NYS Lieutenant Governor Breakfast Guest

Economy Will Be Front and Center

New York State Lt. Gov. Kathy Hochul, who addresses the Chamber’s next breakfast meeting on April 19 at the Best Western Plus in Kingston, plans to talk quite a bit about the state economy. Normann Staffing is the sponsor of the breakfast, scheduled for 7:30-9 a.m.

“Gov. Cuomo and this administration are committed to ensuring that businesses across the state have the support that they need,” Hochul said. “The governor’s plans center around jobs, infrastructure and transportation—which are essential to business owners—as well as cutting business taxes and regulations to help businesses be more competitive.

“We are making New York a place where people want to do business and that means providing the resources they need, such as a well-trained workforce and a solid infrastructure. Not only do we want to keep the businesses we already have, but we want to encourage more businesses to call New York State home and provide a landscape where entrepreneurs can succeed.”

Hochul, who took office on Jan. 1, 2015, is the chairwoman of Cuomo’s Regional Economic Development Councils.

“Instead of sitting in Albany dictating how things should be done, we wanted to let our business and academic leaders take part by telling us what they need to strategically grow the region’s economy,” Hochul said. “That was the whole idea behind the councils.

“New York is such a diverse state economically and we want each region to have a hand in determining their needs.”

Hochul said through the Mid-Hudson Regional Council, there have been 9,000 permanent jobs created or retained and nearly 6,000 construction jobs created with investments of $475.9 million for 574 projects.

Just a few of the key local projects were the Walkway over the Hudson and a 3D printing initiative at SUNY New Paltz.

“When this governor came into office, he recognized

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Normann Staffing is Sponsoring April Chamber Breakfast

Today, as it has for three decades, Normann Staffing is the go-to resource for helping small and large organizations in the Hudson Valley region meet their staffing needs. The firm is also the first stop for people seeking employment.

In today’s economy, the staffing agency is more important than ever. With low unemployment, available employees are difficult to find and businesses are increasingly relying on agencies to find, screen and hire new people.

Whether providing full-time, part-time, temporary, or permanent staffing, this locally-owned agency successfully matches employers and personnel in clerical, legal, healthcare, IT, financial, customer service, manufacturing, and other sectors.

True to its motto, “Where People Make the Difference,” Normann Staffing stands apart as an employment service with its trademark personal touch in a world of digitized processes. The result? That perfect fit of employer and employee.

For employers, Normann Staffing is your staffing partner—aware of your budgets, timelines and your evolving needs. You can rely on Normann Staffing to get results: motivated, capable, and experienced staff carefully selected to meet your needs.

If you are seeking work, or know someone who is, Normann Staffing is the place to go to find the next position in your career. You can explore your possibilities in confidence by visiting www.normannstaffing.com

The firm has a rich heritage. Since 1980, when Robert and Lorraine Normann started the business, Normann Staffing has represented more than 300 clients and employed more than 3,000 people. In addition to Ulster County, Normann Staffing also serves Dutchess, Orange, Greene, and Columbia Counties.

Since May 2014, Anthony P. Marmo has been owner and CEO of Normann Staffing. He has been a health care executive for 37 years, including tenure as director of human resources at The Kingston Hospital and

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UPCOMING CHAMBER EVENTS

April 7  |  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

April 19  |  7:30 - 9:00 am
Chamber Breakfast Meeting
NYS Lieutenant Governor Kathy Hochul
BEST WESTERN PLUS
503 Washington Avenue | Kingston, NY
$25 Members-Advanced Pay • $30 Members-At The Door
$35 Non-Members
Sponsor: Normann Staffing

April 27  |  5:00 - 7:00 pm
Membership Mixer
@ Ulster Savings Bank
180 Schwenk Drive | Kingston, NY
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: Ulster Savings Bank

May 10  |  8:30 am - Noon
Glenn Shepard Seminar
How to Supervise People and Lead a Team
Holiday Inn Express Kingston
1835 Ulster Avenue | Lake Katrine, NY
With three paid reservations you get fourth FREE!
April promises to be a busy month for Ulster Savings Bank. Not only will the bank mark 166 years on April 12, but just two weeks later on April 27, Ulster Savings will host a Business-After-Hours Networking Mixer from 5-7 p.m. at its flagship location at 180 Schwenk Drive in Kingston.

The Mixer also will be an opportunity for Chamber members to meet Ulster Savings’ new President and CEO, William Calderara, and see some of the bank’s new products for today’s busy and mobile customers.

