



Speaker Jay Rifenbary Comes Home

Don't Miss This Inspiring Breakfast

Internationally renowned corporate speaker and Kingston native Jay Rifenbary will look to motivate and empower Chamber members as the Guest Speaker at the May Breakfast Meeting.

From being a former qualified Airborne/Ranger, Military Commander, Sales Professional, Corporate Manager and Entrepreneur, Jay brings a unique background of interpersonal skills and business experience to his speaking engagements.

Reflecting on his youth, Jay has fond memories of growing up on Flower Hill in Kingston.

His father, Dr. George Rifenbary, was a prominent dentist. His mother, Dorothy, was involved in several community organizations, including the Kingston Hospital Auxiliary and Wiltwyck Golf Club.

"It's always a pleasure to come back," said Rifenbary, a 1975 Kingston High School graduate. "Anytime anybody asks me to do anything in Kingston, I do my best to do it."

This time Rifenbary is being asked to address the

Chamber's monthly breakfast meeting from 7:30-9 a.m. on May 25 at the Best Western Plus in Kingston. The sponsor is Mid-Hudson Valley Federal Credit Union.

Rifenbary, who went on to graduate from the U.S. Military Academy at West Point in 1980, now lives in Saratoga Springs and is president of Rifenbary Training & Development.

He has spent the last 20 years providing expertise in the areas of personal and professional development, leadership and communication training.

"Everything will be geared toward servant leadership, core value development, personal honesty and organizational culture," Rifenbary said of his breakfast remarks.

Rifenbary said his message to business leaders will be that "you're there to serve others."

"It's not about you," he said. "It's about introducing and establishing a culture that is geared toward the



Jay Rifenbary

Continued on page 9

May
Breakfast

May 25
7:30-9:00 am

Held at:
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Springtime On The Waterfront

Ole Savannah Hosts Mixer May 23

Ole Savannah is offering more than Southern charm these days.

The restaurant along Kingston's historic Rondout waterfront is offering an expanded menu beyond the barbeque and Southern classics that have made it a success since opening in May 2015. Raw bar offerings, as well as steaks and seafood, are also now available.

"We have a little something for everyone, not just Southern food," said co-owner David Amato.

You can see and taste the new offerings at the Chamber's next Business-After-Hours Mixer from 5-7 p.m. on May 23 at Ole Savannah Southern Table & