SUNY New Paltz Prez Reflects On Career

Dr. Christian Speaks At Holiday Breakfast

Don’t expect SUNY New Paltz President Dr. Donald Christian to dwell on himself much when he appears at his final Chamber breakfast on Dec. 10. His love for the college he has led for the last 12 years is too deep for that.

“I’ll certainly talk about some of the progress in our educational offerings during the last dozen years or so,” said Christian, who is retiring next June. “I don’t want to navel-gaze about my presidency, but I thought it would be useful for the community to learn about some of the strengths and some of our progress the last dozen years that position the college for continued success and certainly for success in attracting a top-notch next leader.”

The breakfast is scheduled for 7:30-9:00 a.m. at Wiltwyck Golf Club, 404 Steward Lane in Kingston. The sponsor is Rondout Savings Bank.

Making this truly a festive event, Holiday Carols will be sung by Maria Todaro, Founder of the Phoenicia International Festival of the Voice.

“I’m going to try to focus on aspects of the college and what we do that I think may be of particular interest to business and civic leaders,” Christian said. “So, I’ll talk about the way we engage the region, including the caliber of educational offerings, but also some of the ways that we share expertise and capability to enrich the Hudson Valley.”

Christian also plans to discuss the “dramatic changes” and physical improvements of the New Paltz campus, including both the picturesque grounds and new and renovated buildings.

“Many people tell me that the campus looks very different now than it did 12 years ago,” he said. “That’s certainly my experience, and we’re really proud of that. It’s a big asset in our ability to recruit students and to serve the region.

“I will also make the point that the progress that we’ve made during my presidency has a lot of fingerprints on it. They’re collective accomplishments of other campus leaders and deans and faculty and staff and alumni and our donors. I’ll also talk about some of our success in increasing our fundraising capability and impacts.”

Now in his 70s, Christian said it’s “time to turn to some other things” in his life. Christian and his wife, Sandy, a retired psychotherapist, will remain in Ulster County.

“We love the Hudson Valley, so we’re going to stay here in the Hudson Valley and I’m going to grow a garden, which I haven’t done since I’ve been in the president’s office. It’s one of my latent passions. I’ll be able to fish more often. I have a grandson who I hope to spend more time with when I’m retired and just a number of hobbies and interests like that.’

Christian, the eighth president of SUNY New Paltz, was appointed in 2011 after serving as interim president, provost and vice president for academic affairs.

Chamber Breakfasts are a great way to stay on top of current events. Reservations are required. Tickets are $25 in advance and $30 at the door for Chamber members ($35 for non-members.) For more information, contact the Chamber at (845) 338-5100 or go online at www.ulsterchamber.org.

Rondout Savings Bank Fosters Trust Through Our Dedication to the Community

Community banks play a crucial role in strengthening the communities they serve. According to the FDIC, community banks like Rondout Savings Bank consistently stay at the top of the competition by holding the majority of the banking industry’s small business loans. For over 150 years, Rondout Savings Bank has long been invested in serving the community. As stated by Cheryl Bowers, President and CEO of Rondout Savings Bank, “We are relationship bankers who wake up every day, ready to get involved, offer solutions, build trust, and give back. We’re proud of the legacy we have built through volunteering at local non-profits and helping people...It’s our culture and how we strengthen our community.”

While many banks are offering technological advances in lieu of personalized services, Rondout Savings Bank continues to focus heavily on integrating technology enhancements to build relationships and connections with the people it serves.

Rondout Savings Bank’s unwavering dedication to improving the financial lives of its customers is the driving factor for achieving the BauerFinancial 5-Star Superior Rating. Rondout Savings Bank customers have shown strong loyalty over generations because there is a trust in knowing that the team at Rondout Savings Bank cares about them.

