



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

CLUBS, CARTS & CONNECTIONS | AUGUST 15

Get Ready to Swing at the 2022 Golf Classic!

Join us for a day of clubs, carts and connections at the 2022 Chamber Golf Classic on the award-winning links of The Country Club of Troy. Reward a staff member or treat a client with a day of relaxation, networking and fun! Golf package includes cart, lunch, on-course refreshments, golf challenges, contests and raffle tickets. For Sponsorship opportunities tailored to your budget, contact Alicia Osur at 518.687.1244 or at aosur@renscochamber.com

Register at renscochamber.com/events

MON
AUG
15

🕒 Noon Shotgun Start

📍 The Country Club of Troy

100 Country Club Road, Troy

Check-in & and Lunch 11 a.m.; Noon Shotgun Start;
Dinner 5:30 p.m.
\$250 per golfer | \$1000 per foursome

“The Rensselaer Chamber Golf Classic is one of the ‘Must Do’ events of the summer! The players have a great day on the course, the sponsors get tremendous value from their investment and it’s always a great opportunity to network before and after the golf. The Country Club of Troy and the Rensselaer Chamber partner each year to bring the business community together. I wouldn’t miss the Golf Classic for the world!”

– Matt Clarke, Founder, Bouchey & Clarke, A OneDigital Company



Eagle Sponsors

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PIONEER | All Together Forward™

BBLCompanies

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Birdie Sponsors

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Beverage Cart Sponsor



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Arnold Palmer Sponsor



Chipping Challenge Sponsor



Hit The Green Challenge Sponsor



Putting Challenge Sponsor



Green Jacket Sponsor



Ranger Sponsor



Volunteer Sponsor



Media Sponsor



ASK A BOARD MEMBER:

Public Relations & Communications

Joe Bonilla is the Managing Partner, Senior Media Director, and co-founder of Relentless. Recognized as a leading communications professional based in the Northeast, major brands, companies, organizations, and public figures rely on Bonilla’s counsel and insight in moving their message forward with impressive results.



Q » How can Public Relations help define your brand?

A » Effective public relations tells your brand’s story in an authentic, natural way. Whereas consumers may not be as in tune with a promotion or an advertising campaign, consumers tend to listen and retain what they hear, watch, or read in a story. The more you pitch a story regarding your brand or business, the more a reporter, writer, or editor sees your name, in which one may find your brand or you relevant for a story or you could be a resource for a future opportunity. You do want to be careful, though, in what is deemed “newsworthy” vs. overtly promotional; otherwise, you may not be seen as a reliable resource for future opportunities. Your reputation is your currency, you can always lose more of it than gain it.

Q » What are best practices for communications in a crisis?

A » The most important aspect of rapid response or crisis communications is to stay calm and assess the entire situation as reasonably as you can before making a decision. The first moments of a crisis are the most critical. What a brand or organization does in those first moments can make or break how effectively they can address the situation. How and when you respond to a situation differs case by case, do not assume you need to respond publicly right away. There will be a lot of external and internal pressure, and the noise will be deafening, but you have to have the patience and clarity to remove the commotion in order to make the right call. You have one opportunity to have a first impression or a first response and it’s important to get it right, make sure you have all the facts necessary to answer any follow up questions, and be clear on the steps that you’re taking to address the situation.

Q » What steps can a small business take with content management (public relations, media relations, social media strategy)?

A » In today’s day and age, a small business can do so much to get the word out. You don’t necessarily need an agency or a consultant to work with to start, but if you’re a small business owner with limited time, financial, and physical resources, there are content management tools out there that can help automate content to lessen the constant attention needed to promote your business. Many of these tools can be either free or very affordable. But what’s important to understand is that these tools, or content management in general for your business, is an investment, not an expense, to supporting your brand’s future growth.

The Chamber’s Board of Directors are a dedicated and strategic group of professionals from diverse industries. Collectively, they work towards creating initiatives to support a positive business climate for our members. See page 4 for a full listing of our committed board of directors members.

@Renscochamber

@Renscochamber

Rensselaer County Regional Chamber of Commerce

Rensselaer County Regional Chamber of Commerce

@Renscochamber

Market. Develop. Connect.



