Leadership Ulster Graduates 18 in ‘18

Apply Now To Be Part of Next Year’s Class

Samantha Awand-Gortel, a branch manager with Ulster Savings Bank, said her experience with Leadership Ulster forced her to self-reflect and adjust some of her approaches to management and leading her team.

“I have learned that management and leadership are two different things, and that a good balance of both is what makes an individual successful in impacting employees and the community,” she said. “Nothing could replace the knowledge I have gained from Leadership Ulster and I would do it all over again and am grateful to be a part of the class at a young age.

“This experience is something I will take with me through all the different journeys in my life still to come.”

Kimberly Griese, Planner with Arconic Fastening Systems & Rings, said she learned that leadership is not something you learn in a book.

“You gain skills by participating and through experiences such as speaking in front of others, organizing an event, and being in a leadership program,” Griese said. “Leadership Ulster has touched on all these factors.

“Leadership Ulster has given us opportunities to learn about our community leaders in local business, government and charitable organizations. Each group has its own unique leaders who have shared their knowledge for us to succeed. This program has helped me understand my leadership style and develop my skills further.”

The Ulster Leadership program began in 1992 and has stocked Ulster County’s boards, non-profits and community organizations with almost 400 trained leaders.

The co-chairs of the Ulster Leadership Class of 2018 included Steve Gadaleto of AVP Insurance Ulster Savings Bank, and Meg Sheeley of SUNY Ulster.


Coordinators of the program are Ingrid Kulick, Executive Director of the Chamber Foundation, and Tara Dickett and Jennifer Alnwick, both of M&T Bank in Kingston.

“The 2018 Leadership Ulster class was a dynamic and diverse group of individuals that met on the kick-off retreat and completed the nine-month program as a cohesive team,” Kulick said.

“The 2018 class members are already finding avenues for professional and volunteer involvement in their communities.”

The Ulster Leadership Development Institute (ULDI) is a community leadership and training program, which educates future leaders about the community, local and state government, law enforcement, arts and culture and community development.

The program begins each fall with a weekend retreat and includes sessions throughout the year where participants hear from community leaders about what made them successful.

“Ulster Leadership has given us an inside look at what makes those leaders successful, and what we can do to continue the great work that these leaders are undertaking.” said Goldman, the class treasurer. “I am grateful for their wisdom and for the wisdom of my classmates. What a wonderful feeling it is to be a part of that chain of stewardship.”

The speakers ranged from political leaders like Kingston Mayor Steve Noble and Ulster County Executive Mike Hein to business entrepreneurs such as Garry Kvidstad and educators like Ann Marrott of SUNY Ulster.

“I am very grateful to have had the opportunity to

Continued on page 4
UPCOMING CHAMBER EVENTS

July 23 | 5:00 - 7:00 pm

Networking Mixer
Hudson River Cruises Rip Van Winkle
1 East Strand Street | Kingston, NY
There is no cost for Members but advanced registration is necessary. Due to limited space early registration is encouraged.
Sponsor: Murphy Realty Group

August 1, 2018

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 Wednesday, August 1, 2018.
Download form at www.UlsterChamber.org
For Sponsorship Opportunities contact:
Bob Hirsch 845.338.5100 x103 or Bob@UlsterChamber.org

August 29 | 5:00 - 7:00 pm

Networking Mixer
Kingston Forsyth Park & Nature Center
157 Lucas Avenue | Kingston, NY
There is no cost for Members and Prospective Members. Reservations are required.
Sponsor: City of Kingston/Junior League of Kingston

September 18 | Noon - 5:00 pm

2018 Buy Local Expo
The Largest Networking Event of the Year!
Diamond Mills Hotel & Conference Center
25 S. Partition Street | Saugerties, NY
Open to the general public
FREE ADMISSION | FREE PARKING
This is one Chamber Mixer where you won’t want to miss the boat.

The July 23 Mixer is being hosted by Hudson River Cruises in Kingston, and promises a beautiful night on the Hudson aboard the venerable Rip Van Winkle cruise boat. Murphy Realty Group is the sponsor.

