Board, Staff & Volunteers

Staff Members

**Management Team**
Amy Klein, Chief Executive Officer
Sharon DiLorenzo, Program Manager
Will Malcolm, Food Access Manager
Matthew Schueler, Grow Center Planner
Jessica Trowbridge, Operations Manager

**Staff**
Cassie Andrusz, Educator
Audrey Bridge, Mobile Market Coordinator
Kyle Byrer, Events Coordinator
Chris Carrese, Food Access Assistant VISTA
Antwone Cyrus, Mobile Market Assistant
Rebekah Desjardins, Healthy Retail Organizer
Katie Doyle, Farm to School Organizer
Brooke Fluegge, Volunteer Coordinator
Alyssa Gallagher, Mobile Market Assistant
Patricia Hanan, Outreach Assistant
Brenna Healey, Mobile Market Assistant
Keion Hennessy, Administrative Assistant
Linden Horvath, Development Coordinator
Danielle Marino, Garden Organizer
Pedro Matos, Seasonal Produce Project Farm Assistant
Susan Merrick, Marketing Coordinator
Marissa Peck, Food Assessment Coordinator
Tara Quackenbush, Community Gardens Program Manager
James Rath, Healthy Communities Coordinator
Wanda Rivera, Program Assistant
Nell Roberts, Produce Project Farm Manager
Hannah Rosen, Food Hub Buyer
Amy Scott, Bookkeeper
Josh Stephani, Produce Project Educator
Joel Stewart, Delivery Specialist
James Surano, Healthy Stores Organizer
Rebecca Whalen, Communications and Development Manager
Cheryl Whilby, Squash Hunger/Outreach Coordinator

**Group Volunteer Devotees**
ARC of Rensselaer County
ARC of Schenectady County
Center for Disability Services
Central Michigan University
Living Resources
Siena College Bonners
Wildwood Programs

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Ellen Flink, Executive Vice President
Rachel Hye Youn Rupright, Vice President
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Wendy Meola
Hannelore Passonno
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**Individual Volunteer Devotees**
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Shawn Allan
Wally Altes
Tom Andersen
Kelli Arnold
Victoria Baecker
Charlie Barnes
Assie Bishop
Annee Borthwick
Jim Boswell
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Jan Chytilo
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Al and Levell Cooley
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Sean Fagan
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Carolyn George
Joe Gervais
Ben Goldber
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EJ Krans
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Hedy Lowenheim
Beth Manning
Stacie Marre
Julie Massry Knox
Eileen McCarthy
Adrian Michalski
Alexander Monticello
Debbie Mousseau
Linda Munro
Carol Murray
Stacy Myron
Anne Nardacci

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Michael Bergen
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Margaret Diggs
Barbara Fama
Jennifer Freeman
Barbara Nelson
William (Bill) Karchner
John Paterson
Wendy Paterson
Mary Jane Smith
Raymond Smith
* Past Board President
** In memory of

Christine Nealon
Pat and Bob Obrecht
Jim Owens
Jason Packer
Rookmin Parmesar
John Parson
Ralph F. Passonno Jr.
Jessica Pett Lang
Ann Pfau
Mary Pilkington
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Kim Tateo
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Jamie Vaughn
Margery Whiteman

CAPITAL ROOTS 2016 ANNUAL REPORT | 1
A message from the CHIEF EXECUTIVE OFFICER

Dear Friends and Supporters,

With our second year in the Urban Grow Center behind us, it is eye-opening to see how much this facility has changed the way we work and, most importantly, the way in which we serve. In just two short years, we’ve added nine positions to our team here…nine! It’s a sure sign that the 10 years we put into planning and developing this space is already making an impact.

We designed the space to allow us to grow. And that intention turned into reality this past year. Take for example the impact on our flagship Veggie Mobile® program because of our regional Food Hub at the Urban Grow Center. In 2016, we were able to distribute almost double the amount of fruits and vegetables through our mobile markets than we had in 2015 seeing those numbers jump from 130,450 to 250,117 pounds. We are serving more communities than ever through these markets and are now able to tailor our offerings even more to the people we serve. And this is all because of the space and opportunities that the Urban Grow Center has made possible.

