

New Congressman Addresses Chamber

Delgado Makes Solo Breakfast Debut Jan. 24

U.S. Rep.-elect Antonio Delgado will officially take the oath of office in Washington, D.C. this month, and one of his first public engagements when he returns to the 19th District will be addressing the Chamber's Jan. 24 Breakfast meeting.

Delgado, D-Rhinebeck, is no stranger to the Chamber as he took part in a Meet the Candidates event last year with former U.S. Rep. John Faso. Delgado defeated Faso in the November election and this time the microphone will be his alone.

"I'm excited for the opportunity," Delgado said. "One of the things I stressed over the course of my campaign was economic development and empowering entrepreneurs and small business growth in a way that allowed for that growth to be sustainable and in a way that allowed for businesses to thrive here at home and to drive people to our communities."

The Breakfast is scheduled for 7:30-9 a.m. at the Best Western Plus in Kingston. Ulster Savings Bank is the sponsor.

Delgado, who survived a seven-member primary to get the Democratic Party's nomination last fall, is an attorney and former Rhodes Scholar. He garnered 51 percent of the vote in the general election to win the 19th District seat.

"A number of the things I stressed during the campaign and were priorities remain the same," Delgado said. "What is it that allows small businesses to access the immediate marketplace? To me we are lacking in a number of areas."

One of those areas, Delgado said, is a lack of rural broadband. He noted that in 2016, about 39 percent of rural America still lacked access to advanced broadband.

"Keep in mind that 87 percent of the folks in our district live in rural communities," he said. "Without tools like rural broadband, without quality cell service, these are sort of the basic nuts and bolts to go about the business of doing business and we are at a disadvantage throughout our district. It's important that we highlight that and figure out how we can advocate ways to change that."

Delgado, who focused on health care during his campaign and in his Chamber debate with Faso, said the issue will also come up in his breakfast remarks, especially with a federal judge recently declaring the Affordable Care Act unconstitutional.

"I stressed that we have to go figure out ways to lighten the burden on businessowners and small businessowners who, currently under the employer-based system, are having to carry the load in a system that I think is cost-prohibitive, particularly given the lack of quality care we get in return," he said.



Antonio Delgado

Continued on page 5

**January
 Breakfast**

January 24

7:30-9:00 am

BEST WESTERN PLUS

503 Washington Ave.

Kingston, NY

Sponsor:



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Ulster Savings Bank is proud to once again sponsor the first breakfast of the New Year. It's something we've done since 2006 and we are honored to do so again in 2019. We welcome guest speaker Congressman Antonio Delgado and look forward to gaining insight into the year ahead. We hope to see you there!

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DAILY FREEMAN

UPCOMING CHAMBER EVENTS

January 17 | 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

January 24 | 7:30 - 9:00 am

Chamber Breakfast Meeting U.S. Congressman Antonio Delgado BEST WESTERN PLUS

503 Washington Avenue | Kingston, NY

\$25 Members-Advanced Pay • \$30 Members-At The Door
\$35 Non-Members

Sponsor: Ulster Savings Bank

February 7 | 9:00 - 10:30 am

Business Card Exchange Courtyard by Marriott

Conference Center | 500 Frank Sottile Blvd. | Kingston, NY

There is no cost for Members to attend.
Reservations are required.

Sponsor: Hudson Valley Federal Credit Union

February 26 | 7:30 - 9:00 am

Chamber Breakfast Meeting Ulster County Executive Mike Hein BEST WESTERN PLUS

503 Washington Avenue | Kingston, NY

\$25 Members-Advanced Pay • \$30 Members-At The Door
\$35 Non-Members

Sponsor: Alzheimer's Association Hudson Valley Chapter

Register for all Events (845) 338-5100
www.UlsterChamber.org

MAC Mixer A January Tradition

Shake Off Those Winter Blues Jan. 17

The holidays may be over, but the party atmosphere will still be going on at MAC Fitness in the Kingston Plaza, which hosts the Chamber's next Networking Mixer on Jan. 17.

"It's a New Year and a good time to shake off the winter blahs because spring is coming," says MAC Fitness owner Holly Snow. "Our Mixers always have a party atmosphere and we want everyone to come out and enjoy themselves.

"The New Year is also a great time for everyone to think about getting serious about their health and getting into a new exercise routine. We can certainly help with that."