“When you’re out on the Hudson, and the sun is setting, and you’ve got the Catskill Mountains in the background, people just enjoy that,” said Kevin Buckel, the general manager for Hudson River Cruises. “They enjoy being out on boats and they let loose and have fun.”

Boarding of the Rip Van Winkle will start at about 4:30 p.m., so plan to arrive early at 1 East Strand at the foot of Broadway in Kingston.

While on board, Chamber members will enjoy plenty of food and drink and enjoy the music of Phil Paladino of “Music for all Occasions.”

“We’re going to take members out for a nice charter on the Hudson and play a little music,” Buckel said.

The tour will cruise down the Hudson to Hyde Park past the Rondout and Esopus Meadows lighthouses and riverfront mansions on the Dutchess County side of the river.

“What I like about doing a Mixer on the Rip Van Winkle is we’re going to expose a lot of the business community to our vessel since we took it over two years ago,” Buckel said. “We’ve made some significant changes to the boat, and I’m ready to show off those changes and show them a good time.”

The changes include a remodeling of the bar and lower deck, which received upgrades. The engines were also rebuilt in the last year, Buckel said.

On-board capacity for the Mixer will be limited to 275, so early registration is encouraged. The Chamber also asks that no more than five employees per business attend.

Hudson River Cruises offers sightseeing cruises, holiday-themed cruises, private events like weddings and group tours from May to October.

The Rip Van Winkle can accommodate 100-175 people for business meetings, family reunions, weddings, bar/bat mitzvahs, anniversaries and more.

Hudson River Cruises can be reached at 1-800-843-7472, (845) 340-4700 and (845) 206-0379. The website is www.hudsonrivercruises.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 only. 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.
leadership Ulster graduates 18 in ‘18

Continued from page 1

listen and learn from some of our top local leaders,” said Schatzel, an assistant branch manager for Rondout Savings Bank. “Each presenter left me inspired and motivated. I look forward to incorporating the skills I have learned in my current position and continue developing them as I progress in my career.”

Leadership Ulster also inducted three members into its Hall of Fame this year: Steve Hack of Ulster Savings Bank, Su Marcy of United Way of Ulster County and Steven Kelley of Ellenville Community Hospital. They join previous honorees James Childs, David Gagnon, Fran DePetrillo-Savoca and Sue Lang.

Leadership Ulster also initiates a class project each year and decided to focus on the the Boys & Girls Clubs of Ulster County in 2018. The class held two fundraising events and raised $3,825.

Class members also joined a guide at the Woodstock Byrdcliffe Guild for a hike to raise $450 for the Leadership Ulster Scholarship in memory of former Chamber President Len Cane, who started Leadership Ulster.

Applications are now being accepted for the 2019 class which starts with a Retreat at the luxurious Emerson Resort & Spa in Mt. Tremper in September.

Information and applications are online at www.UlsterChamberFoundation.org or contact Ingrid Kulick at 845-338-5100, ext. 106 or Ingrid@UlsterChamber.org.

It’s time to get Brilliant!

Hello Chamber Member,

My name is Jeff Conciatori and I recently joined the ColorPage Marketing team. Simply put, my job is to find those businesses seeking measurable response rates and bigger returns from their marketing.

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Call or email me at:
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JConciatori@ColorPageOnline.com

Thank you for your support as we celebrate 150 years of being your community bank.

Help Make 2018 a Meaningful Year

In honor of our 150th Anniversary, each month we will be collecting donations for a non-profit charity in our community. Please help us reach our goals. Drop off your donation at any branch.

Go to rondoutbank.com for this month’s charity and goal

(845) 331-0073
www.RondoutBank.com
Kingston • West Hurley • Hyde Park
Leadership Ulster Graduates 18 in ‘18

So you’ve started your own business. You started it because you have a particular skill or expertise, but a common mistake is to try and handle all of the marketing, branding, publicity and social media by yourself.

