

# **Chamber***News*

214 Fair Street Kingston, NY 12401

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# **Hein-Sight Into County Government**

County Executive Addresses Chamber Feb. 22

Ulster County's property tax levy is lower than it was in 2009 and County Executive Mike Hein fears that accomplishment is starting to get passé.

"It shouldn't be passé," Hein said. "It's a tremendous amount of hard work. I'm proud that we've been able to bring fiscal responsibility to county government in a way you simply do not see in governments.

"Do you know another government where property taxes are below what they were in 2009?"

Hein will discuss county property taxes—a popular topic with business leaders—and much more when he appears at the Chamber's monthly breakfast meeting on Feb. 22. The breakfast, scheduled for 7:30-9 a.m. at the Best Western Plus in Kingston, is sponsored by Villa Veritas Foundation Inc.

Under the recently adopted 2018 county budget, the property tax levy—or the amount to be raised from property owners—is \$76.7 million. The levy was \$77 million in 2010.

"There is this perception that government must either cost more money if you want to continue the same services or you have to cut services to stay at the same tax rate," Hein said. "I've never bought into that. I think that is a false perspective.

"The real answer here is you have to be willing to embrace innovation and change. If you are willing to embrace innovation and change and reinvent government regularly, then you have the ability to control costs and provide more services than ever before. That's the part that is a real point of pride for my administration."

Hein also noted that Ulster County's unemployment rate, which was 7.9 percent in 2009 at the height of the economic downturn, was 4.4 percent in December.

Helping out the local economy is a burgeoning film industry, which has received a boost from the state extending a

Continued on page 4



Mike Hein County Executive

February
Breakfast
February 22
7:30-9:00 am
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itself with a holisticbased approach in combination with the 12 Steps.

"The 12 Step Program works because it's an excellent blueprint for life," says Sue Cusack.

"We focus on healing the trauma that led to addiction and help people feel useful in this world. Each day we get out there and give people hope. That was my late husband's best gift—the gift of hope, and we continue his legacy. We feel blessed to be able to do what we love with the ones we love."

Villa Veritas Foundation is a 501c(3) non-profit organization. Contributions are tax deductible to the extent provided by law. Villa Veritas can be contacted by phone at (845) 626-3555 or email at info@villaveritas.org.



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#### **DAILY FREEMAN**

## **UPCOMING CHAMBER EVENTS**

February 22 | 7:30 - 9:00 am

Chamber Breakfast Meeting
Ulster County Executive Mike Hein
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**Sponsor: Villa Veritas Foundation** 

February 27 | 5:00 - 7:00 pm

Mémbership Mixer @ L.A. Kingston

1099 Ulster Avenue | Kingston, NY (Town of Ulster)
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Reservations are required.

**Sponsor: Dutton Architecture** 

March 16 | 7:30 - 9:00 am

St. Patrick's Day Breakfast
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March 26 | 5:00 - 7:00 pm

Membership Mixer @ Keegan Ales

20 Saint James Street | Kingston, NY There is no cost for Members and Prospective Members. Reservations are required.

Sponsor: Ryan & Ryan Insurance

Register for all Events (845) 338-5100 www.UlsterChamber.org

# **Building 1099 Has Bright Future**

## You'll Love LA at Feb. 27 Mixer

The possibilities are endless for an entrepreneur with the vision to make big things happen.

That's why the owners of Building 1099 (LA Kingston) on Ulster Avenue in the town of Ulster are opening up the structure for the Chamber's Feb. 27 Networking Mixer from 5:00–7:00 p.m.

Building owners Arthur and Lillian Nazginov are anxious to show off the longstanding, two-level building, which recently got a thorough makeover by the celebrated team at Dutton Architecture.

They firmly believe that those who come to the Mixer will see its potential as a retail showroom, furniture store, bank, restaurant or medical building.

"This building has a long list of amenities for its use, including energy-efficient lighting, multi-zone HVAC units, sprinklers, passenger-freight elevator and loading docks," said Lillian Nazginov.

"The lower level features a large showroom and storage area that has plenty of room for overstock or seasonal merchandise."

She and her husband bought the building, which formerly housed Brice Discount Beverage, with the intention of opening a furniture store but have since changed their plans.

