Leadership Ulster: 17 Grads in ’17

New Class Begins This September

Naisha Scott was always a shy person and fearful of speaking in front of people. That all changed when the aquatics director for the YMCA of Kingston & Ulster County joined Leadership Ulster and became the class president for 2017.

“This class has pushed me out of my comfort zone, and showed me that I can push myself to do anything as long as I have confidence in myself,” Scott said. “I have also learned that a leader is a person who guides others to success, and ensures that each person is performing to the best of their abilities.”

The community leadership and training program, formally known as the Ulster Leadership Development Institute, or ULDI, has been rebranded Leadership Ulster.

Last month saw the graduation of the 2017 class of Leadership Ulster and applications are now being accepted for next year’s future leaders.

The 2017 class featured Scott; class vice president Cheryl McKeever of HealthAlliance Foundation; Tara Collins of RUPCO; Patrick Galligan of Central Hudson Gas & Electric; Amy King of the Arc of Ulster-Greene; Nicholas Gouguotris of Arconic Fastening Systems & Rings; Marsha Sebro Wood of Gateway Community Industries; Deborah Gremito of MVP Health Care; Jennafer Romanzuk of Sawyer Savings Bank; Michele Sillins of Arconic Fastening Systems & Rings; Cheryl Hanson of M&T Bank; Nancy Howel of New Horizons Resources Inc.; Candice VanDyke of SUNY Ulster; Jennifer Warren of The Wonderly Co.; Amy Niebuhr of Sawyer Savings Bank; John Jeffreys of Ulster Insurance Services Inc.; and Carl Naumann of Ulster Savings Bank.

Leadership Ulster’s coordinators are Ingrid Kulick, executive director of the Chamber Foundation, and Jennifer Alnwick, a vice president for M&T Bank in Kingston.

The graduates were honored on June 12 during a ceremony at Diamond Mills Hotel & Tavern. Inducted into the Leadership Ulster Hall of Fame that evening were James Childs, Fran DePetrillo-Savoca and David Gagnon.

The Leadership Ulster program, which began in 1992, has trained almost 400 leaders who now serve on boards, non-profits and community organizations throughout the county.

The program begins each fall with a weekend retreat and includes 18 sessions throughout the year where participants hear from community leaders about what made them successful. The list of speakers is a veritable “Who’s Who” of prominent Ulster County leaders.

Warren said she found the speakers “truly inspirational.”

“Through Leadership Ulster, I have both learned of and actively experienced the merits of varied leadership styles and ways of work that I can apply to my current work setting as well as my future professional development,” she said.

Each Leadership Ulster class also takes on a community project. The 2017 class helped the YMCA of Kingston and Ulster County conduct its 21st annual Kids Classic in April, and also organized a hike at the Mohonk Mountain House in New Paltz to raise money for Leadership Ulster scholarships.

VanDyke said Leadership Ulster allowed her to “see all of the great happenings and organizations in Ulster County.”

“It has also opened my eyes to the many things that can be done to make it even better,” she said. “I was born and raised in this area, and being a part of Leadership Ulster has reminded me why I love it so much and why I have chosen to stay here.

“I look forward to continuing to be a part of all of the greatness Ulster County has to offer, and Leadership Ulster is definitely a big part of that.”

Applications are now being accepted through Aug. 1st for the 2018 Leadership Ulster class, which starts with a retreat this fall. For more information, contact the Chamber at (845) 338-5100 or go to www.ulsterchamber.org. For specific questions, contact Kulick at Ingrid@ulsterchamber.org.

Kulick expressed appreciation to sponsors M&T Bank, Diamond Mills Hotel & Tavern, Emerson Resort & Spa and Arconic Fastening Systems and Rings.

“These sponsors have chosen to invest in our communities by making Leadership Ulster a vibrant and enriching program with over 400 graduates over the last 25 years,” she said.
UPCOMING CHAMBER EVENTS

July 27 | 5:00 - 7:00 pm

Membership Mixer
@ Robert Post Park Town of Ulster
515 Park Road (just off Ulster Landing Road) | Kingston, NY
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: Bank of Greene County

August 1, 2017

Leadership Ulster Application Deadline
The program offers interactive sessions with leaders from business, nonprofit, and government sectors, all focused on developing advanced leadership understanding, capacity and significance.
For information contact Ingrid Kulick
845.338.5100 x106 or Ingrid@UlsterChamber.org

August 1, 2017

Business Awards Recognition Application Deadline
Nominate a Local Business or Business Leader Today!
For a nomination to be valid, the Nomination Form must be complete and received no later than 5:00 pm on Tuesday, August 1, 2017.
Download form at www.ulsterchamber.org
For Sponsorship Opportunities contact:
Bob Hirsch 845.338.5100 x103 or Bob@UlsterChamber.org

August 10 | 9:00 - 10:30 am

Business Card Exchange
Courtyard by Marriott
Conference Room | 500 Frank Sottile Blvd. | Kingston, NY
There is no cost for Members to attend.
Reservations are required.
Sponsor: Hudson Valley Federal Credit Union

Register for all Events (845) 338-5100
www.UlsterChamber.org
The town of Ulster is the commercial hub of Ulster County and home to one of our community’s best-kept secrets: Robert Post Park.

