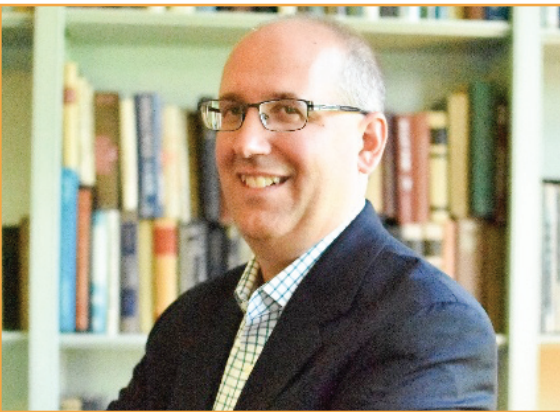




RENSCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

A New Year Brings New Opportunities for Success



As the calendar changes to a new year, we often reflect on our past blessings and look forward to what opportunities lie ahead in the future. This January is no different, and brings a sense of hope, optimism, and growth opportunities – all tenants of what our Chamber provides members like yourself. In 2023, I am honored to serve as Chair of the Chamber's Board of Directors and look forward to a year of opportunities to market your business, develop your professional skills, and connect with other leaders. For 123 years, the Rensselaer County Regional Chamber of Commerce has led the way for business, civic, and economic growth that enhances the vitality of the greater Rensselaer County region. Each and every day, your Chamber acts as the convener of businesses and organizations to achieve that level of connection that we all desire that equals success.

Our mission in 2023 is to help you and your employees in ways to maximize your membership in finding solutions to challenges and discover new pathways to achieve your goals.

For 123 years, the Rensselaer County Regional Chamber of Commerce has led the way for business, civic, and economic growth that enhances the vitality of the greater Rensselaer County region.

Opportunities to Market your Organization

The number of business exposure opportunities is endless through our Chamber. Providing high-impact marketing avenues brings growth and value to your business in numerous ways. Whether it be through the sponsorship of events, advertising strategies, connecting through social media, holding ribbon cuttings, or supporting the Chamber's Workforce and Economic Advancement partnership, every avenue provides your business the ultimate outcome of growth. I encourage you to view the marketing opportunities at www.renscochamber.com and reach out to us to develop a customized plan for you.

Develop your Professional Skills in the Evolving Marketplace

Our Chamber is dedicated to helping both new and established members grow their businesses through professional development opportunities. Our training programs foster increased productivity, greater commitment and higher levels of success. Our Chamber also brings accomplished regional and national speakers to the area so that members can benefit from their expertise – providing a valuable and affordable learning experience. Recognizing the important role business leaders play in the region's strength, both now and in the future, we offer leadership development programs, continued education

opportunities and economic development partnerships designed to stages of your career path. The Leadership Institute, now in its 18th year, is the premier leadership development program in the region, that integrates skill-building with valuable networking opportunities that have propelled nearly 500 graduates' careers to the next level. Look for application information this Spring and contact leadership@renscochamber.com for more information.

Connect at Events

Make one of your 2023 goals to attend more of our outstanding events throughout the year. Not only does this maximize your membership, but the connection and engagement opportunities provided allow you to reach your business and professional goals. From our County Executive State of the County Address, to our Annual Dinner (with a twist), College Presidents' panel, annual Golf Outing, Networking luncheons, and the Van Rensselaer Awards Dinner celebration, the Chamber events provide many different opportunities to make those valuable connections that are the center of your business' success. Check out our calendar of events and register today at www.renscochamber.com/events.

On behalf of the Board of Directors, thank you to our members for giving us the opportunity to help strengthen our regional business community to grow commerce and strengthen our communities. We look forward to connecting with you at our events in 2023. Wishing you and your family a happy and prosperous New Year!

Brian J. Williams

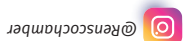
State of the County Address

THURSDAY, JANUARY 12 | FRANKLIN TERRACE BALLROOM | 126 CAMPBELL AVE, TROY

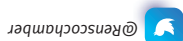
11:30 AM: Lunch | 12:00 PM-1:00 PM: Address

Join us as Rensselaer County Executive Steve McLaughlin will look back at 2022 and forward to 2023 initiatives.

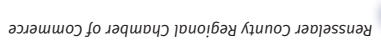
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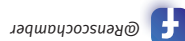
@Renscochamber



@Renscochamber



Rensselaer County Regional Chamber of Commerce



@Renscochamber

Save the date for 2023 Signature Events

THURSDAY, MAY 11

Annual Dinner

MONDAY, AUGUST 14

Golf Classic

THURSDAY, SEPTEMBER 21

Van Rensselaer Awards Dinner

SUNDAY, DECEMBER 3

Victorian Stroll

Market. Develop. Connect.