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RENSCOCHAMBER.COM

PERMIT NO. 164
ALBANY, N.Y.
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New Members

Albany Stadium Restaurant and Bar
Restaurants
Rep: Wendi Enright
51 S. Pearl Street
Albany, NY 12207
Phone: (518) 813-4003
[VISIT albanystadium.com](#)

Bower Family Acupuncture PLLC
Health & Wellness
Acupuncture
Rep: Marcie Bower
81 Miller Road
Castleton, NY 12033
Phone: (518) 366-6482
[VISIT boweracu.com](#)

Core Real Estate Team
Real Estate
Rep: Kyle Horvath
531 N. Greenbush Road
Rensselaer, NY 12144
Phone: (518) 326-0940

Dark Tower Tattoo
Tattoo & Piercing Studio
Rep: Gary Aldrich
332 Congress Street
Troy, NY 12180
Phone: (518) 203-7730
[VISIT darktowertattoo.com](#)

Dérive Esthetics & Makeup by Laura
Esthetician
Rep: Laura Diggle
135 Second Street
Troy, NY 12180


Di Famiglia
Pizzeria
Rep: Dylan Carson
310 Oakwood Avenue
Troy, NY 12180
Phone: (518) 233-111
[VISIT DiFamiglia.net](#)


Icon Recruiting LLC
Recruitment Agency
Rep: Jason Kippen
18 24th Street
Troy, NY 12180
Phone: (518) 269-1366
[VISIT iconrecruitingllc.com](#)

Jankow Companies
Real Estate Development
Propert Management
Rep: Michael Hipp
363 Ontario Street
Suite 2
Albany, NY 12208
Phone: (518) 708-6019
[VISIT jankowcompanies.com](#)


Kong Dog
Restaurants
Rep: Mijung Kim
1 Crossgates Mall Road
(Crossgate Food Co.)
Albany, NY 12203
Phone: (518) 869-3522
[VISIT seoulkoreanlathamny.com](#)


Member News


 **CAP COM Federal Credit Union** and its charitable giving arm the CAP COM Cares Foundation, announced the winners of the CAP COM Cares Foundation Infrastructure Grant Initiative. \$100,000 will be awarded to the following Capital Region nonprofit organizations at a special luncheon later this year: AIM Services Inc., BlueLight Development Group, Eden’s Rose Foundation, Foster Can Inc., **Literacy Volunteers of Rensselaer County** , SAFE Inc. of Schenectady, Senior Citizens Center of Saratoga Springs, **St. Catherine’s Center for Children**, To Life!, and **Women’s Employment Resource Center**.
[VISIT capcomfcu.org](#)


 **Russell Sage College** was named to a list of top schools for transfer students by Phi Theta Kappa, the international honor society for two-year colleges. This is the third year in a row that Sage was included in the honor society’s Transfer Honor Roll. To create its list, the honor society considered college cost, financial aid, campus life for transfer students, admission practices and bachelor’s degree completion rates to create its list of the most transfer-friendly schools in the nation.
[VISIT sage.edu](#)


 **Berkshire Bank**, a leading socially responsible community bank with branches in New England and New York, was recently recognized among the top 10 banks in Newsweek magazine’s list of America’s Most Trusted Companies 2022. The list features 400 companies across 22 industries. Results were based on a holistic approach to evaluating trust that considered customer trust, employee trust, and investor trust based on a sample of approximately 50,000 U.S. residents. Respondents were asked about companies they knew well and were asked, among other things, if they believed individual companies treated their customers fairly, treated their employees fairly, and would be good long-term investments.
[VISIT berkshirebank.com](#)

 **The Wagoner Firm’s** Mark J. Wagner, Jr. was chosen by the **New York Cannabis Growers and Processors Association** to serve as Chair of its Capital Region Committee. Mark was selected from a competitive group of applicants based on his background and experience with medical marijuana licensing and applications, the Marijuana Regulation & Taxation Act (“MRTA”), and his work with adult-use cannabis licenses now becoming available to New Yorkers. In this role, Mark will arrange networking and promotional events for the Capital Region cannabis industry and those interested in joining or learning more about the developing opportunities for entrepreneurs in New York.
[VISIT thewagonerfirm.com](#)


