Ulster’s Health Care Future On Breakfast Agenda

WMCHHealth Exec Addressing Chamber

Health care in Ulster County is changing rapidly and if you want to be in the know, attending the Chamber’s next Breakfast meeting on Dec. 11 is a must.

The guest speaker will be Robert S. Ross, Executive Vice President for the Northern Region of WMCHealth. HealthAlliance is part of the Westchester Medical Center Health Network.

The breakfast, scheduled for 7:30-9:00 a.m. at the Best Western Plus in Kingston, is sponsored by Rondout Savings Bank and will also feature the Kingston High School Caroling Ensemble, which will entertain breakfast attendees with festive holiday songs.

Ross will update Chamber members on HealthAlliance Hospital’s $134.9-million, 127,000-square-foot expansion and renovation of its Mary’s Avenue campus. He also is expected to discuss the recent groundbreaking ceremony, as well as network updates and physician recruitment.

The groundbreaking, held on Oct. 24 and featuring Lt. Gov. Kathy Hochul, marked the start of construction of a new hospital building, along with an extensive renovation of the existing former Benedictine Hospital that will evolve HealthAlliance Hospital into a 21st-century, single-campus model of first-class healthcare delivery.

HealthAlliance currently boasts two hospital campuses in Kingston—one on Mary’s Avenue; the other on Broadway. Redeveloping the Mary’s Avenue campus is the first component of a major two-phase healthcare-advancement project.

The effort includes the consolidation of all hospital services to the Mary’s Avenue campus and the conversion of the Broadway Campus into a walkable health village. HealthAlliance will collaborate with community partners in the Broadway campus health village to support the community’s physical and mental well-being through preventative and primary healthcare services, as well as healthy lifestyle counseling, in one convenient location.

The combined construction on the two HealthAlliance campuses is expected to cost $134.9 million, with $88.8 million coming from the New York State Capital Restructuring Financing Program. The balance will come from WMCHealth, HealthAlliance and a capital fundraising campaign.

The development project combines the most advanced medical facilities and technology to promote healing and well-being for the hospital and community.

The December Breakfast Sponsor is Rondout Savings Bank

Community banks play such a vital role in our nation’s economy, providing almost one-half of small-business loans, more than 40% of farm loans, and more than one-third of commercial real estate loans. If you own a business or are responsible for the finances of an organization or your household, you should consider doing your banking with Rondout Savings Bank. Established in 1868, Rondout Savings Bank is a nationally recognized community bank, founded on the principles of creating a “bank for-the-people.” Prioritizing people is the “Rondout Way” which means that you’ll get to know the Bank’s executive team on a first name basis, and that includes the CEO and President, Cheryl Bowers. In fact, don’t be surprised if you see Cheryl and other Rondout Executives shopping at local stores, eating at local restaurants and volunteering at many local charity events. Unlike the claims of many bigger banks, Rondout Savings Bank is a true community bank, devoted to independence and mutual ownership. The entire executive team, its trustees, and staff live, work, play, worship and volunteer here, in and around our local communities; they are your neighbors. It’s no surprise that the leaders at Rondout Savings Bank are deeply committed to the success of our economy and to the people and businesses that want to prosper and grow.

Tony Marmo, owner of Norman Staffing explained, “If someone were to come into this community, the first stop they should make is at Rondout Savings Bank - it’s personal, it’s convenient, and they’re connected to what’s happening in the communities they serve.”

While technological advances have many banks moving farther away from personalized service, Rondout Savings Bank is firmly rooted in its connection to the people it serves. When faced with planned or unplanned financial events in life it is comforting to know that you’ll have a trusted banking advisor nearby who has your best interest at mind. For this reason, the Staff at Rondout invites you to stop in any of their five branches and you will feel like a valued constituent...
UPCOMING CHAMBER EVENTS

December 5 | 9:00 - 10:30 am
Business Card Exchange
Courtyard by Marriott
Conference Room | 500 Frank Sottie Blvd. | Kingston, NY
There is no cost for Members to attend.
Reservations are required.
Sponsor: Hudson Valley Credit Union