“We always like to open our doors to the business community and show what we can do as a community bank and what new products and services we offer,” said Connie Harkin, the bank’s Vice President of Marketing and Brand Management.

“We plan to showcase our headquarters for those who haven’t already been here. But we’re also going to be having product demonstrations and giveaways throughout the evening. It’s going to be more than just a Mixer. People will be able to see and experience the functionality of some of our new products.”

For example, Ulster Savings customers will love a new program called Card Valet. Harkin said customers can download the app to their mobile device, register their debit card and manage their card, including deactivate it, anytime they want.

Harkin said a Card Valet customer lost her card during the Shamrock Run in Kingston last month and used the new service.

“They didn’t have to stress about it,” Harkin said. “They just went to the mobile app on their phone and turned off their card. It was immediately deactivated and they didn’t have to worry about the card being used.

“That’s a really cool feature because with identity theft being a problem today, if there’s any question about your card, that’s a handy tool to have in your pocket”, said Harkin. She also noted that customers can also monitor the use of the card and get notified of purchases made.

Harkin mentioned another program called Popmoney®, which allows person-to-person payments.

“If I personally owe another person money, I could transfer it directly into their account,” she said.

Yet another new online enhancement, called External Transfer, will allow an Ulster Savings customer to transfer money to accounts in other financial institutions.

“These days, many have accounts at several different financial institutions, not just one,” Harkin said. “It’s nice to have the option to transfer money electronically between your accounts, not only here, but at other financial institutions as well.”

“If you’re an Ulster Savings Bank customer and your child is a college student in another town, you could transfer money to them directly. These are all really nice, convenient features for our customers.”

Harkin said Ulster Savings is also part of the Allpoint ATM network, which boasts 55,000 locations throughout the United States.

“If you’re at a CVS in Atlanta, Ga., you can use that Allpoint ATM and not get charged any fees,” Harkin said. “That’s a really nice feature when you’re traveling. You tend to see Allpoint ATMs in retail places where you stop and shop.”

“You think of a community bank as being close to the community, which we are, but we also realize that people are very transient and they travel a lot. They go away to school and they have second homes, they travel for work or pleasure and we want financial access to be easy and convenient whether you’re close to home or not.”

Ulster Savings, which has 14 branches in the Mid-Hudson Valley, boasts assets of more than $800 million. The bank also employs about 275 people locally.

Ulster Savings is actually more than a bank, it’s a financial services company, so in addition to traditional banking products, Ulster Savings also offers insurance, payroll, tax preparation, investment and title services to retail and business customers.

“While we’re local and close to our customers and very involved in knowing what’s going on in our local community, we also are always looking for new and improved products to roll out to our customers to make their lives easier,” Harkin said.

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.
Come meet Elise, your united problem solver.

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Convenient locations in Ulster, Dutchess and Orange County!
Paul Covello almost anticipates the question about his Hotel Dylan, and he’s quick to address it before it even slips out. “It’s not necessarily named after Bob Dylan,” he said during a recent phone conversation while en route to Woodstock. “There have been a lot of articles written about us that have made the inference, but I’ve never stated that was the case.”

Name origins aside, Covello did manage to fashion the hotel after the “bohemian sophistication” of the town he’s loved since childhood. “Woodstock has always been my home. That’s where I love to be. My entire family is still there and is a big part of the community,” said the Manhattan businessman, who returns home on weekends.

“We wanted to kind of really encompass the history and the peace and love of Woodstock in a very classy way, and hopefully, we’ve accomplished that.”

That means guests should not expect to find psychedelic kitsch in the décor.

“Absolutely not,” Covello said. “The designers (famed pair), Cortney and Robert Novogratz, have created very clean and crisp rooms. We didn’t want to make it cheesy or completely tie-dyed out. We wanted it to be much more upper-scale. We basically call it ‘bohemian sophistication.’”

Of course, there was no way he could ignore the 1969 Woodstock Festival, and there are hints of it throughout. Each of the 11 rooms, in fact, is named after an artist who performed at the legendary festival.

There’s the Joplin room, and others named the “Jimi” (Hendrix); the “Levon” (Helm) and the “Van” (Morrison) Suite, to name a few.

“When you go to book a room—and, hopefully, people are taking their favorite musicians—there’s a huge Elliott Landy (photo) of the artist on the wall,” Covello said.

Landy, who lives in Ulster County, was the official photographer of the Woodstock Festival. In addition to his musician portraits, each room bears a sculpture by contemporary artist Michael DeFeo.

