

'A Special Spark in Saugerties'

Buy Local Expo Spawns Key Connections

For the 23rd consecutive year, the Ulster Chamber is Hosting the Buy Local Expo, Wednesday, September 18th, Noon to 5:00pm at the Diamond Mills Hotel and Conference Center in Saugerties.

The Expo, which is free to the public, is the ideal spot for businesses to show off their goods, products and services to hundreds of local residents. It also translates into a glorious opportunity to be together in one setting and get caught up with or meet neighboring entrepreneurs.

John Naccarato of Naccarato Insurance in Saugerties said he's experienced this himself and that's why his family comes back year after year to be the Presenting Sponsor.

"There's a large number of consumers out there that don't realize Naccarato Insurance offers all these product lines," he said. "It could be directors' and officers' insurance or something to do with cyber-security insurance, and it's same for other businesses. They may not have realized that this place was in their backyard and

what they did, so it gives all of us the opportunity to stay local.

"We want to give back to the community and to the Chamber. We appreciate everything they do. We are here to try to keep business local and get other people to do the same. I think we have a close-knit community, and this helps us build relationships and rapport."

Naccarato, whose family has operated Naccarato Insurance since 1963, also has become somewhat of a spokesman for the annual event.

"I try to solicit other businesses to be in the showcase. I've explained to them how it's helped our business by picking up new customers," he said.

The UPS Store in the King's Mall is the Principal Sponsor of the Expo. Store owner Elise Anderson is proud of her relationship with the Chamber and her sponsorship of the Expo. "We've made this partnership because the Chamber shares our commitment to our region's small and growing businesses," she said.

"We're putting together another great booth for this year, and we hope that the community turns out to see all the local businesses on display," said Todd O'Brien, Manager of The UPS Store.

Chamber President Ward Todd said he is always pleased with the turnout and participation by local businesses.

"Consistently, year after year, the Buy Local Expo has met or exceeded our expectations, in terms of the number and the quality of new business leads for our exhibitors," he said. "We are delighted to see our member businesses doing business with other local businesses and organizations and making valuable connections."



Todd gave a special shout-out to Tom Struzzieri, the owner of Diamond Mills, for allowing the Chamber to turn his "remarkable banquet facility" into a one-day conference center and showcase.

"It really is the perfect venue," he said.

Meanwhile, the radio guys are already psyched. They can't wait to get their pictures taken with fans at the Chamber's upcoming Buy Local Expo.

WBPM's Morning Host Bob Miller, along with Music and Program Director Randy Turner, will be happy to pose with attendees at the county's largest and premier business networking event of the year.

Look for the action at the Pamal Broadcasting booth. It's one of the fun ways the radio station gets to interact with listeners on a personal basis. That, according to Station Manager Don Verity, is the whole thrust behind the annual Expo.



Continued on page 4

Greig Farm
227 Pitcher Lane
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August 15 • 5-7 pm

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DAILY FREEMAN

UPCOMING CHAMBER EVENTS

August 15 | 5:00 - 7:00 pm

Networking Mixer @ Greig Farm

227 Pitcher Lane | Red Hook, NY

There is no cost for Members and Prospective Members.

Reservations are required.

Sponsor: WineRacks.com

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Hudson Valley's Best-Kept Secret

Greig Farm Hosts Mixer August 15th

If you haven't been to the Greig Farm in Red Hook since your parents took you as a kid, let's just say a lot has changed.

The third-generation farm is best known for its pick-your-own fresh fruits and vegetables, but it's also home to the Hudson Valley Farmer's Market, a gourmet grocery store and eatery serving breakfast, lunch, and dinner-to-go. Patrons can eat in Marion's Gallery, a dining space featuring artwork from upcoming Hudson Valley artists.

There's also the SoHu (South of Hudson) craft market, which is in the farm's renovated 1850s dairy barn, SoHu features work from 35 local artisans. You can find ceramics, woodworking, oil paintings and antique collectibles.

As if that's not enough, there's also Papa's Best Batch, a smokehouse and sammich shop; a Saturday seafood market; and the Farm Salon Art Gallery; and a friendly family of pygmy goats.

You can see it all at the Chamber's next Mixer from 5-7 p.m. Aug. 15 at the farm, located at 227 Pitcher Lane in Red Hook. The Mixer sponsor is WineRacks.com.