 **The Regional Food Bank of Northeastern New York** recently held its 15th Annual Neighborhood Food Drive. The food and funds raised will provide more than 41,000 meals to our neighbors in need. 75 Neighborhood Captains distributed empty bags throughout their neighborhoods early last week, then collected the full bags and delivered them to the Food Bank on Sunday, May 1 while 20 dedicated volunteers directed traffic, unloaded vehicles, and sorted donations.
[VISIT regionalfoodbank.net](#)

 **Excelsior College** is beginning the countdown to becoming Excelsior University, a milestone in its more than 50-year history. The transition highlights Excelsior’s unique contribution to the development of a diverse, educated, and career-ready society by valuing lifelong learning with an emphasis on serving individuals historically underrepresented in higher education. The not-for-profit online institution will officially make the name change on August 1, 2022. The change is a result of Excelsior meeting the newly revised New York State Education Department definition of a university.
[VISIT Excelsior.edu](#)

 **Hudson Valley Community College** has been awarded a \$350,000 grant from the National Science Foundation (NSF) to fund new training modules that will prepare students for careers in the rapidly growing electric vehicle industry. The grant project is funded by the NSF’s Advanced Technology Education program, which focuses on the education of technicians for the advanced-technology fields that drive the nation’s economy.
[VISIT hvcc.edu](#)

 **Pioneer** a leading financial institution in New York’s Capital Region, kicked off its 2022 Summer Internship Program by welcoming its largest-ever class: a diverse group of 17 undergraduate, law school, and MBA students who will work across the organization and participate in an innovative series of professional and community development workshops and activities. The students represent nearly a dozen colleges and universities, including Siena College, University at Buffalo, Hartwick College, Le Moyne College, St. John Fisher College, SUNY Oneonta, Utica University, Bentley University, George Washington University Law School, and Washington University in St. Louis. Interns work a full-time, in-office schedule at Pioneer’s headquarters and branches, with students assigned to a host of areas, including finance, lending, compliance, legal, and operations, as well as retail branches.
[VISIT pioneerny.com](#)

 **The Community Loan Fund of the Capital Region**, in partnership with Brightside Up, Inc., is launching an innovative 9-Week Child Care Accelerator Business Course seeking to bridge the gap between families in need and the on-going childcare desert in the Capital Region. The 9-week Child Care Accelerator Business Course is an industry specific and immersive learning experience for individuals interested in starting or expanding a for profit or non-profit business in the Child Care industry.
[VISIT mycommunityloanfund.org](#)

 **The Capital District Educational Opportunity Center (EOC)** has named Dr. Denise Fernandez-Palloszi its new Executive Director. Prior to joining the EOC, Fernandez-Palloszi held several leadership roles at BOCES throughout the Capital Region, as well as serving on the BOCES Diversity, Equity, and Inclusivity task force. She has worked as director for career and technical education for Questar III BOCES in Castleton; assistant director for curriculum and instruction for Capital Region BOCES in Albany; and as coordinator for adult/continuing education, business, and workforce development for Washington-Saratoga-Warren-Hamilton-Essex BOCES in Saratoga Springs. Fernandez-Palloszi also served as president and CEO of Furlocity, Inc. in Schenectady and as COO at Ventana Capital Partners in La Jolla, California. Her background also includes several years of teaching and leadership positions on both high school and college levels throughout New York, California, and Florida.
[VISIT hvcc.edu/programs/eoc/](#)

 **Mosaic Associates Architects** announced achievements for two of their team members. Principal Callie Gaspary, AIA, ALEP has become a member of the ALEP Commission of the Association for Learning Environments. A4LE established the Commission to create, set policy for, and govern the program that confers the credential of Accredited Learning Environment Planner (ALEP). Additionally, Interior Designer Madeline McIntyre passed the US Green Building Council’s LEED Green Associate exam. The LEED Green Associate credential affirms a professional’s thorough comprehension of green building principles and practices.
[VISIT mosaicaa.com](#)

EventsCalendar 2022 REGISTER: renscochamber.com/events.

TUE

JULY

26

Resume Review: Check Your Bias Here!

