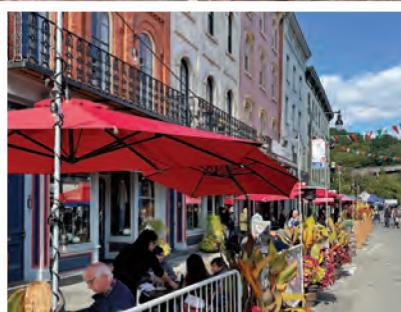


2023 Community Resource Guide & Membership Directory

# ULSTER COUNTY

*Keep It*  
**LOCAL**



Ulster County Regional Chamber of Commerce

[www.UlsterChamber.org](http://www.UlsterChamber.org)



# Welcome to The ULSTER COUNTY REGIONAL CHAMBER OF COMMERCE

## OVER A CENTURY OF SERVICE

The Ulster County Regional Chamber of Commerce is a private business membership organization working to advance the economic health and vitality of Ulster County. With a membership of over 1,000 businesses and organizations that employ over 20,000 local workers, the Ulster County Regional Chamber of Commerce is the largest business-advocacy organization in the region.

Through the energy of its staff, board and volunteers, the Chamber represents the interests of the business community and helps businesses solve problems and promote themselves through shared experiences, ideas and resources. We believe that it is through our collective experience and knowledge that we can accomplish together what no one voice could do individually.

## MARKETING OPPORTUNITIES

### WEBSITE & PRINT LISTINGS

One of the most significant benefits of membership in the Ulster Chamber is promotion in print and online. All members are listed in our keyword-searchable online directory with all contact information. Members are also listed alphabetically and by category in our annual Community Resource Guide & Membership Directory. This full color directory is distributed extensively throughout the region and is included in all relocation packets. Preferred Website Listings are also available for a nominal annual fee.

### MONTHLY NEWSLETTERS

"ChamberNews," the official newspaper of the Ulster County Regional Chamber of Commerce, is printed and distributed to 15,000 Daily Freeman subscribers each month. It keeps members informed about Chamber events and features stories on our members each month. New members receive a free business card size ad in "ChamberNews," which is valued at \$150. The Newsletter is also posted and archived on our website.

### WEEKLY RADIO PROGRAMS

"Spotlight on the Ulster County Regional Chamber of Commerce" features interviews with a different Chamber member each week. The half hour program is broadcast on 8 Hudson Valley radio stations each week and archived on the Chamber's website. There is no cost to be interviewed. The promotional value of being a guest on our radio program is \$800.

### ULSTER CHAMBER EATERIES UNITED

The Chamber currently administers a Facebook Group 'Ulster Chamber Eateries United' to promote all the great local restaurants, delis and cafes in our region. This is an industry that has been deeply impacted by the pandemic. The purpose of the group is to provide a central location for restaurant owners (as well as consumers) to post pictures and add descriptions of their favorite meals. The Group immediately attracted a huge following and today boasts over 16,000 members. Under the auspices of our Eateries Group, the Chamber also features videos on social media with Jess Davis, known as 'Jess Delicious.' She travels to a different restaurant each week.

### ULSTER CHAMBER SMALL BUSINESSES UNITED

The Chamber also created another Facebook Group, 'Ulster Chamber Small Businesses United.' This group allows all small businesses in the Ulster County Region an opportunity to promote themselves to other chamber members, as well as the general public.

### RIBBON CUTTING CEREMONIES

The Ulster Chamber assists members by conducting a Ribbon Cutting ceremony for opening new businesses, expanding and renovating current businesses, and businesses that are celebrating a significant anniversary. Local officials and the media are invited to attend. Each Ribbon Cutting event is posted on our popular social media platforms.

## MAKING CONNECTIONS

### BUSINESS REFERRALS

The Chamber actively promotes members and their services through staff referrals, direct links from the Chamber's website, the Chamber newsletter "ChamberNews," and through the many networking opportunities available for members. Our "KEEP IT LOCAL" initiative encourages members and the community to do business locally and support our Chamber members.



### BREAKFAST MEETINGS

Our monthly educational and informative breakfast meetings are held at The Venue Uptown at the Best Western Plus in Kingston starting at 7:30 am. Speakers who are well known and respected are invited to speak and answer questions. Members are encouraged to network with their peers.

### NETWORKING MIXERS

Monthly Mixers offer a great opportunity for Ulster Chamber members to meet other business leaders and promote their business. A different venue is featured each month with complimentary food and drink provided. These are held after work from 5:00 - 7:00 pm and are always well attended.

### BUSINESS CARD EXCHANGES

These events are held quarterly and provide Chamber members with an opportunity to network and fine tune their elevator speeches.

### WORKSHOPS/SEMINARS

The Chamber conducts frequent meetings, seminars and workshops, which offer members a chance to stay connected with other business leaders. Early registration is urged, since these events are typically held in smaller venues and often sell out.

# PROGRAMS & EVENTS

## BUY LOCAL EXPO

This is one of the Chamber's signature events, held every fall at the Diamond Mills Hotel and Conference Center in Saugerties. The Expo is open to the public and promotes local and regional businesses and organizations. It is heavily promoted in the "ChamberNews," on our website, in newspaper ads and on local radio.