December 11 | 7:30 - 9:00 am
Chamber Holiday Breakfast Meeting
HealthAlliance Hospital Expansion
KHS Caroling Ensemble will be Singing
BEST WESTERN PLUS
503 Washington Avenue | Kingston, NY
$25 Members-Advanced Pay • $30 Members-At The Door
• $35 Non-Members
Sponsor: Rondout Savings Bank

December 12 | 5:00 - 7:00 pm
Holiday Networking Mixer
@ Ole Savannah
100 Rondout Landing | Kingston, NY
YUP will be there collecting donations for UCSPCA.
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: O’Connor & Partners

January 16 | 5:00 - 7:00 pm
Networking Mixer
MAC Fitness - Kingston Plaza
338 Plaza Road | Kingston, NY
There is no cost for Members and Prospective Members.
Reservations are required.
Sponsor: Bank of Greene County
Restaurateur Dave Amato plans to live up to his extraordinary reputation on Dec. 12 when Chamber members gather at Ole Savannah Southern Table and Bar on the Kingston Waterfront for the Holiday Mixer from 5-7 p.m.

The Mixer sponsor is O’Connor & Partners PLLC.

Not only will Dave offer up a spread of comfort foods, but he intends to impress his fellow business owners with the mighty venue itself.

“The facility is the main draw,” Amato said. “It’s probably the best location in Ulster County because it’s right on the water. The building is breathtaking. You can’t really recreate what’s here.”

The 19th-century brick structure formerly served as the Cornell Steamboat Co.’s boiler shop. The 5,600-square-foot building later was used as a fabrication shop for Millens Steel, which closed in 2002.

A short time later, it reopened as the Steelhouse restaurant, known mainly for its industrial appeal and creekside views in the historic Rondout section of Kingston. The building changed hands in 2015 and was reincarnated that summer as Ole Savannah Southern Table and Bar.

Amato and his team brought in celebrated Chef Kenny Callaghan, known for his New York City-based Blue Smoke restaurant and Union Square Cafe, to design the menu and train the staff. He continues to work as a consultant for Ole Savannah.

“It’s a Southern-inspired menu, but with an American twist,” Amato said. “It’s not really a barbecue restaurant, although we do serve barbecue. We also have steaks and a lot of seafood. We’re very well-rounded.”

Ole Savannah also is known for catering large events.

“It’s really starting to be our niche,” Amato said. “We do a tremendous amount because we’re able to do multiple parties—any size and any time.”

On top of that, the restaurant has become a popular wedding venue, especially as industrial-chic spaces have become all the rage among brides-and-grooms-to-be. Ole Savannah resembles a New Orleans establishment and evokes romance with exposed brick walls, balconies, arched windows, wrought-iron accents and turn-of-the-century lighting.

The restaurant can accommodate anywhere from 20 to 140 guests for weddings and events like cocktail parties, showers and even pig roasts.

“We do a lot of weddings in our Sperry Sailcloth tent as well,” Amato added. “We’re doing very well and just got a nice writeup in Hudson Valley Magazine for an article on industrial wedding sites in the region. We’ve gotten a tremendous amount of support from the community and tourists.”

It all points to the fact that Ole Savannah is an ideal spot for an occasion like the Chamber’s final Mixer of the year, a perfect time to wrap up business deals or just schmooze with friends.

“We’ve hosted Mixers before, and I’m told that we draw one of the larger turnouts of any location,” he said. “We’ll put out an exceptional spread and go above and beyond for the Chamber Mixer. The place will be beautifully decorated for the holidays. It will be a very festive event.”

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.
WMCHHealth Exec Addressing Chamber

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tal’s patients. The advancements include:
• A new, two-story, 79,000-square-foot building adjoining the current facility, as well as a full renovation of 48,000 square feet of space within the existing hospital. In total, there will be 175 beds and nearly all patient rooms will be private.
• A newly constructed 25,000-square-foot emergency care center that will incorporate cardiac observation and behavioral health services. The center’s expanded capacity will offer an unprecedented level of readiness to care for a full range of emergency visits.

