

# Half A Century Of Prominent Honorees Chamber Marks 50<sup>th</sup> Peter B. Mathews St. Pat's Breakfast

MaryRose Warcholak's reaction last year was pretty typical of the honoree being singled out from among hundreds at the Peter B. Mathews St. Patrick's Day Breakfast.

As the music and chatter died down, Chamber President Ward Todd took his place at the podium to read the "Royal Order of the Blarney Stone," the comical creed outlining attributes of the person who would nab the coveted title "Honorary Irish Person of the Year."

It was Warcholak whose name was called in that dramatic finale at the festive morning party, where even the orange juice flows green.

"I was astonished," said the senior vice president of retail banking at Ulster Savings Bank. "When (Chamber President Ward Todd) started to read the honor and said the word 'her,' I thought, 'Oh, so it's a woman this year. I hope it's somebody I know.'

"When he called my name, I was flabbergasted. I was honored and humbled because I don't look at myself in that bigger role."

It is, no doubt, a big deal and a big year. This marks the 50th anniversary of the Peter B. Mathews St. Patrick's Day Breakfast, which fetes not only the Irish spirit, but the remarkable men and women—those who have gone above and beyond to make the community a better place.

Begun by the late Len Cane, the longtime Chamber President, the breakfast is one of Ulster County's most beloved traditions, and though it is light in spirit, it is heavy in meaning. All those who have earned the honorary Irish title have etched for themselves a noble place in Kingston's history.

Warcholak is now among them.

Not only has she been an integral part of Ulster Savings Bank for almost 16 years, including serving as a board member of the bank's Charitable Foundation, but she has left her mark on many other area nonprofits.

Warcholak is the vice chair and soon-to-be chairperson of the Ulster County United Way board of directors. Additionally, she is the second vice chair of the Benedictine Health Foundation, where she serves on the committees for the Winter's Eve Gala and Rosemary D. Gruner Bike for Cancer Care event.

Continued on page 5



March Breakfast March 15 7:30-9:00 am BEST WESTERN PLUS 503 Washington Ave. Kingston, NY

Sponsor:



### The Reis Group Will Be The Breakfast Sponsor for March

The Reis Group is proud to sponsor the 50th annual Peter B. Mathews Honorary Irishman of the Year Breakfast. The Reis Group is Insurance Worth Having.

The Reis Group was founded by Frank Reis in 1966 in the bedroom of his apartment. Since then, through growth, acquisitions and mergers, the Reis Group has grown to 4 locations in the Hudson Valley and Capital District with over 50 employees. The businesses that now make up The Reis Group have local histories that go back to the late 19th Century.



#### INSURANCE WORTH HAVING.

The Reis Group is a strong supporter of local causes and events. In the past 10 years, The Reis Group has donated well over one half of a million dollars to local charities, capital projects, civic events and regional fundraising. The Reis Group prides itself on supporting the causes and events that mean most to the people of Kingston and Ulster County. Supporting the community that supports their employees and families is a guiding business principle of The Reis Group.

The Reis Group offers all lines of insurance: from auto and homeowners, life insurance, group health insurance to specialized workers compensation solutions and risk management, to large manufacturing, municipal and school system insurance. The Reis Group maintains a high level of commitment to education and service with 49 licensed insurance professionals, many with advanced insurance designations, providing the best advice and service in the area.

This year, The Reis Group is proud to be cosponsoring the 50th annual Peter B. Mathews breakfast with Keegan Ales. The milk stout, specially brewed by Tom Keegan, is consumed in many cultures as a low alcohol, fortifying beverage to be enjoyed with breakfast!

We thank you for attending! The Reis Group. Insurance Worth Having.



Р<u>к</u> Р<u>к</u> 20.5. Робть С Релои, иү 12401 РЕ<u></u> КМІТ #39 РЕ КМІТ #39 РЕ КМІТ #39 РЕ КМІТ #30 РЕ КМІТ #30 РЕ КМІТ #30 РЕ КМІТ #30 Р