"Everything is going to be open the day of the Mixer," said Norman Greig, whose parents started the farm. "All of those are happening right here at this location and very few people know about it.

"We're kind of a best-kept secret," Greig said. "We've been in business here for 75 years."

Greig Farm was founded in 1942 by Marion and Robert Greig, who started with a small herd of dairy cows, an apple orchard and a strawberry patch. Norman Greig began farming in 1975 and added blueberries, blackberries, raspberries, pumpkins and other crops. The dairy cows were sold in 1998.

"We have always felt a responsibility to pro-



vide our community with a welcoming space and sustainably-grown, healthy produce," the farm's website reads.

The farm is also a popular spot for apples and pumpkins in the fall.

"We've been doing you-pick since the early 1950s," Greig said. "When you ask people how they heard about the place, the most common answer is, 'Well, my parents brought me when I was a child and I want to bring my child.' It's an interesting place to be in the marketplace."

Greig said the farm is looking forward to hosting business leaders who make the trip across the river to network and see the changes.

"It's a chance for all the businesses to show and tell what they do," he said. "We're the host, but it's much bigger than us."

Greig Farm, located at 227 Pitcher Lane in Red Hook, can be reached at (845) 758-8007 or www.greigfarm.com.

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.

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Buy Local Expo Spawns Key Connections

Continued from page 1

“It’s a great opportunity to network,” he said. “That is the biggest advantage. It gives me a chance to find out what all the local businesses are about and make connections. Secondly, I get to show my radio station. Sometimes, business cards just don’t do it. We try to put on a good dog-and-pony show while we’re there.

“We interact with people, shake their hands and meet them face-to-face, and we make the most of that. A lot of these Chamber events are about networking, but this one is bigger. You can show what you do, and that’s the way

to put a face on it.”

Verity thinks it has something to do with the unique camaraderie among Ulster County business owners as well as the festive venue at 25 South Partition St.

“I’ve been to a couple of these. There is really a great vibe at this one. The people are really into it. Diamond Mills is ideal for this,” said Verity, the Immediate Past Chairman of the Chamber Board of Directors.

“It’s more intimate and more conducive to the kind of conversations you want to have with your business brethren. This does spawn some sort of business in some shape or form. I’ve heard it from other vendors that it’s happened multiple times. It’s so well-attended. There’s a special spark here.”

And a perfect way to meet local celebrities like Bob Miller, host of the “Bob Miller in the Morning Show” on 92.9 WBPM-FM. Miller, a jocular disc jockey and one of the most endearing local radio hosts, is bound to make an instant connection with everyone who stops by the station’s photo booth.

“You’ll get to take that photo home with you,” Verity said. “I think that’s a nice memento. It’s better than a pencil.”

The cost for a booth at the Expo is just \$395. Sponsorships, which include Premium Booth Space, range from \$595 to \$2,500. There will be a special Sponsors and Exhibitors Mixer on the Terrace at Diamond Mills, immediately following the Expo from 5:00 – 6:30. To be a sponsor or exhibitor, call the Chamber office at (845) 338-5100.

The Expo is open to the general public from 12noon to 5:00pm. There is no charge for admission or parking.



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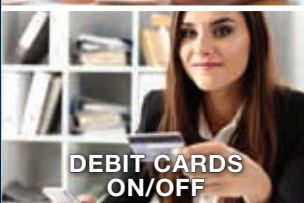
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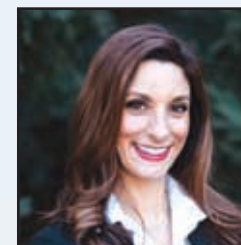
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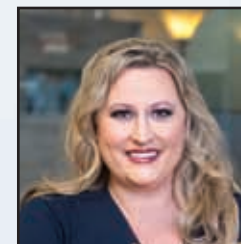
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(L-R) Travis Rask (Gagnon & Associates CPA's), Clarissa Timbrouck (Rondout Savings Bank), Nicole Fuoco (YUP Chair - Jordan Trading, Inc.), Maliha Khan (Astor Services for Children & Families), Alecia DeCicco (Ulster County Regional Chamber of Commerce), Patrick Paulson (Vice Chair - Adams Fairacre Farms).
Missing: Abby Prowant (Secretary) and Corey Keyser (Ulster Savings Bank)

YUP Spotlight

By: Nicole Fuoco, President of the Young Ulster Professionals

Welcome to the YUP Spotlight! This is a column that will highlight the Young Ulster Professional's (YUP) events, their participants, and the local talent that inspires us.

