



# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

NON-STOP NETWORKING IS BACK!

## Annual Dinner {with a twist} on May 12

Thank you  
to our Sponsors

**Presenting Sponsors:**

**Cocktail Hour Sponsor:**

**Business Expo Sponsor:**

**Dessert Sponsor:**

Teal, Becker & Chiaramonte  
CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS

CELEBRATING 50 YEARS OF SERVICE

**After-Party Sponsor:**

This year's Annual Dinner {with a twist} promises to be an evening to remember!

The Rensselaer County Regional Chamber of Commerce cordially invites you to the 122nd Annual Dinner {with a twist} & Business Expo. Back in person and better than ever, this premier event of the Chamber provides more opportunities than ever to build relationships and make connections through networking. The Annual Dinner {with a twist} reflects the vibrancy of our members and underscores our commitment to help you Market, Develop & Connect!

*"The Chamber's Annual Dinner {with a twist} is an event the Spectrum Reach team looks forward to every year. It always proves to be one of the best events for making new business connections and building relationships. While we may be a large company, our entire team is local and we value the opportunity to support the business community, which is why sponsoring the Annual Dinner is an easy decision."*

- John Tanner, Director of Sales at Spectrum Reach

Set for Thursday, May 12 at the Franklin Plaza Ballroom in downtown Troy, this exciting event begins at 5:30 p.m. with the popular cocktail reception and business expo, a unique forum for members to showcase their products and services. Enjoy the three floors of the Franklin Plaza for variety of lavish food stations, decadent desserts, and a fun-filled after party on the roof-top terrace! Guests dine, explore expo booths and meet and greet all evening, allowing for maximum opportunities to make connections and enjoy high-impact networking in a relaxed, enjoyable atmosphere.

ANNUAL DINNER {with a twist} & BUSINESS EXPO

THURSDAY, MAY 12, 2022

- Unlimited Networking
- Expo Booths
- Lavish Food Stations
- Decadent Desserts
- Rooftop After Party

THU MAY 12

🕒 Networking reception and Business Expo start at 5:30 p.m.

📍 Franklin Plaza Ballroom, 4 4th Street, Troy

\$140 per person

\$1,650 per Reserved Circle Table

\$475 per Expo Booth

Register at [renscochamber.com/events](https://renscochamber.com/events) or contact Alicia Osur, Events Specialist at 518-687-1244 or [aosur@renscochamber.com](mailto:aosur@renscochamber.com) for questions.



Photos by Joan Heffler

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](https://renscochamber.com)





New Members

Cape Enterprises

Real Estate  
Rep: Joe Celeste  
89 Macha Lane  
Wynantskill, NY 12198  
Phone: (518) 365-3715

Comfort Inn & Suites  
East Greenbush

Hotels & Motels  
Rep: Robert Minto  
99 Miller Road  
Castleton On Hudson, NY 12033  
Phone: (518) 479-3217  
VISIT [comfortinnalbany.com](http://comfortinnalbany.com)

Discovery Place Learning Center  
Education

Rep: Karyn Morrow  
1580 Columbia Turnpike  
Building 3  
Castleton, NY 12033  
Phone: (518) 479-1110  
VISIT [discoveryplacelearning.com](http://discoveryplacelearning.com)

Eagle Rock Apartments &  
Townhomes at Rensselaer

Apartment & Townhome Complex  
Rep: Nicole Schook  
6601 Oak Hill Circle  
Rensselaer, NY 12144  
Phone: (216) 946-9361

Hang Time Drones

Drone Imagery Services  
Rep: Lisa Despart  
33 Catherine Street  
Rensselaer, NY 12144  
Phone: (518) 512-0650  
VISIT [hangtimedrones.com](http://hangtimedrones.com)

Maria College

Schools-Universities & Colleges  
Rep: Sandra Grady  
700 New Scotland Avenue  
Albany, NY 12208  
Phone: (518) 898-2747  
VISIT [mariacollege.edu](http://mariacollege.edu)

Marquis Certified Home Care

Home Health Services  
Rep: Amy Loeenberg  
1762 Central Avenue  
Albany, NY 12205  
Phone: (518) 216-0100  
VISIT [marquishc.com](http://marquishc.com)

