

Our Own State Of The County

Hein Addresses Chamber February 23rd

Tourism and agriculture are already \$500 million-a-year industries in Ulster County and they could soon be getting some help.

Ulster County Executive Mike Hein, who addresses the Chamber's next breakfast meeting on Feb. 23, believes the county could be looking at the "creation of an entirely new industry" thanks to the state extending a film production tax credit to Ulster and surrounding counties.

Hein said he will share his thoughts on the tax credit at the breakfast, scheduled from 7:30-9 a.m. at the Best Western Plus in Kingston.

"This has the potential to open up an entirely new sector that was sealed off from us before because of the discriminatory practice that excluded Ulster and a host of other counties in the Hudson Valley from an upstate tax credit," Hein said.

Productions that film in bucolic Ulster County were already eligible for a 30-percent tax credit for certain expenses. But last year, state lawmakers

and Gov. Andrew Cuomo extended an additional 10-percent credit to Ulster and 11 other upstate counties.

"This tax credit applies not just to the filming, but the production of new media," Hein said. "The production work creates a significant amount of high-quality local jobs."

Hein said he also will discuss many of the themes from his annual State of the County address, which is a few days before the breakfast. One of those topics is a major success of his administration—controlling property taxes.

"We're going to talk about property taxes and really the critical importance of focusing on property tax reductions, not just property tax caps," Hein said.

"The real hardcore measure is the tax levy. The tax levy in Ulster County today is actually less than



Mike Hein

Continued on page 9

**February
 Breakfast**

**February 23
 7:30-9:00 am**

**Held at:
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Gateway Community Industries - Celebrating Our 60th Anniversary!

In 1957, the Board of Directors of Gateway Industries was founded under the temporary leadership of Joseph Kelly. William Edelmuth, former Mayor of Kingston, became the first President of the Board. Milton Goldstein was the first professional Executive Director named in 1963. The operation moved to Field Court and then to Hoffman Street in 1971 where it



was housed for over 20 years.

By the 70's, Gateway was offering a wide array of professional services including psychological services, vocational assessment,

vocational counseling, social services, job placement, and the sheltered work shop environment for those individuals who were not ready to be placed in community employment.

In 1990, with the guidance of Dr. Albert Gruner and the support of Kathy Cornelske, a Capital Campaign was started to provide funds for a new facility. In May of 1993, the

Joe Cornelske Center opened its doors on Route 32 in Kingston at One Amy Kay Parkway. The facility was named after past board member Joseph Cornelske who had overcome his own disabilities.

Since our 50th Anniversary in 2007 the world of serving individuals with disabilities has been in a state of constant change. Funding cuts, a shifting

of reimbursement to Medicaid and determining how best to serve individuals has been at the forefront of the challenges.

In 2015 Gateway was able to expand its services to serve the seniors of Ulster County when it successfully won the bid to provide home delivered and congregate site meals.

Continued on page 7

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All American Ford

Mixer

**Feb. 22
 5-7 pm**



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February 17 | 7:00 - 10:00 pm

Snow Date: 2/18/17

Leadership Ulster Alumni Presents Zombie Valentine Soiree

Seven21 Media Center | 721 Broadway | Kingston, NY
Tickets: \$40/person, \$75/couple
For more information contact Ingrid Kulick
845.338.5100 or Ingrid@UlsterChamber.org

February 22 | 5:00 - 7:00 pm

Membership Mixer @ All American Ford

128 Route 28 | Kingston, NY
There is no cost for Members and Prospective Members.
Reservations are required.

Sponsor: All American Ford

February 23 | 7:30 - 9:00 am

Chamber Breakfast Meeting Ulster County Executive Mike Hein BEST WESTERN PLUS

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Sponsor: Gateway Community Industries ~ Celebrating 60 Years

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Meet The New GM on February 22nd

All American Ford Hosts Mixer

All American Ford, located just off the suddenly bustling Thruway circle, will soon have a new general manager who will meet Chamber members at the next Business-After-Hours Mixer on Feb. 22.

"We have hosted two prior Mixers," said Arthur Lieberman, the company's director of operations. "We think it's a great event to keep Chamber members up to date with what we're doing here at the dealership.

"Part of the reason we're having the Mixer is to introduce the new general manager to Chamber members. We want the Chamber community to have a meet-and-greet with our new general manager."

The Mixer is scheduled from 5-7 p.m. at the dealership, located at 128 Route 28 in the town of Ulster. Chamber members can tour the huge showroom and see the selection of new and used vehicles.

The showroom and dealership has seen quite an upgrade in recent years.