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



PERMIT NO. 164
ALBANY, N.Y.
PAID
U.S. POSTAGE
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New Members

Business for Good

Non Profit Organization
Rep: Yuvette Wayman
605 North Broadway
Saratoga Springs, NY 12866
Phone: (518) 417-3811
VISIT bfg.org

Calypso Restaurant

Restaurant
Rep: Gary Miller
77 Congress Street
Troy, NY 12180
Phone: (518) 326-3624
VISIT calypsorestaurantny.com

Paine Castle

Non Profit Organization
Rep: Jim Frey
49 Second Street
Troy, NY 12180
Phone: (978) 296-4587
VISIT painecastle.com

Perry Construction LLC

Construction Management
Rep: Cate Perry
7 Springs Lane
Troy, NY 12180
(518) 944-7571

Red Dog Realty

Real Estate
Rep: Nicole Wilkie
301 Hoosick Street
Troy, NY 12180
Phone: (518) 805-9800
VISIT reddogrealtyny.com

Sky Photos LLC

Aerial Photography
Rep: Craig Weston
41 Rock Cut Road
Rensselaer, NY 12144
Phone: (518) 290-7413
VISIT skyphotosllc.com

The Berkshire Bach Society

Music Presenting Organization
Rep: Shannon Castille
PO Box 1002
Great Barrington, MA 01230
Phone: (413) 528-9555
VISIT berkshirebach.org

Whiteman Osterman & Hanna, LLP

Law Firm
Rep: Jami Cordell
One Commerce Plaza, Suite 1900
Albany, NY 12260
Phone: (518) 487-7600
VISIT woh.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
sfitch@renscochamber.com



Member News



The Arts Center of the Capital Region recently presented "Troy Glow," a Public Art Light Festival in that illuminated the streets of Downtown Troy during the month of December, running through January 9th. Troy Glow was created by partners at the Arts Center of

the Capital Region, Troy Cultural Alliance, and the Rensselaer County Chamber of Commerce to bring visitors, shoppers, and diners back to downtown Troy after two years of pandemic precautions, when many people moved to online commerce, frequent take out, and virtual events. Troy Glow was curated by Judie Gilmore, the Director of Special Projects & Partnerships at the Arts Center.

VISIT artscenteronline.org



Berkshire Bank Rings Opening Bell at NYSE. On November 9th,

CEO Nitin Mhatre stated, "We're proud to celebrate the anniversary of our NYSE listing and our long history of purpose-driven, values guided community banking. We believe that where you bank matters, and we're building a better approach to banking while delivering steadily improving results to our communities and our shareholders. We're making steady progress in our Berkshire's Exciting Strategic Transformation (BEST) program and we're in the top quartile of banks in our index of ESG performance."

VISIT berkshirebank.com



The **Excelsior University** Student Chapter received a Merit Award from SHRM. The Society for Human Resource Management (SHRM) awarded a 2021-2022 Superior Merit Award designation to the Excelsior University SHRM student chapter for providing superior growth and development opportunities to its student members. The SHRM Student Chapter Merit Award program encourages the development of more effective student chapters and distinguishes outstanding activities and projects. Chapters are recognized based on operations, chapter programming and professional development of members, support of the human resource profession, and SHRM involvement. "I am pleased to announce that the engagement and work of our SHRM student chapter has been recognized. I applaud their accomplishments and ability to foster innovative programming in human resources as our students learn to navigate changing workplaces," said David Schejbal, president of Excelsior University. "Student members represent the next generation of leaders, and we are proud of the knowledge, skill, and passion that our Excelsior students bring to their chapter and the workplace."

VISIT excelsior.edu



Fenimore Asset Management, an independent, Capital Region-based investment advisory firm and manager of the FAM Funds family of mutual funds, announced recently that the FAM Small Cap Fund was recognized as "Category King" in The Wall Street Journal. "We are proud to receive this recognition," said Andrew Boord, Portfolio Manager of the FAM Small Cap Fund. "At the same time, we don't focus on categories or consider the portfolio to be a growth fund. Our focus is on researching and owning what we believe are quality companies that can grow and produce attractive returns over the long term."

VISIT fenimoreasset.com

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



The Hudson Valley Community College Foundation hosted its annual Gala on Friday, October 14th, at the Franklin Plaza ballroom in Troy. Callanan Industries President Don Fane was

honored at the event with the 2022 Foundation Leadership Award, in recognition of his service and dedication to the college and greater community. Fane is a longtime supporter, former student, and former trustee of Hudson Valley Community College. Throughout his career, he has made a point of giving back to the college and the community through various philanthropic efforts and initiatives aimed at helping students succeed. In 2014, Callanan donated equipment and funds to establish the Callanan Industries, Inc. Construction Materials Lab at HVCC for students in the Construction and Civil Engineering Technology programs.

