



RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

Reflections on 2022

I have been honored to serve as the Chair of the Chamber’s Board of Directors for 2022. I’ve been consistently impressed by the commitment of this volunteer board, who represent a diverse group of member businesses. In addition to the governance of the Chamber, board members work throughout the year with the dedicated Chamber staff to organize member programming and events, all while balancing their leadership roles in their “day jobs”.

Back to In-Person programming

2022 brought back many of the in-person events we had missed during the earlier days of the pandemic. Our members were happy to be back meeting face to face. Many of our events provided opportunities for members to learn what’s going on in our region, our state and Congress. We started the year off with the annual State of the County Luncheon in January, and then our Meet the Legislators event in February, and met with Congressman Paul Tonko in May. In June, our panel of experts provided some insights about these turbulent economic times with an Insiders Look at Economic Trends.

NetworkingPlus lunches were also popular, allowing attendees to move from table to table and meet nearly everyone in the room while discussing current topics. Our Annual Dinner *{With a Twist}* at the Franklin Plaza in May was an outstanding networking opportunity, with an extra bonus of a beautiful sunset view on the roof for those who stayed for the after party. The Annual Golf Classic was sold out, and once again held on a day with perfect weather! We recognized St. Peter’s



Health Partners, UCM Digital Health and Rensselaer County Public Health Director, MaryFran Wachunas for their outstanding leadership during the past two years of the Covid-19 pandemic at the Van Rensselaer Awards Dinner in September.

The Victorian Stroll will return to its prior format on Sunday, December 4. I’m excited to stroll through downtown Troy, with the holiday decorations at each business, and entertainment throughout.

Virtual programming continues

CEO roundtables were held virtually throughout the year, allowing busy CEOs to connect and discuss the issues that are of concern for their organizations. Connect With Careers video programming took place in Spring and Fall. Video interviews with Chamber members were produced and shared, showcasing a wide variety of career opportunities. Look for the newest round of videos in the near future. If you’re a member and would like to highlight careers in your organization, please contact the chamber staff.

Chamber Leadership changes

We’re saying goodbye to Kate Manley, who is moving on after six years of leading the Chamber, and years of working for the Chamber prior to assuming the President role. She leaves the Chamber in a very strong position after years of growth. I want to personally thank Kate for her leadership.

The Chamber has hired William Brigham as the Interim President. Bill is a former Board member of the Chamber and is the retired Director of the Small Business Development Center at UAlbany. I’m confident that Bill will be an excellent leader until our new President takes over. As I write this, our search committee is in the process of interviewing several excellent candidates for the President role. We expect to hire a new President in the next several weeks.

As my year as chair comes to a close, I’d like to thank the Chamber staff. Although few in number, they work hard throughout the year to provide excellent member events and services. Thank you for all you do!

I welcome our incoming board chair, Brian Williams from the Capital Region Workforce Development Board. He’s got a terrific group of board members to work with in the upcoming year. The Chamber will be in good hands as it moves forward and continues to grow.

Thank you to our members. You continue to make this Chamber excellent! Please stay connected, and share any ideas for programming, or concerns or challenges you have. We’re always interested to hear from you.

Sincerely,
Katie Doran

College Presidents Forum

The panel discussion is designed to provide opportunities for insight, connection, and conversation. Area college presidents will address the current state of higher education, challenges, opportunities, and workforce development. As major employers in the Capital District, the success of educational institutions has a direct impact to the region’s financial stability and the vibrancy of local communities.