New York State Senate  
41st District

Government  
Rep: Hon. Susan Serino  
188 State Street, Room 613  
Albany, NY 12247  
Phone: (518) 455-2945  
VISIT [sueserino.com](http://sueserino.com)

Member News



**CDPHP** has once again been named one of the Best Companies to Work for in New York, making this the 14th consecutive year the Capital Region health plan has received the award from the New York State Society for Human Resource Management. The award, presented by the Best Companies Group, in conjunction with the New York State Society for Human Resource Management, is based on the company's workplace policies, systems, and practices, as well as a survey, which is open to all employees, that measures employee engagement.  
VISIT [cdphp.com](http://cdphp.com)



**Sunmark Credit Union** announced during the recent Super Bowl 56 broadcast that the credit union is celebrating 85 years of building brighter financial futures by committing \$85,000 to community projects throughout 2022 as part of its “Make Your Mark” giving program. Sunmark has created a dedicated website at [www.Sunmark85.com](http://www.Sunmark85.com) to track giving progress and share stories of the local organizations that have received funds as part of this commitment. Individuals and organizations are encouraged to visit [www.Sunmark85.com](http://www.Sunmark85.com) to nominate community organizations that would benefit from receiving a share of the funds, or to make a donation to the Sunmark Charitable Community Foundation, which will disburse the funds throughout the year.  
VISIT [sunmark85.com](http://sunmark85.com)



**Albany Diocesan Cemeteries** announced in March of 2022, that the Board of Directors led by Bishop Edward B. Scharfenberger has appointed Emily Simmons as Executive Director. Former Director Rick Touchette retired last year after 27 years of honorable leadership. After a diligent search and spiritual deliberation, the Board felt Emily's proven leadership skills and strategic goals were an excellent fit to lead Albany Diocesan Cemeteries into this next chapter. “With her experience, I am confident Emily will lead our cemeteries with compassion, empathy, and understanding,” said Bishop Scharfenberger.  
VISIT [capitaldistrictcemeteries.org](http://capitaldistrictcemeteries.org)



**Berkshire Bank**, a leading socially responsible community bank with branch locations in New England and New York, has announced several actions it will take with its employees and customers in response to the ongoing humanitarian crisis in Ukraine. As a first step, Berkshire Bank's Foundation will make a \$50,000 contribution to the Ukrainian Federation of America, one of the oldest Ukrainian organizations in the U.S. who are working to deliver humanitarian and medical aid. In addition, Berkshire's donation will be leveraged in collaboration with Dorcas International Institute of Rhode Island on 401Gives Day, a statewide day of giving in Rhode Island on April 1. The Bank selected 401Gives Day because it is a time sensitive campaign that provides Berkshire the opportunity to make a greater impact by inviting the public and business community to match Berkshire's contribution ultimately increasing the amount of funds going to support Ukraine.  
VISIT [berkshirebank.com](http://berkshirebank.com)



**The Hart Cluett Museum's** latest exhibition, Cultivating Community: Agriculture in Rensselaer County, focuses on people, food, innovation, and the land. The exhibition explores who grows our food, how food brings us together, and how surprisingly innovative and controversial working the land can be. The exhibition opened for Troy Night Out on March 25th and will be on view through December 17th.  
VISIT [hartcluett.org](http://hartcluett.org)



**Excelsior College** is proud to announce five new graduate certificates. The School of Graduate Studies is offering certificates in Advanced Project Management, Cybersecurity Operations, Homeland Security and Emergency Management, Leadership, Nutrition, and Public Health Equity. The certificate programs range from three to five courses each and offer focused courses in the discipline so students can immediately implement what they've learned in the workplace. Students can complete most of the certificates in as little as 6 months. Courses from the certificates can be applied to a graduate degree program at Excelsior.  
VISIT [hartcluett.org](http://hartcluett.org)



**Unity House** has promoted three of its longtime employees: Margaret Arias to director of housing and support services, Claudette Senior to director of community relations and Danielle Wissenbach to director of permanent housing and support services.  
VISIT [unityhousesny.org](http://unityhousesny.org)