Chamber members can celebrate both when the town hosts the next Business-After-Hours Mixer from 5-7 p.m. on July 27. The park is located at 515 Park Road (just off Ulster Landing Road). Our July Mixer sponsor is the Bank of Greene County.

“I went to a Mixer in January and I said to my boss, ‘We should do one.’ The town of Ulster has never done a Mixer before,” says Lauren Hommel, the deputy town clerk. “I always see restaurants hosting Mixers and I thought it would be nice for the town to host a Mixer.

“I figured we have a great park that is right on the Hudson River that most people don’t really know about. It has many amenities.”

The park’s attractions include picnic tables and charcoal BBQ stands along the waters edge, as well as a playground, basketball court, soccer field, volleyball court, bocce courts, horseshoe pit, fishing platform, bathroom facilities and two pavilions.

“I thought it would be a great place for people to come and meet up over the summer,” Hommel said. “It’s a great spot to go down on the weekend when it’s nice to have dinner or a picnic or kids can go down there and play. It’s an excellent, excellent spot.”

Town Supervisor Jim Quigley agreed and said he is looking forward to hosting the local business community.

“The town of Ulster has a hidden gem in Robert Post Park,” he said. “It’s a beautiful venue in a peaceful setting alongside the Hudson River. I would like Chamber members to be exposed to that, and at some point in the future, someone may want to have an event down there.

“The town of Ulster is part of the business community, and there’s no reason why we shouldn’t participate and support the business community. I’m expecting an enjoyable time and that the people will get to see some of the best views the town of Ulster has to offer.”

Hommel said the Mixer will be centered around the larger pavilion with catering by Savona’s Trattoria in Kingston.

Stewarts Shops, which recently opened a new store in the town in Lake Katrine, will be providing an ice cream bar so you can make your own sundaes. Members of the Spring Lake Fire Department will be helping out.

“We figured, why not, in July, especially in a picnic environment, have ice cream sundaes?” said Suzanne Reavy, the town clerk.

Beverages will be supplied by Beer World and Miron Liquor and Wine.

Hommel said she has been impressed with the Chamber’s popular Mixers and the networking they provide.

“It was great to connect with other people and see what they do and can bring to the town of Ulster,” she said. “I thought that was very interesting.

“The Chamber has been great to us. We’ve connected with several different businesses.”

Reavy said the town is excited to host the Mixer—rain or shine.

“I just hope the weather holds out, and if not, we’re just going to party in the rain,” she said.

Reservations for the two pavilions at Robert Post Park can be made through the town clerk’s office at (845) 382-2455. The town’s website is www.townofulster.org.

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.
Steve Slutzky grew up in New York City, but his family vacationed every summer in the Catskills—and barbecue was always a part of the experience.

“We would spend our summers barbecuing and having people come to the house,” he said. “We would cook brisket and pork and ribs for hours and throw parties.”

Slutzky and his brother, Mark, both had young families, but dreamed of opening their own restaurant. Doing so in New York City was cost-prohibitive, so the brothers returned to the Catskills in 2002 and opened Hickory BBQ on state Route 28 in Kingston.

“We both always liked the area and we found a location that was a former bait and tackle shop,” Slutzky said. “It had a lot of what we wanted, such as visibility. This was it.”

Mark Slutzky moved to Chicago 10 years ago, but Hickory BBQ today remains very much a family operation. Slutzky’s wife, Jill, and the couple’s children are involved.

Hickory BBQ offers American-style barbecue and comfort food, but the wide-ranging menu also features meatloaf, shrimp, steaks and seafood.

“We do all of our own smoking and sauces and traditional barbecue dishes,” Slutzky said.

The full menu, which also includes classic sides and homemade desserts, can be found at www.hickoryrestaurant.com.

“We cater over 70 weddings a year plus another 100 parties,” Slutzky said. “We’re not just in Ulster County. This is where we do all of our work, but we’re doing events in seven or eight counties this summer.”

Like other businesses in the state Route 28 corridor, Slutzky said the Belleayre Resort at Catskill Park would be a boon for the area.

“We’d be happy to have the traffic and bring more people here,” he said. “That’s always positive.”

While the catering side is a huge part of the business, Slutzky said Hickory BBQ’s “enviable” location along state Route 28 has helped boost on-site business.

“You have four lanes of visibility, so that really helps,” he said. “It’s a well-traveled route, but word of mouth has really helped with our catering business too.”