Our panelists will include:

- Dr. Christopher Ames, Russell Sage College
- Dr. Lynn Ortale, Maria College
- Dr. Roger Ramsammy, Hudson Valley Community College
- Dr. David Schejbal, Excelsior University

Register now at renscochamber.com/events

THU
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🕒

7:30 a.m. - 9:00 a.m.
\$40 per member

📍

Hilton Garden Inn Troy
235 Hoosick Street

Sponsors:

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MOSAIC ASSOCIATES

SEFCU

UHY LLP

A Division of Broadview

Certified Public Accountants

COLLEGE PRESIDENTS FORUM

10 NOVEMBER 2022

7:30AM - 9:00AM

HILTON GARDEN INN TROY

Dr. Christopher Ames
Russell Sage College

Dr. Lynn Ortale
Maria College

Dr. Roger Ramsammy
Hudson Valley Community College

Dr. David Schejbal
Excelsior University

REGISTER NOW renscochamber.com/events

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Rensselaer County Regional Chamber of Commerce

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THE RENSSELAER COUNTY REGIONAL CHAMBER OF COMMERCE PRESENTS

TROY VICTORIAN STROLL

SINCE 1982

SUNDAY DECEMBER 4TH 2022 11 AM TO 5 PM

SHOP, DINE & STROLL DOWNTOWN TROY

I ♥ NY

Times Union

PIONEER

Times Union

Rensselaer

Excelsior University

The Rockwell Foundation

VISIT: [FACEBOOK.COM/RENSELAERCOUNTYTTOURISM](https://facebook.com/renselaercountytourism) [VICTORIANSTROLL.COM](https://victorianstroll.com)

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RENSCOCHAMBER.COM

Market. Develop. Connect.



New Members

Automotion Classics Inc.

Classic Car Restoration
Rep: Brett Shank
788 5th Avenue
Troy, NY 12182
Phone: (518) 203-6260
VISIT automotionclassics.com

Career Jam

Education Services
Rep: Bill Teator
18 Lake Avenue, 2nd Floor
Saratoga Springs, NY 12866
Phone: (703) 338-0152
VISIT career-jam.com

Fat Crow Gourmet

Gourmet Food and Gift Shop
Rep: Michele Bleichert
362 Congress Street
Troy, NY 12180
Phone: (518) 326-4237
VISIT fatcrowgourmet.com

Glam Fairy

Mobile Spa
Rep: Karen Windover
18 Carey Avenue
Hoosick Falls, NY 12090
Phone: (838) 218-5372

H2M architects + engineers

Architects / Engineers
Rep: Chelsea Craig
433 River Street, Suite 8002
Troy, NY 12180
Phone: (518) 765-5105
VISIT h2m.com

Higgins Snow & Ice Management LLC

Snow Removal Service
Rep: Nicholas Higgins
2 Autumn Lane
Troy, NY 12180
Phone: (887) 749-7669

Hone Coworks

Coworking Location
Rep: Ryan Firth
300 Great Oaks Boulevard, Suite 200
Albany, NY 12203
Phone: (518) 896-8921
VISIT honrcoworks.com

Juniper Jill

Cannabis Cultivation
Rep: Ted Hausler
22017 Route 22
Hoosick Falls, NY 12090
Phone: (970) 232-5023
VISIT juniperjill.com

Nature Vibez LLC

CBD Store
Rep: Allison Joseph
336 Congress Street
Troy, NY 12180
Phone: (518) 782-9999
VISIT naturevibezonline.com

RingSquared Telecom LLC

Business Voice and Data Solutions
Rep: Erin Bowers
2 Third Street, Suite 480
Troy, NY 12180
Phone: (800) 427-7464
VISIT ringsquared.com

Tatu Tacos & Taquila

Restaurant
Rep: Kareem Nejame
100 Congress Street
Troy, NY 12180
Phone: (518) 847-1028
VISIT tatuny.com

Please remember to patronize our members and invite others to join our growing membership

Learn more by contacting
Membership Sales Manager
(518) 274-7020 or
membership@renscochamber.com



Member News

BerkshireBank

Berkshire Bank, a leading socially responsible community-dedicated bank with branch locations in New England and New York, recently announced 40 students were awarded a total of \$100,000 in scholarship funds through the bank's NeXt Gen Scholars program. Each NeXt Gen Scholar will receive \$2,500 in funding to support their pursuit of an undergraduate degree from an accredited non-profit college or technical school. Eighty-one Berkshire Bank employees volunteered to help select the winners from over 150 applications. This year's NeXt Gen Scholars are from Massachusetts, New York, Vermont, Connecticut, and Rhode Island. To read the full list of award recipients along with the name of their hometown visit www.berkshirebank.com.