Lillian and Arthur are from Queens but they maintain a second weekend home in Ulster County. They already operate an established furniture business and slip-covering venture in the city, which has a worldwide following. They initially thought about expanding in Ulster County but decided to re-consider since they already have such busy schedules.

Still, the Nazginovs realize they have a souped-

up treasure and are looking to lease it to a visionary who can see beyond the empty walls.

"My husband is a handy man and is a frequent shopper at Home Depot," Nazginov said. "In 2013, the Brice building, which is situated across the road from Home Depot, closed its doors, and the building was put up for sale.

"We were looking to furniture expand our business by opening a showroom in a busy shopping location. This building is a perfect place as it is located in the heart of multiple nationalbrand retailers and, most importantly, there were no furniture stores in that vicinity."

Shortly after they purchased the building, the Nazginovs hired Scott Dutton and explained their vision to him.

"We wanted to expand the building to maximum square footage yet keep the original building design," she said. "It took time to get it right, but with Scott and his great team, it went smoothly."

Lillian called it a "top-notch" location with 10,556 square feet of prime retail space. To boot, Building 1099 is eco-friendly and sports a distinctive exterior with abundant glass to boost exposure.

Its floating appearance is by design and gives the building contemporary panache, creating a "strong impression" to passersby.

"We want people to see what we have done," she said of the upcoming Mixer. "It's one-of-a-kind!"

"We also want to show everyone what we have done and introduce ourselves to the local community," she said.

"I still think a furniture store would work great there. That would be a great location with great visibility and plenty of parking. We're looking to bring in a tenant who can appreciate what we have done."

The couple have nothing but high praise for Chris Smailer of Dutton Architecture and the others who contributed to the newly renovated building. For more information about Building 1099, go to www.ulsterholdings.com.

Complimentary refreshments will be available at the Feb. 27 Mixer, along with spirits from Miron Wine & Liquors. Steven Miron is graciously opening up additional parking for the event in front of his business in the adjoining Miron Liquor and Wine Plaza.

Chamber mixers are a great way to network and promote your business. Be sure to bring plenty of business cards. This free networking event is open to Chamber members and prospective members. Reservations are a must and can be made by calling the Chamber office at (845) 338-5100 or by registering online at www.ulsterchamber.org.





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# Mike Hein Addresses Chamber on February 22

Continued from page 1

film production tax credit to Ulster and surrounding

Productions that film in Ulster County were already eligible for a 30-percent tax credit for certain expenses. But last year, the state extended an additional 10-percent credit to Ulster and 11 other upstate counties.

"We fought and won a leveling of the playing field and a tax credit being extended for the Hudson Valley," Hein said. "Not only has Ulster County benefitted, but surrounding counties have benefitted as well. It's wonderful when you see an immediate impact."

The Hudson Valley Film Commission announced recently that film production spending in the Hudson Valley was up 300 percent in 2017.

"That has not only impacted local hotels and restaurants, but also moved us in the direction of having actual productions take place locally when it comes to new media production and television series," Hein said. "Those are the kinds of things that create tech-based jobs and construction work as well."

Hein said he will also unveil plans to "impact generational poverty" in Midtown Kingston.

"We're talking about investments in excess of \$11 million in multiple programs," he said. "We're talking about creating access to a better future for many people who have been underserved and underprivileged for an extended period of time."

Hein said he also will discuss the plan to integrate the county's and city of Kingston's bus systems.

Infrastructure improvements will be another breakfast topic, Hein said. The "Building A Better Ulster County" infrastructure program, which has invested \$60 million over the last four years, will dedicate another \$15 million in 2018 to road repaying.

"I'll also be updating the Chamber on the most aggressive capital program the county has ever undertaken," Hein said.

"I don't see it so much as a speech, but rather a discussion with the business community and I really enjoy that," Hein said.

"It's a wonderful opportunity for people to get great insight into what's going on in their government that has a direct impact on them. I've always firmly believed that what goes on in local government has the most direct impact on our citizens' day-to-day lives."

Hein, a Democrat, was elected Ulster County's first executive in November 2008 after residents voted to change the county form of government. He formerly served as county administrator and also worked in the county treasurer's office.

Chamber breakfast programs are a great way to network with other local business leaders and stay on top of current events. Pre-registration is strongly encouraged. For more information or to register, call the Chamber at (845) 338-5100 or go online at www.ulsterchamber.org.