Since this is the first column of this type I thought I would answer the big five questions regarding YUP; who, what, where, when and how? YUP is the Ulster County Regional Chamber of Commerce Young Professionals Organization. It was established in 2013 by a group of men and women who wanted to create a consortium that focused on developing networking opportunities for adults under the age of 40. At its earliest of stages, YUP was an informal business meeting at a local restaurant where networking was the primary goal. However, from these meetings came multiple

other ideas but the one that stuck was to make YUP not only about networking but also volunteering in the community. YUP's first volunteer events were the Friends of Historic Kingston Clean Sweep, an event we still participate in annually, and the 2014 Kingston Artist's Soap Box Derby. These two events may seem trivial but touched on another facet of YUP that has been integral to our growth, diversity.

Since our early beginnings we have wanted to create a group that includes all businesses, entrepreneurs, and artists in the community. According to the 2010 U.S. Census Bureau Ulster County spans 1,124.24 miles and roughly 24% of the 182,000 residents are between the ages of 20 and 40. Nearly a quarter of the population fits the YUP demographic and

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Continued from page 6

Our goal is to create, develop, and foster personal growth among young professionals while keeping them engaged in the Ulster County economic landscape.

So how do we do this? The simple answer is YUP hosts several networking Meet Ups and participates in multiple

volunteer events throughout the year. YUP currently has a Board of Directors comprised of 8 people who meet at least once a month to plan, discuss, and evaluate events we not only host, but also the events we attend. We are responsible for marketing our events, attending various Chamber Mixers to endorse YUP, while also budgeting and designing our activities to reach a variety of people. I am proud to say that I am currently the

President of this organization and work with 7 awesome people to make the original YUP dream a reality.

We have several great events in store for the remainder of 2019 and I urge you to check out the Chamber website, our Facebook/Instagram pages, or email me at youngulsterpros@gmail.com for more information.

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"Here at Cabinet Designers, we're not your typical kitchen and bath showroom. We're a design firm with great passion and attention to detail behind our expertise," says Mark Durcan, who co-owns the business alongside his business partner, Jesse Kelly. "Our kitchen and bath designs speak for themselves because we take pride in what we do. We don't hesitate to think outside the box and create custom designs to fit our clients' specific needs.

"We work with high-quality and reliable materials from the most reputable suppliers in the industry. We leverage the latest design techniques and styles from around the world because we research our field constantly. We're a kitchen and bath design firm like no other. We're fully equipped to handle all aspects of your project, from design and product sourcing to planning and installation."

Cabinet Designers is known for its handcrafted approach to design. This 30-plus-year-old company helps homeowners think out-of-the-box with an extensive selection of



custom, semi-custom and stock cabinets. The company also offers a 6,000-square-foot showroom where you can touch and feel the products before you buy them, mix-and-matching your cabinets, countertops, tile, flooring, fixtures and more to create your dream home.

The company carries six different cabinet lines (go to www.cabinetdesigners.com for a complete list) and it also produces its own custom line of cabinets, which they build onsite in their 2,000-square-foot woodshop. Cabinet Designers has and does it all.

"When people come into the showroom, we'll partner them up with an experienced designer who will work with them from start to finish," says Mark. "If a client is looking for someone to improve the layout of their kitchen or bathroom, we work side by side with the client to create a new design concept that incorporates the clients' needs from both a function and aesthetic standpoint. We develop computer-generated 3D renderings of their space to help them visualize the layout.

"If a client already has a design in mind and someone to do the work, we are more than happy to provide just the materials for the project. Over the past 32 years, we have developed strong relationships with the best builders, designers and architects in the area, so you know you're in good hands. If you're looking for the full package, we also offer the installation component to complete the project. Our service provides the design, product selection, and installation service all under one roof."

The company's 14 employees are ready to bring your dream home to life. That includes six talented designers, three experienced installers and two

gifted cabinet makers on staff.