VISIT hvcc.edu



LAMARCHE SAFRANKO LAW PLLC

LaMarche Safranko Law was pleased to announce it 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. 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. The "Best Law Firms" rankings are based on a combination of client feedback, information provided on the Law Firm Survey, the Law Firm Leaders Survey, and Best Lawyers peer review.

VISIT lamarchesafrankolaw.com



Pioneer, a leading financial institution in New York's Capital Region, recently marked the national celebration of "Giving Tuesday" by making \$2,500 donations to each of six local nonprofit organizations that deliver programs and services to assist children in need. Aligned with its mission of "Helping Kids be Kids," the Pioneer Charitable Foundation has now provided more than \$1.2 million in financial support to nearly 400 Capital Region nonprofits since 2018, reinforcing their critical efforts to improve the health and welfare of children. During a ceremony held at Pioneer's headquarters in Colonie, NY, checks were presented to the ARC of Rensselaer County; The Arts Center of the Capital Region; Capital District Miracle League; Joseph's House and Shelter; Northern Catskill Youth Association; and Shenendehowa United Methodist Church.

VISIT pioneerny.com



Ronald McDonald House Charities of the Capital Region

Ronald McDonald House Charities of the Capital Region was recently awarded \$5,000 by Liberty Mutual and Safeco

Insurance; recognized for their exceptional volunteerism and commitment to making a positive community impact. The award included an initial \$5,000 donation with a chance to double the amount to \$10,000 that will directly benefit RMHC of the Capital Region. The 25-bedroom house helps more than 400 families per year. The awarded \$10,000 will help RMHC of the Capital Region provide additional supplies to the families living in the House to upgrade their living experiences. The funds will also help with any necessary updates to the House as it has been serving families since 1982.

VISIT rmchofalbany.org



Whiteman Osterman & Hanna LLP, the Capital Region's largest law firm, has extensive experience representing clients in the area of Alcoholic Beverage Law and is continuing to grow this practice with the addition of Alexandra Becker and Richard Burstein.

"Our goal is to assist clients with their legal needs while also helping them to understand the intricacies they will come across when stepping into this area," said Robert Schofield, Managing Partner at the firm. "With Alex and Rich joining the firm we are able to expand our practice both regionally and nationally and put our name on the map to be known as an industry expert when it comes to alcohol beverage licensing." Becker and Burstein, a father-daughter team, bring 55 years of combined experience in this area.

VISIT woh.com

EventsCalendar 2023

REGISTER: renscochamber.com/events.

THU
JAN
12

State of the County Address

Rensselaer County Executive Steven McLaughlin will discuss new initiatives and economic development in 2023. There will be a Q & A session following the address.

🕒 **Lunch: 11:30 a.m.**
Discussion: 12:00 p.m. - 1:00 p.m.

📍 **Franklin Terrace Ballroom**
126 Campbell Avenue, Troy
\$ 50 for Members

Partnership with:
Rensselaer County IDA and Capital Region
Workforce Development Board

THU
FEB
2

Networking Lunch

The Networking Lunch is a structured event, offered exclusively to Chamber members, providing a platform to expand your contacts and grow your business.

🕒 **11:30 a.m. - 1:00 p.m.**
Lunch and Networking

📍 **Franklin Terrace**
126 Campbell Ave., Troy
\$ 50 for Members

THU
FEB
9

Member Benefits Breakfast

Membership has its privileges. Explore how to maximize business opportunities and benefits, as a Chamber member.

🕒 **Breakfast and Presentation:**
8:30 a.m. - 9:30 a.m.

📍 **Rensselaer County Regional Chamber of Commerce**
90 Fourth Street, Troy
No Cost for Members

spotlight



Reflections: 40 Years of Strolling Downtown Troy

On behalf of our sponsors and Board of Directors, the staff at the Rensselaer County Regional Chamber of Commerce would like to thank the residents of Troy and surrounding communities for their support and participation at the 40th Annual Troy Victorian Stroll, held on Sunday, December 4th.

The streets of Troy really came alive with “Gilded Age” magic as visitors of all ages enjoyed a day of fun, food, and shopping. A great day for business as well; food vendors, merchants at the Holiday Market, entertainers, and local businesses all enjoyed a terrific turnout from everyone that showed up to Shop, Dine & Stroll!



“This was the first, post pandemic Stroll, and we had a great day. It was an incredible turnout by the community. We were breaking down our window lights and displays as people loved how they looked and wanted to buy them; a successful day and we look forward to next year.”

-Amberlea from Hatchett Hardware of Troy

“We had hundreds of people come through our store. It was so busy that we had about 10 free minutes all afternoon. It was wonderful to see so many people come out. We are happy and looking forward to next year.”

