Leadership Ulster Graduates 23, Looking For More
You Could Be Among The ‘Leaders of Tomorrow’

Raffaela Benson had just become a branch manager for Walden Savings Bank when the opportunity arose to attend Leadership Ulster. “The Ulster Leadership program has been a great opportunity for me as a new manager,” Benson said. “I have learned many ways to see, approach, manage, or handle situations. Having been surrounded by peers from a variety of industries and backgrounds has shown me that there is no ‘right’ way but there could be a ‘better’ way. One of the messages that will remain with me is to lead with a strong mind and a soft heart.”

Jonathan Beever, president of PuroClean Restoration Services, said he “learned a lot about different leadership styles and has implemented them into his business. “I highly recommend the program to anyone looking to improve their leadership skills,” Beever said.

Scott Cashin, a manager at Arconic Fastening Systems in Kingston, said when he was asked to take part in Ulster Leadership, he initially saw it as an obligation. However, he quickly saw an opportunity to grow with his classmates. “While the presenters and panelists were all each impactful in their own regard, all paled in comparison to the inspiration that came from the members of the class that came together as a group,” Cashin said. “There was no shortage of people willing to listen to work and life challenges—ready to offer constructive advice. It was truly an atmosphere of the class actively being there for the benefit of each other.”

That’s been the case since Ulster Leadership began in 1992. The program, which educates future leaders about the community, local and state government, law enforcement, arts and culture and community development, has trained more than 400 people who serve on a variety of boards for non-profits and community organizations in Ulster County.

“We strongly believe that Leadership Ulster has had a significant impact on the quality of life here in the Ulster County Region,” says Ingrid Kulick, executive director of the Chamber Foundation. Kulick and Tara Dickett of M&T Bank coordinate the program.

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

“For each session, I sat in my seat fully engaged in the subject matter and was intently focused on absorbing the guidance and wisdom each of our guests were bestowing upon us,” she said.

Rita Franco, a deposit operations supervisor with Ulster Savings Bank, agreed, saying every class “presented me with a unique learning experience and has shown me the many different styles of leadership. I am very fortunate to become a part of the leaders of tomorrow.”

The officers of the 23-member Ulster Leadership Class of 2019 included Class President Kelly Creswick of Cerebral Palsy of Ulster County and Class Vice President Conor Maisch of Marshall & Sterling.


Leadership Ulster also inducted three members into its Hall of Fame this year: Joan Eck of Ulster Savings Bank, Christopher Marx of SUNY Ulster and John McHugh of The Arc of Ulster-Greene.

Leadership Ulster also initiates a class project each year and the 2019 session partnered with the Chamber Foundation to strengthen and lead the Youth Leadership & Career Development Program.
UPCOMING CHAMBER EVENTS

July 16 | 5:00 - 7:00 pm
Networking Mixer
@ Denizen Theater
10 Main Street | New Paltz, NY
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: Ulster Savings

August 1, 2019
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 Thursday, August 1, 2019.
Download form at www.UlsterChamber.org
For Sponsorship Opportunities contact:
Bob Hirsch 845.338.5100 x103 or Bob@UlsterChamber.org

August 15 | 5:00 - 7:00 pm
Networking Mixer
@ Greig Farm
227 Pitcher Lane | Red Hook, NY
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: WineRacks.com

September 18 | Noon - 5:00 pm
2019 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

Register for all Events (845) 338-5100
www.UlsterChamber.org
Making That Human Connection

July 16 Mixer At Denizen Theatre New Paltz

At Chamber Mixers, we mingle, meet new people, exchange business cards and make key connections, but things are about to get a lot more personal at the July networking event.

After all, Denizen Theatre is about capturing the essence of humanity through intimate, live storytelling. It is where actor, audience and story meet in real time, leaving people inspired, emotionally connected and with something to talk about.

It’s precisely that outcome Denizen’s team is hoping for as it prepares to welcome Chamber members for the first time on July 16 from 5-7 p.m.

The professional, black-box theater company at the Water Street Market in New Paltz inspires the community to come together and experience what the staff calls a “sacred, creative space,” one that produces bold, new plays the year round.