### **CHAMBER BOARD OF DIRECTORS & OFFICERS**

CHAMBER BOARD OF DI	KELTUKS & UFFICERS
David Gagnon ~ CHAIRMAN OF THE BOARD	
John Burlingham ~ CHAIR ELECT Crystal Jacob ~ TREASURER	American Solutions for Business
Crystal Jacob ~ TREASURER	Ulster Savings Bank
Kevin Quilty ~ SECRETARY	
Donald Verity ~ IMMEDIATE PAST CHAIR	
Christopher Bowers Thomas Cole	
Thomas Cole	
Jess Davis Fran DePetrillo-Savoca	
Fran DePetrillo-Savoca	Ulster County Tourism
Brianne Ebel	
Jeremy Ellenbogen	Ellenbogen Group, Inc.
Miriam Gibbons	PuroClean Professional Restoration
Brian Ginty Justin Goldman	Hudson Valley Financial Services
Justin Goldman	
Debra Harris	Best Western Plus
Timothy D. Hayes	Central Hudson Gas & Electric
Michael Paesano	Adams Fairacre Farms
Alan Roberts	SUNY Ulster
Marjorie Rovereto	Rondout Savings Bank
Marjorie Rovereto Anthony J. Troccia	Ulster Savings Bank
Eugene Waterbury	Begnal Motors

STAFF

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

#### **CHAMBER FOUNDATION BOARD OF DIRECTORS & OFFICERS**

Kristin Backhaus, Ph.D. ~ CHAIRMAN	SUNY New Paltz
Peter Carr - VICE CHAIRMAN	HV Insurance Agency
Ryan Occhino ~ TREASURER	Ulster Savings Bank
Ryan Occhino ~ TREASURER Harris Safier ~ SECRETARY	Berkshire Hathaway HomeServices
David Gagnon - CHAMBER CHAIRMAN OF THE BOARD	
Ingrid Kulick	President
Nancy Clark, P.E.	KC Engineering and Land Surveying, PC
Tara Dickett	
John Eickman	HITS Endurance
Michael Janasiewicz	Ulster Savings Bank
Paul Kesick	Marshall & Sterling Insurance
Eileen Larocca	Arconic Fastening Systems
Su Marcy	United Way of Ulster County
Laurie Morris	UnitedHealthcare
Leslie Sewell	Rondout Savings Bank
Kate Waage	MVP Health Care

### Chamber*News*

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

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

Kevin Corrado, Publisher

Tim Tergeoglou, Advertising Director

Michele Sisco-Martin, Graphic Designer

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

### **UPCOMING CHAMBER EVENTS**

March 7 | 5:00 - 7:00 pm

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

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

**Sponsor: Adams Fairacre Farms** 

March 13 | 9:00 - 11:00 am

### Ulster Chamber Foundation Anne Miller Seminar Magic Moments in Selling, or, Are You Shooting Yourself in the Foot?

UnitedHealthcare | 505 Boices Lane, Kingston, NY 12401 Anne will cover three critical selling "Moments" plus provide tools to evaluate how effective you are in each one. Ingrid Kulick @ 845.338.5100 | UlsterChamberFoundation.org

### March 15 | 7:30 - 9:00 am

### St. Patrick's Day Breakfast BEST WESTERN PLUS

503 Washington Avenue | Kingston, NY \$25 Members • \$35 Non-Members Reservations must be paid in advance for this event.

Sponsor: The Reis Group

### April 4 | 9:00 - 10:30 am

### New Member Meet & Greet 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

# Family Grocer Turning 100 This Year Adams Hosts Next Chamber Mixer

Adams Fairacre Farms would do Neil Sedaka proud.

The family-owned grocery store has events planned for each and every month of the year—almost inspiring a rewrite of Sedaka's 1961 hit, "Calendar Girl."

The occasion? The store's 100th anniversary.

The sentiment? Our hearts' in a whirl. We love, we love, we love our little sweet Adams store.

Fittingly, this month's Mixer will be held March 7 at the Lake Katrine market at 1560 Ulster Ave. from 5-7 p.m., a time of the year when it bursts with the early colors of spring.

Adams Manager Mike Paesano said each month, something new and special is happening at the four Hudson Valley stores to mark the 100th milestone in appropriate fashion.

In January, the store blitzed the area press with news of its centennial, and in February, it gave away a \$5,000 gift card.

This month, Adams will do up its 36<sup>th</sup>-annual Lawn and Garden Show March 8-17 against a backdrop of patios and ponds, walkways and waterfalls and flowering bulbs and shrubs. That's where the Chamber Mixer will take place, and there will be plenty of festive hors d'oeuvres and sweets to go around.

"We're going to make sure we're decorated for our 100th year and have cakes with our logo," Paesano said. "It's all about our customers. Without them, it wouldn't happen."

The grocery store, which grew out of a farm founded by Ralph and Mary Rogers Adams in 1919, is an area institution known for its fresh produce, quality meats, seafood and baked goods.

