

# Delgado Addresses Chamber This Month

## *New Congressman Lands Key Committee Assignments*

New U.S. Rep. Antonio Delgado has landed three important committee assignments in the House, including one dealing with small business, as he prepares to address the Ulster Chamber's monthly breakfast meeting on Feb. 21.

Delgado was originally scheduled to speak at the January Chamber breakfast, but the Rhinebeck Democrat had to cancel because of his duties in Washington, D.C. Outgoing Ulster County Executive Mike Hein, who was slated to speak in February, agreed to swap months with Delgado.

The breakfast, scheduled for 7:30-9 a.m. at the Best Western Plus in Kingston, is sponsored by the Alzheimer's Association, Hudson Valley Region.

Delgado, despite a partial government shutdown that began last December before he officially began his two-year term, has been a busy man since taking the oath of office in early January. He announced last month that he had asked the House to withhold his pay as long as the shutdown continues.

*Continued on page 5*



**February  
 Breakfast  
 February 21  
 7:30-9:00 am  
 BEST WESTERN PLUS  
 503 Washington Ave.  
 Kingston, NY**

*Sponsor:*

**alzheimer's  
 association**

## The February Breakfast Sponsor is the Alzheimer's Association

The Alzheimer's Association was founded in 1980 by a group of family caregivers and individuals who recognized the need for an organization that would unite caregivers, provide support to those facing Alzheimer's and advance research into the disease. Today the Association reaches millions of people affected by Alzheimer's and other dementias. We are the leading voluntary health organization in Alzheimer's care, support and research.

The Alzheimer's Association Hudson Valley Chapter provides support and assistance to the

communities of Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester counties in New York. As a part of the National Alzheimer's Association, the Chapter is committed to carrying out the association's mission at the local level.

The vision of the Association is a world without Alzheimer's disease. Our mission is to eliminate Alzheimer's disease through the advancement of research; to provide and enhance



care and support for all affected; and to reduce the risk of dementia through the promotion of brain health. Our core values are forged by our commitment to the highest ethical standards and drive our priorities, commitments and organizational decisions. Our reputation is the ultimate asset, and these core values guide our behaviors, judgements and how we accomplish our mission: Integrity – We assure and maintain trans-

parency in our relationships with each other and with our various constituencies. Commitment to Excellence – We lead through innovation, maximize technology to its fullest and relentlessly increase our knowledge. Inclusiveness – We operate in a spirit of inclusiveness by providing opportunities and forums for our many stakeholders to be represented and heard across activities throughout the Association. Diversity- We vigorously encourage and welcome the power of diversity, especially those

*Continued on page 5*

PRSR STD  
 U.S. POSTAGE  
 PAID  
 KINGSTON, NY  
 12401  
 PERMIT #39





# Ulster County Regional Chamber of Commerce

214 Fair Street  
Kingston, NY 12401  
845.338.5100  
Fax 845.338.0968  
www.UlsterChamber.org • info@UlsterChamber.org

### CHAMBER BOARD OF DIRECTORS & OFFICERS

David Gagnon – CHAIRMAN OF THE BOARD ..... Gagnon & Associates CPA's  
John Burlingham – CHAIR ELECT ..... American Solutions for Business  
Crystal Jacob – TREASURER ..... Ulster Savings Bank  
Kevin Quilty – SECRETARY ..... Community Foundation of Ulster County  
Donald Verity – IMMEDIATE PAST CHAIR ..... Pamal Broadcasting WBPM  
Christopher Bowers ..... The Reis Group  
Thomas Cole ..... UnitedHealthcare  
Jess Davis ..... Unwind Boutique Nail Spa  
Fran DePetrillo-Savoca ..... Ulster County Tourism  
Brienne Ebel ..... Diamond Mills Hotel & Tavern/HITS  
Jeremy Ellenbogen ..... Ellenbogen Group, Inc.  
Miriam Gibbons ..... PuroClean Professional Restoration  
Brian Ginty ..... Hudson Valley Financial Services  
Justin Goldman ..... Bank of Greene County  
Debra Harris ..... Best Western Plus  
Timothy D. Hayes ..... Central Hudson Gas & Electric  
Michael Paesano ..... Adams Fairacre Farms  
Alan Roberts ..... SUNY Ulster  
Marjorie Rovereto ..... Rondout Savings Bank  
Anthony J. Troccia ..... Ulster Savings Bank  
Eugene Waterbury ..... Begnal Motors

### STAFF

Ward D. Todd ..... President  
Robert Hirsch ..... Director of Business Services and Communication  
Carol Ricken ..... Director of Membership  
Valerie Walsh ..... Office Manager  
Allison Costanzo ..... Administrative Assistant & Graphic Design  
Ingrid Kulick ..... Executive Director Chamber Foundation  
Alecia DeCicco ..... Administrative Assistant  
Cindy O'Connor ..... Bookkeeper  
Robert Mitchell ..... Chamber News Editor

