



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

RECOVERING & REUNITING | SEPTEMBER 29

Return of the Van Rensselaer Awards Dinner!

Reserve your place at the Chamber's 2022 Van Rensselaer Awards Dinner, a celebration of excellence in the regional business community.

Held in-person for the first time since 2019, 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. It is clear that these recipients, working on the front lines of the pandemic, played outstanding roles during the events of the past two years and are deserving of recognition.

The Van Rensselaer Corporate Award will be presented to **St. Peter's Health Partners (SPHP)**; The region's largest non-profit health care network responded to the pandemic by increasing bed capacity and working to secure PPE to help health care workers stay safe. SPHP expanded its virtual health services to better connect patients with health care providers and offered COVID testing at primary locations and urgent care centers throughout the region. In December 2020, SPHP became the area's first health care institution to offer monoclonal antibody therapy, the only FDA-authorized COVID treatment. SPHP has expanded its monoclonal therapy outreach to eligible COVID-positive residents of its skilled nursing facilities. With 170 locations and 12,000 employees, the impact SPHP has had on individuals, communities and our region in the past year is significant.

VISIT sph.com



ST PETER'S HEALTH PARTNERS

The Van Rensselaer Small Business Award will be presented to **UCM Digital Health**; UCM Digital Health delivers an end-to-end healthcare solution that combines a digital front-door platform with 24/7 telehealth triage, treatment, and navigation services, all designed to lower costs, improve outcomes, and provide a better patient experience for millions of individuals. Partnering with Rensselaer County and CDPHP, UCM Digital Health provides "ER Anywhere", an app that connects patients with emergency medical professionals. When the pandemic hit, UCM Digital Health was already providing solutions. Their team of

emergency medical providers, care coordinators, nurse practitioners, physician assistants and ER physicians, used their virtual capabilities to triage patients and treat as needed or direct them to appropriate care. UCM Digital Health continues to support individuals around the clock, sharing important COVID resources.



The Edward H. Pattison Citizenship Award, known as the "Ebbie" will be presented to **Maryfran Wachunas**. Maryfran serves as the **Rensselaer County Public Health Director**, placing her at the heart of the area's response to COVID-19. Under her leadership, the county established a Point Of Distribution (POD) at Hudson Valley Community College to provide vaccinations and also operated community vaccination clinics at locations throughout the county. In May of 2021, Rensselaer County reached an important milestone: 300,000 testings for COVID in one year. Opening its own testing facility proved to be key in battling the spread of COVID cases in Rensselaer County. Throughout the pandemic, the health department, led by Wachunas, has spent days, nights and weekends providing information and comfort to county residents. She has served as public health director since 2006 and is former director of the county's Children With Special Needs program.

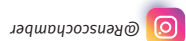
VISIT rensco.com



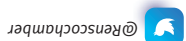
Presenting Sponsors: **bouhey & clarke** BENEFITS, INC.



Cocktail Reception Sponsor: **Sunmark** CREDIT UNION



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Rensselaer County Regional Chamber of Commerce



Rensselaer County Regional Chamber of Commerce

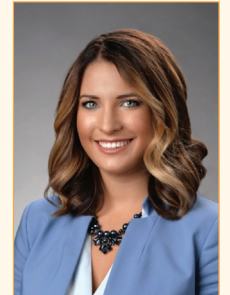


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ASK A BOARD MEMBER:

Workforce Challenges & Solutions

Kendra Hart is the President of **Martin Electric**, located in East Greenbush. Balancing her business acumen with her passion for people, she is responsible for managing the company's policies and procedures, analyzing the financial data, cultivating a safe work environment, and creating a team-oriented culture. When Kendra is not in the field, you can find her in classrooms across the community speaking to students and teachers about careers in the trades.



Q » What alternate solutions has Martin Electric found to overcome the nationwide workforce shortage?

A » While there is always the option to work crews longer hours, we recognize that is not a sustainable solution for what's likely a long-term problem. Not only does it lower productivity and increase employee burnout, but also poses a safety risk for employees. Therefore, we've leaned into the "work smarter, not harder" motto which meant rethinking when, where and how work can be done. Over the last year, we expanded our offsite manufacturing capabilities, implemented more technology into our practice, and more intentionally matched employee skills to tasks. As a long-term approach, we started an internship program to recruit recent high school graduates or current seniors in vocational programs like BOCES, who are interested in the electrical trade to work in our warehouse. Normally we have 1-2 interns, this year we have 5. Our goal for our interns is to go on through the apprenticeship program and ultimately become quality foreman in the industry.

