



RENSCOCONNECT

WHERE BUSINESS + COMMUNITY CONVERGE

PROUD OF OUR MEMBERSHIP

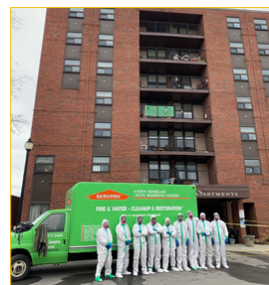
#RenscoResilience: We Are All in This Together



"The Chamber is here for you and your business during these unparalleled times. We will get through this together and we will come out even stronger. Throughout all of these difficult days, we are here for every one of our members."

Kate Manley
Chamber President

It has been nearly two months since COVID-19 shut down all non-essential businesses and changed the lives of all of us. From the beginning, our Chamber has been privileged to be your daily point-of-contact for trustworthy, practical and timely information that makes a real difference to your business or non-profit organization. We are working every day to help you cut through the clamor, to stay connected to our business community and to find the resources you need. Our [Coronavirus Resource Guide](#), updated daily on our website, is a comprehensive collection of materials from the most reputable sources to help you and your employees navigate the "new world" of work. [Livestream Q&A's with the U.S. Small Business Administration](#), through Rensselaer County, enable you to hear directly about the latest business relief programs available. The Chamber's [webinars and digital dialogues](#) are keeping members in touch with regional business experts on imperative topics, from [Sales & Marketing in an Era of Social Distancing](#) to [Employment Law during the Coronavirus Shut Down](#). Our weekly e-newsletters are chock full of useful information and we're keeping the conversation going with an online [COVID-19 Business Impact Survey](#) about your needs and challenges ([visit our website at renscochamber.com](#)).



We are continually inspired by the generosity and spirit of our membership. **This issue of our newsletter is dedicated to your resiliency, selflessness and ingenuity.** Many of our members are thinking outside the box and stretching their business identities in ways that are helpful to others: **A New England Nanny** is providing errand-running services; **Mohawk Hudson Humane Society** is offering pet food from its pantries; the **Capital District YMCA** is extending its child care for essential workers; **Walrath Recruiting** is making its "Ultimate Job Search Guide" available for free; and many more.

Take a look around — this is us at our BEST. I encourage you to keep in touch and let us know how we can help you find new paths to make a difference. Stay well,

Kate Manley



FACE SHIELD PRODUCTION Next Advance Retrofits



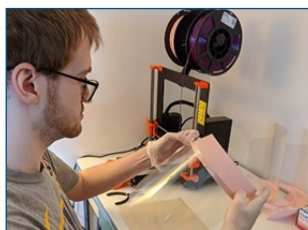
Next Advance, Inc. is producing disposable face shields designed for healthcare workers, universities, research facilities, law enforcement and

other professionals for protection against potentially hazardous pathogens, including COVID-19. The shields of clear plastic provide maximum visibility and the design enables medical professionals to wear them with or without goggles.

"We felt a duty to use our biotechnology expertise and resources to help meet the needs of the community," said Next Advance President Ian Glasgow, PhD. "We retrofitted our facility, added equipment and realigned staff duties to help meet the escalating demand for disposable face shields. Our team is working around the clock to ramp up production and serve this critical need." To order, call 518.674.3510. [VISIT nextadvance.com](#)

MEETING THE CHALLENGE 3D Printers Making Face Shields

University at Albany students, faculty and staff are helping to meet personal protective equipment shortages for hospital personnel and other first responders across the state. Twenty students in the Department of Electrical and Computer Engineering are creating and assembling three-piece medical face shields using 3D-printed parts made on high-output printers from the Albany STEAM Garden. The shields are being donated to local hospitals and other first responders. [VISIT albany.edu](#)



KEEPING CONNECTED Schools Deliver Food, Teach Online



The Chamber salutes area schools for responding to the challenges of COVID-19 and placing the needs of students first. Creating online opportunities to keep students learning, delivering breakfasts and lunches, encouraging rainbow hunts, even organizing neighborhood "car parades" so teachers can wave to their students--thank you for keeping us all connected!