Mark said what sets Cabinet Designers apart is the company's "design expertise" and the kind of attention to detail you won't get at a big-box store.

"Here at Cabinet Designers, our mission is to improve our clients' lives by improving their living spaces," says Mark.

The company can also help customers find products from other Chamber-member businesses. "Our depth and knowledge of the products available out there on the market and where to get them is something that comes as a service to our clients," Mark said.

Mark and Jesse bought Cabinet Designers from former owners Mario and Janie Carpanzano in May of 2016. "We have continued to hone the services we offer our clients while growing the business," he said.

Joining the Chamber has been an invaluable help in the company's success, Mark said. "It's all about awareness," he said. "If folks want to find a trusted resource and someone they can trust as a reputable business, I think they'll go to the Chamber. Being part of that community is invaluable."

Cabinet Designers, 747 State Route 28 in Kingston, can be reached at (845) 331-2200 or www.cabinetdesigners.com.



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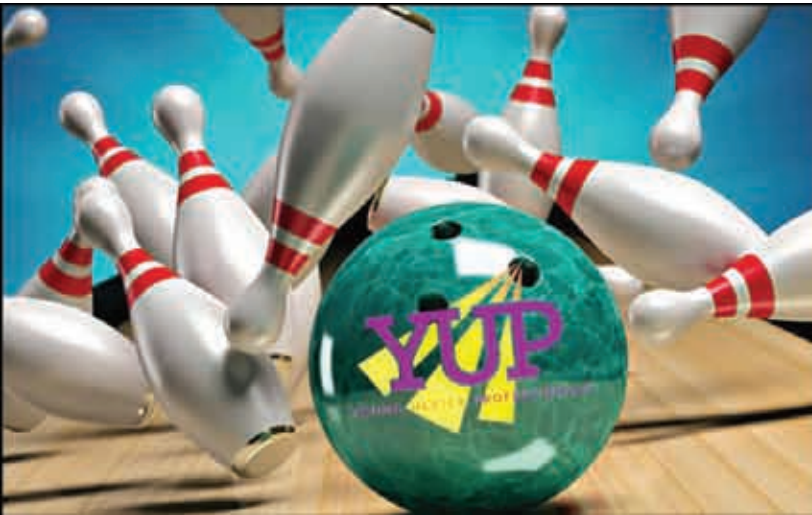


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Tune in this weekend and every weekend to 'Spotlight on the Ulster County Regional Chamber of Commerce' as President Ward Todd interviews a different Chamber Member each week.

'Spotlight' is heard on these great Hudson Valley Radio Stations:

- **WBPM 92.9 FM**
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- **WKNY 1490 AM**
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- **WKNY 107.9 FM**
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- **WKIP 1450 AM**
Sunday 6:00 am
- **WBWZ 93.3 FM**
Sunday 6:30 am
- **WGHQ 920 AM**
Sunday 8:00 am
- **WGHQ 92.5 FM**
Sunday 8:00 am



If you miss a show, past programs are archived at www.UlsterChamber.org

Ulster County Regional
Chamber of Commerce
Creating a Climate Where Business Can Thrive!
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Ulster County Regional Chamber of Commerce

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Mixer



July 16, 2019
Denizen Theater
10 Main Street
New Paltz, NY

July Mixer
Sponsor



Our Mixer Host the Denizen Theatre with Co-Host and Sponsor Ulster Savings Bank, including (from Center to Right), Co-Artistic Directors Ben Williamson and Brittany Proia with Producing Artistic Director Harry Lipstein and Ulster Savngs Bank President and CEO Bill Calderara (R).



Linda Gold and Michael Gold (Corporate Image Photo Studio) with Gabrielle Lanfrit (Alfandre Architecture).



Kayleigh DeCicco, Kristina Finger and Madeline Odak (all with Ulster Savings Bank).



Kristin Backhaus (SUNY New Paltz) with Richard Croce (Viking Industries) and Dave Lewis (National Business Technologies).



Nikki Hahn (Women's Enterprise Development Center), Cori Nichols (Team Build With Horses) and Michael Lockwood (Lockwood Architecture).



Christine Ungaro and Jorja Lo Schiavo (Normann Staffing) with Malia DuMont (Bard College).