

Leadership Ulster Graduates 23, Looking For More

You Could Be Among The 'Leaders of Tomorrow'

Raffaella Benson had just become a branch manager for Walden Savings Bank when the opportunity arose to attend Leadership Ulster.

"The Ulster Leadership program has been a great opportunity for me as a new manager," Benson said. "I have learned many ways to see, approach, manage, or handle situations. Having been surrounded by peers from a variety of industries and backgrounds has shown me that there is no 'right' way but there could be a 'better' way. One of the messages that will remain with me is to lead with a strong mind and a soft heart."

Jonathan Beever, president of PuroClean Restoration Services, said he "learned a lot about different leadership styles and has implemented them into his business.

"I highly recommend the program to anyone looking to improve their leadership skills," Beever said.

Scott Cashin, a manager at Arconic Fastening Systems in Kingston, said when he was asked to take part in Ulster Leadership, he initially saw it as an obligation. However, he quickly saw an opportunity to grow with his classmates.

"While the presenters and panelists were all each impactful in their own regard, all paled in comparison to the inspiration that came from the members of the class that came together as a group," Cashin said. "There was no shortage of people willing to listen to work and life challenges—ready to offer constructive advice. It was truly an atmosphere of the class actively being there for the benefit of each other."

That's been the case since Ulster Leadership began in 1992. The program, which educates future leaders about the community, local and state government, law enforcement, arts and culture and community development, has trained more than 400 people who serve on a variety of boards for non-profits and community organizations in Ulster County.

"We strongly believe that Leadership Ulster has had a significant impact on the quality of life here in the Ulster County



Region," says Ingrid Kulick, executive director of the Chamber Foundation. Kulick and Tara Dickett of M&T Bank coordinate the program.

Leadership Ulster begins each fall with a weekend retreat and includes sessions throughout the year where participants hear from prominent community leaders about what made them successful.

"Meeting and listening to the many inspirational speakers has given me insight and knowledge I didn't have before this class," said Savanna Link, an assistant branch manager with Sawyer Savings Bank. "Learning about all the wonderful things these leaders have done and do for our community has been a huge eye-opener and I will be forever grateful for this experience."

Sheila Kilpatrick, vice president of operations for RUPCO, said every speaker was so good she couldn't pick a favorite.

"For each session, I sat in my seat fully engaged in the subject matter and was intently focused on absorbing the guidance and wisdom each of our guests were bestowing upon us," she said.

Rita Franco, a deposit operations supervisor with Ulster Savings Bank, agreed, saying every class "presented me with a unique learning experience and has shown me the many different styles of leadership. I am very fortunate to become a part of the leaders of tomorrow."

The officers of the 23-member Ulster Leadership Class of 2019 included Class President Kelly Creswick of Cerebral Palsy of Ulster County and Class Vice President Conor Maisch of Marshall & Sterling.

Others in the class included Soni Andrews of Imedview Inc., Michael Bednarz of The Arc of Ulster-Greene, Michael Campbell of Mid-Hudson Valley Federal Credit Union, Kayla Colt of Bank of Greene County, Floyd Gulnick of Gateway Community Industries, Gale Jaeck-Quick of Rondout Savings Bank, Tara Kleinhans of Cornell Cooperative

Extension of Ulster County, Adam Korol of RBT CPAs, Katie Kusisto of Bank of Greene County, Amy Lenard of Ulster Literacy, Anique Morrison of Ulster Savings Bank, Michael Murphy of Ulster Savings Bank, Bettina Musumeci of Rondout Savings Bank, Charnikia Pinesett of SUNY Ulster, Ahmed Razek of Ellenville Regional Hospital.

Leadership Ulster also inducted three members into its Hall of Fame this year: Joan Eck of Ulster Savings Bank, Christopher Marx of SUNY Ulster and John McHugh of The Arc of Ulster-Greene.