VISIT berkshirebank.com



Callanan Industries recently presented the NYOH Community Cancer Foundation with a \$12,000 check from its annual Ride With Mike fundraising event held on August 7, 2022 at the Brunswick Community Center. This annual 50-mile police escorted event is named for Mike Walsh, long-time Callanan Construction Superintendent and two-time Lymphoma survivor. This year, the event was in memory of Ron Martin, who was a Callanan employee in the construction division and cancer survivor who passed away unexpectedly in 2020.

VISIT callanan.com



Community Resource Federal Credit Union was announced by Military Saves, as recipients of the 2022 Designation of Savings Excellence (DOSE) award. The coveted honor highlights banks and credit unions that made an extraordinary effort to promote positive saving behaviors and took actions to improve the financial stability of those in their community during the annual Military Saves Month campaign.

VISIT communityresourcefcu.com



eBizDocs, a premier electronic content solutions provider, announced that it acquired Albany-based company, Image Data, a leading solution centric document scanning bureau, with offices in Albany, NY and Framingham, MA. eBizDocs becomes one of the largest digital transformation providers in the Northeast. Both companies are headquartered in the Capital Region and have been in business for over 20 years. They enjoy a long history of supporting complementary customers and employing individuals from the disabled community.

VISIT ebizdocs.com



E. Stewart Jones Hacker Murphy has been named to U.S. News and World Report – Best Lawyers “Best Law Firms” for 2023. The firm has consistently earned this ranking for many years. “We are both delighted and proud to be awarded this designation once again,” said E. Stewart Jones, Jr., Partner of the firm. To be eligible, a firm must have at least one attorney who has received high enough peer review to be listed in the current edition of Best Lawyers. Firms are eligible in the practice area(s) and metro region(s) in which they have listed lawyers.

VISIT joneshacker.com



Hudson Valley Community College has signed an agreement that solidifies a long-term working partnership with Regeneron, a leading global biotechnology company with headquarters and manufacturing operations in New York State. For over a decade, the college's Biology, Chemistry and Physics Department has worked closely with Regeneron, which has growing research and manufacturing campuses in Troy and Rensselaer, to collaborate on recruitment activities by hosting Regeneron sponsored open house events on campus and working together on curriculum updates that can help students meet industry needs. The new agreement formalizes many of those activities and sets parameters for how the college and the company can build interest in biotechnology careers among not only Hudson Valley students but also students currently in high school and middle school.

VISIT hvcc.edu



Literacy Volunteers of Rensselaer County has been awarded \$15,000 by the Troy Savings Bank Foundation for website redesign. The funds will be used to create an attractive, user-friendly, resource intensive website to help potential and current volunteers and students access information about LVORC's programs and services, educational resources, links to social services, and employment resources such as Job Zone and Indeed. Input from tutors, students, staff and other stakeholders will be welcomed as the site is re-designed. An overlay of Google Translate will enable adult English language learners and prospective volunteers to use the site in their native language. LVORC's free services are critical at this time, as new immigrants and refugees are arriving in the Capital District. Adult basic literacy learners – English-speaking individuals at a low reading level – will be able to access age appropriate reading and math resources, and those at a higher level can find resources to help them pass the GED.

VISIT lvorc.org



Pioneer, a leading financial institution in New York's Capital Region, today announced the appointment of Thomas Signor as Executive Vice President and Chief Administration Officer. In that role, he will oversee all bank operations, including deposit and retail loan operations, compliance, risk, information technology, security, and facilities management. Prior to joining Pioneer, Signor spent 16 years at Kinderhook Bank, rising from Internal Auditor to Executive Vice President and Chief Operating Officer. In that position, he provided oversight and management of the operations, retail loan servicing, IT, compliance, electronic banking, and facilities departments. In addition, he served as Bank Secrecy Officer, oversaw construction and fit-up of 5 new bank branches, researched, recommended and implemented new technology offerings for customers and employees, and developed and led the integration process for the bank's acquisition of Patriot Federal Bank.

