



# RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

## MESSAGE FROM OUR BOARD CHAIR

### An Exciting Year of Opportunity is Straight Ahead



**Katharine K. Doran**  
2022 Chamber Chair

As the New Year begins, I am honored to take the helm as Chair of the Chamber's Board of Directors. For 122 years, our Chamber has led the way for business, civic and economic growth that enhances the vitality of the greater Rensselaer County region. Every day we strive to add to this rich legacy, providing resources, services and events to assist our members as they write their own success stories. I encourage you to reach out to the Chamber and let us partner with your business in 2022, to help you overcome challenges and realize your goals.

#### Welcome Back

It's our pleasure to announce the in-person return of two of the Chamber's most popular events. **Save the date for the 122nd Annual Dinner {with a twist} & Business Expo set for Thursday, May 12 at the Franklin Plaza, Fourth Street in Troy.** This premier event provides maximum opportunities to connect with professionals from across the region and features free-flowing networking, 30 expo booths, gourmet culinary stations, casual seating and a decadent dessert room. Stay for the Chamber's rooftop After Party, with panoramic views at sunset. It's no wonder our Annual Dinner receives a 98% approval rating, year after year.

**Also, mark your calendars for the 2022 Van Rensselaer Awards Dinner on Thursday, September 29 at the Hilton Garden Inn, Hoosick Street in Troy.** An evening of celebrating excellence in our regional business community, this year's event honors three award recipients for their exceptional dedication and commitment during COVID-19: **St. Peter's Health Partners, UCM Digital Health and Rensselaer County Public Health Director Maryfran Wachunas.** These distinguished recipients, working on the front lines of the pandemic, have helped our communities to respond and recover. Join us as we honor them for their outstanding service.

#### Listening with Both Ears

The Chamber is offering an exciting line-up of events in 2022, presenting a mix of in-person and virtual opportunities to develop professional skills, train staff members and learn about important business-related topics. Listening to members' feedback, we discovered that some offerings, such as CEO Roundtables, work well online for the busy schedules of participants. Others, such as NetworkingPlus and Ask the Experts, are most effective in person, with appropriate social distancing. Either way, our full calendar of hybrid events provides tangible value to you and all of your employees.

#### Developing Leaders

The Leadership Class of 2022 will graduate this spring, joining more than 450 alumni whose participation in the Chamber's award-winning Leadership Institute has furthered their careers in amazing ways. Now is the time to apply for the Class of 2023, which starts this fall. Look for more information and online applications in mid-February. Plan to attend a virtual Leadership Open House on Thursday, April 14 at 8:30 a.m. Applications are due Wednesday, May 18.

#### High-Impact

Now is also the time to leverage the Chamber's brand for your own business success. Our online and print marketing strategies place your business or nonprofit front and center to thousands of potential customers. The Chamber's knowledgeable staff can help you discover high-impact, affordable options to fit your budget. Visit [renscochamber.com](https://www.renscochamber.com) or call 518.274.7020 for more information.

On behalf of the Board of Directors and President Kate Manley, thank you for helping to strengthen our business community through your ongoing membership. We look forward to seeing you at our upcoming events!

Regards,

*Katharine K. Doran*

## ASK A BOARD MEMBER:

### The Value of Membership

**Daniel Sauer** is Vice President of Sales and Account Management for CDPHP, a health care company that provides insurance for companies and individuals. He and his team are responsible for attracting and retaining customers for the health plan's commercial line of business.



**Q » How does The Chamber provide value to its members?**

**A »** Giving value to our members is the ultimate reason for the Chamber's existence. Providing members with effective opportunities to market themselves and be visible at programs and events, our CEO Roundtables, our various committees and advertising on our website are just a few of the ways we provide value. Another is The Leadership Institute, which is designed to assist our members in developing their future leaders. Finally, we hold a number of "signature events," where members have the opportunity to engage with community business leaders.

**Q » How can Chamber members help to attract new businesses to our growing organization?**

**A »** Current members can help attract new members by sharing their experiences and the value that they get from Chamber membership. While the Chamber itself does a good deal of promotion of its services, grass-roots efforts and personal testimonials are always very effective. If you know a business or nonprofit that would benefit from membership, the best practice is to connect with them and tell them about your own positive experiences with the Chamber. Members can also become Chamber Ambassadors!

**Q » Why do you choose to serve on the Chamber board?**

**A »** I serve with the Chamber because I believe in the value that membership brings to our business community and I want to help make sure that membership helps our local businesses be successful. My employer, CDPHP, is a proud and committed Chamber member. I'm grateful to them for affording me the time to be able to participate on the Chamber board.