Katy Dwyer Design (KDD), a marketing and branding company in the heart of Uptown Kingston, can remove that burden from you so you can focus on what you do best.

“It’s even fallen into that trap, where I try to do all of my accounting by myself,” Dwyer says. “The fact of the matter is you’re an expert at something and therefore you started a business, but you may not be an expert at marketing and branding yourself.

“That’s where we hope you’ll call us because it just takes a lot of pressure off someone’s shoulders if they don’t have to think about whether this poster or Facebook post or website or advertisement is going to do what they want it to do. Does it read right? Is it branded? Is it going to elevate engagement with your customers? That’s why we’re here. We take all of that off your shoulders and make sure it is all of those things.”

KDD can not only help you brand your company, but also design, build and maintain your website.

“We like to say we help our clients connect with their customers emotionally, visually and digitally through brand strategy, graphic design and digital creative,” Dwyer said.

The company can help you name your business, design a logo and brand visuals, business cards, letterhead, postcards, flyers, brochures, annual reports, guidebooks and even menus. KDD also designs digital ads and will help you get set up on social media if you’re not already there.

“We’re pretty much taking care of your brand from beginning to, hopefully, never the end,” she said.

Continued on page 7
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2018 Ulster County Chamber of Commerce
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• Business of the Year (50+ employees)
• Small Business of the Year (less than 50 employees)
• Tourism or Hospitality Business of the Year
• Commitment to the Community
• The Heritage Award
• Emerging Young Leader of the Year

Download Nomination Forms @ www.UlsterChamber.org

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Ulster County Regional Chamber of Commerce

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Diamond Mills Hotel & Conference Center | 25 S. Partition Street, Saugerties, NY
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KDD’s clients include non-profits, restaurants, professional services, manufacturers, and more.

“It really runs the gamut,” Dwyer said. The company’s client list includes non-profits such as the Benedictine Health Foundation and Young Survival Coalition, restaurants like Ole Savannah, the Savona’s family restaurants, the new Capital Tavern, and other local businesses such as Dutton Architecture, Wiltwyck Golf Club and Nostrano Vineyards.

KDD currently has a team of four—“a small team with big experience”—including senior designer Alissa Theodor, senior developer Garrett Gardner and Graphic Designer Jen Thomas. The company does hire other professionals, such as photographers, writers and social media experts, when needed.

“We have built relationships with many people locally so when a client comes to us we can help provide everything they need, even if we don’t do it all right here in-house,” Dwyer said.

Dwyer said what makes KDD unique is its desire to form a partnership with businesses and support them on an ongoing basis.

“We aren’t the people who come in and do one tiny little project and then you never hear from us again,” she said.

“Most of our clients came to us early on in their business or at a stage where they knew they needed a rebrand or a new website. We are very interested in making sure that our clients’ brands are consistent, targeted, and that all their marketing follows a singular brand message.”

KDD is also “friendly, fast and on top of things,” Dwyer said.

“Our clients know we’re very responsive,” she said. “Most of our clients have been with us for a very long time. We’ve built great relationships, and our clients appreciate our savvy insight. We like to think we’ve been successful in building those relationships and those brands, otherwise people wouldn’t keep calling us.”

In fact, most of KDD’s business comes from referrals. Dwyer said many of her clients recommend her to other businesses and it’s not uncommon to get a call from a business owner saying, “I’ve heard so much about you.”

Dwyer, who studied graphic design and graduated with honors from Moravian College, represented several large firms while working for an advertising agency in New Jersey before she and her husband settled in the Hudson Valley. She opened KDD in 2009.

KDD is not only a member of the Ulster Regional Chamber, but Hudson Valley Women in Business, Unique Ladies of the Hudson Valley and Professional Networking Powerhouse. Dwyer is a member of the Mid-Hudson Children’s Museum board and The Arc of Ulster-Greene Foundation board. She also attends Chamber mixers and spoke recently at a Chamber Breakfast meeting.

“I love getting out there, meeting people, and sharing our insight,” she said.