This is just one example of how our home has positively affected our growth. As you look through this year’s report, you’ll see this trend time and time again. We added three new stops to our Veggie Mobile® service and moved into Saratoga County with this program. We purchased products from 13 added farms through our Virtual Veggie Mobile® and saw an increase of nearly 23,000 pounds of produce move into the community as a result. Our Healthy Stores partners are more committed than ever and ordered roughly 14,000 pounds more produce to sell in their stores than they had in 2015. Even our food recovery program, Squash Hunger, saw an increase of roughly 15,000 pounds in what it was able to provide local emergency feeding program. And the list goes on and on.

On top of unbelievable growth in our programs, this past year we received an international Active Design Excellence award for the center, alongside companies like Google, to recognize the impact of architecture and public space on community health. There is no denying the impact this space has had and will continue to have on our work.

What wrapped up this year for us was the purchase of the remaining land on our River Street block, launching us into the planning of Phase II of the center.

As we look ahead to the future of our programming and services, we know ultimately it is because of you, our supporters. So from the entire team here, thank you for supporting our mission, for helping us with your time, contributions, commitment and skill. And most importantly, thank you for believing in our work and in the power of fresh food to make our communities thrive.

In gratitude,

[Signature]
Each year, Capital Roots makes garden plots available throughout New York’s Capital Region with Community Gardens. Providing free seeds, plants, tilling, water and educational classes, the program provides nearly 4,000 residents the opportunity to grow their own organic food.

“For me it’s more about getting back to Mother Nature; I find it therapeutic. I’m happy to be planting, tilling and weeding even. I concentrate on what I’m doing... and all other things (on my mind) are let go. It’s a great feeling. When I enter the garden and close the gate behind me, I’m refreshed.”

-Jim Owens  COMMUNITY GARDENER

In 2016, Capital Roots opened the Eddy Village Green in Cohoes, our 51st community garden. This is our second community garden in Cohoes and was developed at a nursing care facility in collaboration with St. Peters Health Partners. Capital Roots also acquired a new site in Troy for a 52nd community garden, slated to open in 2017. In addition to new spaces, major infrastructure improvements were made to existing gardens including new water spigots, fence posts, refreshed compost bins and the addition of soil nutrients.

The Community Gardens program undertook a massive garlic planting in October of 2016 with the help of 10 volunteers at the Corliss Park Community Garden in Troy. Roughly 150 cloves of donated local seed garlic were planted with the hope to harvest heads of garlic in 2017 and distribute as Community Gardens-grown seed garlic.

**BY THE NUMBERS**

- 800 families served, 4,000+ people fed by program
- 347,000 pounds of produce grown through the program
- 225 hours of work were put in by 75 volunteers, sorting seeds, developing gardens, and maintaining equipment
Our Veggie Mobile® and Veggie Mobile® Sprout mobile markets travel into Capital Region city neighborhoods in Albany, Rensselaer and Schenectady counties, year round, five days per week, selling produce at wholesale cost to residents with limited access to healthy food. In addition, produce is given away through the Taste and Take program, providing customers with a recipe, tasting, and ingredients, utilizing produce that can be found right on the Veggie Mobile®.

“Every week they have something to try, and it’s always different every week. The Veggie Mobile is just so sweet, and the people are so sweet and they accommodate. It’s just a wonderful atmosphere. I would recommend it because I know it’s going to be here every week, and it’s a wonderful treat to have.”

-Donna Clark  VEGGIE MOBILE® CUSTOMER

In 2016, eight new stops were added to the Veggie Mobile® and Veggie Mobile® Sprout schedules, reaching new neighborhoods in Schenectady and offering evening hour stops to better serve our customers. Capital Roots further broadened its customer base by accepting WIC Fruit and Vegetable Checks as a form of payment.