"We've spent probably seven figures to match the upgrade the Ford Motor Co. wants," Lieberman said of the dealership, which employs about 50 people.

Lieberman said All American Ford would offer "special rewards and discounts to Chamber members to purchase or lease vehicles" from the dealership.

"We're local," Lieberman said. "We're here to service them, both in the sale and the service of any Ford vehicle they purchase from here."

Lieberman said All American Ford features a 20-bay service center, a flatbed truck and wrecker and an on-site body shop.

While the service center is open six days a week, the

sales department is open seven, including 11 a.m. to 4 p.m. on Sunday, Lieberman said.

"We know everybody is busy operating their businesses and find it hard to get in here so we offer very convenient hours," he said.

Lieberman, the former GM for two and a half years at All American Ford in Kingston, said he joined the Chamber in 2011 and wanted to be a part of the community.

"We felt we were the new kid on the block back then," he said. "Now at this point we feel like we've been here and we want to continue to work as part of the community. We want to offer our services to Chamber members."

All American Ford has made itself a part of the community over the years by helping such efforts as the Wounded Warrior Project, American Heart Association, Toys for Tots, the Ulster County Sheriff's Department, the Kingston High School yearbook and buying back-to-school supplies.

All American Ford, which also has dealerships in Hackensack, Paramus, Old Bridge, Point Pleasant and Bridge, N.J., is a family-owned business. Lieberman said brothers Stephen and Jonathan Selman own the company and are "actively involved."

The dealership can be reached at (845) 338-7800 or online at www.allamericanfordinkingston.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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Sure, you could walk into a host of stores this Valentine's Day looking for that perfect necklace, bracelet or ring for your significant other.

But if you're looking for quality and exceptional customer service, you might want to give Kingston Fine Jewelry at 207 Boices Lane in the town of Ulster a try.

Kingston Fine Jewelry, which opened in 1985 and boasts a loyal customer base, has stood the test of time. Store Manager Matt Heupler said customers are looking for quality and service when they come to him.

"We have always made it a priority to put our customers first," he said. "We have a very knowledgeable and talented sales staff dedicated to providing superior service to all of our customers, all while maintaining a fair and affordable price point.

"These principles are what Kingston Fine Jewelry were founded upon in 1985 when it first opened, and still remain the cornerstone of the business today."

The second-generation family owned business carries a wide assortment of engagement rings, wedding bands, diamond pendants, name-brand watches, gem stones, bracelets, earrings and more. Repair service is also available on premises.

Heupler said the selection of quality merchandise and dedicated service separates Kingston Fine Jewelry from the competition.

"Everything we stock, from diamonds to silver bracelets, is of the highest quality for our customers," he said. "We've always made a point of that. We don't buy anything where quality is compromised."

Among the designer selections available

are Alison & Ivy, Beverly K. Collection, Chamilia, Chrysalis, Ed Levin, Endless, Honora Pearls, Kit Heath, Le Vian, Nina Nguyen, Officina Bernardi, Rony Tennebaum and Ti Sento Milano.

Heupler said the store's top-selling category is "bridal and engagement, but we also do well with current trends such as charm and mantra bracelets as well."

While Christmas is the store's busiest season, the upcoming Valentine's Day holiday also creates a rush.

"We see a peak in sales for a week or two, but business returns to normal rather quickly," Heupler said. "We also see a peak in bridal sales during the summer months as it is a popular time for weddings and engagements."



Kingston Fine Jewelry opened in 1985 directly across from IBM during Big Blue's heyday.

The original owners were Gale Knull and Ray Bleser, who operated out of a 500-square-foot showroom.

The store has expanded over the years to 1,800 square feet and six full-time (five customer service personnel and one bench

Continued on page 7

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Kingston Fine Jewelry

Continued from page 6

jeweler) and four part-time employees, all while maintaining a “warm, hometown atmosphere,” according to the store’s website (www.kingstonfinejewelry.com).

Kingston Fine Jewelry has always had a family flair. Knull’s sister Mary joined the store’s staff in 1985 where she was an essential part of the business for years. Upon Knull’s retirement in 2005, his daughter, Brandy Pavlich, took over ownership.

The store is a longtime supporter of the Chamber. Heupler said he appreciates the Chamber’s emphasis to “Buy Local” and he tries to attend the popular Business-After-Hour Mixers.

“It’s great to meet new people and be able to tell them what we do,” he said. “It’s also a great place to find out what others do, and to help support other local businesses.”

Heupler said word of mouth is the jewelry store’s best advertising.