Rondout Savings Bank is committed to strengthening the health and economic well-being of the community. The Bank continues its annual Rondout Cares campaign from November 19th to December 27th, in which over a hundred non-profit organizations are participating. Everyone is encouraged to vote for their favorite non-profit organizations among those listed on the www.GoRondout.com/Care webpage. The three organizations that accumulate the most votes at the close of the online event will each receive a $1,000 donation check from Rondout Savings Bank. The Rondout Cares campaign is a part of Rondout Savings Bank’s Dividends to the Community program, in which 10% of the bank’s profits earned are invested back into the community each year.

Rondout Savings Bank was established in 1868 and is a state-chartered, mutual banking and financial services provider headquartered in Kingston, New York. With five branches located in Ulster and Dutchess counties, the bank has a long history of serving our local communities and maintains a strong tradition of customer service excellence. Trust the people who care about you. Give Rondout Savings Bank a call at (845) 331-0073 or visit www.RondoutBank.com for more information and let them show you how they can help.
UPCOMING CHAMBER EVENTS

December 10 | 7:30 - 9:00 am
Holiday Breakfast Meeting
Dr. Donald Christian, President SUNY New Paltz
Wiltwyck Golf Club
404 Steward Lane | Kingston, NY
$25 Members-Advanced Pay • $30 Members-At The Door
$35 Non-Members
Sponsor: Rondout Savings Bank

December 14 | 11:00 am - 1:00 pm
Lunch & Learn: How to Keep Your Business Safe When Employees are Working From Home
Holiday Inn Express & Suites
1835 Ulster Avenue | Lake Katrine, NY
There is no cost for Members to attend. Reservations are required
Sponsors: Professional Computer Associates

While you’re out shopping, look for these ‘Shop Small & WIN BIG’ signs posted throughout the region. To be eligible to win some great prizes... head on over to any Ulster Chamber Business...

1. Take a selfie or a photo of that business displaying the SHOP SMALL sign
2. CHECK-IN to that business from your Facebook Page
3. Include #UCChamber2021 in your post
4. Be sure to make that post PUBLIC

Between 11/15-12/19 create as many FB posts as you’d like (the more the better!)
4 Weekly Drawings: $100 Gift Cards
Weekly Prizes Courtesy of Emerson Resort & Spa & Bop to Tottom
Grand Prize Drawing: $500 Gift Card
Grand Prize Courtesy of Ulster Savings Bank

Register for all Events (845) 338-5100
www.UlsterChamber.org
‘Shop Small, Win Big’ In Ulster
Fun Campaign Bolsters Local Business

Ham it up and show us your pearly whites this holiday season. After all, you’ll be doing our local businesses a huge favor when you take a selfie in their stores and share them on social media to show your support.

It’s all part of the ‘Shop Small and Win Big’ initiative by the Ulster Chamber to promote buying locally, especially during the holiday season. The social-media campaign has been ongoing since Nov. 15 and runs through Dec. 19.

The way it works is simple. Shoppers are encouraged to visit and check into our local Chamber businesses, take selfies or photos there and then share them on Facebook with the hashtag “UCChamber 2021.”

By doing so, you’ll be helping local merchants get exposure and potentially more sales during this gift-buying season. Participants also will get something in return by being entered to win four weekly drawings for $100 worth of gift cards, courtesy of the Emerson Resort and Spa and Bop to Tottom and a $500 Mastercard gift card, compliments of Ulster Savings Bank.

“Obviously, shopping small keeps our local businesses alive and thriving during these difficult times,” said Miriam Gibbons, Chairperson of the Shop Small Committee and a member of the Chamber Board. “It’s helping these businesses keep their names in the forefront of people’s minds.”

The Shop Small campaign has been lengthened from previous one-day and one-week events to a full month to help local merchants increase sales as they recover and rebuild from the pandemic. It’s also a boon for shoppers, who often need more time to find treasures for everyone on their lists.

“The bottom line is that this is the community we live in, and we need to show our support,” Gibbons said. “We’ve made a promise in my family that we’re going to support local businesses only, whether it’s a gift card to a restaurant or actual goods. I want to keep my local community businesses vibrant.”

Karen Clark Adin, who owns Bop to Tottom in Uptown Kingston, appreciates the buy-local initiative and said it keeps the money circulating in the community.