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

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

Kate Manley, President  
90 Fourth Street, Suite 200, Troy, NY 12180  
Phone: 518.274.7020 | [renscochamber.com](https://www.renscochamber.com)

Editor: Doreen M. Ercolano  
Design: Spiral Design Studio, LLC

[@Renscochamber](https://www.renscochamber.com)



[@Renscochamber](https://www.renscochamber.com)



[Rensselaer County Regional Chamber of Commerce](https://www.renscochamber.com)



[@Renscochamber](https://www.renscochamber.com)



Market. Develop. Connect.

RENSCOCCHAMBER.COM

90 FOURTH STREET, STE. 200 | TROY, N.Y. 12180



Presorted  
First-Class Mail  
U.S. POSTAGE  
PAID  
ALBANY, NY  
PERMIT NO. 164



# New Members

**Beekman 1802**  
Cosmetics  
Rep: Alan Edstrom  
187 Main Street  
Sharon Springs, NY 13459  
Phone: 888.801.1802  
[VISIT beekman1802.com](#)

**Berlin Central School District**  
Schools  
Rep: Joseph Dhara  
17400 Route 22  
Cherry Plain, NY 12040  
Phone: 518.658.1500

**C-Suite Advisors**  
Professional Outsourced Services  
Rep: Sabrina Houser  
26 F Congress Street  
Suite 158  
Saratoga Springs, NY 12866  
Phone: 518.350.4020

**Cadence Creative**  
Consultants  
Rep: Tamara Gatchell  
3307 State Route 150  
East Greenbush, NY 12061  
Phone: 518.424.1133  
[VISIT cadencecreative.co](#)

**Center Square Asset Management**  
Financial Services  
Rep: Deborah L. Lane, CFP, CLU  
1651 Columbia Turnpike  
Castleton, NY 12033  
Phone: 518.477.5468  
[VISIT centersquareasset.com](#)

**Christine Cooley Family Health, NP PLLC**  
Health Care Professionals  
Rep: Christine Cooley  
500 Federal Street, Suite 650  
Troy, NY 12180  
Phone: 518.441.8720  
[VISIT chriscooleyhealthcare.com](#)

**Cloverlawn Creative, LLC**  
Graphic Designers  
Rep: Lauren Marchese  
1027 Cloverlawn Road  
Troy, NY 12180  
Phone: 518.203.8970

**Community Caregivers, Inc.**  
Human Services  
Rep: Meredith Osta  
2021 Western Avenue, Suite 104  
Albany, NY 12203  
Phone: 518.456.2898  
[VISIT communitycaregivers.org](#)

**EGS Advanced Energy Solutions**  
Energy Brokers  
Rep: Jeffrey Sapirman  
15294 W. Brookside Lane, Suite 110  
Surprise, AZ 85374  
Phone: 315.297.7777  
[VISIT egs-aes.com](#)

**IronGlass Productions**  
Photo & Video Production  
Rep: Jacob Ritz  
4300 NY 50  
Suite 105  
Saratoga Springs, NY 12866  
Phone: 518.312.1975  
[VISIT ironglassproductions.com](#)

**June Farms**  
Restaurant & Bar  
Farm & Venue  
Rep: Matt Baumgartner  
275 Parker Road  
West Sand Lake, NY 12196  
Phone: 518.730.0330  
[VISIT junefarms.com](#)

# Member News



**Rensselaer Polytechnic Institute** named Martin A. Schmidt, PhD. as the college's 19th president, effective July 1, 2022. A 1981 graduate of Rensselaer, he is currently provost at the Massachusetts Institute of Technology, a position he has held since 2013.  
[VISIT rpi.edu](#)

**The Albany Diocesan School Board** and Bishop Edward B. Scharfenberger announced Catholic Central High School in Lansingburgh and St. Ambrose School in Latham will come together to form a new school that will provide a continuum of Catholic education from pre-K through 12th grade in one, unified location. The new Catholic Central School is set to open its doors in September of 2022 on the 19-acre campus in Latham that is currently home to St. Ambrose School. The move is designed to strengthen the future of Catholic education in the Capital District. [VISIT rcda.org](#)

**UCM Digital Health (UCM)** and **Rensselaer County** partnered to launch rensco cares.org, a comprehensive telehealth solution that provides triage and access to top-notch clinical care through UCM's digital platforms to all Rensselaer County residents, those enrolled in various health insurance plans and those without health insurance. Rensco cares.org is designed to ease access, reduce cost and more effectively coordinate all the healthcare resources within the county, while increasing awareness of effective alternatives to conventional acute care settings, such as emergency rooms and urgent care centers. Rensco cares.org is also available 24/7 by phone at 844-rensco cares. [VISIT rensco cares.org](#)