### CHAMBER FOUNDATION BOARD OF DIRECTORS & OFFICERS

Kristin Backhaus, Ph.D. – CHAIRMAN ..... SUNY New Paltz  
Peter Carr – VICE CHAIRMAN ..... HV Insurance Agency  
Ryan Occhino – TREASURER ..... Ulster Savings Bank  
Harris Safier – SECRETARY ..... Berkshire Hathaway HomeServices  
David Gagnon – CHAMBER CHAIRMAN OF THE BOARD ..... Gagnon & Associates CPA's  
Ingrid Kulick ..... Executive Director  
Ward D. Todd ..... President  
Nancy Clark, P.E. ..... KC Engineering and Land Surveying, PC  
Tara Dickett ..... M & T Bank  
John Eickman ..... HITS Endurance  
Michael Janasiewicz ..... Ulster Savings Bank  
Paul Kesick ..... Marshall & Sterling Insurance  
Eileen Larocca ..... Arconic Fastening Systems  
Su Marcy ..... United Way of Ulster County  
Laurie Morris ..... UnitedHealthcare  
Leslie Sewell ..... Rondout Savings Bank  
Kate Waage ..... MVP Health Care

## ChamberNews

The official publication of the  
Ulster County Regional Chamber of Commerce  
is a special advertising supplement to the **Daily Freeman**

79 Hurley Avenue, Kingston, NY 12401 – A Digital First Media publication

Kevin Corrado, Publisher  
Tim Tergeoglou, Advertising Director  
Michele Sisco-Martin, Graphic Designer

To advertise, please call (845) 331-5000. To subscribe, please call (888) 699-7699

**DAILY FREEMAN**

# UPCOMING CHAMBER EVENTS

**February 7 | 9:00 - 10:30 am**

## Business Card Exchange Courtyard by Marriott

Conference Center | 500 Frank Sottile Blvd. | Kingston, NY  
There is no cost for Members to attend.  
Reservations are required.

**Sponsor: Hudson Valley Federal Credit Union**

**February 13 | 5:00 - 7:00 pm**

## Networking Mixer @ Mariner's Harbor

1 Broadway | Kingston, NY  
There is no cost for Members and Prospective Members.  
Reservations are required.

**Sponsor: Mid-Hudson Valley Federal Credit Union**

**February 21 | 7:30 - 9:00 am**

## Chamber Breakfast Meeting U.S. Congressman Antonio Delgado BEST WESTERN PLUS

503 Washington Avenue | Kingston, NY  
\$25 Members-Advanced Pay • \$30 Members-At The Door  
\$35 Non-Members

**Sponsor: Alzheimer's Association Hudson Valley Chapter**

**March 7 | 5:00 - 7:00 pm**

## Networking Mixer @ Adams Fairacre Farms Spring Lawn & Garden Show Preview

1560 Ulster Avenue | Kingston, NY  
There is no cost for Members and Prospective Members.  
Reservations are required.

**Sponsor: Adams Fairacre Farms**

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

# Mariner's Will Be Hot Spot At February Mixer

To locals and visitors alike, there's nothing that compares with the scenic beauty of the Rondout Waterfront, regardless of the time of year. And there's no better place to view the waterfront than from Mariner's Harbor at the foot of Broadway.

This time of year, inside Mariner's Harbor, the fireplace is blazing and the restaurant's wintertime specials entice diners to visit for lunch and dinner Wednesday through Sunday.

"I actually think it is a great time to visit the area because it is less hectic, and we are offering a great three-course menu that starts at only \$20.19," said owner Sal Guido.

What's more, Guido is busy planning for the Chamber's next Networking Mixer from 5-7 p.m. on Feb. 13, which is, of course, Valentine's Eve. The sponsor is Mid-Hudson Valley Federal Credit Union.

Guido said he will offer some delicious morsels that will be rolled out for the 2019 season and make full use of the restaurant at 1 Broadway in Kingston, a historic building that formerly housed the Daily Freeman newspaper.

"Because it's the night before Valentine's Day, we'll have a bit of that theme," Guido said. "February is a good time to start getting the Rondout in people's minds, so over the next month or so, we'll be making some changes to the restaurant and adding some new items on the menu."

The cousin of Mariner's Harbor founder Frank Guido said he also is working to bring live entertainment to the Mixer.

"We'll even make use of the glass-enclosed porch. We're going to offer up our entire restaurant for this Mixer," Guido said.

Mariner's Harbor, one of the first new restaurants to relocate to the Kingston waterfront in 2001, is largely credited for reviving the historic Rondout district.

Frank Guido opened the original Mariner's in Highland

in 1981 and put it on the national map. Known for its fresh seafood and signature lobster trucked in regularly from Maine, Mariner's hit it big and attracted countless celebrities over the decades, including Frank Sinatra, who once handed out \$50 bills to the staff.

The latest incarnation of Mariner's continues that same great tradition and still lures famous people. Last summer, actress Uma Thurman stopped by for dinner. Saugerties' favorite son, Jimmy Fallon of "The Tonight Show," and world-famous Chef Eric Ripert, who owns La Bernadine in New York City, also dropped by to dine.