The stores in Lake Katrine, Poughkeepsie, Wappingers Falls and Newburgh carry endless bins stocked with hand-selected fruits and vegetables that originate from at least a dozen local farms, while its meats and poultry come from local butchers. All four markets also specialize in prepared foods that include fresh salad and hot-food bars as well as floral and gift shops.

Paesano said Adams' success can be traced to its owners: Donald, Patrick and Steve.

"They allow employees to be themselves. It makes everybody who comes into the store feel comfortable," he said. "The owners promote pleasantries like being kind and doing the right thing, and you actually get thanks and recognition for doing that.

"The owners are also available. They come to the stores multiple times a week and work with us and want to know what's going on in the communities and make sure their managers are reaching out to those communities," Paesano said.

"The best part is the owners encourage management to go and search out great, new products that are unique to each store,



which makes us a bit different from conglomerates. In Ulster County, we sell Boice's dairy products. We know the family and everyone around here knows the family, so we're able to give that extra local plug."

Paesano said most importantly, the family stands by its products.

"Our meat manager is a buyer that sources our meats out of Josef Meiller Farm in Pine Plains and deals directly with ranchers in the Midwest.

"Our seafood gets trucked in regularly from Boston, Connecticut and New Jersey, and our produce comes from local farmers in the summer months. In our bakery, we're always seeking out new talent and those with a passion for baking. For us, it's important that you finish your main course with a great dessert."

As for the rest of the calendar year, expect special giveaways like seed packets carrying the Adams centennial stamp this spring and barbecues and birthday cakes later this summer. In November, the family plans to donate 100 Thanksgiving dinners to the Hudson Valley Food Bank and hold toy raffles at each store in December.

"Our owners are great and good-hearted people," Paesano said. "I feel blessed every day that I'm a part of this business."





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.



Thursday, March 7, 5-7 pm Adams Fairacre Farms 1560 Ulster Ave., Kingston, NY

Sponsored by:





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

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

www.fastsigns.com



# **Ulster Federal Credit Union Offers Personal Touch** Longtime President, CEO Retiring At Year's End

Walk into the lobby of Ulster Federal Credit Union and you'll see tellers, a drive-up window, ATMs and a new accounts desk. It sure looks like a bank.

When you see the products UFCU offers, such as savings and checking accounts, auto and home equity loans, it sure does act like a bank.

"We're a credit union," says President and CEO Rick Mantey. "We're not a bank. Most people don't know the difference.

"On the surface, we provide personal financial products and services just like a bank does. The difference between a bank and a credit union is really how the organization is structured and how we're organized. Credit unions, by law, are not-for-profit organizations. We don't have shareholders to satisfy."

Mantey said when you join a credit union, you become a shareholder and part owner.

"Like banks, we try to satisfy our owners," he said. "Most money-centered banks are owned by shareholders and their objective is to make money and a profit on their investment. Credit union members, their objective is to obtain low-cost financial products and services. That's really the difference. We're not in business to make record-breaking profits. We're in business to allow our members to have access to low-cost financial products and services."

Credit unions are governed by a board of directors like a bank, but the members are not paid and all are volunteers. Mantey said your influence is also not dictated by how many shares you own.

"Here in the credit union world, every one of our members has one vote," he said. "You can have \$100,00 on deposit with us or you can have \$25 on deposit with us, but when it comes to electing directors and so forth, you're one vote at our annual meeting. No one person has any more influence than the person next to them, regardless of how much money you have."

UFCU was organized Feb. 14, 1941 as the City of Kingston School District Employees Credit Union.

"We've certainly grown over the years," Mantey said.

### Ulster County Regional Chamber of Commerce

### CORPORATE LEADERS

CORPORATE SPONSORS

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

### CORPORATE PARTNERS

Mid-Hudson Valley Federal Credit Union Hudson Valley Federal Credit Union

### CORPORATE SUPPORTERS

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

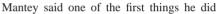
### SUSTAINING SPONSORS

KoscoHeritage • The UPS Store Adams Fairacre Farms • Liazon Today, UFCU boasts 30 employees at four branches, including the main branch at 127 Schwenk Drive in Uptown Kingston; 807 Ulster Ave. in the town of Ulster; 3139 Route 9W in Saugerties; and a part-time branch serving the Woodland Pond retirement community in New Paltz.

That personal touch is on full display at the credit union, where tellers are alerted 10 days before a customer's birthday and everyone is greeted by their first name. In fact, Mantey tells his staff the personal touch is the primary reason a customer would choose UFCU over other financial institutions.

"They choose to come to us because they're treated like a person," he said. "We try not to refer to people as an account number. I attribute a lot of our growth to that over the years.

