Kimlin Energy Services was founded in 1982 by Douglas Kimlin as a small family-owned and operated business. Back then, the company was known as Kimlin Propane, and initially entered a very small market of propane companies in Ulster County. Douglas was determined however, to set the company apart from others by emphasizing friendly, personalized service. The strategy worked and satisfied customers spread the word. Kimlin soon expanded service into neighborhoods in Dutchess and Orange counties.

As the company grew, Douglas included his growing family into the business, and in 1988 his son Mark took the helm of the company. During Mark’s management, Kimlin trucks began servicing Putnam, Greene, Columbia and Sullivan counties with the same focus on friendliness and convenience that has marked the company from the beginning.

In recent years, Kimlin has diversified its services to include heating oil, commercial fuels, bbq tanks, as well as service and maintenance for all fuel-related equipment. Today, Kimlin Energy Services remains a family owned and managed business, headquartered out of its Gardiner, NY office, and managed day-to-day by third generation Max Kimlin, the grandson of founder Douglas Kimlin.

“Ulster County is very special to our company...”
SUNY New Paltz Hosts Mixer

If you haven’t been on the SUNY New Paltz campus for a while, there have been a lot of changes. The good news is you can take it all in during the Chamber’s next Business-After-Hours Mixer from 5-7 p.m. on Nov. 28.

“The campus has changed dramatically in recent years,” says SUNY New Paltz President Dr. Donald Christian. “We just had our alumni weekend and alums who have not been here for 10 years or more were just absolutely astounded in positive ways by the change in the campus—both in the way the campus looks and the programs that we offer now.

“The opportunity to help the members of the Chamber learn a little bit more about the college and what we do is another reason that we wanted to make that connection.”

Chamber members can enter through the college’s iconic glass atrium to reach the Student Union multi-purpose room, where the Mixer will be held.

“People are always struck by the beauty of that glass structure,” Christian said.

Christian said he would use the Mixer to urge business leaders to consider SUNY New Paltz students as interns for their organizations.

“We hear from a lot of employers that the interns in business or other fields that come to their companies often bring new approaches to technology that are a benefit to the company, and it’s an opportunity to test drive a new employee.”

Having students get practical experience in a work setting is really important for their educations, Christian said. “If I could wave a magic wand and create an internship experience for every student, I’d do that in a heartbeat.”

“A number of our students who work as interns at various companies end up being employed there. They’ve in effect had a three-month job interview and been able to prove their worth.

Chamber members attending the Mixer will receive a one-page fact sheet about the college, which has an annual economic impact of about $360 million in the Hudson Valley and nearly $416 million statewide, according to 2014-2015 fiscal year data.

SUNY New Paltz is also Ulster County’s largest employer with more than 1,700 employees and nearly $76 million in annual salaries.

“Those are the kind of facts about the way we support the economy, beyond our primary educational role, that I think are important for people to understand as they think about the role a college like New Paltz plays in the county,” Christian said.

The fact sheet will also show details about the college’s academic offerings, student body, faculty, notable programs and accolades.

Christian is particularly proud that SUNY New Paltz has been rated a “Best Value” by several prominent magazines, including U.S. News & World Report, Kiplinger’s Personal Finance and Forbes Magazine.

“We’d like people to be aware of the growing positive reputation of SUNY New Paltz as a top-tier public university,” Christian said. “We’re recognized regionally and nationally as the best value in public education. I think that’s something that is often under appreciated.”

Christian is also proud that SUNY New Paltz’s mechanical engineering program, which was developed at the request of local manufacturers, is now in its fourth year and paying dividends.

“We’ve been developing exciting new programs that are providing new opportunities for students and supporting workforce demands in the Hudson Valley,” Christian said.

“One of our priorities as a university is to engage in and support the region economically, collaboratively and socially. We see ourselves as everyone’s public university in the mid-Hudson region. What we’re really interested in is continuing to engage and support the region and having people from the Chamber come to campus is one way we felt we could do that to show our connection to the region.”