Guido said while he is always happy to see celebrities, he makes it a point to make everyone feel special.

"One thing we do honestly is to treat all our patrons like celebrities," he said. "It makes no difference to us if they're famous or not."

That's why he's going all-out for his fellow Chamber members at the Mixer. The restaurant features two full bars to cater to all the expected guests, and the new food will be a focal point.

"We're not going to reinvent the wheel, but we just like to put a fresh spin on things. We always like to introduce some new additions to the menu, so we'll be showcasing some of those."

February also is the time Guido will be bringing weekly entertainment back to Mariner's—something he said was enormously successful last year.

"It was a great season for us, and the thing that I'm optimistic about is that it wasn't even great weather-wise. We're very optimistic about the area in general," he said. "Kingstonians have always known what we have here, but we're seeing more and more travel visitors who realize what a great area this is. The future looks bright for Kingston in all three districts."

For more information on Mariner's specials this winter or for reservations, call (845) 340-8051 or go to [marinersharbor.com](http://marinersharbor.com).

*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](http://www.ulsterchamber.org).*

## Mixer

Wednesday, Feb. 13, 5-7 pm

Mariner's Harbor

1 Broadway, Kingston, NY

Sponsored by:



**FASTSIGNS**  
More than fast. More than signs.™

- Interior/Exterior Signage •
- Vehicle Wraps & Graphics •
- ADA & Wayfinding Solutions •
- Window & Wall Graphics •
- Carved/Routed Signs •
- Sign Maintenance •

Kingston 845-331-5800  
Wappingers Falls 845-298-5600

[www.fastsigns.com](http://www.fastsigns.com)

YOUR VISUAL  
COMMUNICATIONS PARTNER.



# Kingston Nissan Will Get You Driving

## Where Employees, Customers Are Family

We live in a time when you can buy a car internationally over the Internet. Tom Gordon, one of the owners of Kingston Nissan, knows that reality all too well.

“One of the statements I make in our sales meetings is for us to look at ourselves and say, ‘What makes us different from everybody else? What would make somebody want to buy here rather than all of the options that are out there? There are a lot of good products out there. What would make us stand out?’ Basically, it’s service,” says Gordon, who voices many of his company’s radio ads.

“It’s product knowledge, it’s service and it’s attention to detail. That’s what makes us successful.”

No matter what kind of car you’re in the market for, chances are you can find it at Kingston Nissan, just off the Thruway on state Route 28 in Kingston.

Jennie Brown, the owner loyalty manager at Kingston Nissan, said the dealership “offers something for everybody,” including

a full line of new Nissans such as the popular Versa.

“It’s a very inexpensive car,” she said. “It’s a reliable car. It’ll get you from A to B, but Nissan also has its luxury line. They have the Maxima, the Murano, the Armada. There’s something from the bottom to the top and anywhere in between. We have a vehicle that will usually suit just about anybody.

“We also have a pretty big selection of used vehicles.”

Kingston Nissan sits amid a cluster of car dealerships on Route 28, including fellow Chamber members Begnal Motors and Romeo Ford of Kingston.

“I think everyone over here kind of has something different to offer vehicle-wise,” Brown says. “I think it helps us when it comes to used cars. Everyone over here is in a good spot right off the Thruway.”

Gordon couldn’t agree more that the more shoppers the better.

“We want to bring buyers to our area,” he said. “We’ll get our share of them, plus some more because of our service experience, but if we don’t get people to our area, we won’t get those sales.

“We do a lot of advertising and we try to make it real and down-to-earth and honest and one of my messages is to buy local. It’s probably the most important thing we can do for our community and having more dealers around us just makes people shop more dealers. It’s like McDonald’s and Burger King being across the street from each other and that’s good for both because people are coming to that area for that reason.”

The current dealership team of Gordan, Richard Gaillard and Anthony Defini took over in 2001.

“All three of them had previous auto experience and moved their way up the ranks,” Brown said.

Today, the dealership offers sales, service, a body shop and detailing. There are 14 salespeople on staff to help you find the perfect ride.



The owners have also made being a staple of the Kingston community an important part of the business, Brown said.

“We do try to involve ourselves in the community as much as possible,” Brown said. “The surrounding community is important to us because we have about 75 employees and for the most part they’re all locals. About 60 percent of them have been with us a long time, so we try to keep it close to home and keep it like family.

“We always do whatever it’s going to take to make a customer happy. We pick up cars for service. For sales, we can deliver cars and pick people up. We just try to make everyone’s life a little bit easier. We know that buying a car is kind of stressful.”

Brown said Kingston Nissan also works with buyers on credit acceptance by offering “guaranteed financing.”

“We have one lender who is willing to deal with all kinds of credit situations,” she said. “You do have to be able to prove that you have a job. They basically look at your ability to pay and not your past credit history.”

Kingston Nissan has more than 500 cars in its inventory and about 60-70 in the guaranteed credit category. Having that large of an inventory is crucial, Gordon said.

“Everybody’s been in a position where they’ve had hard times and things have happened,” Gordon said. “We understand that. What sets us apart in that part of the business is we have an inventory of cars that are affordable and good cars that we put through our shop ... and they get people by until they can improve their credit and go to a conventional-type loan.