"It's a very personal relationship we try to maintain with our members. That's the personal side of banking that I think your large, money-centered banks have lost over the years. That's still maintained here."



when taking over as president and CEO was join the Chamber. He is a regular at breakfasts and networking mixers.

"I love the Chamber, and who doesn't? I attribute a fair amount of the credit union's growth to my getting out there and getting to know people," he said. "The Chamber provides all sorts of great networking opportunities. I would recommend that to any business."

Mantey also attended Leadership Ulster Development Institute before serving on a host of boards in the community, including the Chamber, HealthAlliance Foundation, Ulster County Community College Foundation, Gateway Community Industries Foundation, New York State Credit Union Association and the American Cancer Society.

Mantey, who came to Kingston after a 20-year career with a community bank in Albany, is retiring at the end of the year but plans to remain active in local non-profits. He said his work at UFCU has been "extremely rewarding" bringing out the personal side of banking.

"Nothing lasts forever and it's time," he said. "It's been a way to help others, and I've enjoyed it while getting to meet great people in the process. I look back over my 25 years, if I hadn't been involved in community organizations, I wouldn't have so many good friends that I do now. It's about meeting people, making friendships and helping others along the way."

Ulster Federal Credit Union has four locations in Ulster County. The main branch, located at 127 Schwenk Drive in Uptown Kingston, can be reached at (845) 339-5544 or www. ulsfedcu.org.

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

### All members are listed on our website with their business descriptions, an interactive calendar of events, discount offerings page and job listings.

Invest in Yourself, Your Business, Your Community Become a Member of the Ulster County Regional Chamber of Commerce



### Chamber Marks 50<sup>th</sup> Peter B. Mathews St. Patrick's Breakfast

#### Continued from page 1

On top of everything, Warcholak, along with Rondout Savings Bank President Cheryl Bowers, co-chairs the Kingston Lions Club annual Thanksgiving dinner for the disabled and visually impaired.

In past years, one of the prerequisites of being named the Honorary Irish Person was that the winner "possess not a single drop of Irish blood," though in recent years, the rule has been relaxed a bit.

Warcholak, whose maiden name is Castronovo, laughed when asked if she has any green in her veins.

"Not an ounce of it," said the native Western New Yorker. "I'm full-blooded Italian." Warcholak celebrated last year's winning at Savona's Trattoria with fellow Italian and 2016 Honorary Irish Person Cheryl Bowers.

"That Italian heritage still came through on that day as well," she said.

In all seriousness, Warcholak's advice for this year's recipient is to simply enjoy the moment.

"Listen intently, and when your name is called, go on up there and accept that award. It's humbling in so many ways because so many Chamber members do so much, but don't ever think that your name is not going to be called."

Sponsored annually by the Reis Group, the breakfast typically is a sell-out, so Chamber members are urged to reserve a spot

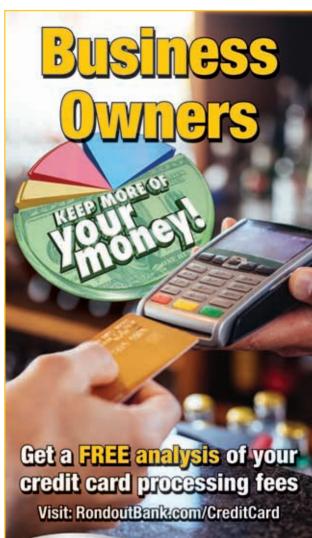
early.

As usual, the breakfast will feature entertainment from the Kingston Lions Club Roarin' Pride Band and Ulster County Ancient Order of Hibernians Pipes and Drums. Vocalists Terry Mc-Cann and Andrew Hoben also will provide entertainment.

Chamber breakfast programs are a great way to network with other local business leaders and stay on top of current events. Pre-registration is strongly encouraged. For more information or to register, call the Chamber at (845) 338-5100 or go online at www.ulsterchamber.org.