“We wanted each room to have an art feel to it,” Covello said. “We worked with the designers for about a year, developing the hotel and working on the style and the concept. It’s kind of like paying homage to the Catskill Mountains.”

Covello said he had always kept his eye on the two-story building perched over state Route 28, even as a child.

“I lived down the street,” he said. “It used to be called the Maverick and then, the Mountainside and then the Black Bear, and then it sat vacant for about three years. I was getting kind of sick of looking at the rundown building and decided to go for it.”

When Covello stepped forward to buy the six-acre property, he decided to make some massive changes that carried a price tag of $2.5 million.

“This is a 100 percent totally new renovation. We knocked down every wall in the hotel, so it’s a complete rehab.”

Covello said he saw it as a great opportunity to capitalize on the reinvigorated interest in the Catskills as a destination among urbanites.

“There are a lot of restaurants opening up, and I had a feeling it was for real this time. For the New York City crowd, there’s never been ample hotel rooms for people to come and visit,” Covello said, adding that about 70 percent of his guests are from the city for the weekend to hike and ski and go to swimming holes and eat good food and be in the mountains. It’s a very energetic and artistic group of people staying with us.

“I know how great the area people are and how great the place is, and I wanted to build a place that I would want to stay in.”

One of the most exciting parts about the property is the opening of Santa Fe Woodstock run by well-respected restaurateurs David Weiss and Jimmy and Annie Demosthenes.

The trio signed a long-term lease and opened Santa Fe already with a following in Uptown Kingston.

Covello said he is pleased with the arrangement.

“We think it’s a great overall destination for locals,” he said. “I wanted to create a place that locals feel very comfortable recommending to their out-of-town guests. It’s very important that the restaurant cater to not just our out-of-town guests but the overall community.”

“The food is delicious. It’s fresh. It’s fun. People can stay at the hotel, go to get drinks and get a good meal. This property is all-encompassing. You don’t really need to leave.”

He said word has gotten around about his growing complex, and he is thrilled to have the Ulster Regional Chamber of Commerce behind him.

“They’ve been very supportive of me. They came to the grand opening and cut the ribbon with us. They’ve been a great partner,” he said.

He’s also pleased with the direction of his business and said he looks forward to serving the community in better ways as his complex grows.

“I grew up there. I obviously know the beauty of the area, and I want to share it with people in stylish ways. In order to do that, we need to partner with those who can take us there. We just want to give our guests all that the Catskills has to offer.”

The Hotel Dylan, 320 Maverick Road in Woodstock, can be reached at (845) 684-5422 or www.thehotelyan.com.
Gardiner Animal Hospital Thriving
Helping People By Helping Their Pets

If your pet is in need of care—any time of the day or night—the Gardiner Animal Hospital is the place to go 24/7 and 365 days a year.

That’s been the policy since owner Lyle Goodnow bought the practice in 1975 and began helping the farmers around Gardiner, according to his grandson Matthew Goodnow.

“It all started back in the day with my grandfather going out in the middle of the night to help a downed cow, but now I have technicians and staff on and available every day of the year and all night long,” said Matthew, the practice manager.

Gardiner Animal Hospital is the oldest family-run, mixed-animal practice in the area and it’s not just for cats and dogs.

“We’re a mixed-animal practice. We see everything but exotic animals, anything from a cat and a dog to a draft horse or a cow.”

The practice also sees zoo animals, but it’s mostly cats and dogs these days.

“We’re 85 percent small animal and 15 percent large animal,” Matthew said. “When I was a kid and my grandfather was practicing before I was born, it was the exact opposite.”

The hospital, which employs 30 people, including five veterinarians, does very little advertising. They get by on reputation.

“We’re family owned and family run. We have a very large customer base from over 40 years and it’s grown,” Matthew said. “It’s mostly word of mouth. We’re so busy we don’t actively seek new customers. They come to us.”

Matthew said one of the major draws is his grandfather’s “high-quality, common sense medicine.”

While some practices will try to push procedures that cost thousands of dollars, Matthew said his grandfather likes to give people options and try medicine and other solutions first.

“He’s old-school, where he believes we help people by helping their pets,” Matthew said. “That’s kind of his mission to help people by helping their pets.”

“People believe that their animals are a part of the family—and they are. I treat my dog as if she’s one of my kids. People will spend a lot of money on their animals.”

Lyle Goodnow, a New Hampshire native and a graduate of Cornell University, came to Gardiner in 1971 as an apprentice to Dr. Clifford Hoppenstedt. Matthew said his 77-year-old grandfather is still active as a vet and even makes house and farm calls.