“If you don’t have a good inventory of cars to be able to supply people with, it’s all for naught. We have a good selection in all price ranges.”

Kingston Nissan is also known for operating the Ozzie Fund, which benefits five local no-kill animal shelters. The dealership also accepts donations and food a few times a year.

Ozzie was the name of the bulldog who once served as the dealership’s mascot before he passed away.

“He was a name here and everyone would kind of ask where he was,” Brown said. “We tried to do something in his memory and help out as well.”

*Kingston Nissan, located at 140 Route 28 in Kingston, can be reached at (845) 338-3100 or [www.kingstonnissan.net](http://www.kingstonnissan.net).*

Protect your business  
through a local agency – **US!**

Our **convenient** and **independent** insurance agency offers a full range of insurance services. We have access to top carriers to give you the **best choices** and **competitive options**. Our insurance products include:

- Commercial Auto
  - Disability
  - Liability
  - Property
  - Umbrella
  - Workers’ Compensation
- ... and much more!

**Ulster Insurance**  
SERVICES, INC.

located at **ULSTER SAVINGS BANK** MEMBER FDIC

Locations throughout the Hudson Valley  
[ulstersavings.com](http://ulstersavings.com) • (845) 338-6000



# Delgado Makes Solo Breakfast Debut Feb. 21

*Continued from page 1*

Meanwhile, the freshman congressman was appointed to the following House committees: Small Business; Agriculture; and Transportation and Infrastructure. The Small Business Committee assignment is considered a huge plum given that the 19<sup>th</sup> Congressional District is home to more than 27,000 small businesses.

"I look forward to advocating on behalf of the small businesses in our district as a member of this committee," Delgado said. "From simplifying bureaucracy for business owners to ensuring that they have access to federal loans and resources, serving as a member of this committee will allow me to help the small businesses that are vital to our local economy in Upstate New York."

Delgado's appointment to the Agriculture Committee is another plus given the 19<sup>th</sup> Congressional District's numerous farms and the agribusiness that makes up a significant chunk of Ulster County's economy.

"From Day One I've said I want to focus on the priorities of our district, and these committee assignments will give me the ability to do that every day in Congress," Delgado said. "As a member of these committees, I can advocate for key issues ranging from supporting our farmers to expanding rural broadband to improving our water infrastructure. I look forward to working with my colleagues on both sides of the aisle to make advancements that will have a real impact on families, farmers, and businesses in Upstate New York."

## February Breakfast Sponsor

*Continued from page 1*

who have been underserved or under-represented. Consumer Focus- We seek to understand, learn from and meet the needs of individuals with Alzheimer's disease, their families and caregivers. Accountability- We keep our commitments and make measurable progress to achieve our mission.

Alzheimer's disease is a global crisis with a significant local impact. Alzheimer's is the 6<sup>th</sup> leading cause of death in the United States. 1 in 3 seniors dies with Alzheimer's or another dementia. It kills more than breast and prostate cancer combined. Every 65 seconds someone in the United States develops the disease. 5.7 million Americans are living with Alzheimer's. By 2050, this number is projected to rise to nearly 14 million. The cost of Alzheimer's and Dementia are detrimental. In 2018,

Delgado also recently introduced his first bill in the 116<sup>th</sup> Congress, the Service-Disabled Veterans Small Business Continuation Act. The legislation would provide the surviving spouse of a service-disabled veteran with federal contracting preference as a Service-Disabled Veteran Owned Small Business with the Department of Veterans Affairs (VA) and the Small Business Administration (SBA).

"With veterans and their families sacrificing so much for our rights and freedoms, it is our solemn obligation as a nation to ensure their health and well-being," Delgado said. "I am proud that the first bill I am introducing as a Member of Congress will help veteran families by extending additional benefits to the surviving spouses of deceased veterans across the country, including at home in Upstate New York."

Delgado also recently backed the bipartisan Disability Integration Act, which expands upon the 1990 Americans with Disabilities Act. The legislation would support Americans with disabilities by increasing their options for independent, in-home care.

"Americans with disabilities have a constitutional right to live independently, but too often, those who can live on their own with accommodations are pushed to nursing homes or other institutions when that is not necessary or preferred," said Rep. Delgado. "I'm glad to join my colleagues on both sides of the aisle to expand the groundbreaking Americans with Disabilities Act so we can better support folks with disabilities in Upstate New York and across the country."

Alzheimer's and other dementia's cost the nation \$277 Billion dollars. By 2050, these cost could rise as high as \$1.1 Trillion dollars.

Locally in the Hudson Valley approximately 40,000 residents live with Alzheimer's or a related disorder. The Hudson Valley Chapter of the Alzheimer's Association supported more than 5,200 residents in 2018. With continued outreach to these communities, we ask everyone who needs help to connect with us. We offer a wide range of local free services and resources, including educational programs, local support groups, and social programs for those living with the disease and their families. Programs include care consultations, educational and training programs for families, memory cafes, wellness retreats, and music socials. In addition to our local programs there is information available 24/7 at ALZ.org or by calling 800-272-3900.