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.
People’s Place Prepares For Holidays

Generous hearts always warm as the holidays approach, and non-profits like People’s Place are getting ready for Thanksgiving and Christmas.

“I think Ulster County is an extremely generous community,” says Christine Hein, the executive director of People’s Place. “I really believe knowing your neighbors makes a difference. The folks in our community care about each other and their neighbors next door. They don’t want to see anyone suffering. They want to be able to help those in need, and many of these folks are just in a temporary situation.”

Things start hopping around People’s Place with the Nov. 19 Thanksgiving Feast, which provides a turkey and all the trimmings. Recipients began pre-registering in October.

Families will receive a turkey, gravy, potatoes, stuffing, corn, green beans, cranberry sauce, butter and pie. Hein said 1,196 families were helped in 2017 and businesses are encouraged to donate.

“Stuffing and butter are our biggest needs,” Hein said. Then comes Project Santa, which helped 1,977 children in Ulster County last year, Hein said.

“People’s Place has been doing Project Santa for probably close to 40 years,” Hein said. “We started in 1972 and they began a Christmas program shortly after they began their outreach. It’s a pretty huge program.”

Project Santa provides Ulster County children from newborn to age 14 with a package containing toys, board games, books, stocking stuffers and winter clothing.

“We have a ton of volunteers who come and act as elves and they take the parent or guardian through the store,” Hein said. “It’s set up just like a toy store and the parent gets to pick each item that they want for their child, which is really great. It’s really wonderful.”

Registration for families to be helped through Project Santa began in October and ends Dec. 10. Distribution begins Dec. 18.

Hein said businesses can help by donating online at www.peoplesplaceuc.org or by mailing a check to People’s Place, 17 St. James St., Kingston, NY, 12401.

“Businesses could also help us by having a toy drive at their place of business,” Hein said. “They could have their business be a drop-off location, which would be phenomenal. We need a tremendous amount of help because the program is so large.”

Toy collections begin in November and People’s Place would provide businesses with containers for toys and posters featuring the Project Santa logo.

People’s Place also holds Bag Holiday Hunger during this time of year, providing breakfast, lunch and snacks for school-age children during the Christmas break.

Hein said she hears stories every year about the lives changed by People’s Place.

Two years ago, a woman found herself in dire need after her husband left. She received a Thanksgiving meal and help from Project Santa in 2016 and returned last year to donate a bag of food.

“She said, ‘You might not remember me, but you helped me two years ago when I was down and out and now my life is so much better and now I’m in a position to give back.’ She told us, ‘Thank you for helping me in my time of need.’ That’s what it’s all about,” Hein said.

“We get example after example of that. It’s not just about feeding people or giving them toys, it’s about treating people with dignity. It’s about letting them have a life that they can enjoy. Who doesn’t want to be a part of that?”

Hein also recalls getting a card last year from a senior, who thanked People’s Place because she was able to host her family for Thanksgiving for the first time in five years.

People’s Place operates a thrift store, which Hein called the “economic engine” that funds the organization’s 20 programs (see the list at www.peoplesplaceuc.org).

“The thrift store is the reason we’re able to have a roof over our heads and have the lights on,” she said. “We have to pay our electric bill just like everyone else. We have to pay to have heat just like everyone else. We’re not affiliated with any governmental agency or any religious organization.

“We don’t have anyone funding us. We’re a completely independent 501-c-3 non-profit.”

People’s Place began in 1972 as a community outreach of the Mount St. Alphonsus Redemptorist Priests and Brothers. They rented a storefront on Abeel Street in the Rondout section and noticed a number of hungry children, Hein said.

The organization was turned over to 25 volunteers in 1985 and became a non-profit three years later. People’s Place moved to its current location in 2006.

Hein came on board as executive director six years ago and runs the organization with a handful of paid staff and 125 volunteers.