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Katy Dwyer Design, located at 273 Wall St., Suite 203, in Kingston, can be reached at (845) 244-0337 or www.katydwyerdesign.com.
Ribbon Cuttings

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300 Broadway, Kingston, NY
www.rondoutbank.com

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77 Cornell Street (Suite 309), Kingston, NY
www.kingstonceramicsstudio.com

MOTHER EARTH’S STOREHOUSE 40TH ANNIVERSARY
300 King’s Mall Court, Kingston, NY
www.motherearthstorehouse.com

THE REIS GROUP GOES SOLAR
475 Washington Avenue, Kingston, NY
www.reisinsurance.com

CATSKILL MOUNTAIN RAIL ROAD PEACE TRAIN
Kingston Plaza, Kingston, NY
www.catskillmtrainroad.com

HUDSON VALLEY SEED AT JFK SCHOOL
380 Main Street, Suite 200, Beacon, NY
www.hudsonvalleyseed.org

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www.catskillinterpretiveccenter.org

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The American Foundation for Suicide Prevention (AFSP)

PO Box 266
Lagrangeville, NY 12540
www.afsp.org/hudsonvalley
(914) 610-9156
Maria Idoni - Area Director
Category: Non-Profit Organizations
Description: The American Foundation for Suicide Prevention (AFSP) is dedicated to saving lives and bringing hope to those affected by suicide.

eOneMedia

1527 Big Red Kill Road
Fleischmanns, NY 12430
www.eOneMedia.com
(845) 750-7787
Franz Edlinger - Owner
Category: Photography
Description: 3D Photography with Matterport Pro2 Architecture Photography, Aerial Photography, Web Site Development and Marketing.

IGNITE FIT, LLC

168 Cornell Street
Kingston, NY 12401
www.ignitefit.viewcy.com
(412) 726-2296
Lauren Trippodo - Owner
Category: Fitness/Health Clubs
Description: Boutique Fitness Studio Offering Spinning, Yoga, Barre, Interval and Fusion Classes.

KYLE A. STELLER, ESQ.

319 Mill Street
Poughkeepsie, NY 12601
www.mbwise.com
(845) 452-4000
Kyle Steller - Attorney
Category: Legal Services
Description: Attorney focusing on Estate Planning, Elder Law, Guardianship and Special Needs Planning.

PLAY FOR YOUR FREEDOM INC.

191 Dubois Street
Newburgh, NY 12550
www.playforyourfreedom.org
(845) 527-9040
David Lionheart - Founder/Executive Director
Category: Non-Profit Organizations
Description: Play for Your Freedom uses fitness and peer-to-peer support to help Veterans transition from military life to civilian life.

RUSTY PLOUGH FARM

331 Dowe Road
Ellenville, NY 12428
www.rustyploughfarm.com
(845) 647-6911
Oleh Maczaj - Co-Owner
Category: Farming/Agriculture
Description: We grow NOFA-NY Certified Organic, LLC vegetables, herbs & berries on our small family farm. We also offer (non-certified) eggs from our outdoor hens & ducks. Shop for our goodies at our online marketplace, or at several markets and specialty stores throughout the area.

UNWIND BOUTIQUE NAIL SPA

168 Cornell Street - Studio 2E
Kingston, NY 12401
www.facebook.com/UnwindBoutiqueNailSpa
(845) 706-7278
Jess Davis - Owner/Sole Proprietor
Category: Beauty Salons/Barber Shops
Description: Unwind Boutique Nail Spa offers a full Spa Menu of Manicure/Pedicure Treatments with an emphasis on Self Care. Let us pamper you, as you will find it very easy to relax and “Unwind” in our newly renovated boutique. Make it special with a customized private event including Princess Spa Parties, Ladies Night Out, Bridal Parties; with an option to add wellness such as a private Yoga Class led by our neighbors at IgniteFit. We make gift giving easy with an assortment of retail products made locally in the Hudson Valley. Jess Davis, local resident for 40 years, invites you to take time to Unwind.