**Northern Rivers Family of Services** became a community solar subscriber with **Nelnet Renewable Energy**. In addition to the potential for cost savings, Northern Rivers has the opportunity to help educate staff and clients about the importance of sustainability and help their youth learn about community solar from environmental and market-based perspectives. [VISIT nelnetenergy.com](#)

**Excelsior College** updated and relaunched the Lt. Col. Bryant A. Murray Veterans Center, an online resource center for veterans. The veterans center provides resources for education as well as career, health and wellness and transition to civilian life. Named a "Best for Vets" school 11 times, Excelsior College is committed to ensuring that all veterans, as well as service members, have access to the resources and education they need to achieve their goals and have they quality of life they seek.  
[VISIT excelsior.edu/veterans/](#)



# A Decade of Dance



**Troy Dance Factory, LLC** recently celebrated its 10th anniversary in business. Owned by Nadine Medina, the downtown studio offers a variety of classes with experienced instructors, opportunities to participate in professional video shoots, mentorship in the art of choreography and more.  
[VISIT troydancefactory.com](#)

# Ribbon Cutting



**The Arts Center of the Capital Region** celebrated "Everything is Connected," a mural by Kim Tateo located at 484 River Street in Troy. The mural is part of The Arts Center's "From Troy to Troy" initiative, which seeks to spark dialogue between artists and communities. [VISIT artscenteronline.org](#)

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

RENSSELAER COUNTY  
life looks good from here

# Winter Brew

**Brown's Brewing Company** released its Dunder & Blixem Strong Ale on December 5 at the company's Troy Taproom. An annual holiday tradition, the 7.5% ABV holiday spiced English strong ale is brewed in honor of Clement Clarke Moore's "A Visit From St. Nicholas," first published in the *Troy Sentinel* in 1823.  
[VISIT brownsbrewing.com](#)



# Neighbor Helping Neighbor



**Community Loan Fund of the Capital Region** received a \$3,100 investment from a Troy synagogue study group to mark the Jewish year of Shmita, an ancient tradition that encourages the forgiving of loans and other practices that strengthen communities. The loan fund is a non-profit community development financial institution that promotes sustainable efforts to benefit the economically underserved. The fund pools investments and donations and re-lends the money to non-profit organizations and small businesses, while also offering them training and technical assistance programs.  
[VISIT mycommunityloanfund.org](#)

# EventsCalendar 2022

All events are members only. Visit [renscochamber.com](#) to register!

**THU JAN 13**  
**Cannabis: An Economic Buzz**  
Thinking about growing, manufacturing or selling legal cannabis in New York State? Discover opportunities and how to navigate the laws regulating this emerging industry from our panel of experts.  
  
🕒 **Virtual event via Zoom, 9 a.m. to 10:30 a.m., EST.** No cost. Register online at [renscochamber.com](#). Sponsored by *The Wagoner Law Firm*.

**THU JAN 27**  
**State of the County Luncheon**  
Learn what's ahead in 2022, including local economic development initiatives. Come prepared to participate in a Q&A.  
  
🕒 **Check-in and luncheon 11:30 a.m., remarks and Q&A 12-1 p.m.** \$40 members. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Presented by the Chamber, in partnership with Rensselaer County. Sponsored by Hudson Valley Community College and The Wagoner Law Firm.

**THU FEB 03**  
**NetworkingPlus Luncheon**  
Reconnect in person, generate new leads and build business relationships at this high-impact event, designed to avoid repeat introductions and guarantee valuable new business contacts.  
  
🕒 **Check-in and luncheon 11:30 a.m.; networking 12-1 p.m.** \$40 for members. The Century House, 997 New Loudon Road in Latham. Sponsored by eBizDocs and Groff NetWorks, LLC.

**FRI FEB 25**  
**Meet the Legislators Luncheon**  
A panel discussion and Q&A with state senate and assembly representatives addressing key issues facing our communities. This is your opportunity to meet key decision-makers and voice your opinion.  
  
🕒 **Check-in and luncheon 11:30 a.m., panel discussion 12-1 p.m.** \$40 members. The Century House, 997 New Loudon Road in Latham. Sponsored by National Grid and Rensselaer Polytechnic Institute.



### CITY OF TROY ECONOMIC DEVELOPMENT

## Riverfront is Key to Ongoing Revitalization Plans

Seven miles of waterfront is an undeniable asset for any locality and the City of Troy is working to make the most of it with the Hudson Riverwalk. One of Troy's most popular recreational attractions, the Riverwalk is being extended north and south to encompass more of the city's neighborhoods and provide a walkable connection for residents, businesses and visitors.

"The Riverwalk is the key to opening up the city to the waterfront and provides seven miles of opportunities to connect Troy to this natural treasure," said Steven Strichman, Commissioner of Planning & Economic Development. "We're working towards creating a continuous Riverwalk, from the Menands Bridge in South Troy, through downtown, and north through Lansingburgh. Our goal is to build on the strengths of downtown's success by connecting it to the rest of Troy, so that other areas of the city can benefit."



"We worked tirelessly over the last six years to revitalize our city's waterfront, including the Ingalls Avenue Boat Launch, the Downtown Seawall and the Hudson Riverwalk," said Mayor Patrick Madden. "Extension of the Riverwalk and planned construction of the 1st Avenue Trail in Lansingburgh is the next phase in Troy's waterfront revitalization efforts, providing new amenities to attract visitors and residents to explore what Troy has to offer."

The city has designed a Riverwalk extension, north of the Green Island Bridge, that will relocate the trail to run along the bank of the Hudson, instead of its current path through parking lots at the Courtyard by Marriott and under the Hoosick Street Bridge. In addition, a \$400,000 Hudson River Valley Greenway grant will enable Troy to create its first official connection to the Empire State Greenway Trail. The city plans to construct a trailhead in the Green Island Parking Lot, on the Troy side of the Green Island Bridge, and install a protected bicycle and pedestrian trail on the northern side of the bridge to directly connect the Riverwalk to the state trail.

In Lansingburgh, the city is designing an On Road Shared Use Path for bicyclists and pedestrians along the entire length of First Avenue, from 111th Street at Powers Park to 123rd Street. The path will be used as an extension of the Riverwalk, where people can enjoy the water views on a relatively low vehicular-use street. Troy is also planning to create riverfront access by making use of Lansingburgh's east-west streets that dead end at the water's edge. These "water lobbies" represent potential for recreational spaces that will increase public use of the waterfront and add to the Riverwalk's impact.

Opportunity to extend the Riverwalk south will be created by the Congress Street Bridge project. The plan is to reconfigure the lanes entering and exiting the bridge and eliminate the need for Front Street, opening up three city blocks of potential for the riverfront trail, as well as redevelopment possibilities in South Troy. Parts of the bridge project are expected to be implemented in 2022. [VISIT troynyny.gov](https://troynyny.gov)

### PROPOSAL READY TO BE PRESENTED

## One Monument Square to Complete Riverfront

Representing the capstone of Troy's downtown waterfront redevelopment, the proposal for One Monument Square and "Riverfront Park 2.0" will seek planning commission approval early in 2022. The project received a funding boost in November when New York State Governor Kathy Hochul declared Troy a Downtown Revitalization Initiative (DRI) award winner and recipient of \$10 million in funding for revitalization efforts.

Hoboken Brownstone Co. and the city are proposing a \$60 million plan for the 1.1 acre site, including a six-story, mixed-use building on River Street with a first-floor restaurant, retail space and an indoor food market to assist in developing home-grown businesses. The building features 90 apartments on the upper floors and two levels of below-ground parking. A 20,000-square-foot outdoor plaza, located at the southern end of

Riverfront Park, is designed to encourage the flow of pedestrians coming from River Street and includes greenery, seating and recreational spaces. Troy's goal is to leverage the project, with its well-designed public spaces and urban amenities, to connect the riverfront to nearby neighborhoods and to attract economic investors and innovation centers.

"Members of the community asked for parking, public spaces and a plaza connection to the riverfront. This plan delivers all of it," said Troy Mayor Patrick Madden. "This project completes the redevelopment of Riverfront Park and transforms another long-vacant waterfront property in our downtown. Step by step, we're reinventing our city, united in the belief that we will create a future that measures favorably with the greatness of our past." [VISIT troynyny.gov](https://troynyny.gov)



Artists' renderings of the proposed One Monument Square project in downtown Troy, which will be considered by the city's planning commission in early 2022.

### MEET OUR INVESTORS:

#### Visionary



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

earth moving and restoration of all kinds, Rifenburg makes quick work of landfill expansions and closures, site work, highway and bridge expansion and utility installations. Since 1958, Rifenburg satisfies customers with dedication to projects, an emphasis on safety and the ability to take on big challenges while getting the job done on time and on budget.