Through Veggie Rx, Capital Roots continued to partner with Whitney M. Young Health to prescribe diabetic and hypertensive patients with coupons redeemable on the Veggie Mobile® for fresh produce. A second program designed for expectant mothers and their families was launched with Albany Medical College’s Department of Family and Community Medicine.

**BY THE NUMBERS**

- **250,117** pounds of produce distributed through Veggie Mobile®, Veggie Mobile Sprout®, Veggie Rx and the Taste and Take program
- **35** weekly stops visited throughout the Capital Region
- **1,157** Veggie Rx coupons collected
Capital Roots’ Virtual Veggie Mobile® is an online marketplace where local farmers list their produce, dairy, meat and value-added products for individual retail and institutional customers. Daycare centers, schools, group homes, food pantries, hospitals, restaurants and convenience stores are able to easily purchase fresh, nutritious food that was grown by their friends and neighbors.

The online marketplace procures products from farms located throughout 11 New York State counties - spanning north to Washington, south to Ulster, east to Rensselaer and west to Schoharie - bringing products into our regional Food Hub for redistribution to customers. Buyers shop when it is convenient for them and Capital Roots’ staff make deliveries 50 weeks a year.

In 2016, the program added nine new local producers, bringing the total number of partners up to 63. The program saw a 30 percent increase in institutional orders, delivering 565 orders and a 25 percent increase in individual customer orders, preparing 952 orders.

“The Virtual Veggie Mobile is vital to our program’s ability to provide healthy, wholesome food packages to our food pantry’s community members. The online ordering system is easy to use, the produce options help us to provide our clients with variety, and we always receive quality product. We are deeply grateful for this service!”

-Jeff Raffensperger
FOOD PANTRY COORDINATOR, CEO

In 2016, the program added nine new local producers, bringing the total number of partners up to 63. The program saw a 30 percent increase in institutional orders, delivering 565 orders and a 25 percent increase in individual customer orders, preparing 952 orders.

BY THE NUMBERS

524 registered customers: 408 individual and 116 institutional
63 regional producers sold produce and value-added products through the online marketplace
116,081 pounds of fresh produce distributed throughout the year to customers
The Produce Project is a year-round job and life-skills training program for inner city youth. Troy High School students are given a stipend and school credit for cultivating our 2.5-acre youth-powered urban farm and selling their harvest crops at their Farm Stand and the Delmar Farmers Market. As they learn about the nutritional benefits of fresh, local food, they also take home a portion of what they grow to share with their families.

“Once I got a hang of how the program worked, I liked it — and now, I love it. The people are all great. I knew the other students from school, but now we are close friends. The instructors are good examples of leaders. If I needed advice, I’d go to them because they are very smart and are good people. I recommend Produce Project to other students and tell them that it’s a great opportunity to meet new people and to learn new things. And this summer, I’ll be a Student Leader, and I could be one of the people teaching them!”

- Sha’teira Wall 2016 PRODUCE PROJECT STUDENT

In 2016, students engaged in lessons on tool maintenance, plant families, seed sowing, heritage food gardens, market preparation and customer service, farm assessment and food systems. The students also participated in a cooking class series, featuring local guest chefs and workshops focused on organic farming techniques.

Leadership and collaboration skills were developed through a student driven project based on the pedagogy of Positive Youth Development where the students learned Robert’s Rules of Order and used them to conduct meetings and make group decisions. The Produce Project students chose an on-going art project of vining leaves painted on the farm’s pergola shade structure.

**BY THE NUMBERS**

- **17,900** pounds of produce harvested, then sold to customers and donated to Squash Hunger
- **100s** of volunteers supported the program throughout the season
- **42** students participated in spring, summer and fall programming
Our Healthy Stores program makes fresh produce available daily to inner-city residents throughout Albany, Rensselaer and Schenectady counties. Participating stores are provided custom refrigeration units that are stocked twice (or more) a week by Capital Roots staff, providing residents access to fresh produce where they shop every day.