VISIT pioneerny.com



The Regional Food Bank of Northeastern New York was awarded a \$50,000 grant from the KeyBank Foundation to support children through its Back Pack Program. Children are innocent victims of hunger and without proper nutrition can suffer long-lasting developmental delays. The Backpack Program works to reverse these negative effects by providing chronically hungry school-age children with food each Friday during the school year to ensure they have healthy food to eat on weekends when school meals are not available. Schools report that enrolled children have better attendance and grades, as well as fewer disciplinary referrals.

VISIT regionalfoodbank.net



STRIDE Adaptive Sports named Dave Graham as STRIDE Volunteer of the Year and Joe Pierson as STRIDE Athlete of the Year. Both Graham and Pierson have been involved with STRIDE since the mid-2000s. Dave Graham serves as Program Leader for STRIDE's Tennis Program. Dave began his journey with STRIDE in 2010 when he was looking for a sports program for his son who has autism. After positive experiences he and his son had with STRIDE, Dave agreed to take over STRIDE's tennis program which was a fledgling summer event. Joe Pierson has been a part of STRIDE's swimming program since 2015. Joe continuously puts forth his best at every practice. He is determined to grow personally and as an athlete. This high level of dedication, sportsmanship and leadership is infectious. He cheers on teammates during difficult sets and reminds them of their lofty goals.

VISIT stride.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.

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

EventsCalendar 2022

REGISTER: renscochamber.com/events.

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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
\$ 40 for Members

Sponsored by: Architecture +;
Mosaic Associates;
SEFCU, A Division of Broadview;
UHY, LLP

SUN
DEC
4



40th Annual Victorian Stroll

Enjoy the region's premiere free holiday event with music, performers, choirs, children's activities, unique boutiques, and restaurants.

🕒 11:00 a.m. - 5:00 p.m.

📍 Downtown Troy
No Cost

Platinum Sponsors: E. Stewart Jones Hacker Murphy LLP; Pioneer; Rensselaer County IDA; Rensselaer Polytechnic Institute; Times Union; Troy Redevelopment Foundation

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15

Holiday Networking Lunch

The Holiday Networking Lunch is a structured networking event, offered exclusively to Chamber members, and provides a platform to grow your business.

🕒 11:30 a.m. - 1:00 p.m.

📍 The Century House
997 Loudon Road, Latham
\$ 40 for Members

Sponsored by: The Doane Stuart School;
OrbitalFire Cyber Security;
Sunmark Credit Union

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12

State of the County Lunch

Rensselaer County Executive Steven McLaughlin will discuss new initiatives and economic development in 2023. A Q & A session will follow remarks.

🕒 Check-in and luncheon

11:30a.m. - 1:00 p.m.

📍 Franklin Terrace Ballroom,
126 Campbell Avenue, Troy
\$ 45 for Members

WE Advance

WORKFORCE &
ECONOMIC ADVANCEMENT

A QUARTERLY REPORT FROM THE RENSSELAER COUNTY REGIONAL CHAMBER OF COMMERCE



Rensselaer County Continues to Lower Taxes and Expand Services

By Steve McLaughlin
Rensselaer County Executive

We continue to see growth and investment in Rensselaer County, despite uneasiness and reports of a recession on the national level. We are seeing expansion and job growth in our county, and we have been proud to join in and support a string of recent ribbon-cuttings.

Much of the good news, we believe, comes from decisions and strategies employed by the county. Rensselaer County has focused on reducing property taxes each of the past four years, and the tax reductions add up to nearly 20 percent. No other county has reduced property taxes by the same amount during the same time-period. We have sent the message we are serious about growing our county.

We have also expanded services, paving over 170 miles of county roads during the past four years. The County has continued to pave roads and replace bridges this year, and we expect to end 2022 having paved approximately 200 miles of the more than 330 miles in the county road network.

The County is now making final tweaks on the 2023 county budget proposal. While details will be announced in late October, I can offer a brief preview and say that both residents and members of the business community in the County will react favorably to the budget proposal.