Learn best practices to help reinforce awareness about bias and its impact on an organization’s talent selection process.

🕒 12:00 p.m. - 1:00 p.m.

📍 Webinar

No cost to members

Led by ProKnowledge Facilitators

Sponsorship available

THU

AUG

15

Annual Golf Classic

Networking is par for the course at our day of clubs, carts and connections

🕒 **Check-in & Lunch 11 a.m.; Noon Shotgun Start**
Dinner 5:30 p.m.

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

\$250 per golfer
\$1000 per foursome

See page one for a full list of sponsors

THU

SEPT

20

Capital District in Motion

Learn how new transportation infrastructure, initiatives and innovations are transforming our regional economy.

🕒 **Check-in & Breakfast 7:30 a.m.**

📍 **Million Air Albany**
Albany International Airport
16 Jet Way Drive

\$ 40 for Members

Sponsored by JP Morgan Chase & Co.

THU

SEPT

29

Van Rensselaer Awards Dinner

A celebration honoring excellence in our community.

🕒 5:30 p.m. - 8:00 p.m.

📍 **Hilton Garden Inn Troy**
235 Hoosick Street, Troy

\$ 140 for Attendees

Sponsored by
Bouchey & Clarke/OneDigital,
Capital Bank, CDPHP
Sunmark Credit Union

THU

OCT

6

October NetworkingPlus

Get connected, develop leads and build relationships at our one-of-a-kind, fast paced networking event.

🕒 11:30 a.m. - 1:00 p.m.

📍 **Franklin Terrace Ballroom**
126 Campbell Avenue, Troy

\$ 40 for Members

Sponsorship Available

Rensselaer County Shows Strong Fiscal Performance as Growth and Investment Continue in 2022

BY STEVE McLAUGHLIN

Rensselaer County Executive



My administration announced very positive news for the county in May, with the county surplus at the highest level in county history, approaching \$100 million. We also announced that for the second consecutive year, the county saw an operation surplus of over \$20 million.

The news follows four consecutive years of property tax reductions for a combined amount of nearly 20 percent, and service improvements including over 170 miles of roads paved. The operational savings in 2020 and 2021 are due to common-sense budgeting, careful cost management and growth of revenues in important areas. Sales tax has remained strong.

A portion of the surplus funds will be used for purchase and outfitting of the former Rose and Kiernan offices at 99 Troy Road as part of the Reimagine Rensselaer County plan. A number of county offices will be located at 99 Troy Road, and human services offices and functions will be moved to the County Office Building in downtown Troy. A new DMV office will be set-up at 99 Troy Road, giving residents another option to receive this service.

These changes will help expand county services and make county government more accessible and convenient. Along with the facility improvements, the Reimagine Rensselaer County plan will also provide needed resources to repair and improve the county sewer district, which has been a major support and part of significant economic development projects in the county. The Reimagine Rensselaer County effort will also include an expansion of garages in the county Highway Department, improvements to county senior centers and emergency radio system coverage upgrades.

Work continues on the second Amazon distribution project in Schodack on Routes 9 & 20. As discussed in the State of the County, the county at my direction will be extending water and sewer infrastructure in Schodack on Routes 9 & 20 and Route 9, utilizing federal American Rescue Act funds. In North Greenbush, the Lia Development Group is building a multi-use retail project at the intersection of Routes 4 and 43. Work continues on The Bunker, a golf simulator and restaurant on Route 4. We are looking forward to future challenges, and appreciate your support, investment and wisdom as we navigate an often-changing economic landscape. As I have said often, Rensselaer County's time is now!

EXPOSING STUDENTS TO STEM FIELDS & BEYOND

Career Jam Success!

Twenty school districts from around the Capital Region gathered at Siena College on Thursday, June 9 for Career Jam: the region's premier career exploration and enrichment program.

The hands-on career exploration program started off with "A STEP in STEM" Prep Rally, presented by ACP (Automation Skills, Training, Education and Promotion in STEM), to get 8th and 9th grade students excited and interested in different STEM careers; highlighting that starting off at a 2-year technical school can be a great start in continuing their education and a way to save money.

The sketch emphasized it is okay for students to be unsure what career path they will pursue, and that Career Jam is a great way to not only learn about different professions, but also learn about yourself in the process.

