



STARTUPS

David Golub launches new firm

Starts consulting after retiring from family business

By Tim O'Brien



GOLUB

Schenectady

After retiring this spring from his family's supermarket chain, David Golub said he wanted to help other businesses improve the efficiency of their organizations.

He was inspired, in part, by his memories of how he and his partner won the world roller dance championships in 1983 and 1984, and how he coached others afterward.

"I liked the concept of being able to share, being able to collaborate," Golub said. "That really is something that gets me jazzed."

So after leaving the Golub Corp., the Schenectady-based firm that owns Price Chopper and Market 32 supermarkets, in April, he launched his own business, Golub Consulting Solutions.

"I'm venturing off into new territory," he said. "It's exciting and uncertain, which comes with the territory."

At the time of his retirement, Golub was senior vice president of e-commerce and government relations. He is the brother of Jerel Golub, the former CEO who is now vice chairman of the company.

"I was looking to see how I could use my experience and talent to help other

companies be successful,” he said. “I have a strong operational background in having run a business with more than 100 stores and \$300 million in labor costs.”

He offers advice on organizational efficiency, managing change and improving a company’s effectiveness.

His goal, he said, is to help organizations identify their “pain points,” those parts of the business that are causing challenges, and help devise solutions.

“I can help bring clarity, focus and structure to the opportunities that are presented to a firm,” he said.

He also remains a registered lobbyist.

“I’m not actively doing any lobbying right now, but I do have the ability to do that,” he said. “I’ve been in government relations for more than four years now.”

At age 55, he has not slowed down in his new role.

“When I retired from Price Chopper, everybody said ‘Are you enjoying yourself? Are you playing a lot of golf?’” he said. “I decided I wanted to set up the business first. I really haven’t slowed down much. I’ve received a lot of calls from companies interested in working with me.”

For the moment, it’s a one-person operation based in Schenectady, though he said he has other collaborators he can turn to for assistance.

“I don’t want to grow too fast, too soon,” he said. “I want to start small, see how the work progresses, see how much I want to take on. I’m just trying to keep it small and simple.”

He said he figures he has five to 10 years, at least, of working left and he will determine how much work to take on.

“I really think it’s something I will enjoy a lot,” he said.

Golub launched a website this week at <http://www.golubconsulting.com/>

Besides discussing his background and how his firm can help, the site provides his firm’s phone number and an email link where potential clients can describe their needs.

“We can talk about how I might be able to help them,” he said.

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