[VISIT rifenburg.com](https://rifenburg.com)

#### Champion



**PIONEER** | All Together Forward™



### 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, 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. [VISIT renscochamber.com/workforce-economic-advancement](https://renscochamber.com/workforce-economic-advancement)

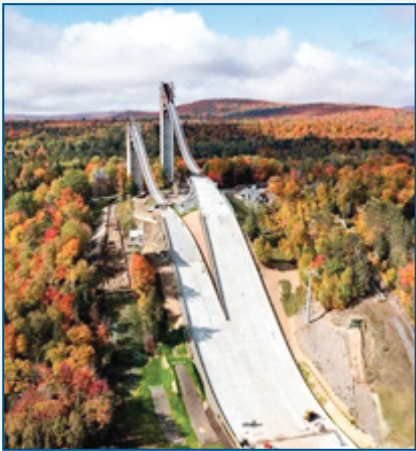




INVESTOR PROFILE

New “Heights” for Rifenburg Construction

A team of 25 Rifenburg Construction, Inc. employees worked with industry subcontractors to finish a major project in Lake Placid, reconstructing the Olympic Jumping Complex ahead of the 2023 Winter World University Games. The project is part of a major revitalization of iconic Lake Placid sites by the Olympic Regional Development Authority (ORDA) to attract more visitors and world-class athletes to the Adirondack village.



The Olympic Jumping Complex Outrun Reconstruction required installation of concrete surfaces to create 100-meter and 128-meter jumps. The \$8.5 million project covers six acres and included construction of an elevated steel structure, retaining walls, deflection boards and stairs. Underground infrastructure was upgraded and a steel observation platform was built. The project was challenging due to the extreme slope and the sports’ precision construction standards. Rifenburg’s best operators graded the near-vertical slopes in a Cat dozer tethered to a concrete anchor and winched up the mountain.

Also in 2021, Rifenburg (as part of a joint venture) finalized the Cashless Tolling project for the NYS Thruway Authority, having removed toll booths and barriers from 52 thruway interchanges across New York State and installed overhead gantries and equipment that modernized the 475-mile transportation system.

Other contracts currently underway include a Border Entry project in Alexandria Bay, New York; airport runway projects in Albany, Saratoga and Plattsburgh; and multiple residential subdivision site work projects in North Carolina.

Rifenburg Construction is a Visionary Investor in We Advance, supporting the Chamber’s workforce development initiative since it’s creation. **“The future of our business relies on qualified employees,” said Rifenburg CFO John Ahearn. “We can invest in equipment and technology but our success depends on trained, dedicated workers, who are our greatest asset. It’s paramount to build a strong workforce by encouraging the next generation to choose careers in the trades.”** VISIT [rifenburg.com](https://rifenburg.com)

ENVISIONING A HEALTHY URBAN COMMUNITY

City of Rensselaer Welcoming New Businesses



A combination of new businesses, increased public access to the waterfront, community open spaces and upgraded infrastructure are elements designed to revitalize the City of Rensselaer and establish the municipality as an attractive urban center ready to welcome businesses and visitors. The 3.3-square-mile city, situated along the Hudson River across from the state capital, is attracting businesses and investors looking for cost-efficient locations, redevelopment opportunities and a welcoming environment. The city’s planning department is also pursuing grants and completing several significant studies to help support economic development and long-term growth.

Creative Cuisine

“We’re looking to foster the staples of a healthy urban setting and one of those staples is a creative economy,” said Rensselaer’s Director of Planning Ketura Vics. “From well-established artisans to newer businesses like The Cakerino Bake Shop, Rensselaer’s location is attracting innovative entrepreneurs. A creative economy can breath life into our downtown area and bring in new residents, visitors and additional businesses.”

Two restaurants will be opening downtown. One specializes in Korean food and will open on Broadway. The owner operates a successful location on Madison Avenue in Albany and was looking to expand the reach of the business. The other restaurant will serve Burmese cuisine from the business cluster at Broadway and Partition Street. The owner is converting the two-



The Cakerino Bake Shop on Washington Avenue specializes in vegan and vegan/gluten free custom cakes and desserts.

family structure into mixed-use development with apartments above and the restaurant on the ground floor. “International cuisine is a hallmark of vital urban areas and people interested in new food experiences are looking to downtowns as destinations,” said Vics. “These new restaurants will help bring in visitors who might not otherwise come to Rensselaer. It’s a first-step that can lead to more good news.”



Connecting to the Waterfront

Rensselaer is completing a study to improve public access to the riverfront in the northern end of the city, adjacent to the Hilton Park and Boat Ramp (photo, left). With input from the Capital District Transportation Committee, and assistance from an engineering firm, the Northern Waterfront Linkage Study seeks to optimize connections from Washington Avenue, Broadway and Forbes Avenue to the waterfront. The study includes elimination of the “Forbes Avenue bottleneck,” a traffic-flow problem that limits vehicular access to the site. The goal is to provide safe and reliable connections between neighborhoods and the waterfront, while making the area more conducive to quality redevelopment. The study will be finished by early 2023.