One plus to the budget proposal is our continued strong performance with sales tax. Rensselaer County continues to see excellent returns with sales tax, benefitting the county and all municipalities in the county in providing resources to maintain services and keep taxes low. Our most recent report from the state on sales tax showed revenues \$2 million over the previous period. County residents are shopping close to home, and we are attracting more residents from neighboring counties to shop, eat and entertain in our great county.

The County also recently announced the hiring of John Murphy, who for over two decades operated The Snow Man ice cream shop in Lansingburgh. John is bringing his energy, enthusiasm, and contacts to help grow our county and we look forward to working with him.

We do look with considerable concern at the impact of crime on some areas of the county, and negative impacts on businesses. We have had numerous discussions with business owners, including some in downtown Troy, who have stated their worries about crime. As a county, we recognize many of the low-level and mid-level crimes are difficult to prosecute because of bail reform and continue to advocate for repeal of bail reform. A safer county benefits us all, including businesses.

Rensselaer County has enjoyed a strong and productive partnership with the Rensselaer County Regional Chamber of Commerce, and I have enjoyed working with your President Kate Manley. Kate is stepping away from her leadership role and work in growing the county to focus on growing her family. Kate has been a friendly and positive partner in our effort to attract prosperity and new jobs, and we thank her for her role. I will miss seeing Kate at ribbon-cuttings but know she will remain close and an important part of our community. Thank you, Kate, for your work and best wishes from all of us at the county!

Ribbon Cutting



Bower Family Acupuncture cut the ribbon on their new office in Castleton-on-Hudson! Husband-and-wife team Marcie and Karl Bower have been in practice for over a decade and will fill an important need in the region.



Turnkey Workplace Services celebrated the Grand Opening of their newly renovated showroom in Troy. For over 40 years, Turnkey has helped businesses across the country with new and pre-owned furniture, move management, furniture installation, decommission, liquidation and other workplace services.



Choice Physical Therapy celebrated the Grand Opening of their Wynantskill office, their 3rd location in Rensselaer County. Choice PT delivers a comprehensive rehabilitation experience, by providing patient-centered physical therapy care of the highest quality. Their blend of evidence-based treatment methods restore and enhance pain-free movement so you can get back to doing what you love.



Community Resource Federal Credit Union celebrated the 5-year anniversary of their North Greenbush location with their First Annual Community Day. They kicked off the weekend festivities with a Ribbon Cutting ceremony to celebrate the milestone.

Career Jam kicked off Career Jam: LIVE! Exploration at Hudson Valley Community College with a Ribbon Cutting on October 13th. The event brought middle school students from across the Capital Region to the campus to explore career and educational opportunities. Businesses from around the region were on hand to talk about and showcase jobs in their industries. Students also had an opportunity to tour the campus and its educational facilities.

Ribbon Cutting's continued on page 5

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



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:

William Brigham,
Interim President
bbrigham@renscochamber.com
ph: 518.274.7020

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



INVESTOR PROFILE:

Pursuit

Lending Power to Potential in the Capital Region

For over 65 years, Pursuit has offered innovative lending solutions to help business owners in the Capital Region and beyond follow their dreams. Pursuit's mission is simple: to provide small businesses with affordable loans and resources so that they can reach higher, transform, and grow. This transformation may start with an individual borrower, but ultimately extends into the broader community, taking shape as new employment opportunities, economic development, and positive change.

As Pursuit's home, that mission holds especially true for the Capital Region. Pursuit has provided funding solutions and resources to many small businesses throughout the area including industry leading and fast-growing businesses like Tech Valley Hospitality Shuttle which has had a huge impact on removing barriers for employment for Rensselaer County and the greater Capital Region through their "driven to work" commuter program. "It's been a pure joy working with Pursuit," says Trent Griffin-Braff, owner of Tech Valley Hospitality Shuttle. "We hope more businesses will get familiar with you and your services."

As a community-focused small business lender, Pursuit is 100% invested in their clients' success no matter what industry or stage of business they're in. When local businesses thrive, they provide good, stable jobs to the community, recycling the money they spend back into the community to help it grow.

