

# **Chamber***News*

214 Fair Street Kingston, NY 12401 www.UlsterChamber.org



2018

# 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 their 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



Leadership Ulster Class of 2018

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.

Others in the class include Samantha Awand-Gortel of Ulster Savings Bank, Kimberly Griese of Arconic Fastening Systems & Rings, Justin Goldman of the Bank of Greene County, Ryan Burnett of Central Hudson Gas & Electric Corp., Jeremy Adams of Woodstock Byrdcliffe Guild, John Balducci of Paraco Gas, Hugo Jule-Quintanilla of RUPCO, Ethan Mass of M&T Bank, Dayle Nuzzolese-Wyble of Best Western Plus, Melanie Kormann of Frank Flynn CPA, AnnMarie Mitchell of New Horizons Resources, Brittany Schatzel of Rondout Savings Bank, Mandy Seiler of Family of Woodstock, Christopher Veros of The Arc of Ulster-Greene, Roger Stinemire of Arconic Fastening Systems & Rings and Samantha Wong of Hudson Valley Federal Credit Union.

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 Kvistad and educators like Ann Marrott of SUNY Ulster.

"I am very grateful to have had the opportunity to

Continued on page 4

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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

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#### **DAILY FREEMAN**

## **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

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# **HR Cruises Hosts Next Mixer**

### Spend A Night On The Glorious Hudson

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.





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# 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 Kellev 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!**

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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

# They Love Brands at Katy Dwyer Design

# Let Them Pump Life Into Your Business



Part of the KDD team, from left to right, Jen Thomas, Graphic Designer: Katy Dwyer, President: Alissa Theodor, Senior Graphic Designer.

So vou've started vour 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 Untown Kingston, can remove that burden from you so you can focus on what you do best.

"I've even fallen into that trap, where I try to do all of my accounting by myself." Dwyer says. "The fact of the matter is vou're an expert at something and therefore you started a business, but you may not be an expert

at marketing and branding

"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 vour 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." Dwver 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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### **Today's Leaders Inspiring Tomorrow's** Leaders

#### **REGISTER TODAY!**

for the 2018-2019 Leadership Ulster Class Beginning in September Deadline: August 1, 2018



#### Ethan J. Mass Bank Manager, M&T Bank

"I would like to thank M&T Bank for providing me the opportunity to interact with such amazing leaders within the ULDI program. Big thanks to Ingrid Kulick for her guidance and accessibility. The experience conversing with our county leaders proved to be all inspiring. We all look forward to supporting each other moving forward. I found the workshops to

be personally enriching and helpful to my own leadership development. The best part was establishing new friendships and connections with some of the finest people in the area."

> For Information/Application Contact Ingrid Kulick 845.338.5100 | Ingrid@UlsterChamber.org www.UlsterChamberFoundation.org

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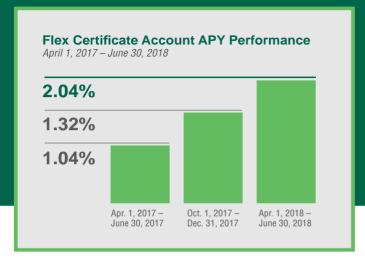
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# **Katy Dwyer Design**

Continued from page 5

KDD's clients include non-profits, professional services. restaurants. 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 Vinevards.

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

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. Dwver said many of her clients recommend her to other businesses and it's not uncommon to get a call from a business owner saving, "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.

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

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# AMERICAN FOUNDATION FOR SUICIDE PREVENTION (AFSP)

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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.

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**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.

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www.middlewavschool.org

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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.

#### **UNWIND BOUTIQUE NAIL SPA**

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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.

