateur players, students and professionals alike, this shop has earned its trusted reputation.

Expert violin repairs and adjustments, as well as professional quality bow rehairing, are all done by Deborah in the Troy shop. Her many years of experience will assure you of satisfactory repair work every time! If you need a better bow, new strings, rosin, a better instrument case or other accessories, you can find it there, as well.

The shop's selection of student instruments for all playing levels is quite impressive. Deborah would be happy to work with you or your family to find just the right violin for your needs and your budget. It may cost less than renting to actually own a good quality and carefully adjusted instrument for your student. And as they advance, she can provide instruments and bows that will inspire and allow for their musical growth. Even if you have never played, but have a dream of learning, she has the experience and knowledge to help you choose the perfect instrument for your journey!

Segel Violins is much more than "merely a violin shop," offering products that will appeal to the wider musical community of our region. Deborah always keeps an interesting stock of Native American style flutes, ukuleles, Irish whistles and bodhrans, frame drums, recorders, sheet music, and much more. The rather eclectic shop even offers unique hand-beaded jewelry made by the owner, and a selection of her artwork, as well.

Additionally, Segel Violins specializes in providing quality instruments for those doing sound healing, meditation, and yoga, where specific sounds are an integral part of the experience. Offering a vast selection of beautiful and resonant singing bowls and gongs in many sizes and styles, as well as therapeutic tuning forks, Deborah is only too happy to help the client find just the right sound instrument for their needs. As an experienced gong and singing bowl player herself, she can recommend, advise and instruct those interested in this specialty field.

Whether you are looking for a gift for the musician in your life, thinking of learning an instrument yourself, have a student needing a better bow or violin, or are a professional needing instrument adjustments or bow rehairing, Segel Violins should be your first stop. Those in the community of sound healers, meditation, and yoga practitioners will find a fine local resource for their specialty sound and therapeutic instrument needs.



New Members (cont'd)

Hands of Grace Wellness, LLC
Alternative Healthcare
Rep: JoAnne Veith
10 Starbuck Drive
Green Island, NY 12183
Phone: (518) 225-2697
[VISIT handsofgracewellness.com](http://handsofgracewellness.com)

**Kiwanis International
Van Rensselaer Division**
Community Service Organization
Rep: Lynne Catelotti
114 Horizon View Drive
East Greenbush, NY 12061
Phone: (518) 479-3959
[VISIT kiwanis-ny.org](http://kiwanis-ny.org)

MVP Arena
Sports & Entertainment Facility
Rep: Stephen Sheffer
51 S. Pearl Street
Albany, NY 12207
Phone: (518) 487-2022
[VISIT mvparena.com](http://mvparena.com)

On the Island Wine & Liquor
Wine & Liquor Store
Rep: Michael DiBernardo
10 Starbuck Drive
Green Island, NY 12183
Phone: (518) 238-3376
[VISIT otiwineliquor.com](http://otiwineliquor.com)

Rebutia Consulting
Business Operations Consulting
Rep: Anne Sinopoli
68 Harmon Road
Schenectady, NY 12302
Phone: (518) 350-4779
[VISIT rebutiaconsulting.com](http://rebutiaconsulting.com)

Sheri Miter Co.
Consultant
Rep: Sheri Miter
10 Front Street
Waterford, NY 12188
Phone: (518) 669-1764
[VISIT sherimiterco.com](http://sherimiterco.com)

The Radiant Store
HVAC/Renewable Energy
Rep: Ryan Moag
405 Jordan Road
Troy, NY 12180
Phone: (518) 899-2791
[VISIT theradiantstoreinc.com](http://theradiantstoreinc.com)

U2 Japan
Restaurant
Rep: Qi Lin
600 N. Greenbush Road
Rensselaer, NY 12144
Phone: (518) 326-3528
[VISIT u2japanrensselaer.com](http://u2japanrensselaer.com)

WS Auto Sales, LLC
Automobile Sales
Rep: William Stonner
1896 US Route 9
Castleton-on-the-Hudson, NY 12033
Phone: (518) 764-5929
[VISIT wsautosalesny.com](http://wsautosalesny.com)

Please remember to patronize our members and invite others to join our growing membership!
Learn more by contacting Membership Sales Manager Matt Jensen at (518) 687-1240 or mjensen@renscochamber.com.

NEWS FROM THE COUNTY EXECUTIVE LUNCHEON

Rensselaer County Executive Steve McLaughlin delivered an optimistic and energetic State of the County address to the Rensselaer County Regional Chamber of Commerce, highlighting the county's fiscal, service and economic development successes during the talk at the Franklin Terrace. The county's record includes four consecutive property tax reductions totaling a combined 19 percent, record sales tax growth, 170 miles of roads paved and the start of work on the county's Emergency Services Training Facility and Tower.

The county's strong financial record has helped attract major investment, with completion of the Amazon project in Schodack and ongoing expansion of Regeneron Pharmaceuticals in East Greenbush. A second Amazon project has started, and the county plans on supporting such growth by running new infrastructure on the Route 9&20 and Route 9 corridors in Schodack, McLaughlin told Chamber members. The county is also readying to begin work on the historic County Court House in downtown Troy, recently featured in the HBO historical series "The Gilded Age."