Q » Do you have any recommendations for current vocational programs that would benefit employers and future jobseekers?

A » As a community, we must focus on strengthening our partnerships between vocational programs, trade unions, and contractors to create a more direct pipeline from the classroom to the field. Another benefit to creating this collaborative ecosystem would be the ability to share resources including teachers/mentors, training curriculum/facilities, opportunities, etc. I believe work-based learning should be a requirement of all high-school curriculum and not just for vocational programs. We know the importance of teaching soft skills, but it's often difficult to teach soft skills in a traditional classroom setting; I believe the work-based learning experience would provide a better place for students to develop these skills essential for their success.

Q » What was a skill you learned in high school that you feel was essential to your success?

A » My high school had "May projects" which required internship experience during the month of May in order to graduate. It gave me some insight into marketing and event planning, and I quickly realized that it might not be everything it looked like on TV! I quickly changed my major going into college from marketing to accounting, but had I taken an internship in the field with the electricians, I may have been able to save on college tuition all together!

Market. Develop. Connect.

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RENSCOCCHAMBER.COM



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New Members

Albany Business Review
Newspaper
Rep: Walter Thorne
2 Winners Circle
Suite 104
Albany, NY 12205
Phone: (518) 640-6800
VISIT albany.bizjournals.com

Cathy Crosky Consulting
Consulting
Rep: Cathy Crosky
41 John Street
Williamstown, MA 01267
Phone: (413) 822-1263
VISIT cathyrocrosky.com

CountryWide Financial Solutions
Financing
Rep: Robert Ruotolo, Jr.
4 Elm Street
Pawling, NY 12564
Phone: (646) 437-7254
VISIT countrywidefinancialsolutions.com

Jacob Alejandro
Coffee Shop
Rep: Jacob Griffin-Diaz
274 River Street
Troy, NY 12180
Phone: (518) 555-5450
VISIT jacobalejandro.square.site

Justice for Orphans
Non Profit Organization
Rep: Karen Laing
38 Fares Road
Ravena, NY 12014
Phone: (518) 881-6405
VISIT justicefororphansny.org

KIPP Capital Region
School
Rep: Kate Better
321 Northern Blvd.
Albany, NY 12210
Phone: (518) 694-9494
VISIT kippcapital.org

M & T Bank
Bank
Rep: Gabrielle Calabrese
327 Great Oaks Boulevard
Albany, NY 12203-5971
Phone: (518) 464-6122
VISIT mandtbank.com

Motor Oil Coffee
Coffee Shop
Rep: Rich Fazio
200 Broadway
Troy, NY 12180
Phone: (518) 706-3385
VISIT motoroilcoffee.com

Member News



518 ElevatED, formerly **Capital Region Sponsor-A-Scholar**, unveiled a new name and logo during a ribbon-cutting celebration at its new headquarters on Central Avenue in Albany County. The event was attended by Rick Field, Deputy Supervisor of the Town of Colonie, Albany Councilmembers Tom Hoey and Owusu Anane, Troy City Schools Assistant Superintendent Donna Watson, scholars, alumni, representatives from the The Rensselaer County Regional Chamber of Commerce and many community supporters.
VISIT 518elevated.org

BerkshireBank **Berkshire Bank**, a leading socially responsible community-dedicated bank with branch locations in New England and New York, announced over \$1.1 million in philanthropic investments from its Foundation during the second quarter of 2022 (April 1- June 30). The grants awarded cover a wide range of projects that help foster upward economic mobility, support overall well-being, and enhance opportunities for individual success in the communities the Bank serves. The investments also support the Company's BEST Community Comeback which includes a planned \$15 million in community contributions by the end of 2024.
VISIT berkshirebank.com



With the support of **CDPHP**, Grassroot Givers has launched mobile libraries as an earth-friendly opportunity to pedal to local neighborhoods and events to share books and promote literacy and book ownership throughout the summer. The goal of the program is to ensure kids continue reading over the summer and avoid the so-called summer reading slump. The book bikes will also be equipped with toothbrushes, toothpaste, and educational information on oral health, courtesy of Delta Dental. These are the first bikes of this kind in the Capital Region; to date, sharing over half a million books with people in the Albany area.
VISIT cdphp.com