“We do have a very large, loyal fan base,” he said. “When a customer comes in and shops with us, they usually stay with us because we pride ourselves on customer service, and I think our customers trust and appreciate that and become lifelong customers as a result.

“No matter how big or small the sale is, making sure the customer leaves happy and satisfied is what is most important to us.”

Kingston Fine Jewelry, located at 207 Boices Lane in Kingston, can be reached at (845) 336-5455 or www.kingstonfinejewelry.com.

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Gateway Community Industries 60th Anniversary

Continued from page 1

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Our Own State Of The County

Continued from page 1

the very first budget I wrote as county executive all the way back in 2010.”

Indeed, the property tax levy, or the amount raised from property owners, was \$77 million in 2010. The property tax levy to support the recently adopted 2017 budget is \$76.9 million and the levy has been reduced five years in a row.

“It’s remarkable and I don’t think there’s another county in the state of New York that can say that,” Hein said.

While the sale of the county nursing home took a huge financial burden off the county and has helped with the property tax reductions, Hein pointed to other initiatives of

his administration, including merging departments and streamlining operations in the Department of Public Works.

Hein said other counties have tried to replicate the changes Ulster has made.

“If people are not trying to be like you, you’re not very successful,” he said. “It’s really been a rethinking of everything. What you have seen is a reinvention of how government services get delivered.”

“A lot of the actions that we have taken have been designed to be able to deliver real systemic change.”

Hein said he also plans to discuss economic development initiatives with the Chamber, including the opportunities for local businesses through Cuomo’s regional economic

development councils.

The county executive touted Ulster’s unemployment rate, which was 7.9 percent in 2009, but has fallen to 4.1 percent today.

Hein said that number could drop further after Ulster recently received \$9.3 million in state economic development funding.

“The Hudson Valley was the big winner and we were the big winner within the Hudson Valley,” Hein said. “Over \$5.5 million of that went to Kingston-based projects. I’m proud of the work my team did to be able to secure those dollars and bring them into our community.”

Hein said he also plans to discuss Ulster County’s recent profile in National Geographic and what it means for local tourism.

“They chose Ulster County because we have a proven track record of being able to deliver environmental initiatives that are meaningful, while simultaneously protecting the taxpayers,” he said. “It’s really hard to put a price tag on the value of what that means to a community.”

Hein said he has no regrets about not running for Congress in 2016. He had the support to all the Democratic Party chairs in the 19th Congressional District, but opted to stay put.

The open seat created by the retirement of U.S. Rep. Chris Gibson went to Republican John Faso.

“There were preliminary polls that were very positive,” Hein said. “All those things are very nice and in many ways very

flattering, but there is a reality, and that is I love what I do. I love being able to work on making a difference for the citizens of this community and the ability to be able to make meaningful change is what it’s all about to me.

“I believe remaining the county executive was the best opportunity for me to be able to make meaningful change. It was a very personal decision for me.”

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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Mary Beth Chiusano, Owner/Aesthetian
Category: Spas
Description: *Skin care solutions and spa treatments.*

ImmuneSchein, LLC

43 Basin Road
West Hurley, NY 12491
www.immune-schein.com
(845) 389-3497
Jason Geib, Manager/Owner
Category: Product Development
Description: *We operate a drink production for ginger elixirs in West Hurley with a full retail location with organic loose leaf tea buying, accessories & tasting as well.*

LYFT

185 Berry Street - Suite 5000
San Francisco, CA 94107
www.lyft.com
(716) 361-1020
Sara Lasner, Director of Community Affairs
Category: Transportation
Description: *Lyft is an application-based ridesharing service.*

MADISON SQUARE DESIGN

516 Broadway - Suite 2
Kingston, NY 12401
(845) 591-4340
Steven E Markle, Owner
Category: Cabinetry
Description: *Kitchen & Bath Showroom that focuses on creating functional space with personal characteristics. Specializing in construction & installation. Suppliers of cabinetry, countertops, flooring, window treatments, concrete & roofing.*

netEffx, INC.

425 Manchester Road - Suite 7
Poughkeepsie, NY 12603
www.neteffx.com
(845) 454-2027
Joi Becker, Director of Business Development
Category: Computer Systems & Service
Description: *netEffx has been providing the Hudson Valley with premiere technology support services since 1990. From humble beginnings, we have grown to be the leading IT contracting provider in the Mid-Hudson Valley. Our keystone has been supplying businesses with the hardware, software, and knowledge they need to thrive in an expanding market. From web hosting to end-user support, netEffx can make your technology project happen.*

PAPER HOUSE PRODUCTIONS

160 Malden Turnpike
Saugerties, NY 12477
www.paperhouseproductions.com
(845) 246-7261
Pamela Gardeski, Vice President
Category: Wholesale
Description: *Wholesale seller of gift, stationery and paper crafting goods.*

PRAETORIUS AND CONRAD, P.C.