Everyone who attends will be treated to delicious, complimentary refreshments, courtesy of Ulster Savings Bank. Ulster Savings Bank is also the Mixer Sponsor.

“With black-box theater, there is no separation between actor and audience,” said Benjamin Williamson, co-artistic director. “We strive to create accessible theater experiences for everyone, while bringing stories to life with great writing and great acting in an intimate space. We look forward to welcoming all members into our creative space.”

The performing arts space, with a flexible seating configuration for each production, opened last fall, staging the regional premiere of William Francis Hoffman’s “Cal in Camo.”

Denizen Theatre’s mission is to “explore what it means to be human with all its duality and complexity.” That means preference is given to emerging playwrights who tackle challenging subject matter through a contemporary lens.

Denizen was modeled after the Sarasota, Fla.-based Urbanite Theatre, which New Paltz developer and visionary Harry Lipstein had established in 2015. He drummed up the idea for a similar black-box theater in New Paltz after he met Williamson and Brittany Proia, both acclaimed stage actors and graduates of the FSU/Asolo Conservatory.

Lipstein, who himself has performed in off-Broadway plays, had the perfect spot just up the hill from the shopping village he had opened in the college town 20 years earlier. Water Street Market is celebrating its 20th anniversary, and with the addition of Denizen Theatre, Water Street Market is a cultural asset in the community.

Lipstein said he can’t wait to welcome fellow business members to Denizen and introduce them to the creative team, while shining the light on the theater’s lineup for the rest of the year.

“These are plays that explore the human condition. We are committed to producing new work that provokes, challenges and inspires often ignored conversations,” he said.

Williamson described the always-changing performance space as “minimalistic,” meaning that less is more, allowing the focus to be on the action, actors, words, relationships and story. The theater, with plain black walls and seating for up to 70, acts in many ways like a blank canvas for artists to create something special.

“Every time you come in, the seating is completely different,” said Brittany Proia, the co-artistic director. “For every play, we see what the needs are and consciously create the seating to support the play for the community.”

Williamson added, “In our first production, ‘Cal and Camo’ dealt with issues surrounding postpartum depression, connecting to nature and each other, so we envisioned creating a psychological embrace with the seating in a three-quarter thrust.

The audience was able to see other audience members’ reactions, which created a sense of support within the configuration. It was a gorgeous sense of awareness.”

He called New Paltz the perfect place for year-round theater. One of the goals is to make it accessible to the community, including $5 tickets for students, and by opening the space for free to area nonprofits and artists who want a safe place to express themselves.

“The Hudson Valley is a fantastic place to live with all the mountains, hiking and other wonderful assets,” Williamson said. “Here at Denizen, we want to be an artistic hub. We are a brand-new cultural asset in the region, and in our intimate space, stories about the human condition are shared and explored.”

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.
Leadership Ulster Graduates 23

You Could Be Among The ‘Leaders of Tomorrow’

Continued from page 1

Program for high schools in Kingston and Saugerties. The class also established the “Leaders of Promise Scholarship Fund” to present to a Kingston High School senior who would be attending SUNY Ulster the following fall.

Applications are now being accepted for the 2020 Ulster Leadership class, which starts with a retreat this fall. Information and applications are online at ulsterchamberfoundation.org or contact Ingrid Kulick at (845) 338-5100, ext. 106 or Ingrid@ulsterchamber.org.

Today’s Leaders Inspiring Tomorrow’s Leaders

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

Amy Lenard
Ulster Literacy

“I would like to thank the Chamber Foundation and the Len Cave Memorial Scholarship Fund for providing me with a scholarship to participate in this wonderful leadership program. ULDI has broadened my understanding of Ulster County community leadership and has expanded my own leadership horizons. I am grateful for the wisdom of Ingrid Kulick, Nancy Plumer, and all of our guest speakers, and I am especially grateful to my ULDI colleagues for their collaboration, ideas and initiative. ULDI has challenged me to envision myself as a leader in a county full of exciting opportunities and occupied by committed businesses, non-profit organizations, and individuals. I am excited to utilize the skills I acquired and look forward to future collaborations with my vast new professional network as we all work together to continue to improve Ulster County for years to come.”
NOMINATIONS NOW OPEN!