**Conway, Donovan & Manley, PLLC** formerly Harris, Conway & Donovan, PLLC, has promoted Ryan E. Manley to partner. The full-service litigation firm was originally founded in 2003 and focuses on advocating in legal matters and representing clients in complex commercial, personal injury, and other litigation proceedings. A former assistant district attorney and state assistant attorney general, Manley joined the firm in 2016, bringing with him experience and success litigating on behalf of the government in civil and criminal matters throughout the State of New York.  
VISIT [lawcdm.com](http://lawcdm.com)



**Questar III BOCES** District Superintendent, Gladys Cruz, has been elected as the 2022-23 president-elect of AASA, The School Superintendents Association, the nation's premier organization representing more than 13,000 public school superintendents nationwide.  
VISIT [questar.org](http://questar.org)

**The Catholic School Administrators Association of New York State (CSAANYS)**, founded in 1972, will mark its fiftieth anniversary this year. Organized under the leadership of Brother Peter Pontilillo, a Marianist Brother from Long Island, and Brother Thomas Draney, a Christian Brother from New York City, CSAANYS is the only organization of its kind in any state to articulate the distinct voice and promote the professional and personal betterment of the Catholic school administrator.  
VISIT [csaanys.org](http://csaanys.org)

EventsCalendar 2022

Visit [renscochamber.com](http://renscochamber.com) to register.

THU  
MAY  
26

Meet U.S. Representatives Tonko and Delgado

Discover what's at stake for businesses, non profits and constituents in our region, followed by a Q&A.

⌚ Check in and lunch 11:30 a.m. Panel discussion and Q&A 12:00 – 1:00 p.m.

📍 Hilton Garden Inn 235 Hoosick Street, Troy  
Sponsored by BBL and Pursuit Lending

THU  
JUNE  
16

NetworkingPlus Luncheon

An engaging opportunity to connect with fellow Chamber members and take your business to the next level.

⌚ Check-in and lunch 11:30 a.m. Program 12:00 – 1:00 p.m.

📍 Franklin Terrace Ballroom 126 Campbell Avenue, Troy

Sponsored by Groff Networks, Ronald McDonald House Charities and Saratoga National Bank

TUE  
JUNE  
21

An Insider's Look At Economic Trends

Make informed business decisions for the second half of 2022 after this informative presentation by Bouchey Financial Group

⌚ Check in and lunch 11:30 a.m. Program 12:00 – 1:00 p.m.

📍 The Century House 997 New Loudon Road, latham

Sponsored by CAP COM Federal Credit Union

MON  
AUG  
15

Annual Golf Classic

A day of clubs, carts and connections at the Troy Country Club.

⌚ Noon Shotgun Start

📍 The Country Club of Troy 100 Troy Country Club Road, Troy



PREPARING THE NEXT GENERATION FOR HIGH-DEMAND AND HIGH-REWARD FIELDS

## Students get real-world experience and an associate degree at innovative high school on college campus

At the start of the 2021-2022 school year, Questar III BOCES and Hudson Valley Community College opened a new high school on Hudson Valley's main campus in Troy, the first New York State Pathways in Technology (P-TECH) and Smart Scholar Early College High School (SS-ECHS) hosted on a community college campus in the Capital Region. The innovative school allows students to earn a full associate degree – at no cost – while completing high school.

A key component of the school is engagement with local companies, whose involvement adds real-world experience and industry knowledge to the students' education and helps prepare them for joining the workforce, which is beneficial to students and their eventual employers.

"We're providing students with life-changing experiences, preparing the next generation for high-demand and high-reward fields, including computer information systems, engineering technology, environmental science and protection technology, and health science," said Questar III BOCES District Superintendent Dr. Gladys I. Cruz.

"As a college committed to finding new ways to train the workforce of tomorrow, as well as increase access to education for everyone in our community, we are thrilled to offer the opportunity for students to get a head start on training for well-paid, in-demand careers, as well as provide another way for employers to establish a pipeline of talent prepared to fill the jobs that help our economy grow for years to come," Hudson Valley Community College President Dr. Roger Ramsammy said.

Housed in the college's Lang Technical Building, which underwent \$3 million in renovations, the high school is open to students across seven counties and 46 school districts looking for pathways to well-paid careers in the fast-growing, in-demand STEM fields of computer information systems, engineering technology, environmental science and protection technology, and health sciences.