Career Jam team and local business professionals were ready and willing to answer questions from the students regarding career pathways. To foster engagement with the expo booths, all students were given a backpack which contained a scavenger hunt card, that if filled with signatures from at least 5 employer booth participants, would be entered into a drawing to win prizes.

From drone flying sessions and bulldozer lessons to intubation presentations and coding courses, there was no shortage of fascinating career possibilities for the students to take part in.

This event was 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.

Career Jam will come to Rensselaer County this fall at Hudson Valley Community College on October 13, 2022!

VISIT career-jam.com or contact **Ryan Van Amburgh, Co-Founder, Career Jam** ryan@career-jam.com



The most powerful workforce exploration & enrichment program.



MEET OUR INVESTORS:

Visionary

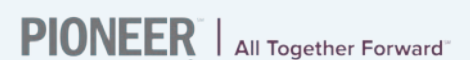


Rifenburg is one of upstate New York's oldest and largest family-owned construction firms.

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



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 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
ph: 518.274.7020

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



INVESTOR PROFILE:



Pioneer Launches U.S. Small Business Administration Program, Welcomes Kate Morgan as SBA Relationship Manager



Since its founding in Troy more than 130 years ago, Pioneer is well known for investing in the Capital Region by supporting the needs of the business community.

Now, that commitment is getting even stronger. Pioneer has launched a new U.S. Small Business Administration program to provide commercial enterprises with access to additional funding opportunities that support their growth and success.

The program is led by Kate Morgan, who joins Pioneer as SBA Relationship Manager, and brings nearly a decade of experience in processing and administration of multiple SBA loan offerings.

“We are thrilled to welcome Kate to the outstanding team at Pioneer, where she will be a tremendous asset to our commercial partners as they pursue SBA assistance,” said Jesse Tomczak, Executive Vice President and Chief Banking Officer of Pioneer.

In her new role, Morgan will lead the build out and development of Pioneer’s SBA program, create strategies to originate SBA loans in the marketplace, and work with commercial partners to process and administer government-guaranteed small business loans.

In addition, she is exploring community and alternative lending available to small business owners in the Capital Region, which includes SBA as well as other local, regional and state-level programs.

“I am excited to join the exceptional team at Pioneer, and to have the opportunity to help establish a vibrant SBA program that serves the critical financial needs of small businesses,” said Morgan.

A graduate of the University at Albany, Morgan comes to Pioneer after 8 years at Pursuit, which assists businesses and lending partners in New York, New Jersey and Pennsylvania. Last year, as Senior Loan Processor, her team processed 90 approved commercial SBA loans totaling more than \$64 million. She has provided elevated assistance and resources to loan officers in the 504 and 7a processes, and is experienced in the application, post-approval and closing processes for all SBA programs.

“I look forward to building strong relationships with commercial partners throughout the Capital Region, and helping them gain access to vital programs that can put them on the path to success,” said Morgan.

“Providing access to SBA funding reinforces Pioneer’s commitment to strengthening small businesses, local communities, and the Capital Region economy,” Tomczak added. “With the expertise and experience Kate brings to this new role, we’re confident our clients will be especially well served.”

Brunswick Landscape Continues to Change

BY DOUG LA ROCQUE
The Eastwick Press

“Brunswick is the happening place” was a recent quote given me by Brunswick Town Supervisor Phil Herrington and one needs only to drive down Hoosick Road (NYS Route 7) to see it really is so. There are three major construction projects underway, each in a various state of completion. The largest, and most controversial, is where Aldi is building a supermarket next to Planet Fitness. That store was approved several years ago, but never came to fruition because the New York State Department of Transportation (DOT) would not allow the installation of a traffic light at the intersection with Lord Avenue, something Aldi demanded. Their permit eventually expired. Last year, developer David Leon was back with a new plan to build Aldi, a Kentucky Fried Chicken and Wendy’s fast food restaurant. It included a very controversial back entrance into the complex, eventually dropped when DOT finally said yes to the light, and an entrance off Hillside Avenue, to allow for what DOT labled as “cross conductivity” and the opportunity to make a left hand turn onto Hoosick Road from that light. Construction has begun on all three buildings, but this project is back before the Brunswick Planning Board, because of Mr. Leon’s desire to add a fourth building, housing an Aroma Joe’s drive-thru coffee shop (need to go to New Hampshire or Jamestown, NY to taste their coffee though). The original traffic concerns expressed during a lengthy public hearing have come back to haunt that change in the site plan.