COLLABORATIVE CARE

Three Chamber Members Partner to Expand Telemedicine Access

CDPHP and MVP Health Care are teaming up to offer their entire memberships virtual emergency medicine services, powered by United Concierge Medicine. The collaboration enables patients to connect with emergency-trained professionals 24/7 from the comfort and safety of their homes, including assessment of need for COVID-19 testing and appropriate prescription or treatment. By leveraging United Concierge Medicine's virtual ER triage platforms and trained emergency medicine team, this collaboration is a first line of defense against coronavirus. CDPHP members can download the app on their smartphone, call 1-800-ER-ANYWHERE or visit [cdphp.com/eranywhere](#). MVP members can call 1-833-MYERNOW or visit [mphealthcare.com/myernow](#). [VISIT unitedconciergemedicine.com](#)

POWERING RESEARCH

Rensselaer Offers Supercomputer Capabilities to Battle COVID-19



Rensselaer Polytechnic Institute is enlisting AiMOS, one of the most powerful supercomputers in the world, in the battle against the COVID-19 pandemic. Reaching out to the research community, including government entities, universities, and industry, the college is offering access to AiMOS in support of research related to the coronavirus. AiMOS is able to perform eight quadrillion calculations per second, giving it the ability to process incredible amounts of data and to model at very large scales. This will help researchers identify the complexities and interconnectedness of biological systems and epidemiological data related to COVID-19, as scientists work to develop therapeutic interventions and address knowledge gaps. [VISIT renselaer.edu](#)

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Kate Manley, President
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Phone: 518.274.7020 | Web: [renscochamber.com](#)



Welcome New Members

444 River Lofts Apartments
Apartments
Rep: Yasmeen Gasper
444 River Street
Troy, NY 12180
Phone: 518.205.9101
[VISIT 444riverlofts.com](http://444riverlofts.com)

GP Management
Law/Consultant
Rep: Michael Leonard
279 Troy Road
Suite 298
Rensselaer, NY 12144
Phone: 518.944.8020
[VISIT gp.wearelegalshield.com](http://gp.wearelegalshield.com)

Hudson Arthaus
Apartments
Rep: Yasmeen Gasper
621 River Street
Troy, NY 12180
Phone: 518.419.5077
[VISIT hudsonarthaus.com](http://hudsonarthaus.com)

Massive Mesh
Internet Service Provider
Rep: Cesar A. Astralaga
172 River Street
Troy, NY 12180
Phone: 518.238.6810
[VISIT massivemesh.net](http://massivemesh.net)

The Spada Law Firm
Attorneys
Rep: Justine L. Spada
107 Everett Road
Albany, NY 12205
Phone: 518.845.9700
[VISIT spadalaw.com](http://spadalaw.com)

Please join us in welcoming our newest members. You can invite businesses and organizations to join our growing Chamber by contacting Membership Manager Elizabeth McGarry at 518.687.1240 or emcgarry@renscochamber.com

Member Milestones

25 Years

Rose & Kiernan, Inc.
Thomas K. Judd Associates

20 Years

West Stephentown Baptist Church

15 Years

Rensselaer Iron and Steel, Inc.
Healthcare Association of New York State (HANYS)

5 Years

Brunswick Veterinary Hospital, PLLC
T.J. Bell Environmental Inc.

Member News



Regional Food Bank of Northeastern New York is receiving support from Chamber businesses to help alleviate the increased needs of local communities during the COVID-19 pandemic. **CAP COM Federal Credit Union** and **CAP COM Cares Foundation** made a \$50,000 donation to

the food bank to meet an unprecedented demand to feed children, seniors and families across 23 area counties. **The Rosenblum Companies**, through a connection with **CBRE-Albany**, donated the use of one its warehouses in Latham for the next few months and prepared the space to meet the food bank's needs free of charge (photo above). This enables the food bank to sort, repack and distribute food donations to community pantries and other agencies in a safe and timely manner. **Catholic Charities of the Diocese of Albany** is partnering with the food bank to host mass food distributions as part of Catholic Charities' mobile outreach initiative, CC MOVE. The distributions strive to provide supplemental and emergency food in this time of crisis. [VISIT regionalfoodbank.net](http://regionalfoodbank.net); capcomfcu.org; rosenblumcompanies.com; cbre.us; ccrda.org

The Pioneer Bank Foundation announced it will commit a minimum of \$100,000 to charitable organizations in the greater Capital District that are providing critical services to those impacted by COVID-19. Donations will be made to a number of community healthcare organizations, food pantries, emergency housing providers and other services that support the health and well-being of local children and families. To learn more, go to the website. [VISIT pioneerbanking.com/foundation](http://pioneerbanking.com/foundation)

eBizDocs, a scanning service bureau and digital transformation company, is connecting workers displaced by the pandemic with employers looking to hire. The company is scanning resumes on a continual basis so recruiters can access electronic versions and connect quickly with qualified job candidates. Many businesses are considered essential and are hiring for immediate needs. [VISIT ebizdocs.com](http://ebizdocs.com)