New York State Department of Education grants that support the school provide a unique opportunity for colleges to partner with public school districts on new initiatives that allow students to earn college credits while completing their high school diplomas, putting them on a fast track to a college degree and saving families thousands of dollars in potential tuition costs. Students can earn college credits toward an associate degree at no additional cost to their families – with tuition, fees, books, and instructional materials covered.

Questar III and HVCC STEM High School students study in classes with their fellow high school students, as well as in blended classes with college students. High school courses are taught by Questar faculty, while college-level courses are taught by Hudson Valley Community College faculty. Professional development opportunities, increased access to college coursework, and strong project-based learning at 9th and 10th grade levels are additional benefits.

The P-TECH program offers six-year pathways in Computer Information Systems, Engineering Technology, and Environmental Science and Protection Technology, focusing on Clean Energy Management. The SS-ECHS program offers four-year programs in Health Sciences and Computer Information Systems, with other possible pathways to be offered in the future.

Thirty-six students from across the Capital Region are enrolled this year and recruiting for additional students for the next cohort is currently underway. Businesses that are interested in providing a mentor and career exploration opportunities for students are also being sought. For more information, [VISIT questar.org/education/ptech-echs/](https://questar.org/education/ptech-echs/)



NEW FACILITY WILL STRENGTHEN THE CAPITAL REGIONS BIOTECH WORKFORCE

## Federal Funding Supports biotech workforce at Rensselaer Polytechnic Institute facility

Announced in March, Rensselaer Polytechnic Institute has received \$984,000 in federal funding for the enhancements to the Nuclear Magnetic Resonance Facility.

The funding for this project will support state-of-the-art biotech equipment to the Capital Region to bolster cutting-edge research in a broad array of areas, including treatment discovery for Alzheimer's disease, Coronavirus, Diabetes, and Osteoporosis and a broad range of other diseases and viruses. This will also allow biotech companies in the Capital Region to be able to use Rensselaer's advanced facility to conduct research that could result in new and improved processes and products that people use every day, such as personal care products, materials for electronics, pharmaceuticals, and new therapies for diseases. The facility will strengthen the Capital Region's biotech workforce, ensuring the area continues to be a growing hub for critical innovation.

The facility will be based within Rensselaer's Center for Biotechnology and Interdisciplinary Studies (CBIS) that conducts multi- and interdisciplinary research at the interface of engineering and life sciences. "While supporting transformative research, the NMR facility will provide new opportunities for student training, building the workforce of the future, and will serve as hub for Capital Region biotech companies to conduct research facilitating new drug discoveries, products, treatments, and therapies," said Deepak Vashishth, Director of CBIS.

"On behalf of Rensselaer, I want to thank Senate Majority Leader Schumer for securing this funding for the enhancement of our Nuclear Magnetic Resonance facility," said Dr. Robert Hull, Acting Vice President for Research at Rensselaer. "Thanks to his efforts, Rensselaer will bring state-of-the-art biotech equipment to New York's Capital Region that will be used for research, industry collaborations, and to train the next generation of biotech students and workers." [VISIT rpi.edu](https://rpi.edu)

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](https://rifenburg.com)

### Champion



### LOOKING FOR A SMART INVESTMENT?

With the Chamber's **WE Advance** program you can invest in the success of our regional business community. In conjunction with the Rensselaer County Industrial Development Agency and the Center for Economic Growth, we serve as a catalyst for businesses starting up, expanding, or looking to make a profitable move.

Our high-impact marketing attracts regional, national, and international attention to our county's dynamic quality of life and thriving business environment. Join the Chamber in this economic and workforce advancement initiative.

#### CONTACT:

President Kate Manley  
[kmanley@renscochamber.com](mailto:kmanley@renscochamber.com)  
 ph: 518.274.7020

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





INVESTOR PROFILE:

Groff NetWorks  
Investing In  
Team, Growing

TROY — As the complexity of computer and network technology continues to grow, more companies are looking to partner with a service provider that keeps their networks running smoothly while maintaining a high level of security. This is why Groff Networks was started. Founded on the break-fix model in 2005, the company's CEO, Lauren Groff, soon foresaw the need for a more proactive way to prevent and monitor technology disruptions rather than reacting to outages. This led to the adaptation of what is now called the Managed Services model and the efficiency of remote network monitoring and cloud computing, for example.