Matthew was trained as a paramedic, but returned to the family business when his grandmother died.

“I realized life was short and I wanted to spend every minute I could with my grandfather,” he said.

Matthew was able to bring a lot of the rules and procedures to the hospital.

“A lot of the skills I learned I can put to use here,” he said.

The Gardiner Animal Hospital building at 177 Main St. boasts two exam rooms, a treatment area, a surgery room, X-ray room and a lab.

“I need to double my space like yesterday,” Matthew said. “That’s something we’re looking at.”

Matthew and some of his staff members had a booth at the Chamber’s popular Buy Local Expo in September to get the word out about his practice.

“That was a nice day to network and meet some new people,” he said.

Gardiner Animal Hospital, located at 177 Main St. in Gardiner, can be reached at (845) 255-1549 or www.gardineranimalhospital.com.
NYS Lieutenant Governor Breakfast Guest

Continued from page 1

that upstate had been ignored and that was going to need to change,” Hochul said “We have seen tremendous growth across the state. “The governor’s plan to form the regional economic development councils is working. I travel all around the state and have seen it firsthand in the North Country, in Buffalo, in Syracuse and Binghamton and we’re seeing it here [in Ulster County] too.”

Hochul also mentioned Kingston’s Stockade Works, which she called a “priority project” of the Mid-Hudson Regional Economic Development Council. That plan calls for resurrecting an abandoned factory in Midtown and turning it into a film and television production facility.

“It’s expected to attract large-scale production and tech projects to Kingston on a long-term basis and will provide tech training to local residents,” she said.

The proposed “medical village” that is part of HealthAlliance of the Hudson Valley’s future plans is another project backed by the council. Hochul called it “a focal point of the emerging health and education corridor.”

“Projects like these are revitalizing communities across New York State,” she said.

Hochul, who also plans to talk about the state budget during her breakfast remarks, said New York boasts 7.9 million private sector jobs today, the most in state history.

“And we want to keep that momentum going by providing businesses with a skilled workforce to hire from,” she said.

While some business leaders complain about a lack of skilled workers, Hochul said she will address that issue as well.

“Workforce development is a key component to the governor’s plan,” she said. “The goal is to get our young people trained with skills that are needed by businesses, to make sure that they go to college here in New York State so they will start their careers and raise their families here.”

Hochul said she will discuss Cuomo’s proposal to make college free for families making less than $125,000 a year; she also will mention Cuomo’s proposal to double the Child Care Tax Credit “to make it easier on working families.”

Cuomo’s budget proposal includes $5.3 million to create 10 more early college high schools that specialize in tech jobs.

“I visited the Hudson Valley PTECH program at Ulster BOCES just last month which is one of these early college programs,” she said.

Hochul, a native of Buffalo, holds degrees from Syracuse University and Catholic University.

A former aide to the late U.S. Sen. Daniel Patrick Moynihan, she went on to be deputy clerk and clerk of Erie County and a one-term U.S. congresswoman from western New York before running with Gov. Andrew Cuomo in 2014.

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.

April Breakfast Sponsor

Continued from page 1

subsequently as its CEO and has managed several nursing home facilities. Today, he still maintains his New York State Nursing Home Administrators license.

Well known for his civic leadership, Tony has been a director on the board of many regional not-for-profit organizations including the American Cancer Society and the American Heart Association. He currently serves on the board of the Kingston YMCA, the Ulster County Regional Chamber of Commerce Foundation, and serves as the President of the Ulster County Italian American Foundation, and the Highland Rotary Club.
These Members Have Renewed

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March 22, 2017
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181 Galli Curci Road
Highmount NY

Our Mixer Host Belleayre Mountain Ski Center, Highmount, NY with General Manager Tim Maxwell (C) and staff.

Our Mixer Sponsor the Emerson Resort & Spa with Marci Smith, Kayleen Scali, Cambria Elena Batt (Mohonk Preserve), Clint McClure and David Jordan (both from McClure Tallman, Construction).

Julie and Daniel Boice (both from Shawangunk Bldg. Corp.) with Deborah Cohen (Peaceful Thunder Coaching) in Front. Donna Moss (Moss Photo Greeting Cards) with Ruth & William Blair (from Blair Collectibles) in Rear.

Danielle Brown (Wiedy Furniture Center), Angela Hillard (River Radiology) and Sharlene Martin (Wiedy Furniture Center).

Schuyler Poukish and Joe Stolzenberg (both from Facilities Maintenance Corp.) with Roni Wilder-Guidi and Donald Guidi (both from Paper House Productions).