## BUSINESS RECOGNITION AWARDS DINNER

The Ulster County Regional Chamber of Commerce and the Ulster County Economic Development Alliance annually recognize Ulster County business leaders, businesses and organizations that are leaders in their sectors, have achieved outstanding results, or shown dedication and commitment to furthering business and the quality of life in Ulster County. Recognition is given to the Business of the Year, Small Business of the Year, Business Person or Entrepreneur of the Year and Tourism/Hospitality Business of the Year. Other awards include Commitment to the Community, the Heritage Award, the Emerging Young Leader of the Year and the Len Cane Heart of Ulster County Award.

# MEMBERSHIP SERVICES

## INSURANCE PROGRAMS

The Ulster Chamber partners with Ryan & Ryan Insurance Brokers, Inc, which provides reduced group rate coverage for small businesses and sole proprietors. Featured providers include CDPHP and MVP. New members must select a health insurance program within the first 30 days of membership or sign up during Open Enrollment in the month of November.

## RELOCATION PACKETS

The Chamber responds to phone calls and email requests from people interested in relocating to the Ulster County region. Each person who inquires will receive a packet in the mail containing information about our region and about our members. We will also insert a business card or tri-fold brochure from Chamber members for a nominal annual cost.



## MEMBER BROCHURE RACK

To assist new businesses or individuals relocating to the region, as well as our many travel visitors, the Chamber displays literature from our members and offers premium advertising space on a first-come basis.

## DISCOUNT ENERGY ALLIANCE

Partnering with more than 17 other Chambers of Commerce and using the buying power of thousands of Chamber members, we offer discounted electric and natural gas rates to Chamber members. These programs can save Chamber members an average of 5-12% on their utility bills.

## LABOR RELATIONS HOTLINE

Chamber members are invited to subscribe to a legal hotline for ongoing advice regarding labor and employment issues from one of the leading personnel law firms in the state. There is a nominal annual fee.

## CERTIFICATE OF ORIGIN

For Chamber members who ship their products out of the country, a Chamber embossed and signed Certificate of Origin is necessary. There is no cost to Chamber members for this service.

## LEGISLATIVE AFFAIRS AND ACTIVITIES

The Ulster Chamber is the regional voice for local business with members actively involved in local, statewide and national legislative affairs on behalf of the entire membership. Research is done on the cause and effect of proposed local, state and federal legislation and how it impacts the business community. Follow-up takes place with the appropriate officials.

## CORPORATE SPONSORS

All Chamber members are invited to take advantage of our Corporate Sponsorships, which offer unique partnership opportunities with the Chamber. Contact Chamber President Ward Todd for specific funding levels and the many benefits of being a Corporate Sponsor.



## CORPORATE SPONSORS

### CORPORATE LEADERS

**Ulster Savings Bank**  
**Central Hudson Gas & Electric**  
**Mid-Hudson Valley Federal Credit Union**  
**WMCHHealth | HealthAlliance Hospital**  
**Rondout Savings Bank**  
**Nuvance Health**

### CORPORATE PARTNERS

**Ryan & Ryan Insurance Brokers, Inc.**  
**Hudson Valley Credit Union**  
**Naccarato Insurance**  
**M&T Bank**

### CORPORATE SUPPORTERS

**Community Products, LLC • RBT CPAs LLP**  
**Winston Farm • Kimlin Energy Services**  
**Timely Signs**

### SUSTAINING SPONSORS

**Ulster Federal Credit Union**  
**Adams Fairacre Farms • UHY LLP**

# MEMBERSHIP APPLICATION



Online Application at [www.UlsterChamber.org](http://www.UlsterChamber.org)

**Business Name:** \_\_\_\_\_  
(As it should appear in the Membership Directory and on our website)

**Chamber Contact Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Owner/Principal:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Web Address:** \_\_\_\_\_

**E-Mail Address:** \_\_\_\_\_

**Additional Representatives:**

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Name: \_\_\_\_\_ Email: \_\_\_\_\_

**Billing Address** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_  
(If different)

**Billing Contact Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Category:**  
(Select one (1) or more categories)

Primary Category: \_\_\_\_\_ Additional Category: \_\_\_\_\_

Additional Category: \_\_\_\_\_ Additional Category: \_\_\_\_\_

**Number of Employees:** \_\_\_\_\_ **Interested in Medical Insurance:** ☐ yes ☐ no

**Description of Business** (up to 600 characters) \_\_\_\_\_

CHECK ONE (if applicable): ☐ Woman-Owned ☐ Certified Woman-Owned ☐ Minority-Owned  
☐ Certified Minority-Owned ☐ Black-Owned ☐ Veteran-Owned

**Annual Dues Investment:** (Call for Rates) \$ \_\_\_\_\_

Please Check One: ☐ **Basic Web Listing** ☐ **Preferred Web Listing \$65**

Includes • Link to your website • Priority Placement on Search List • Logo on Search List  
• 200 Character Description on Search List • 1600 Character Description in Member Page  
• YouTube Video • Unlimited Images • Social Media Links • Advertise Deals on Search List

For information contact the Director of Membership, Jess Davis at 845-338-5100 x4 or email [Jess@UlsterChamber.org](mailto:Jess@UlsterChamber.org).

Chamber dues are deductible as ordinary and necessary business expense, not as a charitable deduction.

**Ulster County Regional Chamber of Commerce, 214 Fair Street, Kingston, NY 12401-4524**