A look at the so-called “Aldi project” in early June, showing the the site preparation under way.
Photo by Doug La Rocque.

It’s a Hannaford

Last winter, a proposal for a 50,000 square foot grocery store was unveiled for Duncan’s field adjacent to Lord Avenue and directly across the street from Aldi. Initially, the proposed occupant was kept a big secret, until it appeared the project would go through, despite many concerns about the vast amount of fill that was required and how to handle the annual flooding that takes place on the site. Many rumors about the future occupant passed from lip to lip, with the name Trader Joe’s the most whispered of all. Many were very surprised when Hannaford walked into a Planning Board meeting to say they wished to be the new supermarket in Town. That building is well on its way to completion, but according to their site plan approval, cannot open until DOT installs the light at the Lord Avenue intersection. That, said DOT, would happen in Spring this year. It’s not there yet.

Harbor Freight Tools

The third major component of the Hoosick Road triumphant is Harbor Freight Tools. They were the last of the (big three) to apply for permission to construct their newest Capital Region Store, and appear they will also be the first to open. Exterior construction is nearly complete (the site just east of Aldi and Hannaford) and the sign (coming soon) is already up.

Traffic Is a Headache

Ever traveled Route 7 between Troy and Brunswick? If so, you know the traffic backups can be very long and frustrating. All three of the aforementioned projects faced concerns from not only residents but the Planners as well. One of the major questions dealt with the fact there has not been a traffic study of the road in 20 years. A few things have changed since then. Two months ago, the Town submitted an application to the Capital District Transportation Committee for a \$90,000 grant to update that study. It was approved and it is hoped the study will commence before year’s end.

A key part of this study will be consideration of the installation of what DOT is calling “smart lights.” These are traffic signals that have the ability “to see” and assess the amount of oncoming vehicles and communicate with each other to change their timing to facilitate a smoother traffic flow.

Town Code Is Under Review

The last revision to the Town code took place in 2017 and like any set of changes, some worked out and some not so much. One of those in the not so much category was overlays. For example, an area zoned residential may have an agricultural overlay, which means anything allowed in an agricultural zone would also be allowed in the residential zone, even if it typically would not. These overlays have created several controversies, big and small.

The other major concern is where multi-family and large single-family complexes could be built. It raised concerns before the Planning Board about maintaining the Town’s rural atmosphere in areas so designated by the comprehensive plan and simply the housing density in some others. Enter the decision by the Town Board in March of 2021 to enact a moratorium on multi-family homes until a detailed review of Town code as it pertains to these issues could be conducted. That review is now complete, and called for the elimination of overlays and changes where multi-family and large single-family housing can be developed. It also calls for the creation of a “density calculation” to help determine how many is too many. The code changes are posted on the Town’s website for public review and a public hearing is slated for **Monday, July 11**.

A Plethora of Solar Activity

Like several other communities in Rensselaer County, Brunswick has seen 12 commercial solar applications in the past two years. Five have been approved, one is still being considered by the planners, two are before the Zoning Board of Appeals and three more are in the application stage. The 12th, planned for the intersection of NYS Route 7 and 278, was withdrawn because of visibility concerns.

A hangup facing these solar projects was discussed by the Planners at their last meeting. National Grid has informed the Town that their transmission lines in the area are already at capacity, and may not be able to take on the extra load generated by these so-called solar farms. To paraphrase the famous line from the 1989 movie Field of Dreams: build it, but they may not come.



Work progresses at the Hannaford site mid-June at the intersection of Hoosick Street and Lord Avenue

spotlight

Worksite Benefits provides our retiree community with discounts, educational presentations, and events

Throughout her 20 years of business in the Capital Region, Candy Marrero, owner of Worksite Benefits, has recognized a void in our community. One that she passionately works to fill with Capital Region Retirees Association; a company that will provide Capital Region retirees with benefits and opportunities.