“I absolutely adore my job,” she said. “I love coming to work everyday. You really do see that you make a huge difference in people’s lives. Where else can you go to feel like that?

“When you leave work everyday and know that you’ve helped somebody, how fabulous is that?”

Hein said the Chamber has had her on its “Spotlight” radio show, and she has appeared in newsletter photos. She also has attended networking mixers.

“Through the Chamber, so many people have learned about us,” Hein said. “I was amazed when I first started in 2012 how many people didn’t know about People’s Place, especially people in Kingston.

“By being a member of the Chamber, they’ve helped us get the word out. They’ve highlighted things we’ve done. Any of that type of outreach helps your organization or business. The Chamber has been wonderful and a great friend to People’s Place.”

People’s Place, located at 17 St. James St. in Kingston, can be reached at (845) 338-4030 or www.peoplesplaceuc.org.
Kingstonian will be the perfect complement to Uptown. “I think it’s a transformative project for Uptown that will help the area not only continue the revitalization that is already taking place, but help catapult it to its full potential,” he said.

Bonura’s firm, which has extensive experience with similar projects, got involved in 2017 when the city requested RFPs for redevelopment of Kingston’s old parking garage site.

“The goal was to increase the number of parking spaces available to the Uptown business district, as well as create some economic stimulus to the area,” he said.

The result was a plan to include both the old parking garage site and a warehouse on North Front Street owned by Herzog’s.

“The premise would be that the city of Kingston doesn’t have to pay for this parking garage directly,” Bonura said. “We would pay to build the garage. The rent from the apartments and other spaces would help offset the costs of building the garage.”

Bonura said parking garage construction is “extremely expensive” and developers are hoping to work out a payment-in-lieu-of-taxes, or PILOT, agreement. Grants and revenue from the parking garage would also be in the mix.

The project was one of six priority projects to receive funding in Kingston through Gov. Andrew Cuomo’s Downtown Revitalization Initiative.

Bonura said his message to the business community at the upcoming breakfast will be simple.

“We’re going to need their support,” he said. “Obviously there are a number of boards and public hearings we’ll have to go through to get the approval done. What the business community needs to know is this project is going to help stimulate business in the Uptown business district. By bringing consumers into the market, with those 129 apartments and 32-room hotel, they’re going to have new customers to support the existing businesses.

Then you’ll have the parking infrastructure necessary to open new businesses.

“The existing businesses will get the new residents and the parking will allow for more vacant storefronts to be filled and what we need is their buy-in. We’re going to need them to come out and help support us.”

Bonura said the project has no known opposition.

“Cozy Up to Kimlin”.

Despite some recent challenging winters, Kimlin has worked very hard to ensure all customers on auto-delivery receive their propane and heating oil, even during the worst of winter weather. “We understand how important our services are during the cold weather” says Max Kimlin. “Our drivers and entire team understand this, and make it our top priority to ensure every customer remains cozy with Kimlin throughout the season.”

To find out more information about Kimlin, visit KimlinEnergy.com online.
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Make sure your post is set to **Public**!

One Facebook post will be chosen at random to win a **$500 Gift Card** from Ulster Savings Bank! The more photos you post, the better your chance of winning. No purchase necessary.

To view listing of Chamber Members go to: business.ulsterchamber.org/list
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Diamond Mills Is A Girl’s Best Friend
Shining Reviews for Hotel, Sister Property

There’s a reason why Diamond Mills Hotel and Tavern was recognized as a top wedding destination in 2018 by publications like The Knot and Wedding Wire. Brides and grooms love the luxurious 30-room boutique property, where they and their wedding parties get the royal treatment.

The hotel, in fact, has so many outstanding features and amenities that it’s even gotten accolades beyond starry-eyed pairs celebrating their big day.

Prestigious publications and media outlets like the Wall Street Journal, New York Magazine, Huffington Post and the Robb Report also have heaped praise upon the venue at 25 South Partition Street in Saugerties.