### Ulster County Regional Chamber of Commerce Honorary "Irishmen & Women"

1970	Anthony G. Pizzarelli	1986	Robert Saehloff	2004	Ian Horowitz
	Ulster Tool & Die		Daily Freeman		J & A Roofing
1971	Lillian Salapatis	1987	Ward Todd	2005	Ron Marquette
	Community Volunteer		WKNY Radio		UPAC
1972	Anthony Belfiglio (Tony Bell)	1988	John Breithaupt	2006	Kathy Janaczek
	WQHQ Radio	4000	IBM		City of Kingston Clerk
1973	Clifford Henze	1989	Pat Lasusa	2007	Ken Hyatt, Jr.
	Kingston Savings Bank	1000	Hudson Valley Mall		Ulster County BOCES
1974	Joseph Cornelske	1990	James Thompson	2008	James Bracco
	Automotion Inc.	1991	C.Q.T.W. Advertising John McCullough		Camper's Barn
1975	Robert Deitrick	1771	Architect	2009	Holly Sass
	H.V. Federal Savings & Loan	1992	Dorris "Dorry" Dabney		The Reis Group
1976	Bernie Singer		IBM (Retired)	2010	Sandy Henne
1970	Bernie Singer Tires	1993	Kathy Yanas		Hudson River Cruises
1977	Eddie Kithcart		WTZA-TV, Ch. 62	2011	Ozzie Beichert
	Kithcart's Used Autos	1994	Alicia Marcinkowski		Timely Signs
1978	Harry Kapreilian		Gateway Industries	2012	Greg Chorvas
1970	Charles Ramsey Corp.	1995	Rabbi Jonathan Eichhorn		Cantine Veteran's Memorial
1979	Len Cane		Temple Emanuel		Complex
1777	UC Chamber of Commerce	1996	Tony Marmo	2013	Sister Mary Feehan
1980	Marion Tongue	1007	Kingston Hospital CEO Dennis Larios		Benedictine Sisters
1700	New York Telephone Co.	1997	Brinnier & Larios	2014	Barbara & Joe Cohen
1981	Ken Hyatt, Sr.	1998	Cathy Ellis	-011	Schwartz's Inn &
1701	U.C. Board of Realtors	1990	Kingston Holiday Inn		Optometrist
1982	Andy Petruski	1999	William Ledoux	2015	Lyle Schuler
1982	Central Hudson		Ulster County BOCES	2015	MAC Fitness
1983	Herb Hekler	2000	Peter Mathews Family	2016	Cheryl Bowers
1965			Community Leaders	2010	Rondout Savings Bank
1984	U.C. Planning Director	2001	Jack Young	2017	Clayton Van Kleeck
1984	Joan Isgro		Kingston/Ulster YMCA	2017	Van Kleeck's Tire
1005	Ulster County Realty	2002	Gertrude Coles	2019	
1985	Louis Gruberg		Civic Volunteer	2018	MaryRose Warcholak
	Retired, Community Volunteer	2003	Paul Benkert	2010	Ulster Savings Bank
			Allways Moving	2019	?





# **The Twaalfskill Club a 'Hidden Treasure'** Spring Means Golf is Back at the Historic Links

Spring is just around the corner and that can mean only one thing: Golf is back at local courses like the Twaalfskill Club at 282 West O'Reilly St. in Kingston.

Twaalfskill, a private, member-owned golf club with a swimming pool and social facility, opened in 1902. The 9-hole golf course usually opens around April 1, so get those clubs out and be ready. Golf pro Jeff Schaller Jr. maintains a fully stocked pro shop and is available for lessons from the third week of March to November.

Among the luminaries who have played the venerable Kingston course are boxing champion Joe Louis and golf legend Gene Sarazen. Industry titan John Jacob Astor, a former club member who died aboard the Titanic in 1912, and his son, Vincent, also played the hilly course.

"The course is basically laid out by nature," says General Manager Andrew Connors. "There's not a flat lie on the course. It's a difficult layout due to undulating greens, up and downhill lies, side hill lies and the small devilish greens. It's always in great condition. We're getting ready right now for the opening."

Connors said the course is immaculately maintained by course superintendents John Rizza and Greg Johnson along with their invaluable crew.

Twaalfskill also hosts three men's member leagues and a mixed-member league during the week. The club is also home to several local golf tournaments, including the Ulster County Amateur Men's Golf Championship, also known as "The Herdegen." The tourney is named after

Father Henry E. Herdegen, a former Twaalfskill member.

"We get a portion of the tournament every year," Connors said. "Our members are happy to have it because it showcases our course and club to the public."

Twaalfskill is about more than golf. The club's banquet facilities can accommodate up to 200 people during the summer, including outside events on the veranda overlooking the golf course. In the winter, the club can host parties for up to 120.

During the golf season the club is open daily for lunches and dinners for its 300 members.

Connors said Twaalfskill is always looking for more members and a social membership is only \$312 a year.

"We have a great social atmosphere," Connors said. "The clubhouse is open year-round. We have memberships available, we're right in the heart of Kingston and we've been here for 117 years."