Boys & Girls Clubs of the Capital Area (BGCCA) is delivering approximately 2,000 meals a day to needy children and families through its meal delivery service. The service recently expanded to include meals on weekends. Since launching the program on March 18, BGCCA has served

more than 22,000 meals in the Capital District. To donate to the program, visit its gofundme page. [VISIT bgca.org](http://bgca.org)

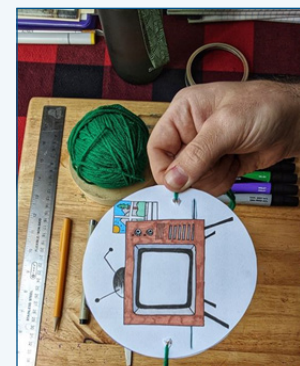
The Capital Region Community COVID-19 Response Fund, established by **United Way of the Greater Capital Region** and the **Community Foundation for the Greater Capital Region**, is providing one-time operating grants to local 501c3 organizations on the frontlines working with communities who are disproportionately impacted by coronavirus and its economic consequences. The fund has raised more than \$450,000, thanks to the generosity of donor businesses and organizations, and is currently deploying the funds. The fund is managed by the Community Foundation, with 100% of all money raised distributed to local non-profit organizations. [VISIT unitedwaygcr.org](http://unitedwaygcr.org) and cfgr.org



Hudson Valley Community College (HVCC) in Troy is an official Point of Distribution for the **Rensselaer County Emergency Operations Center** during the

pandemic. HVCC is partnering with Rensselaer County to ensure first-responders, public safety officials and other agencies have access to necessary protective equipment and emergency medical supplies. In addition, the college's Nursing and Dental Hygiene programs are supporting the county with donations of surgical gowns; gloves; goggle frames with disposable lenses; protective eye-wear and facial masks. HVCC's Advanced Manufacturing Technology program is prototyping and preparing to manufacture plastic face shields for the staff at St. Peter's Health Partners. [VISIT hvcc.edu](http://hvcc.edu)

The Arts Center of the Capital Region is encouraging people to use their at-home time to explore their creative side with its "Art Is Everywhere Challenge." Each week The Arts Center posts a challenge on its Facebook page to get you started. Your project could win free art classes! [VISIT artscenteronline.org](http://artscenteronline.org)



Capital CFO is offering free grant writing/application assistance for nonprofits and public service entities that may be eligible for disaster relief funding in order to provide enhanced response to the community in light of COVID-19. Experienced grant writers are available to expedite grant applications, allowing nonprofits and their staff to dedicate their time and resources to the hands-on needs of the community. [VISIT capitalcfollc.com](http://capitalcfollc.com)

Common Energy, a community solar provider, is offering at-home job opportunities. The company is hiring consultants to contact, educate and enroll residential and business customers. All enrollments are done through a website and require no in-person contact. Positions are commission-based and the company provides online training. [VISIT commonenergy.us](http://commonenergy.us)

In Memoriam



The Chamber extends its deepest condolences to the family and co-workers of **Gayle Farman**, founder and president of **Passport For Good**. Her passion and advocacy as a leader in the

non-profit community for more than 25 years led her to develop Passport for Good's digital platform for students and schools to chronicle and measure their community engagement. Gayle was a force for good in this world and her way of making others feel needed and appreciated touched many in our Chamber community. Her legacy is honored through the ongoing work of Passport for Good. [VISIT passportforgood.com](http://passportforgood.com)

CHECK OUR WEBSITE FOR INFORMATION ON EVENTS & FREE WEBINARS

» **Annual Golf Classic**
Monday, 08/17/20

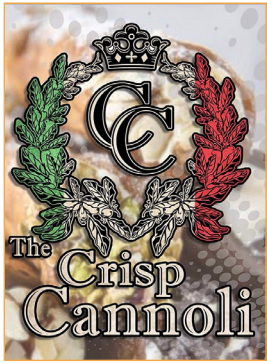
» **Van Rensselaer Awards Dinner**
Thursday, 09/17/20

» **38th Annual Troy Victorian Stroll**
Sunday, 12/06/20

Register for Events: renscochamber.com/events



spotlight



The Crisp Cannoli
 One Springhurst Drive
 East Greenbush, NY 12061
 ph: 518.949.2032
thecrispcannoli.com