Finding and developing people with the right skills and outlook continues to be a challenge in today's market. Almost all companies have trouble hiring, whether COVID-related or general shortages of tech workers. In the information technology field, employees may seek new positions to improve or diversify their skill set. If you're the sole IT person at a company, there's no one to mentor you and everyone to blame you.

Groff NetWorks is working to change that with its own workforce development initiative. Over the last two years, they've begun recruiting interns with a more intentional approach, strengthening the link to a career opportunity. They are taking the idea of "raising their own" seriously in the face of tech shortages. In addition, they've begun the road to developing a mentorship program, where each person has someone further along the skills path to help them learn more. Each employee has someone in whom they are investing.

The company has also recently overhauled its training program, encouraging every employee to set aside deliberate time each week, scheduled by team, to complete a certain amount of training based on their career and skills development path; that's one of this quarter's goals: increase the number of training hours per person per month completed. There's also a key performance indicator (KPI), giving employees bonuses should each team reach these KPIs during a given quarterly period.

Recently, Groff NetWorks hired Matthew Toomer as project coordinator. Now, Groff NetWorks has 14 employees based in four states.

"At Groff Networks, we operate under the Servant's Leadership management style; that means we value integrity and outstanding service. We model that, so we attract that," said Lauren Groff, CEO. "We also want to help all our staff achieve their goals and career aspirations, because we care about them."

VISIT [GroffNetWorks.com](http://GroffNetWorks.com)

TAKE STEPS TO SHAPE YOUR FUTURE WORKFORCE

Build Your Future Workforce at the Region's  
Premier Career Exploration & Enrichment Program

Imagine a unique and immersive experience unlike any other workforce initiative for students, educators, employers and families that will reshape career pathways. Where applied skills help inspire students to pursue courses in high school and beyond relevant to skills-in-demand.

That's Career Jam™ Explore. The most powerful workforce exploration & enrichment program.

This virtual & hands-on career exploration program promotes awareness of the full breadth of dynamic local career options available for students, their teachers, and parents.

Virtual access to the program is available now through June. On June 9 at Siena College, more than 2,200 local 8th and 9th grade students will convene for in-person skills demonstrations.

As a business, why participate in Career Jam TM Explore? Take steps to shape your future workforce and promote your business to thousands of local 8th and 9th graders to inspire career pathways. As students consider courses of study and training, spark their interest and help educators and families learn about in-demand skills

"Career jam was amazing. What an impressive platform and extensive list of presenters and content!" **Debreen Oliva, FACS Teacher, Howard L. Goff Middle School**

"The Siemens DNA is embodied in our "Business to Society" ethos where we recognize our social responsibility to invest with our local partners in creating pathways to the new careers of the 21st century. Career Jam provides an effective platform to align the key regional ecosystem of stakeholders to inspire and inform youth, educators, and families of the spectrum of skills in high demand for rewarding careers and lifestyles." **David C. Turner, Regional Manager, Energy and Sustainability, Siemens Industries**

This virtual and in-person event is a proud collaboration of *Workforce Development Institute, Junior Achievement of NENY, Rensselaer County Regional Chamber of Commerce, CEG, Questar III BOCES, the Capital Region BOCES, the Capital Region Workforce Development Board, and the Capital Region Chamber of Commerce.*

VISIT [career-jam.com](http://career-jam.com) or contact **Ryan Van Amburgh, Co-Founder, Career Jam** [ryan@career-jam.com](mailto:ryan@career-jam.com)



YOUTH EMPLOYMENT OPPORTUNITIES

Summer Youth Employment Program Provides  
Meaningful Work Experiences

The Rensselaer County Career Center provides the region with high-quality youth programming, including the Summer Youth Employment Program (SYEP). This program provides Rensselaer County youth between the ages of 14 and 20 with paid summer work experience for five weeks in July and August. Participants work in a variety of entry-level jobs, including, small businesses, childcare, IT firms, hospitals, summer camps, non-profit organizations, retail stores, and government agencies. Organizations are provided with interns and entry-level employees through the program with the business providing productive and meaningful work assignments, training and supervision, and adequate feedback and mentoring. There is no cost to your business and Rensselaer County Career Center staff will provide follow-up monitoring throughout the summer to ensure both program participants and business partners have a beneficial and enjoyable experience. This is an excellent opportunity to assist with your business operations during the summer months as well as give an opportunity to mentor youth who will become your future workforce. If your organization is interested in participating and hosting interns this summer, contact Tracy Ellis at [TEllis@capreg.org](mailto:TEllis@capreg.org)

NEED SKILLED WORKERS?