Ulster County
Business Recognition Awards 2019

Nominate a Local Business or Business Leader
WE’RE LOOKING FOR THE BEST OF THE BEST!

Nomination Categories:
• Entrepreneur or Business Person of the Year
• 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 (Not-for-Profit) Award
• The Heritage Award
• Emerging Young Leader of the Year

Download Nomination Forms @ www.UlsterChamber.org

SPONSORSHIP OPPORTUNITIES 845.338.5100
This Fourth of July is a special one for Woodstock Chimes owners Garry and Diane Kvistad: they moved here exactly 40 years ago but had no idea at the time they would one day own one of Ulster County’s most successful businesses.

Back in the 1970s, Kvistad was pursuing a master’s degree in music at Northern Illinois University. He studied metallurgy, woodworking and even physics in the hope of someday building instruments.

Kvistad built his first metallophone, a xylophone-like instrument, from the aluminum tubes of old lawn chairs he found in a landfill. He tuned the instrument to a 7th-century Greek scale he had read about, the scale of Olympos.

“I thought, ‘Wow, this is really beautiful.’ I wanted to share that with other people, but I didn’t think anyone wanted to learn how to play xylophone, so I came up with the idea of making a windchime since anyone could play a windchime with the help of the wind,” Kvistad recalls.

Kvistad made three of the chimes, which he called Chimes of Olympos, and showed them at craft shows in the Midwest. When he and Diane moved to Ulster County on July 4, 1979, he made more and sent examples of his unique chimes to National Public Radio and The Today Show. He was invited for

Continued on page 7
interviews on both outlets—among others—and business exploded.

“We went from our barn in West Hurley to a shop we built back in the woods,” Kvistad said.

Woodstock Chimes moved into the former Ametek Rotron building in Shokan 20 years ago and today employs 45 people, while selling windchimes and other musical instruments around the world through www.chimes.com. Kvistad, a Grammy-winning percussionist, also blogs at www.chimemaker.wordpress.com.

Kvistad said his chimes come in a variety of styles, tunings, colors and adornments. The company also offers musical instruments for children, a line that was endorsed by Jim Henson of the Muppets.

“Every product that makes a sound has a soundbite on our website,” Kvistad said. “Many of them have videos, where you can see and hear the products in action.”

Kvistad said crystal suncatchers are the latest hot seller.

“We say those crystals do for light what our chimes do for sound,” Kvistad said.

The crystals are made in England and Kvistad said virtually none of the company’s products are manufactured in the United States. The wood for the instruments comes from North America, but Kvistad made the difficult decision to move production to China 15 years ago when his profit margin virtually disappeared.

“Everything else is done here in Ulster County: order entry, shipping, design, accounting, quality control, inventory, receiving. That’s all done by our 45 great employees,” Kvistad said. “The reality is if we hadn’t gone over there, we would have been out of business at least 15 years ago. Our charitable fund would have died, our 45 employees would be out of work and all the taxes we pay would not be there.”

Kvistad said the key to staying in business for 40 years is “really great people, first and foremost.” Some staff have been with him for almost the entire 40 years and many have 30 and 20 years at the company.

“If I have any talents at all, it’s recognizing the talent in people and having them join the company,” Kvistad said.

“We also have what I feel are really, really great products. The quality has always been excellent and it’s a meaningful, authentic product. If I say this is an ancient scale from the 7th century B.C., it really is. It’s not just a name. The sounds are really magical. We’re the only windchime company run by musicians, so the musical quality is there.” Kvistad said the Chamber inspires the Woodstock Chimes Fund, the charitable arm of his business, which provides funding for food and shelter programs, as well as the arts.

“We know a lot of those people through the Chamber,” Kvistad said. “I think the Chamber inspires us.”