“The best thing is having variety. When you come in off the street, you’re hungry and thirsty, or you just want something nutritious. But usually the options are candy or something. With the fruits and vegetables here, there’s always something good to choose from.

-Na-towi McCrae MIDTOWN MARKET EMPLOYEE

Three new locations were added to the roster in 2016 in Cohoes, Rensselaer and Schenectady. The number of items available to stores increased as well as the number of deliveries per week, based on the store needs. The Healthy Stores program began accepting WIC Fruit and Vegetable Checks at the Produce Market, located in the Urban Grow Center.

On average, the program saw an increase of 30 percent in the size of orders being delivered, making 2016 the best year to date for the Healthy Stores program.
The Taste Good Series is a six-week nutrition education program where students are introduced to new fruits and vegetables and learn about the benefits of fresh produce. Capital Roots’ Educator visits city pre-school through second grade classrooms and pre-school through fourth grade after-school programs throughout Albany, Rensselaer and Schenectady counties. Fresh food tastings, reading, games, art, and other fun educational activities are incorporated into hands-on lessons designed to inspire children to adopt their own healthy lifestyles.

In 2016, students learned about basic horticulture, plant life cycles, nutrition, simple recipes and food preparation, plant and food identification and vocabulary expansion. Capital Roots partnered with CEO to implement the Taste Good Series in six Troy Headstart classrooms. A partnership with the Jewish Community Center expanded the program with the addition of gardening education, and the Taste Good Series was introduced in Pine Hills Elementary and Giffen Memorial Elementary schools in Albany, just to name a few of the year’s successes.

“The program was wonderful! The students actively participated in the activities and engagement level was high. They tried everything that was brought in, and even afterwards during lunch time, they talked about the sugar snap peas, crunchy broccoli and the delicious blueberry smoothies... I would highly recommend this program.”

-Sara McGraw  GIFFEN MEMORIAL ELEMENTARY SCHOOL KINDERGARTEN TEACHER

In 2016, students in grades pre-k through second participated in the program.

BY THE NUMBERS

- 356 students
- 9 schools
- 20 classrooms

CAPITAL ROOTS 2016 ANNUAL REPORT | 8
Squash Hunger is Capital Roots’ food donation initiative where volunteers collect and distribute fresh produce to food pantries, soup kitchens and shelters throughout Albany, Rensselaer, Schenectady and southern Saratoga counties. Collection bins are placed at various locations throughout the Capital Region allowing gardeners, farmers and grocery shoppers to donate fresh food.

“[They] look forward to that fresh food. It’s what you’d want to eat and hope to have in your own home. It’s not so institutionalized; it’s a fresh, in-season meal. Food is important, but what is also important is the people that bring it to us, the volunteers, that really care about what they’re delivering and what they’re doing. It’s not just about a carrot or a food, it’s about the bigger picture”

- Patti Tullgren  
JOSEPH’S HOUSE DIRECTOR OF DEVELOPMENT

2016 was a record-breaking year for Squash Hunger with 85,690 pounds of fresh fruits and vegetables collected and delivered to a wide range of emergency feeding programs across the Capital Region. Farmers, home and community gardeners, Capital Roots’ Produce Project, produce distributors, farmers markets, retailers and food co-ops all supported the program with donations.

In 2016, Squash Hunger connected with more than a dozen new farms for gleaning and produce donations and three new ARC and Wildwood groups came on board to assist with Squash Hunger deliveries each week. Connections with a number of new food pantries, including one at the Albany Charter High School for Girls and Saratoga Community Health Center were made, ensuring that we continue to make connections with the neediest in our community.

**BY THE NUMBERS**

- 68 shelters, soup kitchens and food pantries supported
- 125 individual volunteers and 5 volunteer groups collected/delivered, gardened and gleaned farm fields for the program
- 85,690 pounds of produce delivered through the program
Capital Roots’ Healthy Streets program makes Capital Region roadways accessible to all residents regardless of their preferred method of travel. With increased opportunities for walking and biking in urban settings, Capital Region residents are offered a safe space to recreate, commute or move within their neighborhoods and the larger community.