In addition to providing custom benefit packages Capital Region Retirees Association, LLC will offer their members a variety of opportunities to be involved in the community, and thus, join like-minded individuals for attractive social events, educational presentations, and exclusive discounts to businesses in the Capital Region.

Candy and her other well-established company, Worksite Benefits, have won numerous “Bestie” and Best of Awards” through the Times Union and Capital Region Living Magazine under categories for both Best Customer Service and Best Insurance Agency. “We hope to bring the same level of passion and dedication to our retiree members of CRRA,” said Candy.

“I have created CRRA to service the needs of our aging population.” Candy said. “People have worked so hard and now as retirement dawns, they deserve to have the best benefit options that fit their needs. Retirement also needs to be beneficial, and we will provide our members with social opportunities to meet new friends at a similar point in their lives.”

CRRA will offer high quality benefits, customized to fit the needs of each client. Insurance benefits include Accident, Dental, Health, Medicare, and Vision.

CRRA will also open the door to a plethora of opportunities for pleasure as well. Social events will include monthly breakfasts, golf outings, cooking classes and a variety of other activities. Clients will receive the opportunity to attend continuous educational seminars at no additional cost. As well as exclusive discounts on dining, cleaning services, gardening clubs and other outstanding popular businesses that will provide their excellent products and services at a discounted price.

“We are so excited to bring smiles to the new members of the CRRA family,” said Candy. “It is time for retirees to be put at ease and enjoy this new chapter. We will enjoy serving them and providing them with opportunities to make new friends, have fun at new events, and explore the Capital District with all of the discounts CRRA has to offer. A whole new chapter awaits!”



New Members (cont'd)

LaBella Associates
Architects
Engineers
Rep: Reuben Hull
4 British American Boulevard
Latham, NY 12110
Phone: (518) 273-0055
VISIT labellapc.com

New York Oncology Hematology, PC
Physicians Group
Rep: Takara Wiles
400 Patroon Creek Boulevard
Suite 1
Albany, NY 12206
Phone: (518) 489-0044
VISIT newyorkoncology.com

Seoul Korean Restaurant
Restaurants
Rep: Mijung Kim
952 Troy Schenectady Road
Latham, NY 12110
Phone: (518) 782-9609
VISIT seoulkoreanlathamny.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.



Interested In Joining Us? Visit our website at capitalregionretireesassociation.com or email Candy at Candy@capitalregionretireesassociation.com

Ribbon Cutting



Mohawk Hudson Humane Society cut the ribbon on The Lisa Mitzen Animal Care Center and announced the largest gift in the Humane Society's 135 year history, a \$1,000,000 contribution from Business for Good!
VISIT mohawkhumane.org



Son of Egg celebrated its grand opening of their second location, conveniently located next to the Albany-Rensselaer Amtrak station. After the success of their first location on Madison Avenue in Albany, Justin Ko, who owns the restaurant with his mother, Min Cho Ko, decided to open a second, larger restaurant. Son of Egg is a quick bite Korean-American restaurant

offering everything from bulgogi and crispy chicken sandwiches, to kimchi, rice bowls, and Korean desserts.
VISIT sonofegg.com



Storage Sense cut the ribbon on the new Vandenburg Avenue location in Troy. Storage Sense offers convenient and comprehensive units for business, residential, or vehicle storage.
VISIT storagesense.com



Hands of Grace Wellness celebrated its grand opening on Starbuck Island. Hands of Grace Wellness is a holistic health practice featuring the evidence-based energy therapy - Healing Touch - that promotes whole person health – Body, Mind and Spirit. Owner, JoAnne Veith is a Registered Nurse and a Healing Touch Certified Practitioner and Instructor.
VISIT handsofgracewellness.com



The Van Rensselaer Kiwanis added the Kiwanis Club of North Greenbush, NY to their service organization. Nineteen charter members were welcomed at the event, which included dinner, raffles, and a ribbon cutting ceremony. The new club has already started community service projects and plans to meet the 2nd and 4th Wednesday of the month at the North Greenbush Town Hall.
VISIT facebook.com/vanrensselaerdivision