Kvistad organizes a free one-day Drum Boogie Festival each year featuring top-notch musicians, dancers and singers. Kvistad has to raise money from other businesses to add to support from the Woodstock Chimes Fund. This year’s free event is Sept. 7 in Woodstock and features musicians Jack DeJohnette and Paul Winter, among many others. More information can be found at www.drumboogiefestival.com.

The company also offers a Charitable Chime called Chimes for Autism, with all proceeds going to autism education and research.

Kvistad is one of the prominent business leaders the Chamber calls on to address Leadership Ulster each year.

“The Chamber helps develop young leaders and part of leadership is being humble and knowing that the community is a very important part of your business,” Kvistad said.

Woodstock Chimes, located at 167 DuBois Road in Shokan, can be reached at (845) 657-6000 or www.chimes.com.
In the age of the Internet, can’t you simply go online and plan your own vacation? Do you really still need a travel agent?

“Absolutely,” says Joan Quigley, the owner of Cruise Planners in Kingston.

Quigley said she is amazed when people spend $3,000 to $5,000 on a vacation and “do it all themselves.”

“Why would you not use a professional? I am my clients’ advocate,” Quigley says. “I offer guidance and I personalize their trips. I actually contact the resort to let them know I have VIPs arriving and to please take extra special care of them. I offer value and I troubleshoot.”

In short, Quigley said she acts as a “travel concierge.” She can help you anticipate problems and guide you along, including everything from what Airbnbs to avoid on the road, how many bags to check and how to get in and out of foreign countries.

She also doesn’t take a fee but makes money off the built-in commissions for each booking.

“The difference in what I do is you get more for less money and little to no effort,” Quigley said. “In addition to getting insider deals that you cannot get anywhere else, you get insider secrets for a much better and safer experience, more choices, full concierge service and 24-hour assistance while you’re on your trip if you need anything—even if you’re across the globe.

“And the service level you get doesn’t matter if you are on a very budget-conscious trip or a first-class trip of your dreams. Try to get that from KAYAK, Expedia or Priceline. I put do-it-yourself planning, paying and traveling to shame. That’s why you should work with me.”

Quigley said she has traveled extensively to research and experience destinations such as Italy, Ireland, Hawaii, Australia and New Zealand. She then passes off her experience to travelers.

“I am a land- and cruise-travel professional,” she said. “I create custom tours based on my customers’ needs and book customers into existing group tours.”

Quigley can also provide land-tour packages containing airfare, car rentals, hotel accommodations and excursions. She also books both river and ocean cruises and can provide trip insurance.

“Not only can I help with every aspect of travel, I am aware of sales that customers will never see online,” she said. “I have access to special sales with our vendors that customers can take advantage of. Using me also saves time looking because there is an overabundance of information on the internet, but not all of it is there.”

Quigley said she checks every night to see if a booked cruise fare has been reduced. That savings can be passed onto the customer or used for an upgrade.

Meanwhile, she works with three associates, including her daughter-in-law, Katrina Quigley, who specializes in Disney packages. Another associate specializes in trips to Europe, while Quigley is a specialist on Australia and many other locations.

Her advice to would-be travelers is to plan ahead. Quigley said many people wait until the last minute and find cruises are either sold-out or the price has risen dramatically. She is now planning a Ladies Iceland trip for March 2020 and a faith-based trip to Israel for 2021.

“I can’t stress enough about people planning ahead,” she said. “Bite the bullet and plan for next summer right now.”

An accounting major who graduated from Marist, Quigley’s first job out of college was in customer service—something she liked. Becoming a travel professional seemed a good fit.

“I think that’s what I like about this—working with people to get to their destination and their memory-making vacations,” she said. “I absolutely love working with people. The bonus for me is I get to travel, and I love sharing all that information with my clients and family and friends as well.”

Quigley said when she started her business, everyone urged her to join local organizations and network.

“The Chamber was an obvious choice for me. Being in this community so long, I basically know everybody business-wise,” said Quigley, the wife of Town of Ulster Supervisor James Quigley.

She also is a past president of the Junior League of Kingston and a graduate of the Chamber’s Leadership Ulster program.

“The Chamber has been amazing for me,” she said. “I’ve generated business through them. It’s really been wonderful.”