Delgado, who won a seven-person primary to get the Democratic Party's nomination last fall, is an attorney and former Rhodes scholar. He defeated first-term incumbent U.S. Rep. John Faso, R-Kinderhook, in the general election to win the 19<sup>th</sup> Congressional District seat.

The 19<sup>th</sup> Congressional District includes all of Ulster, Greene, Columbia, Sullivan, Delaware, Schoharie and Otsego counties and parts of Dutchess, Rensselaer, Montgomery and Broome counties.

*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](http://www.ulsterchamber.org).*

**Business Owners**

**KEEP MORE OF Your money!**

Get a **FREE** analysis of your credit card processing fees

Visit: [RondoutBank.com/CreditCard](http://RondoutBank.com/CreditCard)

**RONDOUT SAVINGS BANK**

Member FDIC

(845) 331-0073

[www.RondoutBank.com](http://www.RondoutBank.com)

Kingston • West Hurley • Hyde Park

**While You're Working... We're Working for YOU!**

**Our Annual Chamber Directory lists every member in print and online, alphabetically and by category, so your customers can find you!**

*Invest in Yourself, Your Business, Your Community*

**Become a Member of the Ulster County Regional Chamber of Commerce**

# Ryan & Ryan A 'Main Street Insurance Agency'

## Company Has Local Touch, 60 Years in the Business



If you're looking for a local company that's been around a while to handle your insurance needs, Ryan & Ryan Insurance Brokers Inc. is one with a long and rich local heritage.

Robert J. Ryan got things started when he bought the Duffy Agency in Rosendale in December 1958 and went into the insurance business. He moved to Green Street in Kingston in 1966 and was joined by his son, Bob Ryan, in 1985.

Bob Ryan eventually sold the business to Ulster Savings Bank in 2000 and opened his own company again in December 2009 called Ryan & Ryan at 400 Stockade Drive in Kingston.

"We marked 60 years last year," Bob Ryan says. "We kind of joke that we specialize in Kingston, New York."

Ryan & Ryan has north of 3,000 clients and about 40 percent of its business is providing insurance for stores, restaurants, apartments and other "Main Street businesses." Ryan & Ryan will shop some of the largest insurance providers and find you the best deal.

"It's all primarily within 30 miles of where we sit in Kingston," Ryan said. "For the most part, we're a Main Street agency."

Ryan & Ryan works with many of the county's apple and corn growers to insure barns, tractors and vehicles, along with workers comp insurance.

"We do not insure the apples or the crops themselves," Ryan said. "That's a real niche industry. Now we're getting more into the vineyards and the farm distilleries. There's been a lot of growth in that in the last seven or eight years."

About 35 percent of the company's business includes individual home, auto, boat and motorcycle insurance. The company also deals in group health insurance (15 percent) and individual life insurance (10 percent).

*Continued on page 7*

## GUIDING YOUR BUSINESS ON ITS JOURNEY TO GROWTH WITH OUR LENDING SOLUTIONS



"It has been a lot easier working with MHV than other banks. I can send them a quick email or make a quick phone call to tell them my ideas for a new piece of equipment. We even doubled the size of our building about 7 years ago with all of their help. MHV helps us continue to grow our business."

*- Chrissy Deibert, Copy Hut*



**We offer 24-Hour Express  
Business Loan Approval on Loans and  
Lines of Credit up to \$25,000**



MID-HUDSON VALLEY FEDERAL CREDIT UNION

**845.336.4444 • mhvcu.com**

Federally  
Insured  
by NCUA.

Continued from page 6

“What makes us stand out is we try very hard to do the right thing the first time,” Ryan says. “If we make a mistake, we try very hard to make it right. I think we stand behind what we sell and we do our best to give honest, complete information to the insurance companies.

“We encourage people to tell us everything about their house and business and let us go and present that to the insurance companies and find the right insurance company for that person. It may not necessarily be the cheapest, but we’re trying to make sure that when there is a loss, that it’s covered. People are buying piece of mind that when something happens, they have the right coverage for it.”

While shopping online for insurance has become trendy, Ryan says nothing can replace having a local person who knows the business looking out for you.

“Insurance can be complicated and when a consumer looks at something, they may not really understand the nuances or the differences in a quote that they’re looking at,” he said. “What we try to bring is the knowledge to review things and make sure people get the right advice. We’re happy to tell people to stay where they are or to go someplace else if somebody else can do a better job for you.

“We’re in this for the long-term and were trying real hard to provide the right advice so people are taken care of and get what’s best for them.”

Ryan & Ryan does it all with a staff of 10 full-time and three part-time employees.

“Most of my staff has been with me for many, many years,” Ryan said. “I’ve got kind of a simple philosophy: If I treat my staff right, they’ll treat my customers right and that has worked for us. Most of my staff is in double digits in years working for me.

“Our goal is to develop lifelong customers. If you come through the door here, we’d like you to be here for the next 30 years. We really like to think long-term.”