At The Crisp Cannoli, everything is about feeding people from a menu full of great food and desserts. It's a mission that not even the COVID-19 pandemic can stop. "Early on, before the shutdown was announced, we changed things up to focus on take-out orders and deliveries," said Jason Grant, owner. "The response has been off the charts. I'm now hiring people to keep up with the demand." Early planning and a quick pivot have contributed to the small business' success, along with an unwavering dedication to creating a sense of shared community that pre-dates the pandemic by many years. "It's just what we've always done, to give back to the community in any way we can." said Grant. "When the virus hit, we started by feeding the first responders and the health care workers. It's grown from there. Now we're feeding kids, teens and families. I have a great staff and we put our hearts into everything we do. The community has responded generously."



Whether it's drive-through BBQs and Smoke-Outs for emergency and health care workers, meals for hungry preschoolers or free chocolate bunnies for Easter, The Crisp Cannoli has become a focal point for the community. "People and business owners call and want to pay for food to be delivered to the hospitals, to first responders or to local families who are struggling. We organize it all and make it happen," said Grant, who also operates a Crisp Cannoli food truck. "We cater large orders for essential companies who don't want their staff going out for food. We get new ideas and opportunities every day and we're reaching a bigger customer base than ever before."

And things are about to get even busier. The Crisp Cannoli is moving to a larger location at One Springhurst Drive in East Greenbush. The brand new plaza on Columbia Turnpike includes a 3,100-square-foot, custom-designed shop that is double the size of Grant's former location. Expanded offerings will include a coffee bar and special evening events, plus plenty of comfortable seating.

MAXIMIZE YOUR MEMBERSHIP

Keep Your Business Out in Front & Your Customers Engaged with Chamber Benefits

Your doors may be closed but your business can still engage repeat and new customers by leveraging these Chamber's membership benefits. Our social media platforms, online exposure, referrals, introductions and more, can help your business stay proactive. Build your connections, heighten your visibility and position yourself to reopen your doors with these benefits:

- ✓ **Social Media** | Share photos, news and more from your business Facebook, Twitter and LinkedIn accounts directly to ours. Need help? Now is the moment to reach out to the Chamber, invest some of your at-home time and establish or re-invigorate your social media presence. Call us at 518.274.7020.
- ✓ **Member News & Calendar** | Do you have news? Reach a wider audience by posting it to our website. Milestones, new products or services, staff hires, relocations and more can be easily submitted at renscochamber.com/news.
- ✓ **Constant Contact** | Get exclusive savings on Constant Contact's suite of online tools, including email marketing, social campaigns, event marketing, surveys/polls and e-commerce. Contact Erik Buanes at erik@endorphinadvisors.com.
- ✓ **Referrals & Introductions** | Helping to create business relationships among our members and key business and community partners generates the exposure you are looking for. Who can we connect you with? Call us at 518.274.7020.

To discover more, visit renscochamber.com/cost-saving-benefits.

News from The Leadership Institute

Applications for 2021 Class Due by May 20

Select a rising star on your staff or make this YOUR year! Applications are being accepted for The Leadership Institute's Class of 2021. Learn more and submit online applications at renscochamber.com/develop-chamber/leadership-institute or contact the Chamber at 518.274.7020. **Application deadline is Wednesday, May 20 at 5 p.m.**

Congratulations to the Class of 2020



The Chamber is proud to present The Leadership Institute Class of 2020, the newest graduates of our award-winning program. They join our network of alumni who have increased their value as leaders within their companies and communities, paving the way for career advancement and personal success. Leadership

alumni also enjoy exclusive and advantageous networking opportunities. VISIT renscochamber.com/develop-chamber/leadership-institute



John Millet, CPA, President Bouchey & Clarke Benefits, Inc. and 2020 Board of Directors Chair

"On behalf of the Chamber's Board of Directors, I want to assure our membership that your Chamber is committed to providing you and your business with the tools you'll need to weather this storm. Now more than ever, our mission to support you is strong and, together, we will emerge as a vibrant and connected business community in Rensselaer County."