• A newly constructed intensive care unit for efficient, coordinated care of the hospital’s sickest patients, along with a medical “stepdown” unit, providing an intermediate level of care between the ICU and the hospital’s medical-surgical unit.
• Enhanced surgical suites equipped with the latest diagnostic and surgical equipment.
• A newly constructed family maternity center with ultramodern labor, delivery, recovery and postpartum rooms.
• A new imaging department with today’s latest and most advanced technologies, sourced via WMCHHealth’s landmark agreement with Philips.
• Fully remodeled centers for ambulatory surgery, infusion therapy and endoscopy.
• New laboratory and pharmacy facilities designed to maximize safety and efficiency.
• A new, welcoming hospital lobby with central registration and admitting, financial counseling, family support services, a gift shop and comfortable waiting areas.

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.

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to introduce yourself. It’s always a good idea to build a relationship early, especially before any unexpected financial needs arise. “Our growth and longevity are founded on the valued relationship we have with our clients, nothing is more important to us,” said Cheryl Bowers, President and CEO of Rondout Savings Bank.

Don Tallerman owner of the Senate Garage spoke about Rondout Savings Bank stating, “In the end, the people at Rondout are what made the difference...I need a community bank to help me understand the dynamics of the local economy, to be by my side while I evaluate a purchase, when I evaluate whether to do construction or not and what the costs and risks are.”

Business owners have so much to concern themselves with today and selecting the right bank is among a top priority. Having a close relationship with a local community bank that understands commercial lending is essential for a growing business. When opportunities arise, business owners need to move swiftly and that usually means having access to capital with terms that align with the investment. “Building and strengthening relationships in the business community is important to us. We understand the people and business environment at a deeper level than bankers from outside the area. We’re proud to say decisions are made locally, therefore customized business loans are based on more than a simple income statement,” explained Michael Shaughnessy SVP, Chief Lending Officer.

Currently, Rondout Savings Bank is running their commercial loan campaign entitled “We Have Money To Lend”. If you are growing your business, it’s a good time to contact a commercial lender at Rondout Savings Bank, they are offering loans and lines of credit at very attractive rates. Member FDIC, Equal Housing Lender.

For more information about Rondout Savings Bank visit, RondoutBank.com
You might call it Kingston’s best-kept secret. Nestled away on a side street in the historic Rondout section, Catholic Charities of Orange, Sullivan, and Ulster quietly goes about the business of helping the poor and downtrodden.

The organization, under the auspices of the Archdiocese of New York, is now located at 6 Adams St. in the former St. Peter’s School building.

“I want the public to know we have a lot going on in this location,” says Dominique Wallace-Mills, the Ulster County regional supervisor for Catholic Charities of Orange, Sullivan, and Ulster.

The charity offers a variety of safety net services, including case management and help with utilities, as well as rent and mortgage payments.

A client-choice food pantry is also located on site, but this one resembles a grocery store to allow real “shopping” and a sense of dignity for recipients. In 2018, the pantry helped get food into the hands of 9,495 people.

“Clients can come and shop as opposed to just being given a bag of food that they possibly can’t use due to dietary issues,” Wallace-Mills said.

For those who work, the pantry stays open later on Thursday evenings. Catholic Charities also offers a mobile pantry that visits local senior housing locations every other Monday.

Meanwhile, families can also take advantage of a children’s pantry, which features diapers, formula and clothing.

The organization also offers an array of immigration services, including a legal staff to help with naturalization, relative petitions, work authorization, political asylum, deportation cases and more.

“It doesn’t matter what your religion is or your status,” said Wallace-Mills. “We’re here to provide assistance.”

Catholic Charities also operates a Catholic Youth Organization (CYO) sports program. An upstairs gym offers views of the Rondout Creek and is available for business functions.

“We want the community to access it,” Wallace-Mills said. Meanwhile, Catholic Charities’ opioid response team is also housed at the Ulster County location. Team members utilize community outreach and peer services to help those struggling with access to addiction treatment.

Catholic Charities also provides staffing for the Ulster County Warming Center, which is actually held at a Midtown church.

“We provide a needed respite from the cold for people who find themselves homeless or down on their luck,” Wallace-Mills said. “We collaborate with the Ulster County government and churches who give food and clothing to the warming center. We work well with the other agencies in our county.”

They do it all with a paid staff of nine people and 35 volunteers. The organization is always looking for more volunteers, especially during the holidays.

While Catholic Charities serves the public the entire year, the charity really picks up its game during the holidays. There’s a turkey dinner with all the fixings for Thanksgiving, a Christmas coat and toy drive, as well as an “adopt a family” program.