In partnership with



CHRIS NOLIN | CLASS OF

News from The Leadership Institute

News from the Leadership Institute

Chris Nolin '16 was recently named Deputy Mayor of the City of Troy. His primary responsibilities are to manage the day-to-day operations and focus on economic development. He has been active in the Troy community as a member of the Troy Redevelopment Foundation, Rensselaer County Regional Chamber of Commerce, Troy Cultural Alliance, advisory group member for the City of Troy Comprehensive Plan, RPI's LGBTQ Mentoring Program, and is currently president of the Albany County Board of Health. Mayor Madden approached Mr. Nolin because of his experience in the public and private sectors and various roles in managing complex issues and organizations. Formerly, Chris was the Director of Community and State Relations at RPI.

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

The Leadership Institute is sponsored by CDPHP



Member Milestones

40 Years

Rensselaer Technology Park

30 Years

Thomas B. Clarke Ins. Agency, Inc.

20 Years

The Kaleel Jamison Consulting Group, Inc.

Troy City School District

15 Years

Hoosick Valley Contractors

Troy Waterfront Farmers Market

10 Years

AFLAC

Barton & Loguidice, D.P.C.

Village of Castleton-on-the-Hudson

2022 Board of Directors

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Phinney Design Group

KELLI ARNOLD
Pioneer

JOE BONILLA
Relentless Awareness

RACHAEL E. CAPO, ESQ.
Rensselaer Polytechnic Institute

ASHLEY CASTLE
GlobalFoundries

CHRISTOPHER CONWAY
Curia

MARK DUFFY
SEFCU

SAM GRECO III
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MIKE HAMEL*
HMA Contracting Corporation

KENDRA HART*
Martin Electric

RUSSELL HUTA
Rifenburg Construction, Inc.

JAIME KAZLO
Capital District Transportation Authority (CDTA)

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TIMOTHY KOSTO
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DAVID KRUPSKI
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DeCrescente Distributing

CHRISTOPHER MCKENNA
CAP COM Federal Credit Union

IVAN MUGERWA
Franklin Hospitality Group

CHRISTINE NEALON*
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E. PATRICE PERKINS*
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

BRIAN WILLIAMS*
Capital Region Workforce Development Board

* Executive Committee Members

Upcoming Events for Your Calendar

GET IN THE GAME | MARCH 15

March Mania & More

It's that time a year to join the dance and unleash the frenzy. Will 2022 be a Cinderella story or will your favorite team sweep the tournament?

Join (clockwise from upper left) Lee McElroy, Associate Vice President & Director of Athletics RPI, moderator, and panelists Bob Belber, General Manager of ASM Global, Tom Huerter, President Huersch Marketing Group, Inc., Carm Maciariello, Head Coach Men's Basketball Siena College and Chris Onorato, Co-Anchor WNYT as they delve into the tournament and more.

Attendees may enter the Chamber tournament bracket pool at the event. Stay tuned to find out which attendee will claim bragging rights at the end of the tournament.

Registration is limited and closes March 4.

TUE
MAR
15

Register now at renscochamber.com/events

🕒 Check-in and food stations 5:30 p.m. – 6:00 p.m. Panel discussion 6:00 p.m. – 7:00 p.m.

\$40 members, \$75 non-member

📍 MVP Arena, 51 S. Pearl Street, Albany
In the Terrace Room directly adjacent to Level 3 of the MVP Arena
Parking Garage and the Capital Complex Walkway.



QUICK LEARN SESSION | MARCH 22

Tech Tools at a Click of a Button Webinar



This fast-paced session will provide 25+ products that can revolutionize your workflow and make you immediately more productive. With so many distractions in life, are you struggling to stay focused? There is an app for that. When it comes to your professional and personal life, your cell, social media and the internet can easily compete for your attention.

This webinar, presented by Mike Pennington, CAE, will review productivity apps to help us become organized, focused and on task and to make 2022 your most successful year yet.

TUE
MAR
22

Register now at renscochamber.com/events

🕒 9:00 a.m. – 10:00 a.m.

No cost

📍 Virtual event via Zoom



JOIN THE DISCUSSION | MARCH 24

Meet the Mayors Breakfast

The Chamber presents our annual Meet the Mayors Breakfast, a panel discussion with the elected leaders of local communities.

Our guests are (clockwise from upper left) Patrick Madden, City of Troy; Ellen McNulty-Ryan, Village of Green Island; Charles Patricelli, City of Watervliet; Mike Stammel, City of Rensselaer. The mayors will discuss timely issues facing the business community and the region, as well as future plans and initiatives within their municipalities.

THU
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24

Register now at renscochamber.com/events

🕒 Check-in and breakfast 7:30 a.m. – 8:00 a.m.

Panel discussion and Q & A 8:00 a.m. – 9:00 a.m.

\$40 member

📍 Hilton Garden Inn, 235 Hoosic Street, Troy



CONNECT FOR SUCCES | APRIL 14

Meet Your Next Client at Networking Plus



Start the spring season 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 share your information and get to know fellow members. Offering table rotations, ambassador facilitators and a system designed to avoid repeat introductions, you are guaranteed to get connected, develop leads and build relationships with the Chamber's NetworkingPlus Luncheon.

THU
APR
14

Register now at renscochamber.com/events

🕒 Check-in and Lunch 11:30 a.m. – 12:00 p.m. Networking 12:00 – 1:00 p.m.

\$40 members

📍 Franklin Terrace Ballroom, 126 Campbell Avenue, Troy



A LOOK AHEAD | MAY 12

122nd Annual Dinner {with a twist} & Business Expo

THU
MAY
12

Register now at renscochamber.com/events

🕒 5:30 p.m. – 8:30p.m.

\$140 members

📍 Franklin Plaza Ballroom, 4th Street, Troy

Our premier event is BACK, giving you maximum opportunity to Market, Develop & Connect.