The Culinary Warehouse

17 Grand Street
Kingston, NY 12401
www.culinarywarehouseny.com
(845) 339-2858
Tracy Lane O’Brien - Owner
Category: Restaurant And Kitchen Supplies; Retail
Description: The Culinary Warehouse of Kingston provides service to restaurants, coffee shops, cake shops, pizza and special events under accounts. Also open to the public to shop at 17 Grand Street in Kingston.

Welcome These New Members

The Middle Way School

PO Box 1321
Woodstock, NY 12498
www.middlewayschool.org
(845) 272-0141
Noa Jones - Executive Director
Categories: Education/Tutoring; Non-Profit Organizations
Description: A school built on the Buddhist view of wisdom and compassion, opening in September 2018 with mixed-age kindergarten, and first and second grades with plans to grow to full K-12. The Middle Way School is the epicenter for Middle Way Education’s research and development of a new model of Buddhist education with a comprehensive curriculum and teaching methodology that can be used to create new schools, redefine existing schools, and support children’s programs around the world.

The Mud Club, Inc.

43 Mill Hill Road
Woodstock, NY 12498
(518) 859-6264
Gray Ballinger - Partner
Category: Restaurants
Description: To-go bagels/coffee.

The Ruffled Closet

188 Broadway
Port Ewen, NY 12466
www.theruffledcloset.com
(845) 383-1106
Kathleen Breitfeld - Owner
Category: Clothing - Retail &/Or Wholesale
Description: Women’s consignment boutique. New and gently used clothing. Many designer brands in a variety of sizes plus a beautiful array of accessories.

For information on Chamber Membership, email Carol Ricken at Carol@Ulster-Chamber.org
These Members Have Renewed