Wallace-Mills believes in helping the “least of these.” Taped to the door of her office is a sign quoting 1 John 4:4: “You, dear children, are from God and have overcome them, because the one who is in you is greater than the one who is in the world.”

“This is just my calling,” she says. “It’s in the giving where I find my peace. We’re living out our mission every day here.

“I believe in the mission of serving the underprivileged populations that are here. It’s my goal to help those that are in need and we do our best. We love what we do. We just flourish. “The beautiful thing is when the guests come to the food pantry or the children’s pantry or some kind of service they get from Catholic Charities, they inevitably at some point want to give back. We have people who were once clients come and volunteer.”

Wallace-Mills has found the Chamber helpful for networking and getting the word out about Catholic Charities, one of her major goals.

“I would like the public to know we’re here and we have all these services,” she said. “You can come and see our mission in action. I love to give tours. You can see what we do for the community and the positive impact we have. That’s what I’m most proud about.”

Catholic Charities, located at 6 Adams St. in Kingston, can be reached at (845) 340-9170 or www.cccsos.org.
Before he became President of Hudson Valley Financial Services in Kingston, Brian Ginty worked as a trading assistant just a few blocks from the World Trade Center in lower Manhattan. He left just a week before the Sept. 11, 2001 terrorist attacks that killed some of his colleagues in the business.

“It was very odd timing,” Ginty says today.

Ginty dealt with two specific Cantor Fitzgerald traders, who would call him eight to 10 times a day. They were among the 658 Cantor employees killed that fateful morning when the first plane hit the north tower.

“I had actually been recruited three months prior to come work for them, but I had already made my decision to relocate to Kingston,” Ginty said. “Then, a week later, those guys were all gone. Everybody who went to work in the Twin Towers that day was killed.”

Ginty, meanwhile, had moved to Kingston and in 2011 decided to open his own firm, Hudson Valley Financial Services at 108 North Front St. in Kingston. Ginty works in a three-man office with Louis Conti and Rick Spriggs.

“We’re a full-service financial planning firm, no different than what you would get at some larger companies and similar to what banks are now offering all over Ulster County,” Ginty said. Ginty said he enjoys the “independent nature” of “not working for a large company or bank.”

“I like the fact that we are more entrepreneurial, basically because we have to. We don’t rely on our name and we don’t rely on walk-in business to a bank,” Ginty said. I like having the independence that you don’t get with a large firm.”

Ginty said he has no typical client and his customers range from those who have just graduated college and are entering the workforce to seniors well into retirement.

Ginty earned his Certified Financial Planner designation in 2008 which involves meeting requirements in four areas: formal education, performance on the Certified Financial Planner (CFP) exam, relevant work experience and demonstrated professional ethics.

“Besides giving investment advice, these days you can’t be a stockbroker like 30 or 40 years ago,” he said. “You kind of have to be a holistic adviser. You have to talk about estate planning, insurance planning and tax planning.

“You have to get into some of these other subjects. I might not provide those services, but I can identify the need for somebody. I can say, ‘You really need to see a CPA for this issue’ or ‘You really need to get an attorney to handle your estate plan and get a will.’”

Ginty, a graduate of the Chamber’s Leadership Ulster program, knows many of those other professionals through his contacts with the Chamber.

“The Chamber’s networking Mixers and the breakfasts introduce you to a lot of people in Ulster County and a lot of business leaders,” he said. “The Chamber of Commerce is a great resource for small business owners who want to connect with other professionals or are looking to drive new referrals into the pipeline.”

In fact, Ginty gets most of his new customers from word-of-mouth and referrals.

“That’s where networking becomes the key,” he said. “You pretty much have to do it on your own. That’s why it’s important to be an independent adviser and not working for a bank or large institution. It forces you to be a little more entrepreneurial in building your business. You can’t just rely on the name on the door.”

Ginty says that entrepreneurial spirit has been the key to succeeding in business for the last eight years and that’s the advice he gives newcomers to the industry.

“Any small business owner will tell you the key is just hard work,” he said. “You just have to continue to work at it. There is no secret to success. It’s just hard work and perseverance, continuing to work at it and not giving up.”