With more than 15 different loan programs that provide funding from \$10,000 up to \$5.5 million, Pursuit offers business owners the ability to find the funding that fits their needs and financial situation. Whether it's a small loan to purchase inventory, or a larger loan to move your business into its dream location, Pursuit is here to help fund your ambition.

VISIT pursuitlending.com to learn more about our programs and how we can help you reach your goals.

40 Years Strolling Downtown Troy Victorian Style

By Doug La Rocque



Kind of hard to believe the Victorian Stroll is celebrating 40-years since participants first dressed as if they were living back in the era of Queen Victoria's reign. The idea for the stroll came about as an offshoot of the Annual Holiday Greens Show at the Hart Cluett Museum in Troy. That show celebrates its 66th year with the theme "The Gilded Age in the Marble House on Second Street". Appropriate as the HBO show "The Gilded Age" is again filming in Troy.



RETURNING TO ITS GLORY

For the past two years COVID-19 sickened not only humans but the Stroll as well. The one-day extravaganza had to be changed, last year the "Stroll Season" spanned three weekends before Christmas with stores and historic locations open (with a mask of course) but minus many of the famed street events and general party atmosphere. According to past Chamber President Kate Manley, it's all coming back this year on Sunday, December 4, from 11 a.m. to 4 p.m. The gilded age magic will once again feature music, street performers, children's activities, unique boutiques and of course Troy's many restaurants.

SOMETHING NEW

The Arts Center of the Capital Region on River Street will kick off its "TROYGLO" campaign on Stroll Day. It features the installation of 10 festive lighted designs in the restaurant district. Do not plan to drive through looking for these however, you will have to get out and walk to enjoy these displays. According to Elizabeth Reiss, the Center's Chief Executive Officer, the idea is to entice people back into the restaurants and shops and to counter the on-line ordering mentality that came to prominence during the pandemic. According to Ms. Reiss, the Stroll is the perfect event to help people again celebrate the history, culture, and ambiance of downtown Troy in a way that can only be enjoyed in person.

HART CLUETT MUSEUM

Not only is the Museum the inspiration for the Stroll, it also continues to play a major role in Troy's Holiday Season. Once again, the Museum will be using all fresh season greens and gilded-age flowers as members of the Van Rensselaer Garden Club decorate all 14 rooms of the 1827 Federal-Style Town House. The greens are placed in such a way as to showcase the architecture and the period rooms of the Gilded Age that belonged to the Hart and Cluett families of Troy. If you are planning to attend the Stroll (as you should), it tops on the must-see list.

ECONOMICS OF THE STROLL

Described by Past President Manley as the preeminent event of Troy's Holiday Season, it's not only enjoyable, but an economic boost to downtown. Shops open their doors to strollers and their wallets. It means for some, a significant amount of extra revenue and chance to show off their wares with the hope some of these new visitors will return at a later date. Says Troy Common Council President Carmella Mantello "the Troy Victorian Stroll is the best in the upstate region and perhaps all of New York State. Our downtown historic streets turn into a bygone Victorian era attracting visitors from near and far. The direct and indirect economic impact to our small businesses, restaurants and shops is invaluable, especially after a challenging couple of years during the pandemic."



FACE TO FACE

"When the Hudson River rises so do the ships of sail." Those are the words of Dave Gardell, the owner of the Ruck in Troy. He speaks of the fact that the Stroll is back to its original format and in particular its people meeting people, strangers getting to know other strangers, perhaps feeding the human desire for companionship. After the restrictions of the pandemic and sheltering in place, he is seeing people craving to get out and mingle, be it in sports, concerts, romantic dinners, or events such as the Stroll. The other positive for him goes back to the economics. Any event such as the Stroll that is not associated with a particular holiday is a boost to his customer base over what he would normally see on a given Sunday. Of course, he and his staff look forward to seeing all the Victorian dress and the entertainment, inside or outside their establishment.



News from The Leadership Institute

Class of 2023 Leadership News September Retreat



The Leadership Institute's Class of '23 We joined together at a retreat at Camp Is-Sho-Da. Attendees participated in team-building activities and established new business relationships. During the next several months, class members will build leadership skills and gain real-life insights through interactive sessions with accomplished senior-level executives.