Cruise Planners, a home-based business in Kingston, can be reached at (914) 388-0025 or www.Quigley.Vacations. Joan Quigley’s email is Joan.Quigley@CruisePlanners.com.
While You’re Working...  

We’re Working for YOU!

Members may display their business cards and brochures in our Visitor’s and Relocation Center.

Another Benefit of Membership in Ulster County Regional Chamber of Commerce

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“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
COMMUNITY BANK N.A.

PO Box 368
Boiceville, NY 12412
www.cbna.com

Michael Bulgia - Branch Manager
Category: Banks
Description: Community Bank, N.A. is a full-service financial institution offering personal loans, mortgages, checking and savings accounts, credit and debit cards, online banking, mobile banking, commercial loans, cash management and more. In addition to a full range of retail and business banking services, we also offer comprehensive financial planning, insurance, and wealth-management services. Community Bank has consistently been ranked among the top 15 best banks in America by Forbes magazine for the past eight years running, and was ranked third in 2018. Equal Housing Lender, Member FDIC.

ARTISAN BEAUTY BAR

10 Abeel St.
Kingston, NY 12401
www.artisanbeautyNY.com

Eden Selle - Owner
Category: Beauty Salons/Barber Shops
Description: An Aveda Concept Salon offering hair, skin, body, make-up services.

ARCHCARE WORKFORCE INVESTMENT ORGANIZATION

918 Ulster Avenue
Kingston, NY 12401
www.archcare.org

Genie Keating - Site Manager
Category: Education/Tutoring
Description: The goal of WIO is to invest in initiatives to attract, recruit and retain long term care workers in our area. We have created robust on-line learning systems to remove common obstacles in utilizing training resources. Programs include HHA, CNA certification and RN residency programs all intended to expand professional advancement. ALL programs are provided at no charge to enrollees or employers. Programs can be provided on site for long term care employers.

ADTAXI

79 Hurley Ave.
Kingston, NY 12401
www.adtaxi.com

Barbara Norton - Digital Sales Manager
Category: Digital Advertising
Description: Adtaxi’s digital expertise spans a wide array of industries, for businesses both large and small, and we leverage insights from thousands of digital campaigns, bringing new cutting-edge tactics to the table for our clients. We are Google, Bing, Facebook and Snapchat partners with over 2600 monthly campaigns, and a 97% retention rate. Taking an omnichannel approach, Adtaxi offers a true full-funnel solution powered by our optimization technology, Quantum, that drives performance to the conversion metrics that matter most to your business. Call Barbara for a free web analysis/consultation.

Hudson Valley Improv

1688 State Route 213
Ulster Park, NY 12487
www.hudsonvalleyimprov.com

Samantha Jones - Founder/Artistic Director
Category: Arts & Entertainment
Description: Hudson Valley Improv is both an improv training center and performance company. We offer classes, private workshops and live shows based in improv. Our method of improv is based on a method evolved by Samantha Jones called Improv Empowerment. The method involves personal empowerment and a unique blend of actor training techniques imperative for a skilled improviser.

Kingston Athletics

82 Boices Lane #33
Kingston, NY 12401
www.Kingstonathletics.com

Christina Krzywonos, Ronnie Ridner – Co-Owners
Category: Fitness/Health Clubs
Description: Kingston Athletics is a 7,500 square foot health club that offers personal training, individualized programming, group fitness, Cross Fit, boot camp and youth fitness classes. All skill and fitness levels are welcome and encouraged!

Masa Midtown

666 Broadway
Kingston, NY 12401
www.masamidtown.com

Ozlem Oguzcan-Cranston - Owner
Category: Caterers; Event Venues
Description: Masa Midtown is the Hudson Valley’s premiere boutique caterer and events venue specializing in Turkish and Mediterranean menus that are both approachable and delicious. We offer on and off-premise catering services for the entire Hudson Valley area. Our brand new space, (due to open Fall 2019) located in the heart of Midtown Kingston, can host up to 100 guests for all events ranging from celebratory private parties to formal corporate gatherings. In addition to catered events, Masa Midtown is the perfect rental space for photo and movie shoots, pop-up retail shops, art exhibits and so much more.