Regarding memberships, Connors said the most popular is the adult (ages 30-62) golf membership, which goes for \$1,685 a year. A couple's golf membership is \$2,808 a year. The corporate membership is \$5,200 a year and can include up to five golfers from the same business. Twaalfskill also offers discounts for those under 30 and older than 62 (call Connors for rates).

Twaalfskill also offers an out-of-town membership for \$1,125 for those living outside a 50 miles radius of Kingston. All membership rates include state sales tax.

Connors, who has been at Twaalfskill for 36 years and GM since 1995, said memberships have picked up in the last five or six years following the economic downturn.

"I have some members who have been here for 60 years," Connors said. "They were caddies here in the '50s and '60s and they still come around. It's like a family. Word of mouth is our best advertisement. Our members tell others about the club and when nonmembers come for a function or a tournament they always like what they see. Our prices are very reasonable, therefore we do retain the existing members and are always looking to get new members."

Twaalfskill hosted one of the Chamber's more well-attended Mixers a few years ago and often provides door prizes for the networking events.

"[Chamber President] Ward [Todd] and the Chamber have been very good about promoting us," Connors said. "Twaalfskill has been called the hidden treasure of the Hudson Valley because even though we are close to everything, we are still secluded enough to be a quaint quiet get-a-way. The club has been here forever and guests still come up for parties or events and they're like, "This is a beautiful club, we didn't even know it was up here."

"It's nice to let people know there is a private golf and swimming club right in the middle of Kingston that is accepting memberships. Twaalfskill is like a gem right in the heart of New York's first capital... Kingston."

The Twaalfskill Club, located at 282 West O'Reilly St. in Kingston, can be reached at (845) 331-5577 or www.Twaalfskillgolf.org





Tune in this weekend and every weekend to 'Spotlight on the Ulster County Regional Chamber of Commerce' as President Ward Todd interviews a different Chamber Member each week.

'Spotlight' is heard on these great Hudson Valley Radio Stations:

• WBPM 92.9 FM Saturday 7:30 am & Sunday 6:00 am

- WKNY 1490 AM Sunday 6:00 am
- WKIP 1450 AM Sunday 6:00 am
- WBWZ 93.3 FM Sunday 6:30 am

 WGHQ 920 AM Sunday 8:00 am

 WGHQ 92.5 FM Sunday 8:00 am



If you miss a show, past programs are archived at www.UlsterChamber.org

### Ulster County Regional

### Chamber of Commerce

Creating a Climate Where Business Can Thrive!

214 Fair Street Kingston, NY 12401 P: 845.338.5100 P: 845.338.0968 info@UlsterChamber.org

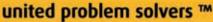
# Come meet Elise, your united problem solver.

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

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

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

The UPS Store® Print & Business Services



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

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



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

- Chrissy Deibert, Copy Hut



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



845.336.4444 • mhvfcu.com

Insured by NCUA

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

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

- Commercial Auto
- Umbrella
- Disability
- Workers' Compensation
- Liability
- Property

f in 1

... and much more!



Locations throughout the Hudson Valley ulstersavings.com • (845) 338-6000

Insurance products and services available through Ulster Insurance Services, Inc., a subsidiary of Ulster Savings Bank, are NOT FDIC INSURED.

# Regional Chamber of Commerce

Ulster County



DIAMOND MILLSHOTEL& CONFERENCE CENTER

# <u>ChamberNews</u>

# Want your business or organization to be featured in an upcoming edition of ChamberNews or on our Chamber website? Send us information regarding an interesting event or a new product or service. Please keep the copy to a maximum of 100 words and be sure to include a hi-res photo of you, your building, your office or the event that you're hosting. Email copy and photo to: Ward@UlsterChamber.org. (This special offer is available ONLY to members of the Ulster County Regional Chamber of Commerce.)

# Keep Your Business Goals on Track

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

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

845.463.3011 | hvfcu.org





# WELCOME THESE NEW MEMBERS

### ACORN HILL ASSOCIATES

PO Box 1465 Olivebridge, NY 12461 (646) 825-0325 Pauline Palkovic - Principal Category: Consultants - Management Description: Consult to small businesses and nonprofit organizations serving sustainable living in the Hudson Valley Catskill Region.

### ASHOKAN EQUESTRIAN CENTER FOR AUTISTIC CHILDREN, INC.

5155 Route 213 **Olivebridge**, NY 12461 www.AshokanEquestrianCenter.org (845) 657-6076

**Debra Romano** – President Category: Non-Profit Organizations

Description: Have you ever wondered where Therapy Equines come from? As a registered 501(c)(3) Charity our mission is to rehabilitate unwanted, neglected, and/or abused Mini Ponies and GIVE THEM AWAY to qualified Special Needs Families. Future growth includes working with the Ulster County Youth Bureau to provide FREE, Equine related educational and respite programs for Special Needs families. Therapy Centers interested in adopting any of our FREE Equines must provide services to the Special Needs population at NO COST.