74 Main Street
Saugerties, NY 12477
www.praecon.com
(845) 246-3671
Khattar Elmassalemah, Professional Engineer
Categories: Engineers; Construction
Description: *Professional engineering and land surveying. Providing services since 1981.*

RIFENBARY TRAINING & DEVELOPMENT

12 Bog Meadow Run
Saratoga Springs, NY 12866
www.rifenbary.com
(518) 573-4709
Jay C. Rifenbary, President
Category: Consultants - Training
Description: *Energize your leadership, corporate teams, educational staff or association members with the acclaimed "No Excuse!" programs. World class, on-site professional training and development seminars, workshops and keynote speeches conducted by internationally renowned speaker and author Jay C. Rifenbary. The foundation of No Excuse! centers around servant leadership, core value development, accountability and personal integrity. These engaging and effective programs challenge participants to enhance organizational health and performance, and better both their professional and personal lives.*

WELCOME THESE NEW MEMBERS

TOSHIBA BUSINESS SOLUTIONS NY

230 North Plank Road
Newburgh, NY 12550
www.tbs.toshiba.com
(845) 562-2468

Tina Ricci, Account Executive

Categories: Office Equipment & Supplies; Retail
Description: *We offer document solutions and leading edge office equipment, from copiers and fax machines to printers and multifunctional devices that are networked to copy, print, fax, scan, and store documents. We also provide clients with audio-visual needs through AV Solutions, a Toshiba Business Solutions Company.*

For information on
Chamber Membership
email Carol Ricken at
Carol@UlsterChamber.org

Anniversaries:

40 Years

Hoffman House
Restaurant
Ulster BOCES

30 Years

Americas Best Value Inn

20 Years

John A. Coleman
Catholic High School

15 Years

Artco's Copy Hut
Kingston Catholic
School
Salvation Army
Trast & Gyenes, Inc.
Wiedy Furniture Center

10 Years

Grist Mill Real Estate
Honor's Haven Resort
& Spa

J. Michael Bruhn, Jr.,
Esq.

5 Years

Catskill Animal
Sanctuary
Hudson Valley Financial
Services
Hudson Valley
Foundation
for Youth Health
The Trataros Law Firm

These Members Have Renewed

A Better Choice Fuel Service, LLC
Academy General Insurance Agency
Access: Supports for Living (formerly
Occupations Inc.)
Adirondack Trailways/Pine Hill
Trailways/New York Trailways
Advantage Modular Homes
AGS Deliveries LLC
Alfandre Architecture, PC
Always There
American Red Cross of the Mid-Hudson
Valley
Americas Best Value Inn
Artco's Copy Hut
Ashokan Center, Inc.
Astor Services for Children & Families
Bar-Jan Jewelry Repair
Bell Copiers
Belleayre Mountain Ski Center
Belleayre Region Lodging and Tourism
Association
Bell's Christmas Trees
Blair Collectibles
Blue Mountain Bistro-to-Go
Bradley Farrier Service
Brian Hommel Home Improvement,
LLC
Bri-Er Pet & Feed
Brooks and Brooks Land Surveyors
Byron's Hudson Valley Hearing Aid
Centers
Caterino's Hairstyling
Catskill Animal Sanctuary
Catskill Hudson Bank
Catskill Mountain Railroad Company,
Inc.
Ceres Technologies, Inc.
Chasin & Guarente Optometrists, PC,
Drs.
Circle Of Friends For The Dying
Close Out New York, Inc.
Cornell Cooperative Extension of Ulster
Co.
Cushman & Wakefield / Pyramid
Brokerage Company
David J. Clegg, Esq.
De Cicco's Cabinetry, Inc.
DeForest Group, Inc.
DeLucas Management Resources
Dietz Stadium Diner
Dutton Architecture, PLLC
Ellenbogen Group, Inc./Seven21 Media
Center
Emergency One Urgent Care &
Diagnostic Center
Emery & Webb, Inc.
Empire State Bank
Esopus Business Alliance
Ethan Allen Transportation
Expert Cleaning Service