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# **Agency Losing Longtime Director**

## Cornell Cooperative, Chamber Go Way Back

Lydia Reidy has been Executive Director of Cornell Cooperative Extension of Ulster County for 28 years and has worked for the organization for 42, but that all came to an end last month.

"It's been quite the run." Reidy said. "I'll probably remain involved in some ways. I have grandchildren that are now involved in the 4-H youth development program, so I'll make sure I help them out.

"If the organization needs me to help out in some way, I'll fit that into my busy retired schedule."

Reidy stepped down at the end of January. Her successor, Jared Buono, has already been on the job since the first of the year and assumed the position of Executive Director February 1st.

Cornell Cooperative Extension of Ulster County was formed in 1913 and people may not know the history it shares with the Chamber.

"The Ulster Chamber of Commerce was a major sponsor in getting Cornell Cooperative Extension going in Ulster County and we've been cooperating ever Island. since," Reidy said.

Today, Cornell Cooperative Extension offers resources, tools and education through the following program areas: agriculture, horticulture, 4-H vouth development, healthy communities and the Ashokan Watershed Stream Management Program.

"We are part of Cornell and the land grant system through the country," Reidy said. "We have access to research that's being done in any of those land grants.

"Agriculture is big business in Ulster County and has been since its inception. I think we play a large part in making sure that the production and cultural practices that are being researched are translated back to our growers."

Reidy said people would be surprised at the amazing amount of agriculture here.

"At least 10 percent of all the land in Ulster County is involved in active agriculture," she said, "and we're a big county, bigger than the state of Rhode

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"That provides somewhat of a challenge sometimes in being able to provide the expertise that you need in all the different commodities "

Apples—an important agricultural staple for the entire state—are the largest and most popular commodity grown here.

"There's definitely a need for the apples that we grow here in lots of different ways," Reidy said, "There has been a burgeoning market for cider and hard cider lately.

Reidy said vegetables, most notably sweet corn, are the most popular commodity after apples.

"We also have a lot of interest in organic and we provide a lot of help in that for growers who are interested in growing crops organically," she said.

Ulster County was once home to an abundance of dairy farms, but there was a buyout in the 1970s, Reidy said.

"Most of our dairy farms left," she said. "We have about five active milking dairy



Lvdia Reidv

farms left, but a lot of that land was perfect for raising livestock so there has been a lot of interest in the last 10 years of more folks getting involved in poultry, swine sheep and goats. We have quite a few beef cattle in the county.

"These are things people might not see in their travels unless they're looking

Continued on page 7

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#### 6

## More Than the Best Darn Milk Around

## Stewart's Evolves, Makes Improvements

The roots of your local Stewart's Shop are in ice cream, but the nearly 100-year-old company has evolved over time to meet the changing needs of its customers.

"Each decade our approach has broadened—adding gas, milk, coffee and other beverages," says Maria D'Amelia, the company's public relations specialist. "Now much of the company growth can be attributed to the increased demand for easy food to grab on the go."

D'Amelia said to make the latest changes, Stewart's has made investments in building, replacing and remodeling its shops.

"Our 2016 and 2017 construction seasons each tallied \$50 million," she said.

In 2017, D'Amelia said Stewart's built two new shops, 12 replacement shops and completed 30 major remodels.

"The new, larger shops allow for a better flow inside, to improve the customer's shopping experience," D'Amelia said. "The added space also allows us to expand our food service options. "Easy food options are fueling many of these projects throughout the company as we evolve to meet the needs of our customers' busy lifestyles. They're looking for quick, quality foods they can easily grab throughout the day."

One of those projects was at 1872 Ulster Ave. in Lake Katrine, where a new shop was built to replace a previous building.

This larger store features all of the favorite Stewart's products, along with freshly made pizza (pie and by the slice), made-to-order subs, a walk-in cooler called a "beer cave," plus plenty of seating, expanded parking and fuel service.

In honor of this shop's opening, Stewart's made a \$1,000 donation to E.R. Crosby Elementary School in Lake Katrine.

D'Amelia said the Chamber has held grand-opening ribbon-cuttings for Stewart's, while connecting the company to events and serving as a resource.