Federally Funded Program Let's You Hire and Train  
Skilled Workers and Get Reimbursed For Your Efforts

In an ever-changing economy, it's important to stay ahead of the curve with workforce development. This may mean it is harder for employers to find qualified employees, to retain the workforce they currently have, or to upgrade the skills of their workforce to remain competitive. Fortunately, businesses in the Capital Region have a resource that can assist them. The Capital Region Workforce Development Board sponsors three Career Centers in the region, including the Rensselaer County One Stop Career Center, whose mission is to connect industry and job seekers by providing training avenues to ensure businesses have a skilled workforce.

The Rensselaer County Career Center provides resources, assistance, and training opportunities that help businesses and organizations save on their bottom line. All of the services to business are at no cost. These services include job listing postings, candidate screening, direct job referrals, hiring events, and various training programs for both new and existing employees.

"Businesses can access a variety of training funds to assist in creating or maintaining their workforce," states Brian Williams, Executive Director of the Capital Region Workforce Development Board, "Through the On-the-Job Training Program offered by the Rensselaer County Career Center, businesses have the opportunity to train their new employees in their own manner, while receiving an offset of those training costs."

The Career Center's On-the-Job Training program is designed to provide job seekers with greater access to available jobs and is intended to assist businesses with a reimbursement of certain training costs incurred in training a new employee. Employers can be reimbursed for up to 50% of the individual's wages for the training period required to achieve the specified skill level for the position.

If you are interested in taking advantage of any of these workforce development services, contact Marc Dikant at the Rensselaer County One Stop Career Center at [marcd@capreg.org](mailto:marcd@capreg.org)



Ribbon Cutting

**Vanderheyden** celebrated the return to its roots in Downtown Troy at 1801 6<sup>th</sup> Avenue. The Community Services Programs and offices have moved off the Vanderheyden campus in Wynantskill to Downtown Troy, where in 1833 the Troy Orphan Asylum was started. Vanderheyden provides services to change and save lives through family focused, trauma informed, and community-based care. This location in Troy will offer expanded Community Services in the Capital Region.  
**VISIT** [vanderheyden.org](http://vanderheyden.org)



**Recovery Spots Grill Troy** celebrated the grand re-opening post renovations just in time for March hoops. Located at 235 Hoosick Street in the Hilton Garden Inn, Recovery Sports Grill Troy has undergone a complete renovation featuring the next generation from the brand. While incorporating a new comfortable and modern look the restaurant still holds true to its roots with local sports memorabilia featured throughout.  
**VISIT** [recoveryssportsgrill.com](http://recoveryssportsgrill.com)



**Christine Cooley Family Health, NP, PLLC** celebrated their grand opening in downtown Troy. Christine brings more than 22 years of experience providing direct patient care to the Troy community with a focus on improving digestive and liver health. **VISIT** [chriscooleyhealthcare.com](http://chriscooleyhealthcare.com).

**GreyCastle Security** cut the ribbon on their new office located in Rensselaer Technology Park. Founded in 2011, GreyCastle Security works to create a future where cyber threats are minimized and are committed to providing cybersecurity solutions that deliver a result of readiness, protecting your business now and into the future.  
**VISIT** [greycastlesecurity.com](http://greycastlesecurity.com)



**RENSSELAER COUNTY**  
life looks good from here

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

CHAMBER MEMBER

spotlight



Spring has sprung and Becker's Farm is ready for their customers' planting needs. Known for the region's largest and robust hanging floral baskets, Becker's also offers the highest quality of annual flowers, perennials, herbs, vegetables, and shrubs for exterior landscaping. As a certified retailer of Proven Winner plants, Becker's sells an extensive collection of plants specifically selected to thrive in the Northeast region and climate.

To complete the landscaping needs, Becker's carries a full range of mulch, stone, topsoil, compost, sod and lawn products as well as garden statuary, fountains and decorative accents for indoors and outdoors. The friendly staff pride themselves on superior customer service and knowledge of plants and nursery stock at reasonable prices. Open 7 days a week, Becker's assists customers with free soil PH testing, warranties on plants and free delivery within a 10-mile radius. With an updated website, Becker's offers customers gardening know-how, professional landscaping tips, decorating ideas, seasonal recipes and more.