“When you buy locally, 70 percent of your purchase stays in the local economy. For example, I go to Catskill Art Supplies for my office needs. I go to Timely Signs for my signage. I buy as much as I can from small, local vendors as opposed to the big-box stores,” she said.

“The chances are pretty good that when you go to your kid’s Little League game, you’re more likely to see a local business on that sign supporting the team than you are a non-local business. When you’re a micro-business, you do not have a large advertising budget, so the Chamber is helping us advertise. It’s absolutely priceless that the Chamber is doing this.”

And while many shoppers are concerned this year about inventory shortages and supply-chain disruptions, the buy-local experience offers some assurance, according to Clark Adin.

“In reality, these supply-chain issues are very real, even for us small micro-businesses. It’s not necessarily the product. It could be other components to the product like the label or the jar, but when you’re a small vendor, you’re able to pivot much faster and adapt much quicker,” she said, adding that she has a wide selection of merchandise at her one-of-a-kind boutique.

“Most people do leave with something in their hands and a smile on their faces,” Clark Adin said. “We have holiday shoppers from places like Saratoga and Pompton Lakes, N.J., who come up every year to do their holiday shopping with us. That’s absolutely wonderful to me. It’s all about relationships with your vendors, customers and staff.”

Jess Davis, Director of Membership at the Chamber, encourages holiday shoppers to think outside the box this year.

“Pick up a car wash gift certificate. Get a treat for your pet from Peace, Love JERKY Treats or a gift certificate to Kingston Candy Bar. Surprise someone with dance or martial arts classes or a gym membership,” she said.

“What’s really special is that a lot of our shops have locally made and locally sourced items like honey or artisan crafts. You can stop in at the Culinary Warehouse and get make-your-own pizza kits. There are gifts at all different price points. It’s a great feeling to walk into your neighborhood store, pick up an item and have it gift-wrapped, and there are no shipping costs or the risk that it will get lost in the mail.”

Tamara Murray, the Marketing and Sales Director at the Emerson Resort and Spa in Mount Tremper, and a Chamber Board Member, said there is nothing like that local-buying experience. The Shops at Emerson, housed in a 19th-century barn, features unique merchandise from home furnishings and clothing to nostalgic toys and food products.

“Gift cards are always a gift that keeps on giving,” she said. “Gift card purchases bring in additional income while allowing the person on the receiving end to shop for exactly what strikes their fancy at any time.”

“Holiday shopping can be stressful, even without pandemic-related issues. Give yourself a break and shop with local owners who are happy to see you and eager to help.”

Clark Adin concurred and said shoppers have the power to make a difference in their local community by shopping locally.

“If folks want to see those small businesses—whether it’s a pizzeria or a juice bar or gift shop—around next year, they need your help. It’s your chance to lift them back up,” she said.

The sponsor for this year’s ‘Shop Small and Win Big’ campaign is Ulster Savings Bank. Community Partners include 92.9 WBPM, The Shops at Emerson and Bop to Tottom.