Slutzky also credited Hickory BBQ’s “consistency” and a “hard-working staff” for the company’s longevity.

“We’ve remained consistent and energetic all of these years,” he said. “We work hard to make sure that every meal you get is the best that we could possibly produce. We rub and smoke all the meats here. We’ve stayed true to our recipes and to our purpose.

“We’ve also listened to our customers over the years and added some menu items, such as wing selections, which I think has helped.”

Hickory BBQ, which employs 20 full and part-time people, boasts two dining rooms with seating for 99 if local businesses would want to hold a meeting there. There’s also a patio with picnic tables that can accommodate another 30 or 40 customers.

Slutzky said the restaurant’s bar area was renovated to become more of a sports bar.

“We’ve become kind of a local hangout,” he said. “We get locals during the week and on weekends we do really well with weekenders and travelers, particularly skiers in the winter and second homers during the summer.”

Hickory BBQ has provided the food for some of the Chamber’s networking mixers. Slutzky also took part in the Chamber’s former “Wing Fling” and is a supporter of the organization.

“The Chamber gives you visibility,” he said. “They give you some of the tools you need to attract customers.”
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The Wood’n Wheel Family Entertainment Center in Ulster Park has come a long way from its humble beginnings in 1974. When Albert Sorbello first opened the property, it was essentially a roller-skating rink that evolved into an entertainment center in the 1990s. The evolution has continued with the times.

“In the last couple of years, we’ve really added a lot more stuff,” says Albert Sorbello Jr., the founder’s son. The additions include a 26-foot rock climbing wall; outdoor bungee trampolines; and three lanes of 300-foot hillside tubing—regardless of season.

“We can actually run it all year long,” Sorbello said. “We’re putting a conveyer lift in and we’re going to be doing regular snow tubing in the winter.”

Chamber President Ward Todd, who recently attended a ribbon cutting for the updated facility, called it a “great tourist destination right in our back yard!”

Sorbello said he is seeking town approval in July to install a three-story ropes course that would feature a zipline.

“We’re trying to come up with some high-end activities that would really be worthy of tourist-type attractions,” he said.

Eight years ago, Wood’n Wheel built a 6-acre paintball park where customers can also shoot zombies and other targets, Sorbello said.

“We run the gamut for all ages,” he said. “We have something for everybody.”

The indoor facility features a skating rink, laser tag, rock wall, bumper cars, gyroscope ride and an arcade.

For the outdoorsy types, you can enjoy the downhill tubing, bungee trampolines, a rock wall, a paintball park and another attraction called “Leaps and Bounds,” where people leap from one giant inflatable ball to another. (For hours of operation for the various attractions, please call (845) 331-9680 or visit www.woodnwheel.com.)

Wood’n Wheel also offers “Tyke Time” from 10 a.m. to noon on Saturdays after Labor Day for children 6 and under. The activities include a bounce house, inflatable slide, age-appropriate music and more.

Sorbello said while traditional roller-skating is always popular, it does go through ups and downs. Wood’n Wheel has stayed relevant by adapting with the times, right down to the music it plays.

“We’ve been able to take the facility and modernize it and modernize our programs to go with what people need,” he said.

Sorbello was at the Ulster County Fair in New Paltz

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last year promoting his business and sharing with people “who don’t really realize what we’ve evolved into.” He also appreciates the Chamber’s efforts to promote his changes.

“It’s definitely catching on what we’re doing,” he said. “People are starting to get the idea.”

Sorbello, who formerly worked in health care, said the best part of his job is seeing the joy in people’s faces and watching them have fun.

“It’s such a high when people are having fun,” he said. “When I’m here and I see all of these people happy and kids laughing, it’s the most unbelievable experience. You can’t ask for anything better honestly.”

Wood’n Wheel Family Entertainment Center, located at 365 Route 9W in Ulster Park, can be reached at (845) 331-9680 or www.woodnwheel.com.
Explosive Taste of Ginger

ImmuneSchein Is The Healthy Choice

What do you get when you mix organic ginger root, a squeeze of lemon juice and New York State wildflower honey?

The answer, according to those who make the wholesome, healthful potion, is not like anything you’ve ever tasted or experienced.

“Imagine you’re tasing something that catches you by surprise,” said Corinna Geib. “A lot of people say it’s an explosion of so many flavors. I really can’t compare it to anything else, but it’s definitely sweet, spicy and tangy.”

Geib and her husband, Jason, own the West Hurley-based company ImmuneSchein, which produces handcrafted elixirs known to be the purest and most natural on the market.

“It gives you a good feeling. It goes down your throat and goes all over from your chest to your belly. It’s very good for blood flow and circulation so you get that feeling almost at once,” Geib said.