### CHRISTMAS WISHES ULSTER COUNTY, INC.

PO Box 4152 **Kingston**, NY 12402 www.ChristmaswishesUC.org (845) 853-0496

**Melissa Banks** - Founder/Executive Director Category: Non-Profit Organizations

Description: Local 501(C)(3) non-profit that assists low income families with various programs and events throughout the year including Easter, Birthdays, School supplies/backpacks, summer reading program, Halloween event, Christmas gift drive and more as needed.

### **DUTCH ALE HOUSE**

253 Main Street Saugerties, NY 12477 www.dutchalehouse.com (845) 247-2337

**Dallas Gilpin** - Owner Category: Restaurants

Description: A classic Saugerties prohibition era gastropub serving New York State craft beer (16 beers on tap), and freshly made, locally sourced food. House smoked meats like kielbasa and smoked salmon and pub favorites like burgers and fish and chips. Live Music on Fridays in recently renovated space.

### ELLISON ACUPUNCTURE AND THERAPEUTIC MASSAGE, PLLC

101 Hurley Avenue **Kingston**, NY 12401-2800 www.ellisonacupucture.com (845) 750-8700 **Andrea Ellison** - Licensed Acupuncturist Category: Health & Wellness Description: Acupuncturist specializing in treating chronic pain and injuries.

### FILLETTE & SCHAIN WEALTH MANAGEMENT, INC.

70 N. Putt Corners Road **New Paltz**, NY 12561 www.HVRetirement.com (845) 255-5888

**Marc Schain** - Vice President Category: Financial Services

Description: Established over 15 years ago, and located at 70 North Putt Corners Road in New Paltz, Fillette and Schain Wealth Management brings together more than 60 years of collective experience. Our belief is that people deserve the highest standard of care possible, the "Fiduciary Standard". By uniting the knowledge of a CPA and a CFP, we strive to simplify the complexities of your financial life, so you can focus on the things you value most. Working as a team and drawing on our network of professionals, clients are provided with a holistic perspective and a personalized wealth management experience.

### HUDSON HERITAGE FEDERAL CREDIT UNION

234 Main Street Suite 6B **New Paltz**, NY 12561 www.hhfcu.org (845) 561-5607 **Chris Keller Mueller** – Branch Manager Category: Financial Services Description: HHFCU is a not-for-profit financial institution that has been serving the community for 75

#### years.

### **JO OSTRANDER**

11 Black Road **Shokan**, NY 12481 www.abnb.me/gh41UpxjrU (845) 532-9736 **Jo Ostrander** - Owner Category - Real Estate Description: *Real estate, vacation, short term, long term, and movie rentals.* 

### **JOHN KNOWS CREDIT**

PO Box 696 **Marlboro**, NY 12452 www.JohnKnowsCredit.com (845) 636-0550

### John Panzella - Proprietor

Category: Consultants - Business Description: John Panzella is an author and multicertified National Credit Expert based in the Hudson Valley. He is a strong believer in empowering consumers by teaching them the proper skills associated with good credit management and the financial benefits associated with building good credit. John conducts credit education workshops all over the country and has worked with some of the nation's largest financial organizations. He is available to conduct credit education workshops for your customers, students and employees. John also helps individuals looking to improve their credit.

### JULIET LOFARO PORTRAIT PHOTOGRAPHER

73 Pine Street **West Hurley**, NY 12491 www.julietlofaro.com (917) 751-6011 **Juliet Lofaro** - Owner Category: Photography Description: *Portrait and headshot photography*.

### **KINGSTON LITTLE LEAGUE**

PO Box 366 Lake Katrine, NY 12449 www.kingstonlittleleague.org (347) 420-1034 Patrick Magee – President Category: Non-Profit Organizations Description: Not for profit organization providing opportunities for children and youth ages 4 - 16 to play baseball. We promote sportsmanship, teamwork and fun.

### MAZZOLA OIL SERVICE, INC.

PO Box 586 **Marlboro**, NY 12542 www.MazzolaOil.com (845) 236-3906

### Steffen Mazzola - Operations

Category - Heating Companies & Supplies Description: Mazzola Oil Service Inc. located in Marlboro NY, traces its roots all the way back to 1950, when Leo Mazzola, then a fruit farmer, decided to begin operations in the winter months as a fuel oil supplier. Since then, Mazzola Oil Service Inc. has grown from humble beginnings, with one truck and just a few customers, to over 2000 Hudson Valley residents and businesses. Providing "Prompt Delivery and Courteous Service" was important to Leo when he started Mazzola Oil Service in 1950, and remains just as important to Lee Mazzola almost 70 years later now.