Swag bags, a new addition to the campaign this year are compliments of John Burlingham at American Solutions for Business. They can be picked up, while supplies last, at Ulster Savings Bank, Bop to Tottom, The Shops at Emerson, Hamilton & Adams, Next Boutique, Dietz Stadium Diner, Village Pizza and Village Bagels in Saugerties and Village Pizza in New Paltz.
“When you’re hungry, we rule.”
That’s Michael Katz’s tried-and-true motto for his restaurant delivery service that seriously upstages the national online food-ordering platforms.
“I love that we’ve got the trademark on that motto,” said the owner of Carry Out Kings, the New Paltz-based version of DoorDash, Uber Eats and Postmates. “We’ve been rocking here in New Paltz since 2013 and are rulers of your gastronomical universe.”
While Carry Out Kings is centralized in New Paltz, its drivers deliver food from about two dozen participating restaurants to customers in Gardiner, Rosendale, Tillson and Highland. Katz hopes to launch in Kingston in the coming months.
“What sets us apart from our competition is having incredible people, knowing our restaurants and having a great team. I am 1,000 percent about customer service, and the quality control is beyond compare,” he said.
A big part of that is holding his 15 employees to high standards, including drivers.
“They are your servers, and because they’re working for me and not DoorDash, it’s got to be service with a smile,” Katz said. “I place great emphasis on protecting the integrity of the product.
“I’ve been in the restaurant industry forever. Customers at home should get the same level of service as if they were going out to eat, and we represent all the restaurants and make sure the products look as wonderful as they do when they leave the restaurant. It’s a tight-run ship, where our drivers are our employees, and that sets us apart from those other services that use independent contractors,” he said.
That said, Carry Out Kings works the way the more familiar online platforms do. You simply place your order online at carryoutkings.com or its mobile app. The menus from participating restaurants are all laid out. After ordering, you track it until the driver delivers the meal to your doorstep.
Carry Out Kings is open seven days a week from 11 a.m. to 9 p.m. Sunday through Thursday and 11 a.m. to 9:30 p.m. on Friday and Saturday. Katz said the company can deliver from up to three different restaurants at a time. The waiting period for most orders is about an hour, although that can vary due to inclement weather, peak hours or larger orders.
Demographically speaking, the platform appeals to the college crowd, but Katz said families also use his service regularly.

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“Soccer moms love us,” he said. “We’re pretty spread out. A lot of it is the convenience of having your favorite meals from your favorite restaurants delivered hot to your door.”

Katz, who also owns Village Pizza in New Paltz, said he got the idea for Carry Out Kings from a business in his hometown of East Meadow (Long Island) called Takeout Taxi.

“It was the same concept. You could order from a bunch of different places, but there was no fancy app. I thought New Paltz needed something like that,” said Katz, who was the general manager at another restaurant at the time.

“I knew that businesses like this existed, but I did jump in with the local restaurant scene as the focal point. I called my business partner, Eric Cichinsky. We’ve been best buddies since we were 14. I said, ‘Dude, I’m going to start this business,’ and he said, ‘Heck, yes. Let’s get this thing going.'”

While Carry Out Kings has been around for eight years, it reached its pinnacle during the pandemic when the state banned indoor dining at restaurants.

“It was pretty nuts,” Katz said. “We just started getting busier and busier. It also shined a spotlight on us as a community business, even though we’ve always been very community-oriented and give to various organizations.”

The way Katz sees it, online delivery services like Carry Out Kings have a good future, even in a post-pandemic world.

“I feel the whole landscape has just shifted in a monumental way,” he said. “There are some people who may never go back out to eat or who feel more comfortable eating outdoors. Whatever, I feel that more restaurants should, from here on out, consider the importance of the revenue stream from delivery and takeout. A bigger percentage of sales will likely come from that going forward.”

That’s why he tries to visit area restaurants at least once a month to drop off his business cards and encourage partnerships with his service. He said for those restaurants that offer delivery, it is more cost-effective to deal with companies like his, which are invested in the area and care more.

“Customer service is everything to me,” he said. “I’ll be 40 next year, and I’m a lifelong restaurant guy. It’s all about taking good care of people. That’s where value is created.”

Carry Out Kings, P.O. Box 155 in New Paltz, can be reached at (845) 256-6542 or carryoutkings.com.
**Welcome These New Members**

**Al’s Smokin’ BBQ Sauce**

P O Box 607  
Port Ewen, NY 12466  
www.BuyAlsSmokinBBQSauce.Com  
Albert Schermerhorn - Owner  
Category: Food Vendors  
Description: Six flavors of locally made BBQ sauces sold in local stores and farm stands in Ulster, Dutchess and Orange counties.

**Boughton Place, Inc.**

150 Kisor Road  
Highland, NY 12528  
www.boughtonplace.org  
JoyAnn Savino - President  
Category: Conference Centers  
Description: Boughton Place is a community-creating space used for meetings, gatherings, healing arts, performances, celebrations, study circles and training sessions that support its mission. Its facilities include a 1,000 square foot theater and meeting spaces for large groups, two full kitchens and screened-in porch for dining, sleeping facilities for 14, smaller group rooms, a labyrinth, and a cottage.