Leadership Ulster also initiates a class project each year and the 2019 session partnered with the Chamber Foundation to strengthen and lead the Youth Leadership & Career Development

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July 16 • 5-7 pm



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Making That Human Connection

July 16 Mixer At Denizen Theatre New Paltz

At Chamber Mixers, we mingle, meet new people, exchange business cards and make key connections, but things are about to get a lot more personal at the July networking event.

After all, Denizen Theatre is about capturing the essence of humanity through intimate, live storytelling. It is where actor, audience and story meet in real time, leaving people inspired, emotionally connected and with something to talk about.

It's precisely that outcome Denizen's team is hoping for as it prepares to welcome Chamber members for the first time on July 16 from 5-7 p.m.

The professional, black-box theater company at the Water Street Market in New Paltz inspires the community to come together and experience what the staff calls a "sacred, creative space," one that produces bold, new plays the year round.

Everyone who attends will be treated to delicious, complimentary refreshments, courtesy of Ulster Savings Bank. Ulster Savings Bank is also the Mixer Sponsor.

"With black-box theater, there is no separation between actor and audience," said Benjamin Williamson, co-artistic director. "We strive to create accessible theater experiences for

everyone, while bringing stories to life with great writing and great acting in an intimate space. We look forward to welcoming all members into our creative space."

The performing arts space, with a flexible seating configuration for each production, opened last fall, staging the regional premiere of William Francis Hoffman's "Cal in Camo."

Denizen Theatre's mission is to "explore what it means to be human with all its duality and complexity." That means preference is given to emerging playwrights who tackle challenging subject matter through a contemporary lens.

Denizen was modeled after the Sarasota, Fla.-based Urbanite Theatre, which New Paltz developer and visionary Harry Lipstein had established in 2015. He drummed up the idea for a similar black-box theater in New Paltz after he met Williamson and Brittany Proia, both acclaimed stage actors and graduates of the FSU/Asolo Conservatory.

Lipstein, who himself has performed in off-Broadway plays, had the perfect spot just up the hill from the shopping village he had opened in the college town 20 years earlier. Water Street Market is celebrating its 20th anniversary, and with the addition of Denizen Theatre, Water Street Market is a cultural asset in the community.

Lipstein said he can't wait to welcome fellow business members to Denizen and introduce them to the creative team, while shining the light on the theater's lineup for the rest of the year.

"These are plays that explore the human condition. We are committed to producing new work that provokes, challenges and inspires often ignored conversations," he said.

Williamson described the always-changing performance

space as "minimalistic," meaning that less is more, allowing the focus to be on the action, actors, words, relationships and story. The theater, with plain black walls and seating for up to 70, acts in many ways like a blank canvas for artists to create something special.

"Every time you come in, the seating is completely different," said Brittany Proia, the co-artistic director. "For every play, we see what the needs are and consciously create the seating to support the play for the community."

Williamson added, "In our first production, 'Cal and Camo' dealt with issues surrounding postpartum depression, connecting to nature and each other, so we envisioned creating a psychological embrace with the seating in a three-quarter thrust.

The audience was able to see other audience members' reactions, which created a sense of support within the configuration. It was a gorgeous sense of awareness."

He called New Paltz the perfect place for year-round theater. One of the goals is to make it accessible to the community, including \$5 tickets for students, and by opening the space for free to area nonprofits

and artists who want a safe place to express themselves.

"The Hudson Valley is a fantastic place to live with all the mountains, hiking and other wonderful assets," Williamson said. "Here at Denizen, we want to be an artistic hub. We are a brand-new cultural asset in the region, and in our intimate space, stories about the human condition are shared and explored."



Ben Williamson, Brittany Proia and Harry Lipstein

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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Leadership Ulster Graduates 23

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Program for high schools in Kingston and Saugerties. The class also established the "Leaders of Promise Scholarship Fund" to present to a Kingston High School senior who would be attending SUNY Ulster the following fall.