In 2016, the Healthy Streets program was actively involved with the advocacy of Complete Streets Ordinance programs in the Capital Region to develop local legislation, initiate projects and create trail systems to further encourage healthy living and accessibility.

Healthy Streets engaged the community with on the ground projects including the installation of Creative Crosswalks, Fix-It bicycle repair stations, bike racks, street signage and bike lanes. Healthy Streets also assisted with community events in Albany and Troy and received a grant from the Hudson River Valley Greenway Conservatory for improvements to the Uncle Sam Trail in Troy.

“Capital Roots has been a terrific partner for the City of Troy as we continue to make a more accessible community for all. The Healthy Streets program has supported our city by seeking opportunities to enhance our urban trails, engaging residents to include their perspectives in project planning, and placing user-friendly infrastructure around the city, including crosswalks and bike ‘fix-it stations’.”

- Steven Strichman, Commissioner of Planning & Economic Development, City of Troy

In 2016, the Healthy Streets program was actively involved with the advocacy of Complete Streets Ordinance programs in the Capital Region to develop local legislation, initiate projects and create trail systems to further encourage healthy living and accessibility.

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**BY THE NUMBERS**

- 7 Creative Crosswalks installed in Lansingburgh
- 8 Fit-It bicycle repair stations installed across Albany and Troy
- 5 Bike racks provided to the Lansingburgh School District
Capital Roots’ 2016 calendar year marked the first full year where all green technologies were implemented in the Urban Grow Center. These technologies included our 135 solar panels atop the building, two lower rooftop green living roofs, and our stormwater catchment and reuse system.

Our solar array on the top of the Urban Grow Center has been doing great work. Originally put in by our friends at Empire Solar, a recent audit of our system identified that the array generates 1/3 of the energy needs for our entire building, just as we hoped.

The stormwater catchment and reuse system gets more efficient by the day. As the plants atop our building grow larger with a stronger root system, they do a better job of filtering the water that we use throughout the toilet system in our building. Each year we are saving up to 30,000 gallons of water.

Aside from our green technologies, we grew more sensitive to our carbon footprint in 2016 by updating some of our aging vehicle fleet. Two new vehicles were brought in to replace two vehicles that had seen better days. With the retirement of those older vehicles and using newer and more efficient models more frequently, Capital Roots is saving more carbon from entering the atmosphere. We have also found that more and more of our staff are biking to work, reducing our commute carbon footprint as well.

**Fun Fact:** We are using 1/3 less energy in this 12,000 sq ft building than we were in our former building which was only 5,000 sq ft!
INCOME ........ $1,994,018

- Government Grants $675,295 (34%)
- Private Foundation Grants $217,463 (11%)
- Corporate Sponsorship $175,111 (9%)
- Capital Campaign Donations $172,632 (9%)
- Individual Donations $154,686 (8%)
- Consulting Services $128,571 (6%)
- Special Events $115,874 (6%)
- Mobile Market Produce Sales $114,028 (6%)
- Online Market Produce Sales $83,000 (4%)
- Healthy Stores Sales $57,098 (3%)
- Community Gardens $46,920 (2%)
- Investments (Restricted) $27,441 (1%)
- Produce Project Sales $14,656
- Other $11,242

EXPENSES ........ $1,834,697

- Mobile Markets $353,076 (19%)
- Healthy Streets $205,116 (11%)
- Education/Outreach/Squash Hunger $178,096 (10%)
- Healthy Stores $170,063 (9%)
- Produce Project $167,523 (9%)
- On-Line Market $125,269 (7%)
- Community Gardens $111,285 (6%)
- Operations $112,229 (6%)
- Other Programs $70,702 (4%)
- Fundraising $80,013 (4%)
- Grow Center $76,544 (4%)
- Depreciation Expense $143,474
- Office Space $22,940
- Professional Services $18,369
## Assets