Another uniqueness of Ryan & Ryan is that the company does little advertising, opting instead to sponsor community events such as the Shamrock Run for the last 31 years, the Kiwanis Classic and the Benedictine Hospital Foundation’s Bike for Cancer Care.

The company has also sponsored the Chamber’s networking mixers and Ryan and his staff are regulars at those events.

“The Chamber really fits in with how we market our business,” he said. “Being a member of the Chamber, sponsoring events and going to their events, that really aligns very well with how we do our marketing. That’s how we’ve chosen to do business.”

*Ryan & Ryan Insurance Brokers Inc., 400 Stockade Drive in Kingston, can be reached at (845) 340-0001 or [www.ryanandryaninsurance.com](http://www.ryanandryaninsurance.com).*

Ulster County Regional  
Chamber of Commerce

CORPORATE  
SPONSORS

CORPORATE LEADERS

Ulster Savings Bank  
Central Hudson Gas & Electric  
Emerson Resort & Spa  
Rondout Savings Bank

CORPORATE PARTNER

Hudson Valley Federal Credit Union

CORPORATE SUPPORTERS

Sickler, Torchia, Allen & Churchill, CPA's, PC  
HealthAlliance Hospitals, Members of WMHealth  
Community Products, LLC  
Health Quest  
Naccarato Insurance  
CareMount Medical

SUSTAINING SPONSORS

KoscoHeritage  
The UPS Store  
Adams Fairacre Farms  
Liazon



Ulster County  
Regional  
Chamber of  
Commerce



BUY

LOCAL

Expo  
2019

SAVE THE  
DATE

WEDNESDAY  
SEPT 18, 2019

DIAMOND  
MILLS HOTEL &  
CONFERENCE  
CENTER

# Health Quest Make Major Expansion

## Will Soon Call the Hudson Valley Mall Home

Health Quest is setting up shop in the Hudson Valley Mall in the Town of Ulster, transforming the former Macy's into a one-stop healthcare center.

At the same time, the non-profit health system is preparing to combine with Western Connecticut Health Network, complete construction of a \$545-million Vassar Brothers Medical Center patient pavilion and train graduate students and medical residents to become the Hudson Valley's next generation of highly skilled providers.

Slated to open later this year, the Town of Ulster building represents an investment of \$20 million into the

local economy and brings approximately 40 medical practitioners into the community.

"The Macy's project is basically a hospital without beds, giving nearby residents access to quality physicians, more services and advanced technology," said Dr. Glenn Loomis, president of Health Quest Medical Practice. "This way, patients can stay close to home and only use the hospital when they truly need to."

This is Health Quest's third recent expansion in Ulster County. An \$8-million multi-specialty practice opened its doors on Route 299 in Highland in August, two years after the \$1.8-million Kingston Plaza HQMP site. However,

Health Quest's largest project is the construction of the eight-floor patient pavilion at Vassar Brothers. Targeted to open in early 2020, it features 264 all-private patient rooms and a new emergency and trauma center.

At the former Macy's site, the 88,000-square-foot space will be detached from the rest of the mall and will include a walk-in urgent care, lab for blood work and a full spectrum of medical imaging services. A wide range of specialties, including primary care, neurology, cardiology, oncology and physical therapy will be offered, with more planned for the near future.

Space will be leased to



### Come meet Elise, your united problem solver.

We've provided solutions for the Small Business Owner in the Ulster County region since 2003.

The UPS Store is locally owned and backed by the strength of UPS.

From digital, offset and 3D printing to packing and shipping, we're your one-stop shop.



**The UPS Store®**  
Print & Business Services  
united problem solvers™



in the King's Mall on Route 9W, Kingston  
845.336.4UPS (4877) theupsstorelocal.com/4541  
Print online from home or office: [tiny.cc/onlineprint](http://tiny.cc/onlineprint)

Hudson River Health Care, which will partner with Health Quest's Family Medicine residents to care for the underserved population's healthcare needs. This Family Medicine Residency Program is part of Health Quest's shift into academic medical training — a summer of 2019 initiative — which also includes general surgery and internal medicine residencies. Health Quest Graduate Medicine Education aims to have more than 200 residents in all specialties by 2023, with the next focus on emergency medicine, obstetrics-gynecology and or-

thopedics.

Another academic project on the horizon is the Marist Health Quest School of Medicine. By teaming with Marist College, Health Quest will bring graduate medical students to the area, with the first class expected to begin their doctorate in medicine studies in 2022.

Health Quest patients are cared for by an extensive network of nearly 300 providers, 5,800 employees and four hospitals — Northern Dutchess in Rhinebeck, Vassar Brothers in Poughkeepsie, Putnam Hospital Center in

Carmel and Sharon Hospital in Sharon, Conn.

In Ulster County, additional HQMP and affiliated Heart Center offices are in Modena, Woodstock, Boiceville, Saugerties and Ellenville. They offer primary care, obstetrics, gynecology, neurology, cardiology, rheumatology, cancer care and medical imaging.