Applications are now being accepted for the 2020 Ulster Leadership class, which starts with a retreat this fall. Information and applications are online at ulsterchamberfoundation.org or contact Ingrid Kulick at (845) 338-5100, ext. 106 or Ingrid@ulsterchamber.org.

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Amy Lenard
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"I would like to thank the Chamber Foundation and the Len Cane Memorial Scholarship Fund for providing me with a scholarship to participate in this wonderful leadership program. ULDI has broadened my understanding of Ulster County community leadership and has expanded my own leadership horizons. I am grateful for the wisdom of Ingrid Kulick, Nancy Plumer, and all of our guest speakers, and I am especially grateful to my ULDI colleagues for their collaboration, ideas and initiative. ULDI has challenged me to envision myself as a leader in a county full of exciting opportunities and occupied by committed businesses, non-profit organizations, and individuals. I am excited to utilize the skills I acquired and look forward to future collaborations with my vast new professional network as we all work together to continue to improve Ulster County for years to come."

For Information/Application Contact Ingrid Kulick
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Woodstock Chimes Hits 40 Years

The Sweet Sounds of Success



This Fourth of July is a special one for Woodstock Chimes owners Garry and Diane Kvistad: they moved here exactly 40 years ago but had no idea at the time they would one day own one of Ulster County's most successful businesses.

Back in the 1970s, Kvistad was pursuing a master's degree in music at Northern Illinois University. He studied metallurgy, woodworking and even physics in the hope of someday building instruments.

Kvistad built his first metallophone, a xylophone-like instrument, from the aluminum tubes of old lawn chairs he found in a landfill. He tuned the instrument to a 7th-century Greek scale he had read about, the scale

of Olympos.

"I thought, 'Wow, this is really beautiful.' I wanted to share that with other people, but I didn't think anyone wanted to learn how to play xylophone, so I came up with the idea of making a windchime since anyone could play a windchime with the help of the wind," Kvistad recalls.

Kvistad made three of the chimes, which he called Chimes of Olympos, and showed them at craft shows in the Midwest. When he and Diane moved to Ulster County on July 4, 1979, he made more and sent examples of his unique chimes to National Public Radio and The Today Show. He was invited for

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interviews on both outlets—among others—and business exploded.

“We went from our barn in West Hurley to a shop we built back in the woods,” Kvistad said.

Woodstock Chimes moved into the former Ametek Rotron building in Shokan 20 years ago and today employs 45 people, while selling windchimes and other musical instruments around the world through www.chimes.com. Kvistad, a Grammy-winning percussionist, also blogs at www.chimemaker.wordpress.com.

Kvistad said his chimes come in a variety of styles, tunings, colors and adornments. The company also offers musical instruments for children, a line that was endorsed by Jim Henson of the Muppets.

“Every product that makes a sound has a soundbite on our website,” Kvistad said. “Many of them have videos, where you can see and hear the products in action.”

Kvistad said crystal suncatchers are the latest hot seller.

“We say those crystals do for light what our chimes do for sound,” Kvistad said.

The crystals are made in England and Kvistad said virtually none of the company’s products are manufactured in the United States. The wood for the instruments comes

from North America, but Kvistad made the difficult decision to move production to China 15 years ago when his profit margin virtually disappeared.

“Everything else is done here in Ulster County: order entry, shipping, design, accounting, quality control, inventory, receiving. That’s all done by our 45 great employees,” Kvistad said. “The reality is if we hadn’t gone over there, we would have been out of business at least 15 years ago. Our charitable fund would have died, our 45 employees would be out of work and all the taxes we pay would not be there.”

Kvistad said the key to staying in business for 40 years is “really great people, first and foremost.” Some staffers have been with him for almost the entire 40 years and many have 30 and 20 years at the company.

“If I have any talents at all, it’s recognizing the talent in people and having them join the company,” Kvistad said.