Excelsior University celebrated President David Schejbal at an inaugural luncheon on July 8, 2022, at the Capital Center in Albany, NY. President Schejbal is Excelsior's fourth president since the College's founding in 1971. He took office in August 2020, when an inauguration event was not possible due to the pandemic. This celebration took place on the same day as Excelsior's 51st Commencement and was attended by faculty, staff, Excelsior's board of trustees, political officials, local business leaders, family, and friends. Schejbal is a leading voice in adult and nontraditional higher education. Throughout his career, his primary focus has been on making education accessible, affordable, and flexible for all students.
VISIT excelsior.edu



Hill & Markes joins the growing coalition pledging to advance diversity and inclusion in the workplace. One of over 2,000 CEOs that have come together for CEO Action for Diversity & Inclusion™, Jason Packer is committing himself and Hill & Markes to advance diversity and inclusion in the workplace. By signing on to this commitment, Hill & Markes is pledging to take action to cultivate a workplace where diverse perspectives and experiences are welcomed and respected and where employees feel encouraged to discuss diversity and inclusion. The collective of over 2,000 signatories have already shared more than 1,400+ best-known actions, exchanging tangible learning opportunities and creating collaborative conversations via the initiative's unified hub, CEOAction.com.
VISIT hillnmarkes.com



Hudson Valley Community College President Roger Ramsammy, Ph.D. was recently elected to the Board of Directors of the World Federation of Colleges and Polytechnics (WFCP). Formally established in 2002, the WFCP offers members "a forum to exchange best practices and promote professional and technical education and training across the globe," with a vision of becoming "the principal international network for colleges, institutes and polytechnics."
VISIT hvcc.edu



Literacy Volunteers of Rensselaer County has been awarded \$10,000 by The McCarthy Charities. The funds, to be used for general operating costs, are greatly beneficial at a time when LVORC is establishing new programs and services in Rensselaer County and Albany County. According to Executive Director, Nancy Benz, "This funding provides critical support to people in our community who rely on LVORC's programs. With help from our tutors, they can improve their employability, assist their children in school, become U.S. citizens, be more active in community life, and reach whatever other goals they've set for themselves."
VISIT lvorc.org



PHINNEY **Phinney Design Group** won two design awards from The American Institute of Architects Eastern New York (AIAENY) that were presented at an awards reception at the New York State Museum in Albany on Wednesday, June 14th. The architecture firm was recognized for its design work on Common Roots Brewing Company's new brewery and taproom, and a private residence on Fourth Lake in Lake Luzerne, NY.
VISIT phinneydesign.com



The Downtown Troy Business Improvement District welcomed all to historic River Street in Downtown Troy for River Festival on Sunday, July 17 from 11 a.m. to 5 p.m. River Festival is a free-to-attend thoughtfully curated celebration of art, music, handmade crafts, and culture that's fun for all ages to experience. The streets will be filled with vendor booths for shopping, family-friendly entertainment, food, drink, and live music in addition to diverse offerings from the shops, bars, and restaurants along the walkable district. In all, nearly 100 vendors and local businesses are participating.
VISIT downtowntroy.org/riverfestival



Unity House has appointed David L. Bach as CEO. David previously served as Associate Commissioner of the New York State Office of Children and Family Services, Division of Child Welfare and Community Services since 2019. Last spring, longtime Unity House CEO Chris Burke announced that he would retire in mid-2022 after leading the organization for more than 30 years.
VISIT unityhousesny.org

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

EventsCalendar 2022

REGISTER: renscochamber.com/events

TUE SEPT 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.
⌚ 7:30 a.m. - 9:00 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 Members
*Sponsored by Bouchey & Clarke/A OneDigital Company; Capital Bank and CDPHP
Cocktail Reception by 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
Sponsored by Amtrak; Community Resource Federal Credit Union; Pursuit Lending and Unity House of Troy

THU NOV 3 **Women: Resilient & Ready**
Be inspired by the collective women on our panel. They will discuss issues that matter most to women, including leadership, career advancement, workplace equity, inclusion and more.
⌚ 7:30 a.m. - 9:00 a.m.
📍 **Hilton Garden Inn Troy**
235 Hoosick Street, Troy
\$ 40 for Members
Sponsored by First New York Federal Credit Union; Martin Electric and WB Games