For more information, visit
renscochamber.com/develop-chamber/leadership-institute



David Bach, Class of 2011, is the new CEO of Unity House in Troy.



David notes that his experience in the 2011 Leadership Institute deepened the importance he places on teamwork and the development of high functioning teams. He writes, "My class, like all others, was comprised of a diverse group of professionals from the government, private, and non-profit sectors. Finding common ground for our projects and events was essential to being successful with the program. To this day I have retained connections and relationships with classmates from the 2011 Leadership Institute, and the lessons learned then allowed me to achieve my personal successes in getting to where I am now as the President and CEO of Unity House, an agency with a reputation and history that humbles me on a daily basis."

The Leadership Institute
is sponsored by CDPHP



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



2023 Chamber Marketing Opportunities

Plan your new budget to include a customized marketing package that targets your audience, generates visibility and positions your brand. Choose

from more than 40 event sponsorships, print and digital advertising, social media and much more.

Let our success be YOURS! Get started with a customized strategy that meets your goals and budget by contacting **Rachel Brandenburg** at 518-687-1242, or rbrandenberg@renscochamber.com

Check out these Chamber Benefits

Here's a quick reminder of important benefits we offer to you and all of your employees.

For additional member benefits,

VISIT renscochamber.com



Commercial Real Estate Board

Real Estate is a critical element in growing your business. If you're looking to expand or relocate, the Chamber's Commercial Real Estate Board offers

a comprehensive, searchable database of available industrial and office buildings. In addition, you can post (at no cost) your available commercial properties for purchase or lease. Post your listings at

renscochamber.com/develop-chamber/commercial-properties.



Online Job and Volunteer Board

Find your next employee, intern or volunteer with the Chamber's online Job, Intern & Volunteer Board.

Post your opportunities at renscochamber.com/develop-chamber/job-internship-volunteer-board, one of our most-visited pages, and reach the right candidates from around the region at no charge. All positions are reviewed by the Chamber before being published.



Small Business Assistance

The New York Small Business Development Center (NYSBDC) provides no-cost business counseling to start-ups and existing businesses with fewer

than 50 employees. Entrepreneurs can access help to determine needs, ask questions and establish a plan of action to achieve business goals. NYSBDC provides personalized, enterprise specific and client-directed support to start, expand or re-energize your business. An experienced representative from NYSBDC is available every other Thursday, 8:30 a.m. to 4 p.m. at the Chamber.

For details, contact **Tom Reynolds** at treynolds3@albany.edu

Ribbon Cutting



Ayzo Ridge moved into their beautiful new space in Colonie and celebrated the milestone with a Ribbon Cutting ceremony. Ayzo Ridge is a visual communications company that specializes in the design and management of visual branding programs, custom signs, environmental graphics, and digital message signs.



Jankow Companies broke ground on The Rise | Collar City. The Rise is a redevelopment of a 28,000-square-foot office building in Troy, NY. The building sits on the busy corner of Federal Street and 5th Avenue and boasts over 60 parking spaces, making it a prime spot for residencies. The new mixed-use apartment building will feature an on-site fitness center, common space with a pool table, bike storage, dog wash station, and more.



My Lighthouse: Indoor Play Gym celebrated their Grand Opening with a Ribbon Cutting ceremony. Located next door to Discovery Place Learning Center in Castleton, My Lighthouse offers open play to the public, drop-in care, birthday parties, special events and more.



Glam Fairy, a mobile spa owned by Karen Windover and based in Hoosick Falls, NY, traveled to the Chamber of Commerce for their Grand Opening and Ribbon Cutting Ceremony. Karen visits clients in the comfort of their own home for their privacy, relaxation, and wellness.



Canon Solutions America celebrated the Grand Opening of their new office on British American Boulevard in Latham with a Ribbon Cutting. Canon Solutions helps companies of all sizes improve sustainability, increase efficiency, and control costs through high volume, continuous feed, digital and traditional printing, and document management solutions.