“We also have what I feel are really, really great products. The quality has always been excellent and it’s a meaningful, authentic product. If I say this is an ancient scale from the 7th century B.C., it really is. It’s not just a name. The sounds are really magical. We’re the only windchime company run by musicians, so the musical quality is there.” Kvistad said the Chamber inspires the Woodstock

Chimes Fund, the charitable arm of his business, which provides funding for food and shelter programs, as well as the arts.

“We know a lot of those people through the Chamber,” Kvistad said. “I think the Chamber inspires us.”

Kvistad organizes a free one-day Drum Boogie Festival each year featuring top-notch musicians, dancers and singers. Kvistad has to raise money from other businesses to add to support from the Woodstock Chimes Fund. This year’s free event is Sept. 7 in Woodstock and features musicians Jack DeJohnette and Paul Winter, among many others. More information can be found at www.drumboogiefestival.com.

The company also offers a Charitable Chime called Chimes for Autism, with all proceeds going to autism education and research.

Kvistad is one of the prominent business leaders the Chamber calls on to address Leadership Ulster each year.

“The Chamber helps develop young leaders and part of leadership is being humble and knowing that the community is a very important part of your business,” Kvistad said.

Woodstock Chimes, located at 167 DuBois Road in Shokan, can be reached at (845) 657-6000 or www.chimes.com.



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In short, Quigley said she acts as a "travel concierge." She can help you anticipate problems and guide you along, including everything from what Airbnbs to avoid on the road, how many bags to check and how to get in and out of foreign countries.

She also doesn't take a fee but makes money off the built-in commissions for each booking.

"The difference in what I do is you get more for less money and little to no effort," Quigley said. "In addition to getting insider deals that you cannot get anywhere else, you get insider secrets for a much better and safer experience, more choices, full concierge service and 24-hour assistance while you're on your trip if you need anything—even if you're across the globe.

"And the service level you get doesn't matter if you are on a very budget-conscious trip or a first-class trip of your dreams. Try to get that from KAYAK, Expedia or Priceline. I put do-it-yourself planning, paying and traveling to shame. That's why you should work with me."

Quigley said she has traveled extensively to research and experience destinations such as Italy, Ireland, Hawaii, Australia and New Zealand. She then passes off her experience to travelers.

"I am a land- and cruise-travel professional," she said. "I create custom tours based on my

customers' needs and book customers into existing group tours."

Quigley can also provide land-tour packages containing airfare, car rentals, hotel accommodations and excursions. She also books both river and ocean cruises and can provide trip insurance.

"Not only can I help with every aspect of travel, I am aware of sales that customers will never see online," she said. "I have access to special sales with our vendors that customers can take advantage of. Using me also saves time looking because there is an overabundance of information on the internet, but not all of it is there."

Quigley said she checks every night to see if a booked cruise fare has been reduced. That savings can be passed onto the customer or used for an upgrade.

Meanwhile, she works with three associates, including her daughter-in-law, Katrina Quigley, who specializes in Disney packages. Another associate specializes in trips to Europe, while Quigley is a specialist on Australia and many other locations.

Her advice to would-be travelers is to plan ahead. Quigley said many people wait until the last minute and find cruises are either sold-out or the price has risen dramatically. She is now planning a Ladies Iceland trip for March 2020 and a faith-based trip to Israel for 2021.

"I can't stress enough about people planning ahead," she said. "Bite the bullet and plan for next summer right now."

An accounting major who graduated from Marist, Quigley's first job out of college was in customer service—something she liked. Becoming a travel professional seemed a good fit.

"I think that's what I like about this—working with people to get to their destination



Michael Gold/The Corporate Image

Joan Quigley

and their memory-making vacations," she said. "I absolutely love working with people. The bonus for me is I get to travel, and I love sharing all that information with my clients and family and friends as well."

Quigley said when she started her business, everyone urged her to join local organizations and network.