### Current Assets
- Cash and Cash Equivalents: $231,088
- Restricted Cash: $90,607
- Accounts Receivable: $36,946
- Grants Receivable: $401,535
- Pledges Receivable: $160,893
- Investments - Unrestricted: $19,974
- Prepaid Expenses and Other Assets: $16,323

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- Property and Equipment, Net: $3,178,461
- Pledges Receivable, Net of Current Portion: $221,618
- Investments - Restricted: $251,507

**Total Assets** $4,608,952

## Liabilities and Net Assets

### Current Liabilities
- Line of Credit: –
- Accounts Payable and Accrued Expenses: $74,615
- Accrued Payroll and Related Expenses: $38,818
- Deferred Revenue: $79,245

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### Long-term Liabilities
- Long-term debt: $931,298

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### Net Assets
- Unrestricted: $3,076,337
- Temporarily Restricted: $157,132
- Permanently Restricted: $251,507

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<td>Total New Assets</td>
<td>$3,484,976</td>
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**Total Liabilities and Net Assets** $4,608,952
DONORS

Investors in the Future ($2,500 and above)
Anonymous
Deborah and John Bennett
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John and Patsy Carl
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Edward and Ellen Flink
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E. Stewart Jones, Jr. and Kimberly Sanger Jones
Amy Klein
Anne and Tom Nardacci
Perry Smith and RoseAnne Fogarty
Raymond and JoAnn Smith
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Christine Standish
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Altes Family Fund of The Community Foundation for the Greater Capital Region
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Capital District Physicians’ Health Plan
Capital Region Chamber - Women’s Business Council
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Marra’s Pharmacy
Massry Charitable Foundation
McCarthy Charities
MVP Health Care
New York State Conservation Partnership Program - Land Trust Alliance
O’Bryan Family Foundation
Review Foundation
Robison Family Foundation
SEFCU
Split Rock Charitable Foundation
Stewart’s Shops
The Barry Alan Gold Memorial Fund of The Community Foundation for the Greater Capital Region
The Times Union
Times Union “Hope Fund” of The Community Foundation of the Greater Capital Region
USD A - Local Food Promotion Program
United Way of the Greater Capital Region
Waste Management
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Shawn Allan and Nicholas Hepler
Wallace and Jane Altes
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AycO GivEs
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Bullard McLeod & Associates
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Center for Disability Services
Community Resource Federal Credit Union
David and Candace Weir Foundation
Envision Architects PC
Faith Takes Family Foundation
Fenimore Asset Management, Inc.
GE Foundation
HealthyME Living
Hill & Markes
Homestead Funding
Jonesville United Methodist Church
Keeler Motor Car Company Charitable Foundation
Kinderhook Bank
L.O.L.A (Live Organic. Love Animals.) Fund of The Community Foundation for the Greater Capital Region
Legacy Title
M & T Charitable Foundation
Monticello Real Estate
National Grid
NBT Bank
New York Business Development Corporation
NYSID
PEF Region 8
Phoenix Life Insurance
Picotte Companies
Scheidel Foundation
Schenectady Foundation
Spiral Design
St. Andrew’s Society of the City of Albany
St. John’s Episcopal Church
St. Peter’s Health Partners
Stuyvesant Plaza, Inc.
Teal, Becker & Chiaramonte CPAs PC
The Niles & Carl Group - Janney Montgomery Scott
The Rosenblum Companies
Troy Teachers Association
Trudeau Architects PLLC
U.W. Marx, Inc.
Walmart
Champion Growers ($500 - $999)
Kathy and Carlo Agneta
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Anonymous
Dave and Sue Anthony
Sharon C. Awramik
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Lawrence and Ellen Kotlow
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Jessica and Sean Mahar
Beth Manning
Gordon and Linda Mappes
Eileen and Mark McCarthy
Barbara and John McDonald
Assemblyman John T. McDonald III and Renee McDonald
Matthew and Christy McElligott
Wayne Metsch and Lynn Gelzheiser
Hilary and Nicholas Miller
R. Mihran and Ovsanna Mooradian
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