**Hudson Valley Financial Services**, located on the third floor of 108 North Front St. in Kingston, can be reached at (845) 331-1108 or www.hvfin.com.
If you look closely, many of the bricks on some of our older homes in Ulster County are branded with the name “Hutton.” There’s a good reason for that.

The former Hutton Brick Works Co. was once a booming brick manufacturer from 1865 to 1980 at its waterfront property in Kingston’s Rondout. Today, it’s where memories are made.

The former brickyard reopened a few years ago as a premier, large-format event destination. The new owners will take the property to the next level by opening 20 new cabins for luxury camping in the summer of 2020.

“We’ll be able to handle on-site accommodations for events, as well as tourists and travelers who are coming through the Hudson Valley,” says Joel Lippman, the director of sales and marketing for Hutton Brickyards.

The property, owned by MWest Holdings of California, has been used as a site for weddings, concerts, festivals, benefits and galas. The property hosted a pair of concerts in 2017 by Bob Dylan, as well as smaller local and regional acts.

“We’re one of the only outdoor spaces that has 40,000 square feet of event space that is all under cover,” Lippman said.

The company’s website (www.hudsonbrickyards.com) reads: “Hutton Brickyards will become the home for world-class performers; where worthy ideas come to shine; and where event planners, makers, and doers bring their imagination to life.”

Hutton Brickyards has thus far hosted numerous weddings and festivals, most notably Field + Supply, a large craft fair with 250 vendors this past October.

“It’s a large venue so we have a lot of flexibility,” Lippman said.

“We are excited to be hosting events at the property, including local events for regional businesses and corporations. They could definitely host different outdoor activities with us like picnics or team-building events. We are a destination venue in the Hudson Valley and would love to work with Chamber members.”

Lippman, who has been on the job for six months, is making inroads in the community.

“It’s been my job to create new relationships and to promote programming at the property,” he said. One of the ways he has done that is by reaching out to the Chamber. Lippman said the Chamber has been “very helpful” as Hutton Brickyards opened—and now expands.

“The Chamber has been very welcoming and accommodating and they’ve provided some great ways to do networking,” he said. “In general, I’ve found people in the region really welcoming.”

“I am excited to meet with corporations that have more than 500 employees and will see value in our property for various types of corporate events, ranging from executive retreats to large scale team building events and seasonal corporate outings. The majority of some of the connections I’ve made at the Chamber have been much more small-business oriented, but it’s been good from a community perspective.”

The Hutton name has a long and rich history in Kingston. “We made bricks for 100 years right here in Kingston,” Lippman said.

According to the Hutton Brickyards’ website, brick manufacturing was a major industry up and down the Hudson River with more than 125 different companies at the turn of the 20th century.

The Hutton Brick Works Co. supplied building materials for several construction projects throughout the Hudson Valley and New York City, including the Empire State Building and the old Yankee Stadium.

Hutton Brickyards, located at 200 North St. in Kingston, can be reached at (845) 213-4742 or www.HuttonBrickyards.com.
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Ulster County Regional Chamber of Commerce
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April Tiberio - Manager
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Jim Raimo - Executive Director
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Mary Lou Stapleton - Chairman
Category: Historical Societies/Museums
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Em Atkins - Owner, Operator
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Description: The Herwood Inn is a boutique inn located in the heart of Woodstock, NY. We proudly serve guests eco, sustainable, cruelty free and fair trade goods in an intimate bohemian setting.

Did You Know...
A study by the Atlanta-based Shapiro Group found that consumers are 63% more likely to buy goods, products and services from businesses that are Chamber Members.

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20 Years
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TD Bank

15 Years
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Francesca Szabadi (Rondout Savings Bank) with Michele and Clint McClure (both from McClure Construction).

Kailee McIntyre (Devereux Advanced Behavioral Health - NY Center), Marsha Sebro (New Horizons) with Jim Fish (Loj Architecture and Building Science).

Jack Klomm (Klomm Construction), Kim Klomm and Stephen Carle (both with Mid-Hudson Valley Federal Credit Union) with John Burlingham (American Solutions for Business).

Katie Cook and Kathleen Mihm (both with Ulster County Democratic Committee) and Howard Jones (Bailey Pottery Equipment Corp.)