Comfort Inn & Suites – East Greenbush celebrated the re-launch of their newly renovated space at 99 Miller Road in Castleton-on-Hudson. Minutes from downtown Albany, Troy, and Rensselaer, the Comfort Inn & Suites combines comfort and elegance.



On the Island Wine & Liquor, conveniently located in Starbuck Island, celebrated their Grand Opening with the assistance of our friends from The Village of Green Island. OTI offers a wide selection of wine and spirits at excellent prices, with in-store tastings scheduled regularly.



Troy Rehabilitation & Improvement Program (TRIP), Inc. cut the ribbon and celebrated the completion of improvements to the Outdoor Classroom at School 2 in Troy. The Outdoor Classroom was created in 2016 as a partnership between TRIP, School 2 and the Rubin Community Fellows Program at Russell Sage College, to provide pupils with the opportunity to have an outdoor space to learn.

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

Member Milestones

40 Years

Hart Cluett Museum at Rensselaer County Historical Society
Questar III / Rensselaer-Columbia-Greene Counties BOCES

35 Years

Walter S. Pratt & Sons, Inc.

25 Years

Gettysburg Flag Works, Inc.

10 Years

AM&J Digital
Liberty League
Mark Kaczala Plumbing & Heating, Inc.
Walrath Recruiting

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Meet the Interim President



1999 through 2019 where he helped counsel thousands of start-up and existing businesses through all phases of development. He spent the majority of his private sector

The Chamber has appointed William Brigham as Interim President following the successful tenure of Kate Manley. Brigham will serve in the temporary assignment until a permanent Chamber President is selected. Brigham was the Director of the Small Business Development Center, University at Albany from

career in manufacturing, where he served as a Marketing Director and a Vice President for two local manufacturing firms. Brigham was a founder of the SEED loan program and served as an adjunct professor for the Graduate School of Business and Lead Instructor for the Young Entrepreneurs Academy at the University at Albany. He was a member of many technology, economic development, small business advisory, and not-for-profit boards. Brigham is a native of Troy and is a graduate of Siena College of Loudonville, NY. Brigham stated, "Kate Manley was a proactive and innovative leader who transformed the Chamber into a model of excellence. She developed many business programs that met the diverse needs of member businesses. Kate leaves an outstanding staff and active board of directors that will continue to transition the Chamber into the future, although she will be missed and difficult to succeed."



Shop, Dine & Stroll Downtown Troy | Sunday, December 4

The 40th Annual Troy Victorian Stroll

Experience the holiday splendor of the 40th Annual Troy Victorian Stroll on Sunday, December 4th, 2022, from 11am-5pm. Come join us as the streets of historic downtown Troy come alive with Victorian "Gilded Age" magic! This popular event attracts nearly 15,000 visitors from near and far to enjoy a day of fun, food, shopping, and activities for all ages. You will find music, performers, choirs, children's activities, unique boutiques, and restaurants. For full information of the day's events, contests, activities, and parking, [VISIT **victorianstroll.com**](http://victorianstroll.com)

"After 40 years, the Troy Victorian Stroll has become a time-honored Collar City tradition that showcases the character of our city while supporting our small businesses, retails, and eateries. This signature event brings visitors from far and wide to our city where the history of Troy comes alive. We are a proud partner with the Rensselaer County Regional Chamber of Commerce each year on this beloved event that takes place amongst our historic streetscape and rare Victorian architecture!"

Platinum Sponsors:



PIONEER | All Together Forward™

— Troy Mayor Patrick Madden



The Chamber's Career Exploration Video Series

"Connect with Careers" Launching Fall 2022 Edition



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

These impactful videos feature one-on-one interviews with local business professionals and 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 in an "on-demand" fashion.

This month new videos will be posted, featuring a new business professional from a different industry.

They will be added to the Connect with Careers archive of videos from past years, available at renscochamber.com/develop-chamber/connect-careers and on the Chamber's YouTube channel.

Fall 2022 Edition of "Connect with Careers" is sponsored by: CAP COM Federal Credit Union, A Division of Broadview; Global Foundries and Phinney Design Group.

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.

Sponsors:



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