John S. Millet

2020 BOARD OF DIRECTORS

- JOHN MILLET**, Board Chair*
Bouchey & Clarke Benefits, Inc.
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Phinney Design Group
- JERILEE BEAUDOIN***
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- SCARLET CLEMENT-BUFFOLINE**
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Capital District Transportation Authority (CDTA)
- SCOTT WILEY**
Hoosick Valley Contractors, Inc.
- BRIAN WILLIAMS**
Rensselaer County Employment & Resource Center



Virtual

Bowl to **END EPILEPSY**

Please Join the Epilepsy Foundation of Northeastern New York's FIRST EVER VIRTUAL Bowl to END EPILEPSY, now through June 1st.

We invite fellow Chamber members to participate at a special rate of just \$100*.

**For just \$100,
we will...**

List your business as being a VIRTUAL PARTNER on our Website to let our thousands of followers know of your generosity.

List your company name on the reusable tote bag giveaway, and provide your company with one complimentary tote bag.

Mention your company on our social media posts promoting this event.

You may also register and fundraise at: <https://bit.ly/EFNENYbowl2020>
The company team that raises the most money will receive a trophy (and bragging rights)!

Top 5 Reasons Why You Should Participate in the Epilepsy Foundation's Virtual Bowl to END EPILEPSY:

#5 Bowling alleys have been closed for many weeks and may not reopen by June 1st. It's a great team building opportunity to have your staff engage, while separate from each other, and have a friendly competition! We will be offering fun ways to participate, check our Facebook page (@efneny) for updates.

#4 It's a great excuse to dust off Wii Bowling and remember the game that everyone was talking about back in 2006.

#3 Ugly bowling shoes are not required, and we have **unlimited spots** available!

#2 No one will ever know your true score. This might be your only chance to score a perfect game.

And, the #1 reason why your company should support this event: **The Epilepsy Foundation needs your support to continue our programs and services for people with epilepsy right here in our community during this difficult time!**

*Events all over are being cancelled due to the situation we are in, and we need each other more than ever before. The epilepsy community needs us – and you! Seizures haven't stopped and neither has our fight to END EPILEPSY. Where else can you get this kind of recognition for just \$100? Thank you so much for your consideration!

**Questions? Contact Susan Kaczynski
at skaczynski@epilepsyneny.org**

*Thank you for your support
during these difficult times!*

SPONSORSHIP OPPORTUNITIES

Please choose your level below.
Commitment must be made by June 1st in order to include company name or logo on event tote bag.

- \$2,000 Head Pin Event Sponsor**
 - Company name/logo displayed on fundraising site, on event tote bag, recognition in event marketing materials, agency newsletter, website, and in social media. Up to 25 registered team members will receive an event tote bag.
- \$1,000 King Pin Sponsor**
 - Company name/logo displayed on event tote bag, recognition in event marketing materials, agency newsletter, and in social media. Up to 12 registered team members will receive an event tote bag.
- \$600 Flush Strike Sponsor**
 - Company name/logo displayed on event tote bag, recognition in agency newsletter and social media. Up to 6 registered team members will receive an event tote bag.
- \$300 Perfect Game Sponsor**
 - Company name/logo displayed on event tote bag, recognition in agency newsletter and social media. One complimentary tote bag.
- \$100 Virtual Partner**
 - Name on event tote bag, recognition on agency website and social media. One complimentary tote bag.

NAME _____ TITLE _____

BUSINESS NAME _____
(Please record business name as you wish to be listed on promotional material.)

ADDRESS _____

PHONE _____ FAX _____ EMAIL _____

Please send form via fax (518) 452-1282, email skaczynski@epilepsyneny.org, or mail to EFNENY, 3 Washington Square, Albany, NY 12205.

- Please contact me to pay by credit card
- I have enclosed a check made payable to "Epilepsy Foundation of NENY"
- Please send me an invoice to receive payment

Interested in participating? There is no registration fee to participate; however, we would appreciate your fundraising efforts to support the programs and services we provide to individuals and families affected by epilepsy. Trophy's will be awarded to the top fundraising Individual, Friends and Family Team, and Company Team.

Register and fundraise online at: <https://bit.ly/EFNENYbowl2020>

Questions? Contact Susan at (518) 456-7501 Ext 114 or skaczynski@epilepsyneny.org

2020 Upcoming Events

Sept 13 **Walk to END EPILEPSY**
Saratoga Spa State Park, Columbia Pavilion

Oct 5 **Golf Tournament for Epilepsy**
Wolferts Roost Country Club

Nov 22 **32nd Annual Confections in Chocolate Gala for Hope**
Glen Sanders Mansion

Follow us
on social media!



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@epilepsyfoundationeny



@efneny