THU NOV 10 **College Presidents Forum**
Area college presidents will address the current state of higher education, challenges, opportunities, and workforce development.
⌚ 7:30 a.m. - 9:00 a.m.
📍 **Hilton Garden Inn Troy**
235 Hoosick Street, Troy
\$ 40 for Members
Sponsorship by architecture+; Mosaic Associates Architects; SEFCU, A Division of Broadview Federal Credit Union and UHY LLP

CHAMBER MEMBER

spotlight

TURNKEY
WORKPLACE SERVICES

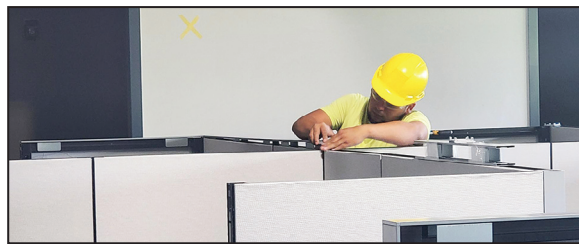
The concept of the “Standard” Workplace is always changing, now more than ever.

Every space should be uniquely designed and tailored to the team that will be inhabiting it. Luckily – there is a company right here in Rensselaer County that can help!

Turnkey Workplace Services will help your business adapt to the latest workplace trends. Turnkey has the Project Management expertise to help you through your next Workplace Relocation, Furniture Installation, Furniture Liquidation or Decommission – you name it!

Owner Mike Paris brings over 45 years of industry experience to his Troy-based business. Their team of fifteen employees in Rensselaer County has the expertise to handle any project, no matter the size. While Turnkey is locally based, they work with many Fortune 500 Companies across the United States and Canada. Turnkey’s Team of Project Managers and Customer Support Staff help clients both on-site and remotely. Whether you are looking to relocate your business to a new space, liquidate your office furniture and assets, open or close a company branch, or just outfit your workplace with new furniture – Turnkey is there for you.

Celebrating 7 years in their Troy Showroom – Turnkey Workplace Services has established a strong market presence both regionally and nationally. Many companies, both large and small, have either worked with or are currently working with Turnkey Workplace Services. Stop by their showroom to check out their wide selection of high quality pre-owned furniture and see for yourself that a custom modern workspace does not have to break the budget. Chat with a specialist to learn how they can help make your workspace work for you! Let them make your next project Turnkey!



New Members (cont'd)

NightRider Janitorial Services

Janitorial Services
Rep: Caitlin Kenney
1158 New Loudon Road
Cohoes, NY 12047
Phone: (518) 782-9999
VISIT teamnightrider.com

Rensselaer Land Trust

Environmental Conservation
Non Profit Organization
Rep: Shirley C. Greagan
415 River Street
Troy, NY 12180
Phone: (518) 659-5263
VISIT renstrust.org

Suite Advice, LLC

Business Consultant
Rep: Rose Miller
9 Bryn Mawr Court
Albany, NY 12211
Phone: (518) 369-8186
VISIT suiteadvicellc.com

Sustaine

Energy Consultant
Rep: Josh Courtright
63 Spring Street Suite 201
Williamstown, MA 01267
Phone: (610) 762-5631
VISIT sustaine.com

Tech Valley Center of Gravity

Makerspace
Rep: Michele Madigan
30 3rd Street
Troy, NY 12180
Phone: (518) 244-3544
VISIT tvcog.net

Tech Valley Shuttle

Transportation
Rep: Trent Griffin-Braaf
81 Mohawk Street, Rear
Cohoes, NY 12047
Phone: (518) 203-8748
VISIT techvalleyshuttle.com

Ribbon Cutting



Robert H. Gibson Technical School, formerly known as the Rensselaer Educational Center, was renamed in honor of Robert Gibson, who served on the Questar III Board of Education for 22 years, including 12 years as Board President.
VISIT questar.org



Core Real Estate Team celebrated the grand opening of its new office in North Greenbush. Owner Brandon Oot and his growing team of agents is changing the way we view the real estate industry by creating fun buying experience for their clients. The space features amenities such as a golf simulator, ping pong table, and bar.
VISIT corerealestateteamny.com