The Wynantskill location of **Hatchet Hardware** celebrated its grand opening. This is the Grasso family's 6th Hatchet location, with more on the way. “We are looking forward to becoming Wynantskill's go-to neighborhood Hardware store. Our goal is to have the products that customers are looking for while providing the community with a team of knowledgeable associates that can help with whatever projects they are working on,” said Store Manager, Jennifer Ross.
VISIT hatchethardware.com



Questar III BOCES and the **Schodack Central School District** renamed their special education program located at Maple Hill Middle School to The Paul Puccio School at Maple Hill, in honor of the late Paul S. Puccio. Mr. Puccio served 20 years with the Questar III Board of Education and 37 years with the Schodack CSD Board of Education.
VISIT questar.org



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

Member Milestones

35 Years

Polsinello Fuels, Inc.
Scale Service & Supply Company, Inc.
Wainschaf Associates, In.

30 Years

Rensselaer County IDA

25 Years

Girl Scouts of Northeastern New York

20 Years

Women’s Employment & Resource Center

15 Years

DeCrescente Distributing Co., Inc.
James Adjusting, Inc.
Town of East Greenbush

10 Years

QuiCR, LLC

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* Executive Committee Members

Upcoming Events for Your Calendar

Skill Building Webinar | July 26

Resume Review- Check Your Bias Here!

Did you know that recruiters and hiring managers take an average of only 7.4 seconds to review a candidate’s resumé? In this webinar, using a mock resumé, ProKnowledge led facilitators will review and identify candidate information and credentials that can create assumptions, judgements, and unconscious bias. Learn best practices to help reinforce awareness about bias and its impact on an organization’s talent selection process. This session is recommended for anyone in your organization who reviews resumé’s and conducts interviews.

This webinar will help:

- Define unconscious bias and its role in resumé screening
- Identify candidate information and credentials that may create Unconscious Bias
- Discuss best practices to minimize the impact of unconscious bias when recruiting

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Register now at renscochamber.com/events

Webinar led by:

- 🕒 12:00 pm - 01:00 pm
- No cost for members
- Webinar



Connecting our Communities | September 20

Capital District in Motion

Transportation, by planes, trains, buses and ships, is a necessary component of a thriving economy. Learn how new transportation infrastructure, initiatives and innovations are transforming our regional economy at the Chamber’s “Capital District in Motion.” Held in the executive-level hangar at Million Air Albany, this event brings together leaders of the region’s transportation sectors for a dynamic panel discussion.

They will review how sweeping expansions and new technologies are growing our job sector and connecting our communities. Hear from transportation titans from the Capital District.



Register now at renscochamber.com/events

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- 🕒 Check-in & Breakfast 7:30 a.m.
- Panel 8:00 – 9:00 a.m.
- \$40 per member
- 📍 Million Air Albany, Albany International Airport, 16 Jet Way Drive

sponsored by:



Honoring Our Frontline Leaders | September 29

Van Rensselaer Awards Dinner



Join us for the Chamber’s 2022 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community. This year, these prestigious honors recognize the exceptional dedication and commitment of three recipients whose leadership during the COVID-19 pandemic assisted our communities to respond and recover: St. Peter’s Health Partners, UCM Digital Health and Rensselaer County Public Health Director Maryfran Wachunas. These award recipients, working on the front lines of the pandemic, played outstanding roles during the events of these past two years. Make your plans now to attend this popular event, meet our award recipients and honor their exemplary community service and citizenship.

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Register now at renscochamber.com/events

sponsored by:



- 🕒 Networking & Cocktail Reception 5:30 p.m.
- Awards and Dinner 6:30 p.m.
- \$140 per reservation; \$1,250 Reserved Table of 8
- 📍 Hilton Garden Inn Troy, 235 Hoosick Street, Troy

Cocktail Hour sponsored by:



Connect for Success | October 6

NETWORKING: Meet Your Next Quality Lead

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.

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Register now at renscochamber.com/events

- 🕒 Check-in & Lunch 11:30 a.m.
- Networking Program 12:00 – 1:00 p.m.
- \$40 per member
- 📍 Franklin Terrace Ballroom, 126 Campbell Avenue, Troy



Sponsorship Available