*Health Quest, headquartered in Lagrangeville, has locations throughout the Hudson Valley and can be reached at (845) 876-3001. For more Health Quest news, visit [www.healthquest.org](http://www.healthquest.org) or follow My Health Quest on Facebook, Twitter and Instagram.*

# Keep Your Business Goals on Track

- **Grow** your business
- **Save** more of what you make
- **Protect** your business and its assets

Speak to a Branch Manager today to find out how we can help your business

845.463.3011 | hvfcu.org



# WELCOME THESE NEW MEMBERS

## ALCHEMY TOTAL WELLNESS

516 Broadway Suite 1  
Kingston, NY 12401  
www.AlchemyTotalWellness.com  
(800) 278-2421

**Zachary Bodenweber** - Co-Founder

Categories: Health & Wellness; Fitness/Health Clubs  
Description: Alchemy Total Wellness takes a holistic approach to personal development offering personal training, life coaching, group classes and courses to support overall wellness for the mind, body and spirit.

## CHILDREN'S HOME OF POUGHKEEPSIE

10 Children's Way  
Poughkeepsie, NY 12601  
www.childrenshome.us  
(845) 452-1420

**Erin Cafarelli** – Director of Development & P.R.

Categories: Non-Profit Organizations; Human Services  
Description: The Children's Home is a 171-year old organization dedicated to providing a safe and nurturing environment that improves lives and empowers at-risk youth and families in the Hudson Valley and surrounding communities.

## ETAİN, LLC

445 State Route 28  
Kingston, NY 12401  
www.etaïnhealth.com  
(914) 437-7898

**Martha McDermott** - Director of Patient and Community Relations

Category: Health & Wellness

Description: Etaïn is NY's only women-owned, family-owned, medical marijuana company. We operate a dispensary on Route 28 in Kingston and dispense medical marijuana to patients who qualify in the Hudson Valley Region.

## ILONA ROSS

48 Third Ave.  
Kingston, NY 12401  
(917) 532-7006

**Ilona Ross** - Owner

Category: Consultants – Business

## KINGSTON LOCAL DEVELOPMENT CORPORATION

420 Broadway  
Kingston, NY 12401  
www.kldc-ny.org  
(845) 334-3930

**Amanda Bruck** - Executive Director

Category: Economic Development; Financial Services  
Description: The Kingston Local Development Corporation (KLDC) is a not-for-profit organization dedicated to helping local businesses secure the funding they need to succeed. We make introductions to local bankers and other state and federal funding sources, and Kingston's Revolving Loan funds help businesses to create jobs, leverage private investment, and ensure a diverse, stable local economy. These low interest loans can help complete a business financing package.

## LOCALiQ

85 Civic Center Plaza  
Poughkeepsie, NY 12601  
www.localiq.com  
(845) 240-8084

**Matthew Gelsleichter** - Business Development Specialist

Category: Advertising Agencies

Description: Getting your name out there is easier said than done. But with the right technology and the right guidance, LOCALiQ gets you noticed – across the web. Get found and make a great impression with a top-notch website, accurate local listings, search engine optimization and a strong social media game. Simplifying and streamlining your online presence starts here; take a peek inside our toolbox and see what you can use today.

## TOWN & COUNTRY LIQUORS

330 Route 212  
Saugerties, NY 12477  
www.townandcountryliquorstore.com  
(845) 246-8931

**Peggy Schwartz** - Owner

Category: Liquor & Wine

Description: Premier wine and liquor store in Ulster County for 40+ years. Vast and interesting domestic and imported selection featuring many organic and local products. Party and wedding planning. Gift wrapping. Carry out service. Informed, friendly staff. In store wine tastings. Wine case discounts. Special orders available. Tell us what you need...we will try our best to get it. Community involved business.

## WellCare COMPREHENSIVE HEALTH MANAGEMENT

347 Main Street  
Poughkeepsie, NY 12601  
www.wellcare.com  
(845) 486-1809

**Roshawnda Adams** – Primary Contact

Category: Health Insurance Providers

Description: Free or low cost health insurance for children and families; Medicare Advantage Plan in Ulster County.

## Anniversaries:

### 65 Years

Rose and Kiernan, Inc.  
Ulster County Board of Realtors

### 45 Years

First Choice Coffee Services

### 35 Years

Cornell Cooperative Extension of Ulster County  
Veronica L. Kugelman, CPE, Electrologist  
ServiceMaster of Kingston  
Sickler, Torchia, Allen & Churchill, CPA's, PC  
Simpson-Gaus Funeral Home

### 25 Years

Rondout Inn

### 15 Years

Nancy Plumer/New Visions

### 10 Years

ABC Fuels, Inc.  
Andrade Architecture PLLC  
P J L Construction, Inc.  
Ryan & Ryan Insurance Brokers, Inc.