### LITTLE BLUEBERRYY



99 Partition Street, Saugerties, NY www.littleblueberrvv.com

### DEN OF MARBLETOWN



Papa Bear's Cafe, Route 209, Marbletown, NY www.thedenofmarbletown.com

# **These Members Have Renewed**

511NY Rideshare ABC Pest Control, Inc. Access Physical Therapy & Wellness Adelphi University

Avon - Dina Zager CDPHP Community Manufacturing Solutions LLC Cruise Planners

# WELCOME THESE **NEW MEMBERS**

### **TRANSFORMATIVE SPACING**

67 Hudson Street Fl 1 Kingston, NY 12401 www.transformativespacing.com (845) 768-4368

Brooke Nelson - Professional Organizer Category: Home/Garden Gifts Wholesaler Description: Transformative Spacing is a professional organizing company, owned and operated by Brooke Nelson. Transformative Spacing specializes in residential organizing, workplace productivity and life transitions. We organize objects, space, and data helping clients regarding function, order, and clarity. The job types can range from a quick makeover to someone who needs instruction on ways to maintain an organized lifestyle.

Culligan Water Company Medenbach & Eggers DeForest Group, Inc. Ellenbogen Group, Inc./Seven21 Media Center Emergency One Urgent Care & Diagnostic Center Family Practice Center of Kingston G. Cuney Construction, Inc. Globaltransol LLC Guerin & Guerin Agency, Inc. Helsmoortel Insurance Agency Herzog's Home & Paint Centers Hudson River Maritime Museum Hudson Valley Foundation for Youth Health Hudson Valley Insurance Agency Hudson Valley Mental Health, Inc. Joseph Cohen, Optometrist JSP Plumbing and Heating Kingston Catholic School Kingston Plaza Kingston Wok Klomm Construction Lighthouse Solar M&T Bank MAC Fitness

Mauri Architects PC

McDonald's of Kingston #837

Meltzer & Hill Wealth Advisory, LLC Metroland Business Machines Inc. Ophira Sailing/Farber Brothers Inc. Pestmaster Services Pine Ridge Dude Ranch Professional Computer Associates Quality Inn and Suites Romeo Ford of Kingston, LLC Schain and Company, CPAs SCORE (Chapter 533) Simply Business Inc. Sportsman's Alamo Cantina, Ltd. The Woodstock Byrdcliffe Guild Trustco Bank Ulster Chamber Music Series Ulster County Sheriff's Office Ulster Publishing Co. Inc. Valuation Consultants, Inc. Vaz-Co Reclaiming Service Viking Industries Inc. VW of Kingston Walden Savings Bank William P. Brinnier, Architect, PLLC Woodstock Land Conservancy

## Anniversaries:

20 Years Valuation Consultants, Inc.

15 Years Medenbach & Eggers

10 Years Thomas F. Lindgren, CPA, PC

### 5 Years

Aventura World Ophira Sailing/Farber Brothers, Inc.

### 1 Year

Chiron Assoc. Inc. Presentation Training **Community Manufacturing Solutions, LLC** G. Cuney Construction, Inc. Helsmoortel Insurance Agency Hudson Valley Insurance Agency Mitchell Communications Pine Ridge Dude Ranch Romeo Ford Ulster County Sheriff's Office



Feb. 13, 2019 **Mariner's Harbor 1** Broadway Kingston, NY





Our Mixer Host, Mariner's Harbor - Sal Guido (4th from left), with staff.



Our Mixer Sponsor, Mid-Hudson Valley Federal Credit Union, Kim Klomm, David Perry, Jeanette Krajci, Michael Campbell, Sean Dykhouse.



Tamara Ehlin (The Forsyth B&B), Rich Gillette (Gillette Creamery), Eric Keyser (Keyser **Funeral and Cremation Service).** 



Mayor Steve Noble (City of Kingston), B.A. Feeney Jennifer Van Erem, (N&S Supply), Kimberly Ellsworth (Catskill Hudson Bank), Brian Woltman (Ulster County (Etain), Janis Winters (N&S Supply). Legislature).





**McDermott** (Modern Shacks), Sarkis Kristabelle Simonian (Paragon Building Group), Benjamin Armento (Coldwell Banker Village Green Realty).