**Cresco Labs**

400 West Erie Street, Suite 110  
Chicago, IL 60654  
www.crescolabs.com  
Marcia Maxwell - Eastern Regional Director Government Affairs  
Category: Health & Wellness  
Description: Cresco Labs is a medical cannabis operator in New York State with facilities in Bardonia, Huntington, Hartford and Brooklyn. Our mission is to normalize, professionalize, and revolutionize the burgeoning cannabis industry by creating quality, equitable job opportunities in areas we serve, and delivering quality wellness products and services to consumers and patients. Cresco Labs also supports small, medium and MWBE businesses across the industry. In 2019, Cresco Labs created its Social Equity and Education Development program to promote inclusivity, support diverse and minority communities.

**High Falls Food Co-op**

1398 State Route 213  
High Falls, NY 12440  
www.highfallsfoodcoop.com  
Lucy Georgeff - General Manager  
Category: Grocers - Natural Foods  
Description: High Falls Food Co-op is a retail food co-op, serving the local community since 1976. We are a full-service grocery store, owned by our membership, and open to the public. Customers can find a wide range of grocery and health and body care items, meats, cheeses, fresh produce, as well as baked goods and grab n’ go breakfast and lunch items. We specialize in local, natural, and organic, and we provide a full line of every-day, low-priced items as part of our “Basics” line. HFFC accepts SNAP. We also offer curbside pickup service Monday through Saturday.

**Home Sweet Hudson**

1978 NY-32  
Modena, NY 12548  
www.homesweethudson.com  
Ray Vargas - Co-Founder  
Category: Real Estate - Property Management  
Description: Home Sweet Hudson is a full service vacation rental management company.

**Hope Rocks, Inc.**

PO Box 182  
Saugerties, NY 12447  
www.hoperocksny.com  
Joseph Defino - Founder/Executive Director  
Category: Health & Wellness  
Description: Hope Rocks, Inc is a fully accredited and recognized not-for-profit devoted toward enlightening, educating, empowering and engaging individual and community response to the epidemic of death caused by addiction, depression and social isolation.

**Lucy’s Grooming Parlor**

12 Market St.  
Saugerties, NY 12447  
www.Lucysgroomingparlor.com  
Dionne Raucci - Owner  
Category: Pet Grooming/Boarding  
Description: Lucy’s Grooming Parlor is not your average grooming salon. We use products by Paul Mitchell Pet to make sure every service is customized to your pet’s needs!

**Ohana Cafe**

117 Partition St.  
Saugerties, NY 12477  
www.ohanacafeny.com  
Aimee Marone - Owner  
Category: Restaurants  
Description: Cafe specializing in Crepes, both Sweet & Savory with traditional breakfast & Lunch options also available. We are Hawaiian inspired so you can find a few Island favorites as well as a comfortable, friendly atmosphere where we strive to make everyone feel like part of our Ohana!

**One N Only Cakes**

1119 Elmwood Street  
Kingston, NY 12401  
www.onenonlycakes.com  
Anrika Colbourne - Owner  
Description: One N Only Cakes started as a home-based establishment created in Kingston, New York in 2013, specializing in tiered and sculpted cakes for weddings, baby showers, birthdays and so many more different treats. One N Only cakes prides itself on being a bakery that makes its products from scratch and uses quality ingredients, serving the community one sweet treat at a time.

**Pointe of Praise**

243 Hurley Avenue  
Kingston, NY 12401  
www.thepointeonline.org  
James Childs - Pastor  
Category: Caterers  
Description: Pointe of Praise is a faith based church focused on winning souls in the Hudson Valley and beyond. Members of Pointe of Praise use culinary skills to cater and provide bi-weekly church dinners to help a variety of organizations within the Hudson Valley community. Call or visit the Pointe of Praise Facebook to learn more about catering services and options. Sunday morning service starts at 10:30am at 243 Hurley Avenue in Kingston, NY. Attend service virtually each week on the Pointe Of Praise Facebook livestream.