Established in 1870 and celebrating more than 150 years as a family-owned farm, the Becker family farm tradition has deep roots that continue to grow. Today, Mark Becker represents the fifth generation, operating two state-of-the-art greenhouses with computer enhanced environmental controls and watering systems. Becker's total growing capacity has climbed to 75,000 square feet with an additional 35,000 square feet of outside growing space. Mark has a son, Oliver who may soon join the family business ensuring a sixth-generation of farmers.



**Becker's Farm | 420 Columbia Turnpike | Rensselaer, NY 12144 | Phone: 518-477-4163 | [www.BeckersFarm.com](http://www.BeckersFarm.com)**

New Members (cont'd)

**OrthoNY**  
Health Care  
Rep: Michele Brinkman  
121 Everett Road  
Albany, NY 12205  
Phone: (518) 489-2663  
**VISIT** [orthony.com](http://orthony.com)

**Saratoga Pure Water Systems**  
Water Filtration & Purification Equipment  
Rep: Kristen Lynch  
26F Congress Street  
Suite 141  
Saratoga, NY 12866  
Phone: (518) 323-7500  
**VISIT** [saratogah2o.com](http://saratogah2o.com)

**The Sentinel of Amsterdam**  
Assisted Living  
Rep: Amy Loebenberg  
10 Market Street  
Amsterdam, NY 12010  
Phone: (518) 896-0010  
**VISIT** [sentinelalf.com](http://sentinelalf.com)

**Son of Egg**  
Restaurants  
Rep: Justin Ko  
4873 Broadway  
Rensselaer, NY 12144  
Phone: (518) 917-3806  
**VISIT** [sonofegg.com](http://sonofegg.com)

**Troy Center for Rehabilitation and Nursing**  
Skilled Nursing  
Rep: Danielle Donato  
49 Marvin Avenue  
Troy, NY 12180  
Phone: (518) 273-6646  
**VISIT** [sentinelalf.com](http://sentinelalf.com)

**Valley Ridge Contracting, Inc.**  
Rep: Jesse Johnson  
PO Box 283  
Averill Park, NY 12018  
Phone: (315) 221-1991



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

Check Out These Member Benefits

**Here is a quick reminder of important benefits we offer to you and all of your employees.** For more information on these and other benefits, visit [renscochamber.com](http://renscochamber.com) or contact Membership Sales Manager Matt Jensen at [mjensen@renscochamber.com](mailto:mjensen@renscochamber.com)

✓ ENERGY ALLIANCE

The Chamber's Energy Alliance program, administered by EnergyNext, gives members the opportunity to lower energy bills by choosing more competitive rates. There is no cost to sign up or to participate. Participating members take advantage of fixed rates from carefully selected top-tier energy suppliers, giving you money-saving options and peace of mind. Start saving today!

✓ CONSTANT CONTACT DISCOUNT

Chamber members receive exclusive savings on Constant Contact's entire suite of online tools: Email Marketing to get your audience's attention and retain it; Social Campaigns to attract and engage fans and followers; Event Marketing from promotion to online registration; Online Surveys and more. **Sign up through our representative Erik Bunaes at [erik@endorphinadvisors.com](mailto:erik@endorphinadvisors.com)** and receive a discount of up to 25%, even if you're already a Constant Contact customer.

✓ CERTIFICATES OF ORIGIN

Did you know that only chambers of commerce can legitimately issue a certificate of origin? Our Chamber is here to issue, sign and stamp certificates of origin at no charge to members in good standing. Certificates of origin are prepared by exporters to verify the origins of overseas exports and are required by law. Fraudulent certificates can lead to exports being rejected at ports, fines and other penalties. Trust the Chamber to help your business succeed and save you money. **VISIT** [renscochamber.com/cost-saving-benefits](http://renscochamber.com/cost-saving-benefits)

✓ REFERRALS AND INTRODUCTIONS

It happens every day - the Chamber connects people and businesses. We consistently receive requests for professional introductions, leads and referrals from the local community and from out-of-town sources. As a member, your business or non-profit organization receives automatic referrals, resulting in exposure and potential business. Let the Chamber introduce YOU to the business community.