"The Chamber enhances our support of the communities, as we strive to give back," she said.

The company has been around for quite some time.

In 1921, brothers Percy W. and Charles V. Dake began making Dake's Delicious Ice Cream at a farm in Greenfield, N.Y.

In 1945, the brothers purchased a dairy and ice cream business from Don Stewart (hence the origin of the name Stewart's Shops).

At the front of the dairy plant was a small store that became the first Stewart's Ice Cream Shop.

The company takes pride in offering customers fresh and local products, particularly milk and ice cream.

Stewart's milk is produced by 30 local

dairy farms from Saratoga, Rensselaer and Washington counties—all located close to the Stewart's dairy in Greenfield, where it's bottled.

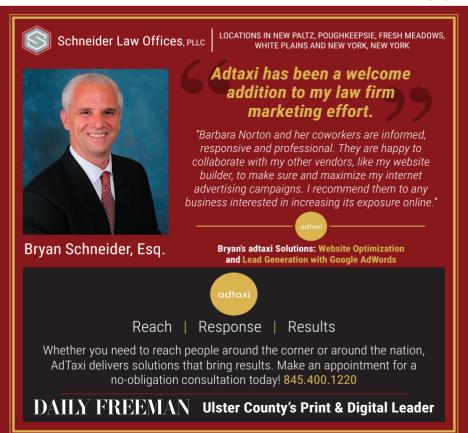
Stewart's trucks then deliver that milk to the shops—all within 48 hours of leaving the farm.

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# **Agency Losing Longtime Director**

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pretty closely, but there is a lot of really interesting work going on in being able to provide food locally for people working in restaurants and that kind of thing."

Reidy said the Buy Local movement championed by the Chamber—along with people wanting to know where their food is grown, has been a boon for Ulster

"If you're interested in that kind of thing, this is a great county to live in because we have a lot of agriculture and we can provide that," she said. "The rise of farmers markets over the years has been really amazing and the response from the local population to those has been great.

"We also have a lot of farmers who have markets in New York City."

Reidy said taxes make the cost of doing business high for New York farmers and locals should support them.

"That's why you really want to support vour local farmers and make sure they stay in business and are profitable. We want them to stay here and provide those wonderful crops for us," she said.

"We have been able to keep a lot of the land in agriculture. We have several communities that want to make sure they don't lose that rural character."

Yet another Cornell Cooperative Extension program (check out www. ulster.cce.cornell.edu for a complete

#### **MEMBER PROFILE**

"It's been quite the run. I'll probably remain involved in some way. I have grandchildren that are now involved in the 4-H vouth development program, so I'll make sure I help them out."

– Lvdia Reidv

list) offers nutrition education for the low income, including advice on canning and freezing foods.

"It's stuff that we always used to do and we kind of got away from and now we're finding there's a need for it again," she

Cornell Cooperative Extension of Ulster County, located at 232 Plaza Road in the Kingston Plaza, can be reached at (845) 340-3990 or www.ulster. cce.cornell.edu.

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# Stewart's Evolves, Makes Improvements

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The company's commitment to freshness has gotten widespread notice. Stewart's has earned New York State's Best Milk distinction, which was awarded by Cornell University's Department of Food Science.

It was selected based on samples of whole milk, 2 percent. 1 percent and fat-free milk. The milk was scored on a variety of criteria, including best flavor.

Stewart's crews often say that the only way to get fresher milk is to buy one's own cow.

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Of course, that prize-winning milk is used to make Stewart's ice cream, which comes in a variety of flavors in half-gallons or by the cone at the counter.

The company's dairy, ice cream plant and warehouse cover more than 5 acres just outside Saratoga Springs.

"This is where we make our high-quality products, including fresh milk, ice cream, refresher drinks and juices, and also where our Stewart's kitchen is located," D'Amelia said.

The facility expanded recently to produce several varieties of hot foods such as chili, macaroni and cheese, soups and meatballs.

Entrees like chicken Alfredo, penne marinara and meatloaf with mashed potatoes can be purchased frozen, refrigerated or hot and ready.

"We're also making chef and chicken Caesar salads, deli salads and yogurt and pudding parfaits," she said.

"We manufacture and distribute 75 percent of what we sell. The partners in our shops are better able to support our customers, thanks to the support they receive from the plant and distribution center."