-Deb from Segel Violins

“We had an amazing day and broke our sales records for the Stroll. People coming into the store were so happy and it was a great day for everyone.”

-Christie from The Whistling Kettle

“The Troy Savings Bank Music Hall was thrilled to participate in the 40th Annual Victorian Stroll. Engaging with the community for tours of the historic building and seeing all the smiling faces come through the door to visit our pop-up Stroll Shop was a real treat. We look forward to many more years of partnering with the Chamber on this wonderful event.”

-Ryan from Troy Savings Bank Music Hall



Ribbon Cuttings



AAA Hudson Valley opened its newest location at 112 N. Greenbush Road in Troy. AAA provides 24/7 emergency roadside assistance, discounts, rewards, and access to the full-service AAA Travel Agency for one low annual fee. This is AAA Hudson Valley's fourth location in the Capital Region.



H2M architects + engineers celebrated their new office at 433 River Street in Troy with a Ribbon Cutting and Open House. H2M is a multi-disciplined professional consulting and design firm with a long history of client service, consistently meeting tough architectural, engineering, and environmental challenges head on.



Calypso Restaurant celebrated its Grand Opening at 77 Congress Street in the heart of downtown Troy with food, music and fun. It is a full- service restaurant offering Caribbean West Indian fusion cuisine and a relaxed atmosphere.



Red Dog Realty hosted a Ribbon Cutting and Grand Opening at its new office on Hoosick Street in Troy. Red Dog Realty is a modern family-owned real estate firm that offers residential, commercial, leasing, and marketing with a purpose. Nicole and her team are pet friendly realtors who donate a portion of their commission to the local pet community through the Mohawk Hudson Humane Society.



Commission on Economic Opportunity (CEO) held a Groundbreaking ceremony for a Community Resource Center on Fifth Avenue in Troy. This new project, “The Bridge” will provide space for Head Start classrooms, a state-of-the-art training facility, a meeting center and an outdoor covered pavilion for events, meetings, and activities such as food distributions or trainings.



RingSquared Telecom, LLC a trusted provider of end-to-end voice, carrier, data, and business communication solutions, hosted a Ribbon Cutting and Open House at its new office on Third Street in Troy.

Member Milestones

20 Years

Guardian Life Insurance Co. of America
Michael A. Tobin & Associates, CPAs, P.C.

15 Years

Veterans of Lansingburgh

10 Years

Albany Symphony
Troy Boiler Works

2023 Board of Directors

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The Arts Center of the Capital Region

TOBI SAULNIER
1st Playable Productions

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National Grid

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

TARA WHITTLE
The Kaleel Jamison Consulting Group

* Executive Committee Members

Discuss new initiatives and economic development | Thursday, January 12

State of the County Address



The County Executive's address will highlight the accomplishments and challenges faced by Rensselaer County, our residents, businesses, and community partners during the past year. The address also looks toward the future to build a community that benefits everyone.

Thursday, January 12

Lunch: 11:30 a.m.

Address and Q&A: 12 p.m. – 1:00 p.m.

Franklin Terrace Ballroom

126 Campbell Avenue, Troy

Partnership with: Rensselaer County IDA and
Capital Region Workforce Development Board

RENSSELAER
COUNTY
life looks good from here



Capital Region
Workforce Development Board

Expand Your Contacts | Thursday, February 2

Meet your Next Client at Networking

Start the year with the Chamber's high-impact networking event. A purposeful and effective way to build business contacts, develop a pipeline and deliver a message about your business or nonprofit. Networking provides an engaging opportunity to share your information and get to know fellow members. **Networking is exclusively for members.**

Thursday, February 2

Lunch: 11:30 a.m.

Networking: 12:00 p.m. – 1:00 p.m.

Franklin Terrace Ballroom

126 Campbell Avenue, Troy



Membership Has Its Privileges | Thursday, February 9

Member Benefits Breakfast



Explore how to maximize business opportunities and benefits, as a Chamber member. You will meet other members, enjoy breakfast while learning how you and your employees can benefit by growing your business in partnership with the Chamber.

Thursday, February 9

Breakfast and Presentation: 8:30 a.m. – 9:30 a.m.

Rensselaer County Regional Chamber of Commerce,

90 Fourth Street, Troy

Free for members



NEW BOARD MEMBERS FOR

2023

Jason Chevrier - Schodack Central School District

Brenda Dickinson - Garelick Farms

Joanmarie M. Dowling, Esq. - Dowling Law, PLLC

Aaron Fagan - Fagan Associates

Mike Finegan - St. Peter's Health Partners

Dennis Kennedy - Hudson Valley Community College

Antoinette Lebron - Sunmark Credit Union

James Monks - MVP Healthcare

Tobi Saulnier - 1st Playable Productions

Bob Shevy - National Grid

Tara Whittle - The Kaleel Jamison Consulting Group