For information on Chamber Membership, email Carol Ricken at Carol@Ulster-Chamber.org

**WELCOME THESE NEW** 

**MEMBERS** 

transformative nature immersion experiences that cultivate

character, confidence, passion and perseverance in NY's

youth. Wild Earth programs draw on a broad spectrum of

teachings ranging from native technologies to the natural

sciences. Our programs offer adventure and fun, primitive

skills and crafts, awareness games, and story and song,

facilitated by multi-generational mentors. They foster

individual and group awareness and a deeper connection

Description: Doing Good is Good Business. Developing a

core purpose that goes beyond your products and services

is what social good is all about. Standing for something

you care about clarifies your vision for a better tomorrow

and gives people an opportunity to connect with what you

believe in. We help brands integrate social good into their

business model and then amplify their message through

strategy, design, content and video marketing. Go Good. Be

Wild Earth, a NY not-for-profit, leads

WILD EARTH WILDERNESS SCHOOL

**David Brownstein** – Executive Director

Category: Non-Profit Organizations

# **These Members Have Renewed**

A & T Healthcare LLC Allen Ross Architecture, LLC Apple Greens Golf Course Agua Jet Pools & Service Inc. Archie Lawrence & Son, Inc. Arconic Fastening Systems and Beautiful Bodies Auto Body BEST WESTERN PLUS Kingston Hotel and Conference Ctr. Bia Fluffy Web Help

2307 Lucas Turnpike

www.wildearth.org

(845) 256-9830

to the Earth.

P.O. Box 732

(845) 702-5731

**WILDSTREAM MEDIA** 

New Paltz. NY 12561

**Denise Iellev** - Founder

Category: Marketing

www.wildstreammedia.com

High Falls, NY 12440

Blue Hill Lodge & Cafe 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 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

Dragon360

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

**GTM Payroll Services** 

Guerin & Guerin Agency, Inc.

H & H Environmental

Hampton Inn by Hilton, Kingston Hampton Inn by Hilton-New Paltz

hash

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

Johnny-on-the-Spot Disposal Service, Inc. Katy Dwyer Design Keith Bennett's Karate Academy

Irish Cultural Center Hudson Valley

Kenvon 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 Kinaston 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 Mayerick 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 & Cafe

Paragon Building Group Partner Rentals

Pattison, Koskey, Howe & Bucci, CPAs, PC

Patty Conti Realty Group LLC

Perry's Service Station Pestech - Pest Solutions

Pinewoods Farm

Portable Cooler Rentals LLC

Potter Brothers Ski & Patio Furniture

Quinlan Optometry

Raleigh Green Inc.

Residence Inn by Marriott Kingston Rip Van Winkle Campgrounds River Radiology, PLLC

Riviera Produce Corp. Romeo Chevrolet-Buick-GMC Royal Alliance/Anne Stedge-

Outwater Sav-On Party Central

Sawver Motors

Schneider's Jewelers Inc.

SELUX Corporation

SERVPRO of New Paltz-Kingston:

Western Dutchess

Skydive The Ranch

Somsak Bhitivakul, MD, FACP &

Saharat Bhitivakul, MD

SPAF (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.

Woodstock Harley-Davidson

Woodstock School of Art Zena Recreation Park

Zumtobel Lighting Inc.

**Hudson Valley Renegades Hutton Brickyards** Independent Financial Services

Great.



**June 27, 2018** The Saugerties **Stallions** Cantine Field Saugerties, NY





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 Grea Chorvas.



and Ray Tucker.



Our Mixer Sponsor, Sawyer Motors including Owner Bob Siracusano, George Sisco, Young Ulster Professionals (YUP) Meghan Faxon, Maliha Khan, Alecia DeCicco, Travis Rask, Sashara Morgan, Dan Maxwell, Lili Sanchez, Nicole Fuoco.



Chocianowski all with (Adirondack Trailways/Pine Hill Trailways/New York Trailways).



Josh Queen, Alicia Marchuk, Nick Crist, Tina Khattar Elmassalemah (Praetorius and Conrad), Matt Joe Procyk (Lockwood Architecture), Franz Edlinger Panaro (Lia Honda of Kingston) and Kuan He (Super Bowl Cuisine).



(eOne Media), with Christopher Buchanan (United Rentals Reliable Onsite Services).