Redevelopment Readiness

Also at the northern end of the city, Rensselaer is conducting a Combined Sewer Outflow Elimination Study. It’s purpose is to improve the capacity of the city’s water infrastructure on the northern waterfront by eliminating the existing combined sewer outflow. This improvement would be more efficient and cost-saving and would also better serve any future development or redevelopment of the general area, including proposals for the Hilton Center, a site that has received redevelopment interest in recent years. Funded through a NYS Environmental Facilities Corporation Engineering Planning Grant, the study’s completion date is early 2023.



A site of potential redevelopment is the vacant Hilton Center, a former historic mill.



Wide Open Spaces

From the Mill Creek waterfall (photo, left) to downtown areas, Rensselaer is looking to create sustainable, green spaces to increase the quality of life for residents and to make the city more attractive to visitors. The City-Wide Open Space Plan is an ongoing study funded through the NYS DEC Hudson River Estuary Program. The study’s purpose is to connect and improve the climate resiliency impact of the city’s existing open spaces (the riverfront, the Hollow trail, pocket parks and more) and to identify areas of the city, such as downtown, which are “overly grey” in order to determine feasible and impactful ways to “green” them. “Making areas more green sets the tone for local priorities and says that we care about the environment around us,” said Vics.

Brownfield Clean-Up

A NYS Brownfield Opportunity Area (BOA) grant is enabling the city to pursue designation for project funding through the Regional Economic Development Councils. The BOA program is designed to help clean up identified brownfield sites and explore potential reuse options but it also seeks to develop/redevelop properties located near brownfields in order to “empower communities to revitalize neighborhoods affected by brownfields.” Rensselaer’s proposed BOA encompasses downtown, the train station, and DeLaet’s Landing. Phase 1 of the BOA is nearing completion and the city will resubmit for designation in time to apply for CFA funding in 2022. VISIT [rensselaerplanning.com](https://rensselaerplanning.com)



The Rensselaer Community Center includes the offices of City Hall.



# spotlight



30 Second Street  
Troy, NY 12180  
ph: 518.273.0038  
[troymusichall.org](http://troymusichall.org)

The **Troy Savings Bank Music Hall** is a jewel of a performance venue, world renowned for its acoustics and a destination for artists and entertainers who appreciate its intimate atmosphere and audiences. After a successful holiday season — including chorus-in-residence Albany Pro Musica’s Christmas concert — the Music Hall is looking forward to an exciting 2022.

**“There’s no substitute for live performance and the Music Hall is a special place where artists and audiences meet to share the experience,” said Executive Director Jon Elbaum. “In addition to classical music and jazz, this year we’re broadening the range of our performances to include world music, popular entertainment and more comedy shows than before.”**



Comedian Howie Mandel

The busy 2022 schedule features comedy shows with Paula Poundstone, Howie Mandel, Patton Oswalt and Marc Maron, as well as a stage version of “The Moth Radio Hour” (heard on National Public Radio), highlighting the art of storytelling with inspiring stories from around the world. Folk singer-songwriter Gordon Lightfoot and American adult contemporary and pop/rock singer Richard Marx will also headline upcoming shows. Beyond public performances, the Music Hall will welcome a variety of musicians for recording sessions. These artists prefer the Music Hall’s acoustics to a recording studio.



The Music Hall is committed to supporting arts education for students throughout the region and has expanded its programs to assist schools, especially since COVID. The non-profit organization works with a roster of teaching artists to bring hundreds of arts enrichment and interactive programs to students.

“There have been positive outcomes from the pandemic and arts education is one of them,” said Elbaum. “Also, there is a certain camaraderie that has built up among the area’s performing arts organizations and we are sharing information and having conversations. We are competitors but we all have the same goal: to create a vibrant cultural region where the arts are valued and celebrated.”

SERVING OUR MEMBERSHIP

## New Board Members Announced for 2022

The Chamber extends a warm welcome to the newest members of its board of directors, elected in December. Each has a three-year term, beginning January 2022 (for a full listing of the Chamber’s board of directors, see page six). We look forward to working with these talented professionals as we continue to grow the Chamber and serve our membership:

<b>KELLI ARNOLD</b> Pioneer	<b>MARK DUFFY</b> SEFCU	<b>TIMOTHY KOSTO</b> Taconic
<b>JOE BONILLA</b> Relentless Awareness	<b>RUSSELL HUTA</b> Rifenburg Construction, Inc.	<b>IVAN MUGERWA</b> Franklin Hospitality



## News from The Leadership Institute



**Rebecca D. Atwell**, MHSA, Class of ‘20, is the new Community & Customer Engagement Lead Program Manager at National Grid. She is responsible for building positive relationships with customers and communities.  
[VISIT nationalgrid.com](http://VISIT nationalgrid.com)



The Leadership Institute is sponsored by CDPHP

Submit your Leadership Institute alumni news to [leadership@renscochamber.com](mailto:leadership@renscochamber.com)

FREE MARKETING PACKAGE

## “Giving Thanks” Contest Winner

**Congratulations to Becker’s Farm, LLC, winner of the Chamber’s “Giving Thanks” contest.** The East Greenbush grower and retailer of annuals and perennials will receive a customized marketing package valued at \$1,500 and will work with the Chamber to choose from an array of marketing opportunities in 2022.