Aside from the products, it is the people who make Stewart's Shops a trusted place in the neighborhood to pick up a loaf of bread or doughnut and coffee on-the-go.

At a time when other businesses are automating jobs by replacing people with ATMs and self-checkouts, and where online purchasing is growing, D'Amelia said Stewart's remains focused on its employees.

They are called "partners" because they own nearly 40 percent of the company through a profit-sharing plan.

"Ownership and job stability have enhanced the

uniquely pleasant atmosphere in our shops," she said.

"The friendly atmosphere we have in our shop provides a comfortable way for our customers to communicate with us.

"They are sharing their likes, dislikes, product requestsyou name it. We also engage with our customers through our presence on social media, and with our customer service department."

On top of everything, Stewart's is committed to giving back to the communities that support the 70 shops in upstate.

The company donates \$2.5 million a year to local charities, including the Holiday Match program, and that doesn't even include the family foundations, according to D'Amelia.

"This is a team effort between the shops and our customers, as we match their donations (usually spare change) penny for penny," she said. "There are no administrative costs. It's amazing to see how that change

"We are not just a business. We are your neighbor. At Stewart's Shops we say, 'We're closer to you,' and that carries many meanings. It's proximity, convenience, our products and services, our people—and it's our contribution back to the communities where our shops are located."

Stewart's Shops Corp., with several area locations, can be reached at P.O. Box 435, Saratoga Springs, NY 12866. You can also call (518) 581-1201 or go to www. stewartsshops.com.

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Kaira Grundig - Managing Partner

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## WOMEN'S WOODSTOCK CYCLING GRAND PRIX

223 Smith Avenue Kingston, NY 12401 www.womenswoodstockcvcling.com (845) 612-1672

Martin Bruhn - Race Director Category: Sporting Events

Description: A women's-only bicycle race highlighting

women's athleticism.

For information on **Chamber Membership** email Carol Ricken at Carol@UlsterChamber.org

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Francis P. Flynn, CPA Stewart's Shops

#### 15 Years

Bell's Christmas Trees Kingston Library **RUPCO** 

William J. Jacobs Fund Management

#### 10 Years

Blue Mountain Bistro-to-Go The Green Janitor Spencer Daniels Agency, Inc.

#### **5 Years**

**Eight Point Contracting** Global Dwelling

## **These Members Have Renewed**

**DeLucas Management Resources** 

Diamond Mills Hotel & Tayern

**Emergency One Urgent Care &** 

Dietz Stadium Diner

Diagnostic Center

Emery & Webb, Inc.

Fureka!

**Esopus Business Alliance** 

**Excelsior Wood Products** 

**Expert Cleaning Service** 

Farmers Insurance - New York Life

Family Of Woodstock

A-All-Phase Flectric ABC Fuels, Inc. Academy General Insurance Agency Access Physical Therapy & Wellness Adirondack Trailways/Pine Hill Trailways/New York Trailways Advantage Modular Homes **AGS Deliveries LLC** Allium Technology Group, Inc. Allspace Storage-Lake Katrine Always There American Red Cross of the Mid-**Hudson Valley** Americas Best Value Inn Ametek Rotron Andrade Architecture PLLC Aristeia Metro, Inc. Ashokan Center, Inc. **Bell Copiers** Belleayre Mountain Ski Center Belleayre Region Lodging and **Tourism Association** Bell's Christmas Trees Benefit Counseling Associates Blue Mountain Bistro-to-Go Boiceville Pharmacy Inc. **Bradley Farrier Service** Bri-Er Pet & Feed Caterino's Hairstyling Catskill Animal Sanctuary

Brian Hommel Home Improvement, LLC Catskill Hudson Bank Catskill Interpretive Center Ceres Technologies, Inc. Circle of Friends for the Dying Club Pet Collier Construction LLC Concert Ideas, Inc. Cornell Cooperative Extension of Ulster Co. Cornerstone Services, Inc. Crested Hen Farms

Brokerage Company

DeForest Group, Inc.