A & T Healthcare LLC
Allen Ross Architecture, LLC
Apple Greens Golf Course
Aqua Jet Pools & Service Inc.
Archerie Lawrence & Son, Inc.
Arconic Fastening Systems and Rings
Beautiful Bodies Auto Body
BEST WESTERN PLUS Kingston Hotel and Conference Ctr.
Big Fluffy Web Help
Blue Hill Lodge & Café
Boiceville Wines and Spirits
Bottini Fuel
Boy Scouts of America/Rip Van Winkle Council
Brad’s Barns & Gazebos
Brainstorm Computers and Technology
Broadway Strand LLC
Callanan Industries, Inc.
Cantine Veterans Complex, Town of
Saugerties
CareMount Medical, P. C.
Catholic Charities Community Services of Orange & Sullivan
Catskill Mountain Railroad Company, Inc.
Center for Spectrum Services
Cerebral Palsy of Ulster County
Charlet Wenzel Realty
Close Out New York, Inc.
Colonial Roofing & Siding Co., Inc.
ColorPage Marketing & Publishing Services
Comfort Inn
Community Foundation of Ulster County
Construction Tool Warehouse
Cornerstone Family Healthcare
Corporate Protection Group Inc.
Courtney Strong, Incorporated
Craig Thomas Pest Control
Crawford Door & Window Sales, Inc.
Daily Freeman
Design Principles
Destinations Ireland & BEYOND
Dargon360
Efros Orthodontics PLLC
Ellenville Central School District
EnergyNext, Inc.
Ethan Allen Workforce Solutions
Fidelis Care
Firmbach & Firmbach, CPAs
Freer Abstract, Inc.
Friends of Senate House, Inc.
George Kackos
Gillette Creamery
Golden Hill Nursing & Rehabilitation Center
GTM Payroll Services
Guerin & Guerin Agency, Inc.
H & H Environmental
Hampton Inn by Hilton, Kingston
Hampton Inn by Hilton-New Paltz
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Hello Dolly Real Estate
Holiday Inn Express & Suites
Hot Water Solutions, Inc.
Hudson River Cruises/Rip Van Winkle
Hudson Valley Foundation for Youth Health
Hudson Valley Office Furniture
Hudson Valley Renegades
Hutton Brickyards
Independent Financial Services
Iris Cultural Center Hudson Valley Johnny-on-the-Spot Disposal Service, Inc.
Katy Dwyer Design
Keith Bennett’s Karate Academy
Kenyon Press Inc.
KeyBank
Kingston Animal Hospital PC
Kingston Cyclery
Kingston Fine Jewelry
Kingston Nissan
Kingston Physical Therapy & Sports Rehab, PC
Kingston Rotary Club
Kingston Security Center
Kingstone Insurance Company
Levon Helm Studios
Lions Club of Kingston
M & M Masonry LLC
M&T Bank
Magna5
Marianne E. Wood-Jensen Tax and Accounting, Inc.
Mariner’s Harbor
Mark Anderson & Progeny LLC
Plumbing Heating & A/C
Maverick Concerts, Inc.
Michael S. Hahn, MD, PC
Mohonk Mountain House
Mohonk Preserve, Inc.
Nancy’s Of Woodstock Artisanal Creamery
Never Alone
Northeast Solite Corp.
Northwestern Mutual
Novella’s New Paltz
Numrich Gun Parts Corp.
Ole Savannah Southern Table & Bar Olive’s Country Store & Café
Paragon Building Group
Partner Rentals
Pattison, Koskey, Howe & Bucci, CPAs, PC
Patty Conti Realty Group LLC
Pennysaver USA
Perry’s Service Station
Porter Brothers Ski & Patio Furniture
Quinlan Optometry
Raleigh Green Inc.
Residence Inn by Marriott Kingston
Rip Van Winkle Campgrounds
River Radiology, PLLC
Rivera Produce Corp.
Romeo Chevrolet-Buick-GMC
Royal Alliance/Anne Stedge-Outwater
Sav-On Party Central
Sawyer Motors
Schneider’s Jewelers Inc.
SELUX Corporation
SERVPRO of New Paltz-Kingston; Western Dutchess
Skydive The Ranch
Somsak Bhitiyakul, MD, FACP & Saharat Bhitiyakul, MD
SPA (Saugerties Performing Arts Factory)
Star Gas Products Inc.
Stone Ridge Dentistry, PC
SUNY Ulster
Taylored Real Estate
Ten Broeck Commons
The Chazen Companies
The Children’s Home of Kingston
The Stone House Bed & Breakfast
The UPS Store
The Woodstock Inn on the Millstream
Tiano Electric Inc.
Tischler Dental
Town of Esopus
Town Tinker Tube Rental
Turner Construction Company
Ulster County Comptroller
Ulster County Democratic Committee
Ultra Seal Corp.
UnitedHealthcare
Van Deusen House Antiques
VetPath Services - Registered Mill Rock LLC
Village Apothecary - Woodstock
Vincent Guido Construction
WBPM Radio
Wells Fargo Advisors, LLC
Wells Fargo Home Mortgage
Wood n Wheel Family Fun Center
Woodstock Golf Club Inc.
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Zena Recreation Park
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June 27, 2018
The Saugerties Stallions
Cantine Field
Saugerties, NY

Our Mixer Sponsor, Sawyer Motors including Owner Bob Siracusano, George Sisco, and Ray Tucker.

Members of the Saugerties Stallions Baseball Team, our Mixer Host, with owner Kevin Hinchey (4th from left), next to Renee Hinchey and Cantine Veterans Complex Superintendent Greg Chorvas.

Young Ulster Professionals (YUP) Meghan Faxon, Maliha Khan, Alecia DeCicco, Travis Rask, Sashara Morgan, Dan Maxwell, Lili Sanchez, Nicole Fuoco.

Josh Queen, Alicia Marchuk, Nick Crist, Tina Chocianowski all with (Adirondack Trailways/Pine Hill Trailways/New York Trailways).

Khattar Elmassalemah (Praetorius and Conrad), Matt Panaro (Lia Honda of Kingston) and Kuan He (Super Bowl Cuisine).

Joe Procyk (Lockwood Architecture), Franz Edlinger (eOne Media), with Christopher Buchanan (United Rentals Reliable Onsite Services).