The Mixer, scheduled for 5-7 p.m. at 338 Plaza Road in the Kingston Plaza, is sponsored by the Bank of Greene County.

This will be the 16th consecutive year that MAC Fitness has hosted the January Mixer. The tradition began when Chamber President Ward Todd casually mentioned to Holly's late husband, Lyle Schuler that he'd like to showcase MAC Fitness to Chamber members right after the first of the New Year. Schuler was extremely enthusiastic of the idea and offered to host a Mixer.

Usually amidst a party atmosphere of food, drink and games, business leaders mingle at the gym and the popular networking events dovetails nicely with the New Year's resolution theme.

"Everyone indulges during the holidays and then makes a resolution to lose weight or get back to living healthy in the new year," Holly said. "We're here for those folks and we hope they come in and see everything we have to offer.

"People can see all of our equipment at the Mixer and our trainers will be here to give tours and answer any questions anyone may have."

MAC Fitness used to have two locations, including the original gym on East Chester Street Bypass. Schuler sold that property to a car dealership late in 2016 and decided to expand the Kingston Plaza gym in historic Uptown.

Despite Schuler's untimely death in 2017, Holly has kept the business humming as the Uptown gym recently underwent a 9,112-square-foot expansion.

The project involved knocking down the facility's back wall and ultimately adding studios for spinning, private personal training, a group exercise classroom, an enlarged free-weight room and a locker room expansion. The result is more fitness programs, equipment, member services and on-site child care at the 33,000-square-foot gym, Holly said.

That includes a new free-weight section, Group X area and private

personal-training room.

There's also body-building classes for all ages, Zumba and Shakti Yoga classes.

Joining the MAC is also cheaper than you might think with deals starting as low as \$24.95 a month. MAC Fitness also offers corporate memberships to all local businesses.

While you're working out, your children can enjoy the MAC Fitness Kids Club, which costs only \$5 a day per child or \$20 for an unlimited monthly pass. Kids Club is for children 6 months to age 10.

Again, Holly said it's all about creating a new and healthier you in 2019.

"The Uptown area is booming and we are conveniently located for all the businesspeople—or anyone else—who wants to get the new year off to a good start health-wise," she said.

MAC Fitness is open 5 a.m. to midnight Monday to Thursday, 5 a.m. to 10 p.m. on Friday and 7 a.m. to 7 p.m. on Sunday. For more information, MAC Fitness can be reached at (845) 853-7377 or www.macfitness.net.

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.

Mixer

Thursday, Jan. 17, 5-7 pm

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- Kingston Plaza

338 Plaza Road., Kingston, NY

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"We're one of the largest independent agencies in the country, but yet we're local," says Christopher Harris, the vice president and branch manager in Kingston. "We like to be in local, smaller towns."

The Poughkeepsie-based company has also been around since 1864 so you know they're here for the long haul. The company boasts 24 branches throughout the U.S. and Virgin Islands with 450 employees.

Harris said the Kingston branch has 18 employees in sales and service to help customers with business and personal insurance products, such as auto and home. The firm also offers group life and health benefit plans and administration, fiduciary and fidelity bonds, self-insurance administration, risk management and loss control services, wealth management and financial planning.

The Kingston office serves 3,000 to 4,000 clients.

"We're an all-purpose insurance agency," Harris said. "We have a lot of experienced people in our office here. We have people who have been in the business for a long time. That's one of our attractions."

"We have a lot of markets and that allows us to help out businesses and our individual clients."

Another unique aspect of Marshall & Sterling is that the company is employee-owned.

MEMBER PROFILE

"We're an all-purpose insurance agency."

– Christopher Harris



Christopher Harris

Marshall & Sterling can put their knowledge to work for you for a far better experience than going online for insurance, Harris said.

"We try to have people make informed choices," Harris said. "We feel that we can tailor our coverages to our customers. We have that personal touch and expertise that can guide them to the right coverages for their needs."

"At the end of the day we want to make sure that when a loss happens, that they're covered. That's the biggest thing we want to make sure we do."

Marshall & Sterling is also fully engaged in the local communities they serve, Harris said.

"We're able to really relate to the community," he said.

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Delgado Makes Solo Breakfast Debut Jan. 24

Continued from page 1

Delgado said his breakfast remarks would also mention the need for more bipartisanship and getting corruption out of politics through campaign finance reform.

