

People

THE BUSINESS REVIEW

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Banking | finance



Burling

Ballston Spa National Bank promoted **Wanda Y. Burling** to assistant vice president and retail lending manager. Burling will develop and manage the bank's residential real estate lending department. Burling joined Ballston Spa National last summer as assistant vice president responsible for selling

mortgage loan products on the secondary market; previously, she was vice president of operations at **First Suffolk Mortgage Banker Corp.** in Saratoga Springs.

Education

The **Enlarged City School District of Troy** named **Mary Beth Bruno** clerk of the board of education, replacing **Eva Defiglio**, who retired. Bruno spent 10 years as board coordinator for the board of directors of Fleet Financial Group.

Engineering



Trapp

Crawford and Associates Engineering and Surveying P.C. in Hudson added **James W. Trapp** as a senior engineer in the environmental group. Trapp's duties include drafting, site designing, planning/zoning consultation and presentation. Trapp has more than 15 years' experience in engineering and archi-

ture. He also has chaired the Village of Red Hook (Dutchess County) planning board for 13 years and is a village trustee.

Health services



Adamo

Dr. Matthew Adamo, a pediatric neurosurgeon, joined **Albany Medical Center** and was named an assistant professor of neu-

rosurgery at **Albany Medical College**. Adamo just completed a fellowship in pediatric neurosurgery at the Children's Hospital of Pittsburgh. Adamo is a **Siena College** graduate and holds a master's degree in experimental pathology from the state University at Buffalo. He received his medical degree from the Upstate Medical University in Syracuse.

Insurance

MetLife and the **Grisanti Financial Group** in Latham hired **Michael Breen** as a financial services representative. Breen holds life, accident and health insurance licenses and is FINRA Series 6 and

63 licensed for securities. He previously spent 25 years in the beverage industry, where he held sales and management positions with companies including Seagrams, United States Beverage and Saranac.



Tilton

Fidelis Care promoted **Tim Tilton** to marketing manager. Tilton is responsible for monitoring the sales team to ensure attainment of enrollment goals, identifying new enrollment opportunities and serving as a liaison with community organizations, providers, accounts and government agencies. Tilton had been marketing supervisor for the last five years.

Legal



Igoe

Tully Rinckey PLLC added **Diane Igoe** as human resources manager. Igoe is responsible for all aspects of human resources including recruitment, employee relations and training, regulatory compliance, compensation and benefits administration. Igoe has 14 years' experience in HR and holds a certification in human resources management from **Sage Graduate School**.

Real estate



Schoonmaker



Graham



Brodie



Sittner



Sciarra-Laos

Prudential Manor Homes added **Kyle Schoonmaker**, **Laura Graham**, **Shawna Brodie**, **Jamie Sittner**

and **Emilia Sciarra-Laos** as residential sales agents. Schoonmaker is in the Delmar office. Graham is in Glens Falls. Brodie works in the Kinderhook branch. Sittner and Sciarra-Laos are in the Niskayuna office.



Sandor

Coldwell Banker Prime Properties hired **Tara Sandor** as a sales agent at its Western Avenue, Westmere, office. Sandor graduated from the **Manfred Real Estate Learning Center** in Colonie.

Services

Fort Orange Press Inc. in Albany named **Robert Witko** to succeed his brother, **Michael Witko**, as president and CEO. Robert Witko, an Albany native, was previously the company's vice president. He started at the company in 1988 as a sales representative. Fort Orange Press reported \$4.1 million in revenue last year, according to **The Business Review** Book of Lists. The 104-year-old firm has 30 employees.

Catholic Charities Disabilities Services promoted **Shaunda Smith** to IRA program manager in the residential living department. Smith joined the agency in February. Earlier, she worked for Vanderheyden Hall.

In the spotlight

Lissa McNaughton has joined **BST** as director of the Colonie firm's wealth management services division.

"We're working on expanding our client base with a focus on wealth management, not just investment management," said McNaughton, a 22-year industry veteran. "We take into account the entirety of the client's financial life."

That includes insurance and education, retirement, estate and tax planning, McNaughton said.

In addition to client service, McNaughton oversees business development for BST's fee-only practice.

Formed as an accounting firm 30 years ago, BST has branched into other services, such as wealth management. Its roots date back to the 1940s, McNaughton says.

In response to the recession, McNaughton says BST is adhering to a conservative, disciplined approach based on traditional asset-allocation strategies.

McNaughton joins BST after 22 years with the **Ayco Co.**, now a division of Goldman Sachs, in

Latham. Most recently, her title there was vice president of the investment services group.

For 10 years, she was a partner and held a various positions in management, operations, marketing and client service.

"Client service is truly the most rewarding," McNaughton said.

McNaughton also traveled all over the country for Ayco, doing more than 1,000 seminars and presentations for employees of large companies.

McNaughton grew up in Rensselaer and East Greenbush and graduated from the **Academy of the Holy Names** in Albany, where she remains a volunteer, and is celebrating the school's 125th anniversary.

McNaughton obtained her undergraduate degree from **LeMoyne College** in Syracuse and her MBA from **William & Mary Col-**

lege in Virginia.

City of Albany residents, McNaughton and her husband Tom have a 5-year-old daughter and 4-year-old twin boys.

McNaughton spends much of her free time on family activities.

—Paul F. Marr



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