Capital Region Retirees Association celebrated its grand opening in June with a ribbon cutting celebration. Led by Candy Marrero, CRRA will fill a prolonged need for retirees in the Capital Region who will be losing their employee benefits upon retirement. Members are guided through benefit selection by experts who understand their personal needs and will have access to the organization’s social engagements and professional educational seminars.
VISIT capitalregionretireesassociation.com



518 ElevatED, formerly Capital Region Sponsor-A-Scholar, unveiled the new name at a ribbon cutting ceremony celebrating its 25th anniversary and new offices on Central Avenue in Albany. 518 ElevatED works with students from Albany, Schenectady and Troy High School and connects them with mentors, resources, and opportunities to help them achieve their goals of higher education.
VISIT 518elevated.org



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.

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

RENSSELAER
COUNTY
life looks good from here

Member Milestones

40 Years

Commission on Economic Opportunity (CEO)

35 Years

V. Zappala & Company, Inc.

20 Years

Albany County Airport Authority
Capital District YMCA
Girls Incorporated of the Greater Capital Region
Kathleen's Designs By The Flower Girl, LLC

15 Years

Boys and Girls Clubs of the Capital Region
GTM Payroll Services, Inc.
Spectrum Reach
The Arts Center of the Capital Region

2022 Board of Directors

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STARLETTA R. SMITH
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BRIAN WILLIAMS*
Capital Region Workforce Development Board

* Executive Committee Members

Upcoming Events for Your Calendar

The Leaders of Tomorrow

Launch of The Leadership Institute Class of 2023

The Chamber is pleased to announce The Leadership Institute Class of 2023, marking the 18th year of our award-winning, skills based development program. This year's group of professionals are poised and eager to expand their leadership and business acumen. Join us in congratulating the following:

- Jacquelyn Baum, Mosaic Associates Architects
- Tiffany Bolduc, Rensselaer Polytechnic Institute
- Alton Campbell, Capital District EOC
- Brittany Carrier, UHY LLP
- Kevin Coffrin, Troy Web Consulting
- Jamie Crouse, YWCA of the Greater Capital Region
- Megan Fagnani, Rebutia Consulting
- Sarah Griffin, Choice Physical Therapy
- Jill Grimmick, SEFCU
- Peter Hatfield, School Systems Federal Credit Union
- Jillian Leibach, Mohawk Hudson Humane Society
- Nick Liporace, American Cancer Society
- Susan Lintner, Regional Food Bank of Northeastern New York
- Krystina Marable, TRIP, Inc.
- Brian Morini, NBT Bank
- Nina Nichols, Unity House of Troy
- Kyle Radzynski, BBL Hospitality
- Matthew Scott, Rifenburg Construction, Inc.
- Katie Snyder-Murray, HMA Contracting Corp.
- Lily Spera, Diocese of Albany Catholic Schools
- Ryan St. Peter, Pioneer
- Amadi Turner-Tarver, The Kaleel Jamison Consulting Group
- Erin Vickers, CDPHP
- Maisie Wright, KIPP Capital Region

The Leadership Institute
is sponsored by:



Hear from transportation titans around the Capital District

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. Moderated by Casey Seiler, Times Union, our dynamic panel discussion will feature:

- Carm Basile, CDTA
- Claudia Butler, Amtrak
- Phil Calderone, Albany International Airport

They will review how sweeping expansions and new technologies are growing our job sector and connecting our communities.



THU
SEPT
20

Register now at renscochamber.com/events

🕒 7:30 a.m. - 09:00 a.m.
\$40 per member

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

Sponsored by:

JPMORGAN CHASE & CO.

Market, Develop, & Connect

October Networking Lunch

Get connected, develop leads, and build relationships at our one-of-a-kind, fast-paced networking event. It features a structured format and facilitators to ensure purposeful and effective networking for business success.

Register now at renscochamber.com/events

THU
OCT
6

🕒 11:30 a.m. - 1:00 p.m.
\$40 per member

📍 Franklin Terrace Ballroom
126 Campbell Avenue, Troy

Sponsored by:



The friendly place to bank.

Making Life Better

Mark your calendar

Save the Dates

■ Sunday, December 4th

40th Annual Troy Victorian Stroll



■ Thursday, December 15th

Holiday Networking Lunch