“Our property not only has the 30 rooms with a waterfront view, but an on-site tavern and banquet space and a grand ballroom and conference center that can accommodate up to 400,” said Brianne Ebel, the director of sales.

“The hotel itself is beautifully maintained, and the rooms are cozy. It used to be the Martin Cantine Paper Mill on the Esopus Creek, and the entire property overlooks the waterfall. That’s the kind of view we get to enjoy today.”

Inspired by the 19th-century mill, the industrial-chic gem at the gateway to Saugerties features 16 rooms with king-sized beds, 12 with doubles and two suites, including the pièce de résistance, the Tower Suite known for its rustic fireplace and abundant living space.

Each room has a balcony overlooking the falls and is decorated with European-style furnishings. The tiled bathrooms feature handcrafted antique vanities, radiant heat and large walk-in showers.

“The rooms are meant to have that country-chic flair with natural woods. They’re very comfortable and bright and are serene and homey with that luxury feel,” Ebel said.

Ulster County businessman Tom Struzzieri opened Diamond Mills in December 2011—40 years after the vacant paper mill was destroyed by fire.

Driven in part by the need to provide lodging for guests coming in for his seasonal Horse Shows In The Sun (HITS), Struzzieri built the complex in just under a year.

While the property hosts thousands of equestrian lovers from May through September, Diamond Mills is plenty busy the rest of the year, particularly with the addition of its sister property at 2 Ferry Street.

The 5,000-square-foot, nautical-themed Saugerties Steamboat Co. and Saugerties Harbor Restaurant are housed at the former Lynch’s Marina a mile away from Diamond Mills.

The building has a “rustic-Americana feel” to it, with exposed beams and brick, and the full-service, special-event venue overlooks the Esopus Creek, Ebel said.

“We were here before industrial was really in. It’s one of the biggest draws of Ulster County. So many industrial buildings have been refurbished into something great, and it’s not just in Kingston. It’s in Saugerties, too.”

Between both facilities, private events are being booked left and right, including upwards of 70 weddings this year, according to Bethany Boyce, the events coordinator.

“They’ve really grown a lot. Wedding-wise, we’ve definitely expanded,” she said.

“We opened the Saugerties Steamboat Co. two years ago. Last year was our first full-blown season, and this year, we’re off to a great start. The patio just went in this April.”

While the facilities are known among horse lovers and wedding crowds, Ebel said Hudson Valley residents are welcome to partake of the bounty, particularly the world-class cuisine offered by Executive Chef Giuseppe Napoli, a Culinary Institute of America graduate.

The tavern at Diamond Mills is a regional dining destination with a menu that celebrates the seasonal bounty of the Hudson Valley as well as craft brews, sophisticated wines and specialty cocktails.

“We have a lot of local, repeat clients who come in on a regular basis, but we’d love to have more,” Ebel said. “Our menus are not at all stuffy as some might perceive.

“Our neighborhood prix fixe at $29.95 per person is designed to bring in local people. We want to be their local hangout and the place they come for dinner.”

At the Saugerties Harbor Restaurant, a casual dining experience awaits with traditional American cuisine. Boyce said over the summer, the New England lobster rolls were a big hit on the menu that features everything from burgers and tacos to seared shrimp and sea scallops.

Now, with the holidays around the corner, Ebel reminds area residents that it’s time to start thinking of booking rooms for the

Continued on page 9
holidays.
"The decorations are classic and traditional. The place feels different in the winter, and we have nice, big fireplaces to warm you. We can customize all your holiday parties.
"At Saugerties Steamboat Co., there is a wood-burning fireplace, so it's a super-cozy, fun and unique space to celebrate the holidays," she said.

Diamond Mills Hotel and Tavern, located at 25 S. Partition St. in Saugerties, can be reached at (845) 247-0700 or www.diamondmillshotel.com.
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