Insurance Fox Oldies 98.9/94.5FM (WGNY-FM) Francis P. Flynn, CPA Frank Guido's Little Italy Global Dwelling Grist Mill Real Estate Herzog Law Firm PC Herzog's Home & Paint Centers Hoffman House Restaurant Hokkaido Japanese Restaurant Honor's Haven Resort & Spa **Hudson Solar Hudson Valley Foot Associates Hudson Valley Senior Residence** ImmuneSchein, LLC Inland Lamp, LLC **Interstate Battery** Iron Mountain J & C's Fine Furniture Repairs & Refinishing J&J Tree Works, Inc. James Lyman Reynolds, Architect PC JBT John Bean Technologies Corp. Jewish Federation of Ulster County, Inc. School **Architects** Cushman & Wakefield/Pyramid Keegan Ales, LLC Kenco, the Work and Play Outfitter

John A. Coleman Catholic High Jordan Trading, Inc. Joseph Hurwitz & Associates -Kathleen H. Dittus, Esq.

Kingston Library Kingston Risk Management Kingston Wok Kingston-Ulster Commerce Park Laborers' Int. Union of N.A. Local No. 17 Lawn Doctor of Ulster & N.W.

**Dutchess Counties** Madison Square Design Metroland Business Machines Inc. Michael DeWan Appraisal & **Associates** 

Miles of Hope Breast Cancer Foundation Miller/Howard Investments Inc. Minnewaska Distance Swimmers Association (MDSA)

MNTM Engineering-Land Surveying Moss Photo Greeting Cards National Business Technologies, LLC **New Visions** Night Owl Productions Inc.

Regional Office) Orthopedic Associates of Dutchess County PJL Construction Inc.

NYS United Teachers (Mid Hudson

Paychex PEOPLE, Inc. Petro Home Services Prism Solar Technologies, Inc.

Paper House Productions

Patel's Kingston Lanes

Redeemer Broadcasting, Inc. Reginato Ristorante

Rennia Engineering Design, PLLC Romeo Kia of Kingston

Rose and Kiernan, Inc. **RUPCO** 

Rondout Inn

Ryan & Ryan Insurance Brokers, Inc.

Saugerties United Methodist Church Saugerties/Woodstock KOA

Saunderskill Farms

Schwartz's Inn Shawangunk Building Corp. Shawangunk Journal

Sickler, Torchia, Allen & Churchill, CPA's, PC

Simpson-Gaus Funeral Home Spencer Daniels Agency, Inc. Stainless Steel Welding Service Steamco Carpet Cleaning

Stewart's Shops Storage 28 LLC Tech Smiths Technical Services

The Chateau The Forsyth B&B The Green Janitor, Inc.

The Lazy Swan Golf & Country Club Village The Perfect Blend Yarn & Tea Shop

The Reis Group The Saugerties Stallions The Tender Land Home

The Trataros Law Firm, PLLC Tim Hurley, Realtor

Town of Hurley Town of Saugerties Town of Ulster Trast & Gyenes, Inc.

**Ulster BOCES** Ulster County Board Of REALTORS

Ulster County Clerk Ulster Publishing Co. Inc. Ulster Uniform Service Inc.

Valley Courier & Delivery Service Verizon

Veronica L. Kugelman, CPE,

Electrologist Village of Saugerties

WAMC 90.9 Northeast Public Radio

Wiedy Furniture Center

William J. Jacobs Fund Management

Williams Lumber & Home Centers WineRacks.com, Inc.

Woodstock Day School YMCA of Kingston and Ulster County

Scanlon's Cleaners YWCA Ulster County



January 17, 2018
MAC Fitness
Kingston Plaza
338 Plaza Road,
Kingston, NY





Our Mixer Host, MAC Fitness - Holly Snow, Owner (C), with staff.



Our Mixer Sponsor, The Bank of Greene County, including President & CEO Don Gibson (sixth from Left), and staff.



Brigitte Dupre (Hudson Valley Foundation for Youth Health), Ruth Stratton (Fidelis Care), Pamela Schatzel (The Arc of Ulster-Greene).



Wendy Dugan (Mid-Hudson Valley Federal Credit Union), Debbie Zibella (MAC Fitness), Michael Campbell (Mid-Hudson Valley Federal Credit Union).



Shelley Green, Donna Rosenberg (both with Hurley Veterinary Hospital), Lynda and Patrick O'Reilly (both with the City of Kingston).



Tiffany Janasiewicz, Tanya Garraghan (both with MAC Fitness).