"The Chamber was an obvious choice for me. Being in this community so long, I basically know everybody business-wise," said Quigley, the wife of Town of Ulster Supervisor James Quigley.

She also is a past president of the Junior League of Kingston and a graduate of the Chamber's Leadership Ulster program.

"The Chamber has been amazing for me," she said. "I've generated business through them. It's really been wonderful."

Cruise Planners, a home-based business in Kingston, can be reached at (914) 388-0025 or www.Quigley.Vacations. Joan Quigley's email is Joan.Quigley@CruisePlanners.com.

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Kingston, NY 12401
www.Kingstonathletics.com
Christina Krzywonos, Ronnie Ridner - Co-Owners
Category: Fitness/Health Clubs
Description: *Kingston Athletics is a 7,500 square foot health club that offers personal training, individualized programming, group fitness, Cross Fit, boot camp and youth fitness classes. All skill and fitness levels are welcome and encouraged!*

MASA MIDTOWN

666 Broadway
Kingston, NY 12401
www.masamidtown.com
Ozlem Oguzcan-Cranston - Owner
Categories: Caterers; Event Venues
Description: *Masa Midtown is the Hudson Valleys premiere boutique caterer and events venue specializing in Turkish and Mediterranean menus that are both approachable and delicious. We offer on and off-premise catering services for the entire Hudson Valley area. Our brand new space, (due to open Fall 2019) located in the heart of Midtown Kingston, can host up to 100 guests for all events ranging from celebratory private parties to formal corporate gatherings. In addition to catered events, Masa Midtown is the perfect rental space for photo and movie shoots, pop-up retail shops, art exhibits and so much more.*

NYenvironcom

15 Huguenot St. Apt. 5
New Paltz, NY 12561
www.NYenvironcom.org
Alex Scilla - Director
Categories: Non-Profit Organizations; Consultants - Energy/Environmental
Description: *Focusing on environmental advocacy, land use issues and sustainable development for the Mid-New York Region.*

WELCOME THESE NEW MEMBERS

ROOF KING

Box 179
Hudson, NY 12534
John Versace - Owner
Categories: Roofing & Siding; Contractors - General Insulation
Description: *Asphalt shingles, metal roofs, flat roofs, specialty roofs, new roofs, roof restoration, metal building restoration, roof resurfacing, new membrane and membrane restoration, insulation systems to lower your heating and cooling costs, twice the value of spray foam with no lethal off gassing, residential and commercial.*

STONE HOUSE TAVERN

4802 Route 209
Accord, NY 12404
www.StoneHouseTavern.net
Linda Bradford - Owner
Categories: Restaurants; Bars/Lounges
Description: *Restaurant & Bar*

TURN UP THE BEET

456 Broadway
Kingston, NY 12401
www.Turnupthebeetny.com
Stephen Kennedy - Owner
Category: Restaurants
Description: *Juice Bar, Smoothie Shop, Acai Bowls, Locally grown/sourced produce. Community Advocate.*

Anniversaries:

60 Years Arconic Fastening Systems	5 Years CareMount Medical, P. C. Corporate Protection Group Inc. Northeast Solite Corp.
25 Years Adams Fairacre Farms Ethan Allen Workforce Solutions Paychex Town Tinker Tube Rental	1 Year American Foundation for Suicide Prevention (AFSP) CLUBWAKA The Culinary Warehouse Nola Gutmann Realty Glen F. Kubista & Associates O'Connor & Partners, PLLC Roberti Automotive, LLC Staples Texas Roadhouse
20 Years Crossroads Ventures LLC	
15 Years Community Foundation of Ulster County	
10 Years Walkway Over the Hudson	