STONE HOUSE TAVERN

4802 Route 209
Accord, NY 12404
www.StoneHouseTavern.net

Linda Bradford - Owner
Categories: Restaurants; Bars/Lounges
Description: Restaurant & Bar

TURN UP THE BEET

456 Broadway
Kingston, NY 12401
www.Turnupthebeetny.com

Stephen Kennedy - Owner
Category: Restaurants
Description: Juice Bar, Smoothie Shop, Acai Bowls, Locally grown/sourced produce. Community Advocate.

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ROOF KING

Box 179
Hudson, NY 12534

John Versace - Owner
Categories: Roofing & Siding; Contractors – General Insulation
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NYenvironcom

15 Huguenot St. Apt. 5
New Paltz, NY 12561
www.NYenvironcom.org

Alex Scilla - Director
Categories: Non-Profit Organizations; Consultants – Energy/Environmental
Description: Focusing on environmental advocacy, land use issues and sustainable development for the Mid-New York Region.

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60 Years
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20 Years
Crossroads Ventures LLC

15 Years
Community Foundation of Ulster County

10 Years
Walkway Over the Hudson

5 Years
CareMount Medical, P. C.
Corporate Protection Group Inc.
Northwest Solite Corp.

1 Year
American Foundation for Suicide Prevention (AFSP)
CLUBWAKA
The Culinary Warehouse
Nola Gutmann Realty
Glen F. Kubista & Associates
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Roberti Automotive, LLC
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Texas Roadhouse
These Members Have Renewed

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American Foundation for Suicide Prevention (AFSP)
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Camping World of the Hudson Valley
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Charlet Wenzel Realty
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Community Foundation of Ulster County
Construction Tool Warehouse
Corporate Protection Group Inc.
Crawford Door & Window Sales, Inc.
Crossroads Ventures LLC
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Kingston Animal Hospital PC
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Nola Gutmann Realty
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The Culinary Warehouse
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Turner Construction Company
United Way Of Ulster County
Van Deusen House Antiques
VetPath Services - Registered Mill Rock LLC
Vincent Guido Construction
W & J Palkowics
Walkway Over the Hudson
Westchester Medical Center
Wood ‘n Wheel Family Fun Center

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“Being listed in the Chamber’s Annual Resource Guide & Membership Directory has helped us pick up commercial clients.”

- Jeff Lowe, President
Jeff Lowe Plumbing, Heating and Air Conditioning

CATSKILL ART

230 Kingston Plaza Road (Kingston Plaza), Kingston, NY
www.catskillart.com

ARCHCARE WORKFORCE INVESTMENT ORGANIZATION

918 Ulster Avenue, Kingston, NY
www.archcare.org

HOTEL KINSLEY

301 Wall Street, Kingston, NY 12401
www.hotelkinsley.com
Our Mixer Host The Catamount at the Emerson Resort & Spa with (F) Marcilene Smith (Wedding & Event Planner) and Tamara Murray (Marketing & Sales Director), (R) Kyle Steen (Maintenance Tech) and Matthew Steen (Marketing Manager).

June Mixer Sponsor
Alfandre Architecture

Our Mixer Sponsor, Alfandre Architecture, with Patricia Horner, David Ekroth and Joe Buglino.

Liz Zabel and Christina Burns (both from The Emerson Resort & Spa) with Rick Remsnyder (Ulster County Tourism).

John Peters (Cyber Guardian Consulting Group, LLC), Allen Austin and Justin Goldman (both from Bank of Greene County) with Nick Martin (Cyber Guardian Consulting Group, LLC).

Brenda Graff (Lawrence O’Toole Realty), Wanda Grinder (SERVPRO of New Paltz-Kingston; Western Dutchess), Lawrence O’Toole (Lawrence O’Toole Realty) with Jeanine Lindhorst and Connie VanKleeck (both from Sound of LIFE Radio Network).

Sara Morrissey, Stephanie Premo, Kelly Godwin and Jodi Anderson (all from Rondout Savings Bank).