**You don’t have to be a contest winner to take advantage of our customized marketing packages, designed for your company’s individual goals and budget.** The Chamber specializes in tailored packages that start as low as \$250. Let us develop a strategy to meet your marketing needs and your bottom line. Contact us today at 518.274.7020 or [info@renscochamber.com](mailto:info@renscochamber.com) to get started!

## New Members (cont’d)

- Nielsen Direct Inc.**  
Mailing Services  
Rep: Robert Nielsen  
8 Apollo Drive  
Albany, NY 12205  
Phone: 518.456.6863

**Performance Plus Chiropractic Center**  
Chiropractors  
Rep: Dr. Gary Carr  
1801 6th Avenue, Suite 209  
Troy, NY 12180  
Phone: 518.332.9881  
[visit performance-plus-chiropractic.com](http://visit performance-plus-chiropractic.com)

**The Radiant Store**  
HVAC/Renewable Energy  
Rep: Ryan Moag  
405 Jordan Road  
Troy, NY 12180  
Phone: 518.899.2791  
[visit theradiantstoreinc.com](http://visit theradiantstoreinc.com)

- Rhinebeck Bank**  
Financial Services  
Rep: Bob Bazargan  
2 Jefferson Plaza  
Poughkeepsie, NY 12601  
Phone: 518.261.9808  
[visit rhinebeckbank.com](http://visit rhinebeckbank.com)

**Ryan’s Wake Public House**  
Restaurants  
Rep: Chris Ryan  
403 River Street  
Troy, NY 12180  
Phone: 518.270.9253  
[visit ryanswake.com](http://visit ryanswake.com)

- Sky Films Incorporated**  
Film Production  
Rep: James Tusty  
45 Teal Road  
Averill Park, NY 12018  
Phone: 518.674.1630

- Sky High Adventure Center Inc.**  
Community Center/Nonprofit  
Rep: John Slyer  
27 Lake Avenue  
Averill Park, NY 12018  
Phone: 518.281.6480  
[visit shaccenter.org](http://visit shaccenter.org)

- Team H.E.R.O.**  
Community Organizations  
Rep: Jerry Ford, Jr.  
2320 5th Avenue  
Troy, NY 12180  
Phone: 518.209.2420  
[visit teamhero101.org](http://visit teamhero101.org)

- Where Smiles Grow Dental**  
Pediatric Dentist  
Rep: Dr. Jennifer Charlesworth  
81 Miller Road  
Suite 900  
Castleton, NY 12033  
Phone: 518.785.3911  
[visit wheresmilesgrow.com](http://visit wheresmilesgrow.com)

- Worksite Benefits**  
Health Insurance  
Rep: Candy Marrero  
3991 Route 2 - Tamarac Plaza  
Cropseyville, NY 12052  
Phone: 518.326.3939  
[visit worksitebenefits.biz](http://visit worksitebenefits.biz)

**Please remember to patronize your fellow Chamber members and invite businesses and organizations to join our growing membership!**



Member Milestones

25 Years

Troy All State Heating & Plumbing Company, Inc.

10 Years

The Spinney at Pondview

5 Years

Evergreen Commons Rehabilitation and Nursing Center

2022 Board of Directors

KATHARINE K. DORAN, CPA\* | CHAIR  
Teal, Becker & Chiaramonte, CPAs, P.C.

EDWIN C. ANKER IV, AIA\*  
Phinney Design Group

KELLI ARNOLD  
Pioneer

JOE BONILLA  
Relentless Awareness

RACHAEL E. CAPO, ESQ.  
Rensselaer Polytechnic Institute

ASHLEY CASTLE  
GlobalFoundries

CHRISTOPHER CONWAY  
Curia

MARK DUFFY  
SEFCU

SAM GRECO III  
Greco Construction, Inc.

MIKE HAMEL\*  
HMA Contracting Corporation

KENDRA HART\*  
Martin Electric

RUSSELL HUTA  
Rifenburg Construction, Inc.