“That would allow individuals like myself—and hopefully many others—to do what we ultimately want to do, which is serve the public, to serve the people, and not special interests,” he said. “We want to serve the small businessowners who put us in office and do right by them. The 116th Congress will be focusing on that with H.R. 1.”

Since his election, Delgado said he has been busy building a staff in both Washington, D.C., and throughout the sprawling 19th District. He has hired Amanda Boomhower as his district director and plans to open a district office on Clinton Avenue in Kingston.

“We do intend to have a robust district operation that is accessible and transparent,” Delgado said. “We look forward to executing the case work and just being responsive to constituents of all stripes across the district.”

Delgado said he has also expressed his vision with House

leadership. He plans to support California Rep. Nancy Pelosi for House speaker.

“I am going to D.C. to be an advocate for the people here so I’ve tried to leverage every bit of the fact that this is an opportunity to build economic growth here in a way that allows us to think about our future,” he said. “I’ve been communicating with leadership, identifying my legislative priorities and staffing up and identifying offices across the district.”

Delgado said among his first-term goals is to gain the trust of voters—regardless of party.

“To me, the town hall component, which we are going to be mapping out, will be critical,” he said. “Being responsive and responsible, these are things that I take very seriously.

“At the end of the day, it boils to making sure that we are ser-

ving the constituents and restoring people’s faith in democracy and this idea that they live in a country that truly is about the business of representative government.”

The 19th District includes all of Ulster, Greene, Columbia, Sullivan, Delaware, Schoharie and Otsego counties and parts of Dutchess, Rensselaer, Montgomery and Broome counties.

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.

Marshall & Sterling

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“We try to really fit into the community and support the community every way possible. We’re involved in all sorts of community and charity events.”

For example, Harris serves on the Benedictine Foundation and the Children’s Home of Kingston and is also a Kiwanian.

Marshall & Sterling helps the United Way of Ulster County, Children’s Home of Kingston, Gateway Industries and local fire departments, schools and other organizations.

“It runs the whole gamut,” he said. “You name it, we’re supporting it. Sometimes it’s large dollars, sometimes it’s small dollars. Sometimes it’s just giving your time. Our employees are really engaged with that piece of it.”

Marshall & Sterling has a huge presence on social media, including Facebook and LinkedIn, but the company also engages in target marketing and advertises on radio to get new customers.

“You need all those variables to attract customers,” Harris said.

Harris said the Chamber has been helpful in promoting Marshall & Sterling.

“The Chamber is just wonderful,” he said. “They’re just phenomenal. It’s a good way to engage and get to know people you may not know.”

Harris came to Kingston a couple of years ago after working for another insurance company in Syracuse, N.Y.

“I felt being involved with the Chamber would be the best way to get to know a lot of people and they’ve been wonderful,” he said. “If I had to say one thing about this community, it’s very welcoming and everyone has just been tremendous welcoming me to the area. The Chamber is just a big anchor in that. It gives you that avenue to engage with many businesses and individuals.”

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"Everything we have comes from the Amish," says owner Joe Charmello. "Pretty much anything that has to do with building, we do."

That includes sheds, gazebos, one- and two-story garages, pool houses, state-certified modular log homes, pavilions, horse barns, two-story horse stables and even commercial-style buildings.

"We do big, big projects and nothing is too small for us," Charmello said. "We do it all. If it's something that has to do with building, we most likely are capable of doing it or are involved in doing it. It's all done by the Amish. We don't swing any hammers."

Charmello said the Amish will build anything you want to your specifications.

"If you want something built very inexpensively, they will do that. If you want it built on the box-store level, that's how they'll do it. If you want it built so that it will last a lifetime, that's how they'll do it. They aim to please.

"That's what separates me from the other competitors. They'll just build your standard shed. I do not. I build everything to last. I put things in sheds you would only find in residential settings. It goes a long way. It makes the shed last."

Charmello, who loves buildings and came from that background, bought Brad's Barns in 2006, but it had existed for 20 years prior under owner Brad Shaffer. Charmello said the previous owner built standard products.

"I changed all that because I wanted to have a different product out there," he said. "I won't take anything but the best. I build mine more on a residential platform."

Charmello said he has left some manufacturers who have a "cookie-cutter" style and didn't want to sway from their assembly line production.