Family Of Woodstock
Fox Oldies 98.9FM (WGNY-FM)
Francis P. Flynn, CPA
Gilpatric VanVliet Funeral Home
Girl Scouts Heart of the Hudson, Inc.
Green Heat Inc.
Grist Mill Real Estate
HealthAlliance of the Hudson Valley,
a member of Westchester Medical
Center Health Network
Herzog's True Value Home Center
Hoffman House Restaurant
Hokkaido Japanese Restaurant
Homestead Funding Corp.
Honor's Haven Resort & Spa
Hudson River Transports
Hudson Valley Financial Services
Hudson Valley Foot Associates
Hudson Valley Foundation for Youth
Health
Hudson Valley Mental Health, Inc.
Hudson Valley Renegades
Hudson Valley Senior Residence
Hudson Valley Sportsdome
Interstate Battery
J&J Tree Works, Inc.
J. Michael Bruhn, Jr., Esq.
Jaffer Electric, Inc.
JBT John Bean Technologies Corp.
Jewish Federation of Ulster County, Inc.
JFS of Ulster County
John A. Coleman Catholic High School
Jordan Trading, Inc.
Kathleen H. Dittus, Esq.
KC Engineering and Land Surveying,
PC
Kenco, the Work and Play Outfitter
Kenneth Mironer Construction, LLC
Kerhonkson Diner
Kingston Alliance Church
Kingston Community Acupuncture
Kingston Risk Management
Kingston Wok
Kingston-Ulster Commerce Park
Laborers' Int. Union of N.A. Local No.
17
LHV Precast Inc.
Local Economies Project
Love-Effron
Michael DeWan Appraisal & Associates
Mid-Hudson Valley Federal Credit
Union
MNTM Engineering-Land Surveying
Moss Photo Greeting Cards
Mountain Meadows B & B
New Hope Community, Inc.
New Visions
NYS United Teachers (Mid Hudson
Regional Office)
Off Track Betting Corporation

Orthopedic Associates of Dutchess
County
P J L Construction Inc.
Paraco Gas
Pardee's Agency Inc.
Paychex
Pioneer Group
Redeemer Broadcasting, Inc.
Reginato Ristorante
Rennia Engineering Design, PLLC
Ron Barringer Trucking & Excavating
Rondout Inn
Rose and Kiernan, Inc.
RUPCO
Ryan & Ryan Insurance Brokers, Inc.
Salvation Army
Santa Fe Woodstock
Saugerties/Woodstock KOA
Saunderskill Farms
Savonas Trattoria & Pizza
Schwartz's Inn
Ship to Shore Restaurant, Inc.
Shuster Associates, Inc.
Sickler, Torchia, Allen & Churchill,
CPA's, PC
Simpson-Gaus Funeral Home
Spencer Daniels Agency, Inc.
Stewart's Shops
Storage 28 LLC
The Green Janitor, Inc.
The Perfect Blend Yarn & Tea Shop
The Reis Group
The Saugerties Stallions
The Tender Land Home
The Trataros Law Firm, PLLC
Town of Hurley
Town of Saugerties
Trast & Gyenes, Inc.
Ulster BOCES
Ulster County Agricultural Society
Ulster County Board Of REALTORS
Ulster County Habitat For Humanity
Ulster Gardens
Ulster Publishing Co. Inc.
Ulster Uniform Service Inc.
Verizon
Veronica L. Kugelman, CPE,
Electrologist
Village of Saugerties
Vincent Guido Construction
Walkill Valley Federal Savings & Loan
WAMC 90.9 Northeast Public Radio
Wiedy Furniture Center
Wildberry Lodge
William J. Jacobs Fund Management
Williams Lumber & Home Centers
Win Morrison Realty
Woodstock Day School
YWCA Ulster County

Mixer

January 26, 2017
MAC Fitness
Kingston Plaza
338 Plaza Road, Kingston, NY

January Mixer
Sponsor



Our Mixer Host MAC Fitness, Kingston Plaza with Lyle Schuler, Holly Snow and their staff.



Our Mixer Sponsor was The Bank of Greene County including President & CEO Don Gibson and staff.



Helena Tenorio (ColorPage Marketing & Publishing Services), Brian Berusch and Anne Wygal (both from Luminary Media) and Diana Cline (ColorPage Marketing & Publishing Services).



Mar Kelly (District Sun), Mike Fick (Kingston Sunrise Rotary Club), Cheryl Nekos and Norm Jette (both from Win Morrison Realty).



Todd Fitzgerald (FASTSIGNS), Dayle Nuzzoese (BEST WESTERN PLUS), Irene Berner (Berner Financial Services), Susan Koppenhaver (Always There) and Kevin Quilty (Community Foundation of Ulster County).



Patrick McDonough (The Rosendale Theatre), Keith Bennett (Keith Bennett's Karate Academy) and Ann Citron (The Rosendale Theatre).