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For information on Chamber Membership, email Jess Davis at Jess@UlsterChamber.org
Anniversaries:

50 Years
Mid-Hudson Valley Federal Credit Union

30 Years
Wright Architects

25 Years
A & D Pumps

20 Years
Ivy Lodge Assisted Living

15 Years
Home Plate Deli & Caterers

10 Years
EnergyNext, Inc.

5 Years
New Beginnings Farmstead, LLC

1 Year
Altucare Primary Medical Care, PLLC
First Choice Business Brokers
Starr Collision & Body Shop, LLC

These Members Have Renewed:

Altucare Primary Medical Care, PLLC
Boice’s Milk House
Bowery Dugout
Chic’s Restaurant & Sports Bar
Combined Energy Services
CoWork Kingston
Dharmakaya Center for Wellbeing
Dragon360
EnergyNext, Inc.
Fehr Bros. Industries, Inc.
Firelight Camps
First Choice Business Brokers
Fitz’s Liquor Store, Inc
Frank Guido’s Little Italy
Girl Scouts Heart of the Hudson, Inc.
Green Heron Farm, Inc.
Hannaford Supermarket #8444 Woodstock
Home Plate Deli & Caterers
Hudson Valley Appraisal Corp.
Ivy Lodge Assisted Living
J & J Sass Electric, Inc.
JBT John Bean Technologies Corp.
Keller Williams Realty Hudson Valley North
Kingston Overhead Door
Little Blueberry
Marist College (Office of the President)
Marshall & Sterling Insurance
Metroland Business Machines, Inc.
Mid-Hudson Oral and Maxillofacial Practice, PC
New Beginnings Farmstead, LLC
Optimum Window Mfg. Corp.
Pardee’s Agency, Inc.
Peekamoose Restaurant + Tap Room
Phoenicia Diner
PuroClean Professional Restoration
Rail Explorers
Redeemer Broadcasting, Inc.
Roeber & Rausch Custom Builders Inc.
Schwartz’s Inn
The Law Firm of Sharon C. Fletcher, PLLC
Universal Land Abstract, Inc.
Valley Courier & Delivery Service
Van Kleeck’s Tire, Inc.
Women’s Enterprise Development Center, Inc.

RKM EDUCATIONAL SERVICES
57 Shivertown Road
New Paltz, NY 12561
Robyn Klimpl Miller - Owner
Category: Health Services
Description: Board Certified Licensed Behavior Analyst offering consultant services for schools and ABA services for clients with a diagnosis of ASD.

ROSIE
39 Broadway
Kingston, NY 12401
www.rosiegeneral.com
Anthony Sasso - Chef/Owner
Categories: Restaurants; Bakeries/Baked Goods; Retail
Description: Family-run throwback deli from the Sasso siblings offering fresh-baked bread, classic deli items, goods, pickles, pie, New York only beer and wine.

SLEEP & SPAS
1153 Ulster Ave.
Kingston, NY 12401
www.sleepandspas.com
James Morse - Store Manager
Category: Retail
Description: Retail sales organization specializing in Hot tubs mattresses, and adjustable bases as well as patio furniture and massage chairs. We are your one stop shop for your indoor / outdoor home relaxation center. Sit Soak & Sleep at Sleep & Spas.

Ulster County Regional Chamber of Commerce

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Ulster Savings Bank
Emerson Resort & Spa
Mid-Hudson Valley Federal Credit Union

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IT’S TIME FOR BALANCE

INTRODUCING Ulster Strong

Partners for Growth and Opportunity

New investor and developer interest in Ulster County presents a unique opportunity for growth and renewal. Our community stands at a crossroads on how this interest can be encouraged and focused in ways that are smart, sustainable, and facilitates broad-based opportunity.

Ulster Strong has formed to engage the public on development issues, and encourage discussion and support for smart investment and growth opportunities.

To learn more and explore how you can support our mission visit UlsterStrong.com

Ulster Strong is a partner of Hudson Valley Economic Development Corporation