These Members Have Renewed

<p>A & T Healthcare LLC American Foundation for Suicide Prevention (AFSP) Andy Williams State Farm Aqua Jet Pools & Service Inc. Arconic Fastening Systems Brad's Barns & Gazebos C3 Quest, LLC Camping World of the Hudson Valley Center for Spectrum Services Charlet Wenzel Realty Coalition To Save Belleayre Community Foundation of Ulster County Construction Tool Warehouse Corporate Protection Group Inc. Crawford Door & Window Sales, Inc. Crossroads Ventures LLC Design Principles Dragon360 EnergyNext, Inc. Ethan Allen Workforce Solutions Family Services Fidelis Care Gillette Creamery Glen F. Kubista & Associates GTM Payroll Services Hudson River Cruises/Rip Van Winkle Hudson Valley Hospice Junior League of Kingston, NY Inc. Keith Bennett's Karate Academy KeyBank Kingston Animal Hospital PC Kingston Fine Jewelry Kingston Nissan Kingston Rotary Club Maverick Concerts, Inc. Mohonk Mountain House Mohonk Preserve, Inc. N & S Supply Inc.</p>	<p>Nola Gutmann Realty Northeast Solite Corp. O'Connor & Partners, PLLC Ole Savannah Southern Table & Bar Paragon Building Group Paychex Perfezione Painting Inc. WBE/DBE Pestech - Pest Solutions Quinlan Optometry R C Horowitz & Company, Inc. Raleigh Green Inc. Rip Van Winkle Campgrounds Sav-On Party Central Sawyer Motors Schneider's Jewelers Inc. SELUX Corporation Somsak Bhitiyakul, MD, FACP & Saharat Bhitiyakul, MD Star Gas Products Inc. SwimKing of Ulster Taylored Real Estate Texas Roadhouse The Culinary Warehouse The Kingstonian Project Town of Esopus Town Tinker Tube Rental Turner Construction Company United Way Of Ulster County Van Deusen House Antiques VetPath Services - Registered Mill Rock LLC Vincent Guido Construction W & J Palkowics Walkway Over the Hudson Westchester Medical Center Wood 'n Wheel Family Fun Center</p>
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Ribbon Cuttings

CATSKILL ART



230 Kingston Plaza Road (Kingston Plaza), Kingston, NY
www.catskillart.com

ARCHCARE WORKFORCE INVESTMENT ORGANIZATION



918 Ulster Avenue, Kingston, NY
www.archcare.org

HOTEL KINSLEY



301 Wall Street, Kingston, NY 12401
www.hotelkinsley.com

Our Members Tell Us...

"Being listed in the Chamber's Annual Resource Guide & Membership Directory has helped us pick up commercial clients."

- Jeff Lowe, President
Jeff Lowe Plumbing, Heating and Air Conditioning

Mixer



June 12, 2019
The Catamount
at the Emerson
Resort & Spa
5368 Route 28
Mt. Tremper, NY

June Mixer
Sponsor



Our Mixer Host The Catamount at the Emerson Resort & Spa with (F) Marcilene Smith (Wedding & Event Planner) and Tamara Murray (Marketing & Sales Director), (R) Kyle Steen (Maintenance Tech) and Matthew Steen (Marketing Manager).



Our Mixer Sponsor, Alandre Architecture, with Patricia Horner, David Ekroth and Joe Buglino.



Brenda Graff (Lawrence O'Toole Realty), Wanda Grinder (SERVPRO of New Paltz-Kingston; Western Dutchess), Lawrence O'Toole (Lawrence O'Toole Realty) with Jeanine Lindhorst and Connie VanKleeck (both from Sound of LIFE Radio Network).



Liz Zabel and Christina Burns (both from The Emerson Resort & Spa) with Rick Remsnyder (Ulster County Tourism).



John Peters (Cyber Guardian Consulting Group, LLC), Allen Austin and Justin Goldman (both from Bank of Greene County) with Nick Martin (Cyber Guardian Consulting Group, LLC).



Sara Morrissey, Stephanie Premo, Kelly Godwin and Jodi Anderson (all from Rondout Savings Bank).