Member Milestones

35 Years

St. Peter’s Health Partners

30 Years

Becker’s Farm LLC  
Goin Group, Inc.  
WNYT TV – NewsChannel 13

20 Years

City of Rensselaer  
Johnstone Supply  
Rensselaer County Dept. of  
Employment & Training  
Town of North Greenbush

15 Years

Troy Industrial Development Authority  
Veterans of Lansingburgh

10 Years

Documentation Strategies, Inc.  
NYSEG

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Capital Region Workforce Development Board

\* Executive Committee Members

Upcoming Events for Your Calendar

Career Exploration Video Series Connect with Careers | Released May 2

Connect with Careers

Taking a lead role in building the region’s workforce readiness, the Chamber presents the Spring 2022 edition of “Connect with Careers,” a virtual series for students in grades 8-12 to explore careers and discover pathways to identify and pursue their passions.

These impactful videos, featuring one-on-one interviews with local business professionals, bring to life viable careers in the region and how students can explore them. The videos are an important resource for area school districts and classroom teachers to help spark the minds of middle and high school students to pursue careers that match their talents and interests.

Spring 2022 Edition of “Connect with Careers” is sponsored by:



Beginning

MON  
MAY  
2

Beginning the week of May 2, new videos will be posted, featuring a new business professional from a different industry each day. They will be added to the Connect with Careers archive of videos since 2019 available at [renscochamber.com/develop-chamber/connect-careers](https://renscochamber.com/develop-chamber/connect-careers) and on the Chamber’s YouTube channel.

This initiative honors the late Bob Horan, Superintendent of the Schodack Central School District, and his commitment to foster dynamic partnerships between business and education for a vibrant, workforce-ready community.

Congressional Forum | May 26

Meet U.S. Representatives Tonko and Delgado

Join us for an inside look at Washington, D.C. from the perspective of U.S. Representatives Paul D. Tonko (D-NY) and Antonio R. Delgado (D-NY).

We’ll discuss today’s important issues with Rep. Tonko, 20th congressional district and Rep. Delgado, 19th congressional district. This event will be moderated by Heather C. Briccetti, President & CEO, The Business Council of New York State. Discover what’s at stake for businesses, nonprofits and constituents in our region. The informative discussion will be followed by an audience Q&A with our guests. Come prepared to join the conversation and meet your elected officials.



THU  
MAY  
26

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

⌚ Check in and lunch 11:30 a.m.  
Panel discussion and Q&A 12:00 – 1:00 p.m.

📍 Hilton Garden Inn  
235 Hoosick Street, Troy

sponsored by:



Connect for Success | June 16

Take Your Business to the Next Level at NetworkingPlus

Join the Chamber for our high-impact networking event. This luncheon provides a purposeful and effective platform to build business contacts, development a pipeline and pitch a message about your business or nonprofit. NetworkingPlus provides an engaging opportunity to connect with fellow members. Offering a structured format with table rotations, ambassador facilitators and a system designed to maximize your introductions, you are guaranteed to get connected, develop leads and build relationships at this event.

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

THU  
JUNE  
16

⌚ Check-in and lunch 11:30 a.m.  
Program 12:00 – 1:00 p.m.

📍 Franklin Terrace Ballroom  
126 Campbell Avenue, Troy

sponsored by:



Mid-Year Review | June 21

An Insider’s Look At Economic Trends

Mid-year is no better time to get an insider’s look at how current economic and geopolitical environments will impact the remainder of 2022’s economic cycle with the Chamber’s Economic Summit.”

This informative presentation by Bouchey Financial Group’s investment team is your opportunity to explore pertinent factors that are playing a major role in 2022 and their direct impact on the economic forecast. You’ll leave with the knowledge you need to make informed business decisions in the second half of 2022.

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

TUE  
JUNE  
21

⌚ Check in and lunch 11:30 a.m.  
Program 12:00 – 1:00 p.m.

📍 The Century House  
997 New Loudon Road, Latham

sponsored by:



A Look Ahead | August 15

Annual Golf Classic

Enjoy a day of clubs, carts & connections at the Country Club of Troy

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

MON  
AUG  
15

⌚ Noon Shotgun Start  
📍 The Country Club of Troy  
100 Troy Country Club Road, Troy