JAIME KAZLO  
Capital District Transportation Authority (CDTA)

MEGHAN KEENHOLTS, ESQ.\*  
E. Stewart Jones Hacker Murphy

TIMOTHY KOSTO  
Taconic

DAVID KRUPSKI  
NBT Bank

CHRISTOPHER LOSZYNSKI  
DeCrescente Distributing

CHRISTOPHER MCKENNA  
CAP COM Federal Credit Union

IVAN MUGERWA  
Franklin Hospitality Group

CHRISTINE NEALON\*  
TRIP & RCHR

E. PATRICE PERKINS\*  
The Word Architect

KATHLEEN PINGELSKI  
MicroKnowledge, Inc.

ELIZABETH REISS  
The Arts Center of the Capital Region

DANIEL SAUER\*  
CDPHP

JEFFREY SIMONS  
East Greenbush Central School District

STARLETTA R. SMITH  
YWCA of the Greater Capital Region, Inc.

CECIL F. STODGHILL  
The Doane Stuart School

BRIAN WILLIAMS\*  
Capital Region Workforce Development Board

\* Executive committee members

Upcoming Events for Your Calendar

NAVIGATING A NEW INDUSTRY | JANUARY 13

Register Now for “Cannabis: An Economic Buzz”



Thinking about growing, manufacturing or selling legal cannabis in New York State? The Chamber’s upcoming webinar, “Cannabis: An Economic Buzz,” will help you discover opportunities, identify direct and indirect markets and learn to navigate the laws regulating this emerging industry. Our panel of experts includes: Tyler Culberson, SIOR, Associate Broker, NAI Platform; Damien Fagon, Board Member, New York Cannabis Growers and Processors Association; Matthew VanDerbeck, Managing Director, UHY Advisors NY, Inc.; and Mark J. Wagner, Jr., Senior Associate, The Wagoner Law Firm. This event is moderated by Christine Nealon, CEO of TRIP & RCHS. Register today for this informative, no-cost webinar.

THU  
JAN  
13

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Virtual webinar via Zoom, 9 a.m. to 10:30 a.m., EST. No cost; members only. Register online at [renscochamber.com](https://renscochamber.com). Sponsored by The Wagoner Law Firm.



LEARN WHAT’S AHEAD IN 2022 | JANUARY 27

State of the County Luncheon with Q&A

Join the Chamber at the 2022 State of the County Luncheon and learn what’s ahead for Rensselaer County and the business community. Rensselaer County Executive Steven F. McLaughlin will review the past year and present his vision and plans for the future, including the status of significant local economic development initiatives and opportunities for business. Attendees are encouraged to bring questions to this event for a Q&A session after remarks.



THU  
JAN  
27

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Check-in and luncheon 11:30 a.m., remarks and Q&A 12-1 p.m. \$40; members only. Franklin Terrace Ballroom, 126 Campbell Avenue in Troy. Presented by the Chamber, in partnership with Rensselaer County. Sponsored by Hudson Valley Community College and The Wagoner Law Firm, PLLC.



CONNECT FOR SUCCESS | FEBRUARY 03

Find Your Next Quality Lead at NetworkingPlus



The Chamber’s high-impact NetworkingPlus Luncheon is a purposeful and effective way to build business contacts, develop a pipeline and pitch a message about your business or nonprofit. NetworkingPlus provides an engaging opportunity to share your company’s information and reconnect with fellow Chamber members. With three table rotations, ambassador facilitators and a system designed to avoid repeat introductions, you are guaranteed to leave with quality contacts for success. Get connected, develop leads and build in-person relationships to drive your business forward!

THU  
FEB  
03

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Check-in and luncheon 11:30 a.m.; networking 12-1 p.m. \$40; members only. The Century House, 997 New Loudon Road in Latham. Sponsored by eBizDocs and Groff Networks, LLC.



JOIN THE DISCUSSION | FEBRUARY 25

Meet the Legislators Lunch

State representatives will participate in an informative panel discussion at the Chamber’s “Meet the Legislators” event. We’ll hear from these elected officials: (clockwise from upper left) New York State Senators Neil D. Breslin and Daphne Jordan and New York State Assemblymen Jake Ashby and John T. McDonald III. Moderated by Jaime Kazlo, Director of Corporate Communications at CDTA, attendees will get a first-hand perspective into the legislative activities at the Capitol. Take advantage of this opportunity to hear from key decision makers and voice your opinions on local issues. Bring questions to this event for a Q&A session.

FRI  
FEB  
25

Register now at [renscochamber.com/events](https://renscochamber.com/events)  
🕒 Check-in and luncheon 11:30 a.m.; panel 12-1 p.m. \$40; members only. The Century House, 997 New Loudon Road in Latham. Sponsored by National Grid and Rensselaer Polytechnic Institute.