### 5 Years

Blair Collectibles  
The Council of Industry  
Glenn Shepard Seminars  
Michael DeWan Appraisal & Associates  
MNTM Engineering-Land Surveying

### 1 Year

John Fischer Photography  
Midavies Tree Service  
Neville Bean Design  
R & F Handmade Paints Inc.  
Women's Woodstock Cycling Grand Prix

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

# Ribbon Cuttings

## AM FIT



1084 Morton Blvd., Town of Ulster, NY  
www.amfit.net

## THE GREEN JANITOR



612 Washington Ave., Kingston, NY  
www.thegreenjanitor.com

## WOODSTOCK WAY HOTEL



10 Waterfall Way, Woodstock, NY  
www.woodstockway.com

## ALCHEMY TOTAL WELLNESS



516 Broadway Suite 1, Kingston, NY  
www.AlchemyTotalWellness.com

## These Members Have Renewed

ABC Fuels, Inc.  
Adirondack Trailways/Pine Hill Trailways/New York Trailways  
Alfandre Architecture, PC  
Allspace Storage-Lake Katrine  
Allstate Benefits  
Americas Best Value Inn  
Ametek Rotron  
Andrade Architecture PLLC  
Aristeia Metro, Inc.  
Arrowood Farms, LLC  
Artco's Copy Hut  
Ashokan Center, Inc.  
Astor Services for Children & Families  
Beauty Prophet  
Belleayre Mountain Ski Center  
Benefit Counseling Associates

Blair Collectibles  
Blue Mountain Bistro-to-Go  
Boiceville Pharmacy Inc.  
Brian Hommel Home Improvement, LLC  
Bri-Er Pet & Feed  
Brooks and Brooks Land Surveyors  
Buttermilk Falls Inn & Spa  
Catskill Animal Sanctuary  
Ceres Technologies, Inc.  
Chiron Assoc Inc Presentation Training  
Circle of Friends for the Dying  
Close Out New York, Inc.  
Crested Hen Farms  
Donna Moss Greeting Cards  
Esopus Business Alliance

Excelsior Wood Products  
Family Of Woodstock  
Francis P. Flynn, CPA  
Global Dwelling  
Green Heat Inc.  
Grist Mill Real Estate  
Halter Associates Realty - Kingston  
Hannaford Supermarket #8444 Woodstock  
Historic Kingston Waterfront Revival, LLC  
Honor's Haven Resort & Spa  
Hudson Valley Farm Hub  
Hudson Valley Financial Services  
Hudson Valley Foot Associates  
Hudson Valley Mall

J & C's Fine Furniture Repairs & Refinishing  
Jaffer Electric, Inc.  
James E. Quigley III, CPA  
James Lyman Reynolds, Architect PC  
Jewish Federation of Ulster County, Inc.  
Johnson's Signs and Tees  
Kenco, the Work and Play Outfitter  
Kingston Land Trust  
Kingston Library  
Kingston Veterans Association  
Laborers' Int. Union of NA #17 LECET  
Lawn Doctor of Ulster & N.W. Dutchess Counties  
Manpower Staffing  
Midavies Tree Service  
Miles of Hope Breast Cancer Foundation  
Miller/Howard Investments Inc.

Minnewaska Distance Swimmers Association (MDSA)  
Nancy Plumer/New Visions  
Pro Printers  
R&F Handmade Paints Inc.  
Rose and Kiernan, Inc.  
RSS Insurance Agency  
RUPCO  
Ryan & Ryan Insurance Brokers, Inc.  
Salvation Army  
Saugerties United Methodist Church  
Savonas Trattoria & Pizza  
ServiceMaster Of Kingston  
Smaldone Sports Chiropractic  
Stone Soup Food Company  
The Chateau  
The Trataros Law Firm, PLLC  
Thomas F. Lindgren, CPA, PC  
Thomas K. Petro, Esq.  
Town of Saugerties  
Town of Ulster

Trast & Gyenes, Inc.  
Ulster County Board Of REALTORS  
Ulster County Clerk  
Ulster County SPCA  
Ulster Gardens  
Ulster Uniform Service Inc.  
Verizon  
Veronica L. Kugelman, CPE, Electrologist  
Walkkill Valley Federal Savings & Loan  
Wiedy Furniture Center  
William J. Jacobs Fund Management  
Williams Lumber & Home Centers  
Women's Woodstock Cycling Grand Prix  
Woodstock Day School

# Mixer

**Jan. 17, 2019**  
**MAC Fitness -**  
**Kingston Plaza**  
338 Plaza Road  
Kingston, NY



Our Mixer Host MAC Fitness with owner Holly Snow (front) and staff.



Our Mixer Sponsor The Bank of Greene County with President & CEO Don Gibson (L) and staff.



Nick Warren (Begnall Motors) and Adam Koral (RBT CPAs) with Jonathan Kross (JK's Wine & Liquor).



Andrea Guido and Jen Thomas (both with Katy Dwyer Design) and Mark McFadden (SUNY New Paltz).



Joyce Polacco and John DeForest (both with RSS Insurance Agency), Eric Atkins (Wiltwyck Golf Club) and Marcy Goulart (Olive Garden).



Patricia Brooks (Brooks and Brooks Land Surveyors), Win Morrison (Win Morrison Realty) and Richard Brooks (Brooks and Brooks Land Surveyors).