The idea for the company came in 2013. Geib, who is from the Black Forest region of Germany, said she had always been entranced with the taste and almost magical properties of ginger. She had long experimented with the root that has a long history of relieving digestive problems such as nausea, loss of appetite, motion sickness and pain.

“I always had a fascination for ginger,” she said. “My grandfather was always the inspiration. As an herbalist, he traveled the world.

“He was always standing at the kitchen stove making blends of roots and spices when my sister and I had a cold. That was embedded in me very early on. I didn’t know that it would one day be a product.”

At the urging of her husband, Geib quit her job in 2013 and opened ImmuneSchein Ginger Elixirs & Tea Haus in Rosendale at a 1,200-square-foot space. Naturally, word got around, particularly as the couple showed up at numerous farmers’ markets, fairs and festivals in the region.

They also took the time to chat with those who would stop by their booth to try their immune-boosting elixirs and learn about them.

“People are vocal about their experience. They are often ecstatic because it hits them differently than they expected,” Geib said. “It was always important for us to be there in person to educate people about the product and answer their questions.”

Continued on page 9
The result is a company that is enjoying steady growth at a new location. The Geibs moved to 43 Basin Road in West Hurley in late 2016—a time when Jason quit his full-time job to help his wife in the distinctively niche business. Their new 6,000-square-foot shop not only has a big production and shipping space, but a retail store and offices.

Geib and her husband make all the elixirs in small batches by hand and are careful not to use additives, powders, preservatives or sugar. There is no alcohol, colors or dyes in the eight mixes they produce.

Their classic flavor is created with organic ginger root, organic lemon juice and wildflower honey. The other seven are extensions of the classic offering by adding one additional ingredient such as turmeric root, Ceylon cinnamon sticks, hibiscus flowers, elderberries and lavender buds.

The products can be used straight from the bottle as a daily drink or in cooking, baking or mixing alcoholic drinks.

While many customer testimonials on their website (www.immune-schein.com) overwhelmingly give the product a thumbs-up for taste and health benefits, the owners themselves say they’ve enjoyed good health as a result of taking daily doses.

Jason is Type 1 diabetic, who was diagnosed before they started the company. His wife came up with an elixir just for him using the Ceylon cinnamon, what she calls a healthy option for him if he needed to raise his blood sugar levels.

“I myself feel very healthy, and I haven’t been to a doctor in eight years,” Geib said. “Of course, we do what we can by eating healthy foods, exercising and being happy, but the elixirs definitely have an impact on our well-being.”

Some of the most notable specialty shops and institutions in the Hudson Valley and Catskills carry ImmuneSchein products, including Mohonk Mountain House and Emerson Resort & Spa, which serves it as a drink following spa treatments.

As for the future of the business, Geib has high hopes it will continue to grow at a steady but healthy rate.

“In five years, the plan is to expand at the organic speed that we have so far,” she said. “We’re also careful not to overextend ourselves. We’d like to max out our space, expand our team and keep bringing these wonderful elixirs to more and more people.”

ImmuneSchein, located at 43 Basin Road in West Hurley, can be reached at (828) 319-1844 or (845) 389-3497. The website is www.immune-schein.com.
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These Members Have Renewed

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Nathan Koenig - President
Category: Historical Societies/Museums
Description: Woodstock, the town, the festivals and the notion.

WHOOSH!
40 Twosome Drive
Moorestown, NJ 08057
www.whooshstore.com
(856) 912-8353
Brett Fangi - Marketing Manager
Category: Mobile App
Description: We are a multi-national company that makes parking meters, transit machines and mobile apps. Our US Company, Parkeon US, has 35 employees and is located in Moorestown, NJ. We are committed to working with the city of Kingston and its small business owners to provide the best service possible as it relates to on-street and off-street parking.
Mixer

June 29, 2017
Gateway Community Industries
One Amy Kay Parkway
Kingston, NY

Mixer Sponsor

June Mixer Sponsor

Mixer Host Gateway Community Industries with President/CEO Mary Ann Hildebrandt (C) and Gateway Staff

Mixer Sponsor Catskill Hudson Bank with (Front) Jane Garrity, Crystal Jacob, Sandi Duffy and (Rear) Bryan Smith, B.A. Feeney, Kevin Cannon and President Kevin McLaren

Tara Collins (RUPCO), Samantha Liotta (Luminary Media), Monique Tranchina (RUPCO) and Rochelle Ostrander (Allstate Benefits)

Jeff Siegel (Spencer Daniels Agency), Barbara Klassen (Benedictine Health Foundation) and Michael Gold (Corporate Image Photo Studio)

Scott Klion (The Law Office Of Scott A. Klion), Vicki Thompson and Beth Rennig (both from Salt & Soul)

Iris Oseas (Van Deusen House Antiques), Steve Adams (Knickerbocker Tours), Nancy Howell (New Horizons), Darlene Bover (ESOTEC) and Justin Goldman (Bank of Greene County)