"When I had builders who wouldn't build things my way, I left and went to builders that did," he said. "That definitely separates me from the competitors. There are a lot of Amish-made sheds out there. They are not all in any shape, way or form all built the same way. Mine are very, very different from everyone else's."

In all of his advertising, Charmello makes the point that Brad's Barns is the "best built buildings in the business—bar none."

"It really is true," he said. "We take a lot of pride in what we



put out and it doesn't matter if it's a basic little chicken coop or it's a two-story garage someone is going to turn into a home. It doesn't matter. Everything is built to the highest of standards

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that people are not going to find anywhere else.”

Oddly enough, Charmello said his business actually benefitted from the economic downturn in 2007-08.

“Lots of people started turning to the popular phrase ‘staycation.’ They were trying to do more things in their yard,” he said. “We just kind of fit right into that niche and became the backyard experts. We helped to make a lot of backyards.

“The products are extremely popular. Every single year we seem to come out with new ideas and new lines we think the market will respond positively to and generally they do.”

Charmello said his business listens to customer ideas—and some of them take off.

“A lot of our customers come in with ideas on paper,” he said. “Our customers more or less inform us what is hot and what they want.”

Brad’s Barns gets a lot of business from its visibility on busy state Route 28, but he also advertises at the Dutchess County Fair and on social media.

“We have a huge, huge online presence,” he said. “Being around for as long as this company has been around goes a long way as well.”

Charmello called the Chamber a “top-notch outfit” that has helped him promote Brad’s Barns and all local businesses. He is honored to

serve on its board of directors.

“[Chamber President] Ward [Todd] and his staff do a tremendous job and they’re very active. I don’t say that because I’m a board member. It’s what I see.

“The Chamber does a phenomenal job of getting the word out about buying local and supporting local businesses. I think that’s probably their biggest asset.”

Charmello is also impressed with the Chamber’s networking events, where business leaders meet each other—and find new clients.

“We have a very active Chamber,” he said. “The Chamber is a valuable tool in promoting local business. Not just for my business, but for every business. If you want to get yourself on the map, the Chamber is where it’s at. Obviously, you have to do a lot of advertising and name recognition and things like that for your business, but the Chamber is a huge asset in all of that.”

Charmello said the Chamber is great at hooking up new residents to the area with local businesses.

“It’s a really good Chamber,” he said. “The events are well-attended and well-represented and they just do a fantastic job of getting out there into the community and getting all of us who are in business known to the community.”

Brad’s Barns & Gazebos, located at 903 State Route 28 in Kingston, can be reached at (845) 339-2276 or www.bradsbarns.com.

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Mixer

Dec. 19, 2018
Boys and Girls Clubs of
Ulster County
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Our Mixer Host The Boys and Girls Clubs of Ulster County including Brianne Cahill, Rick Peruso, Harris Safier, Mike Jordan, Sue Worthman, Harry Woltman, Maureen Finch, Doug Burt, Nina Postupack, Jim Sass, Patti Calderara, Cheryl Bowers (Board Chair), Frank Campagna, Chris Seche, Steve Sickler, Dan Whalen (Executive Director), Joe Fay, AnnChris Warren.



Our Mixer Sponsors, PuroClean Professional Restoration and Paragon Building Group including Matt Laughlin, Sarkis Simonian, Miriam Gibbons, Shawn McDermott and Jonathan Beaver.



The Chamber's Young Ulster Professionals (YUP) collected winter gear for the Boys and Girls Club. Alecia DeCicco (Ulster County Regional Chamber of Commerce), Nicole Fuoco (Jordan Trading), Patrick Paulson (Adams Fairacre Farms), Clarissa Timbrouck (Rondout Savings Bank), John Jeffries (Ulster Insurance Services) and Travis Rask (Gagnon & Associates CPA's).



Maureen Finch (Boys and Girls Clubs of Ulster County), Bobby Charalambous (The Chateau) and Cheryl Bowers (Boys and Girls Clubs of Ulster County).



Amara Kutos, Melissa Sasso and Sal Ferraro (all with Woodstock Harley-Davidson) with Doug Burt (The Boys and Girls Clubs of Ulster County).



Isis Baker and Karen Winkle-Gorsline (both from Town of Esopus) with Naimah Muhammed and Drew Andrews (both with Center for Creative Education).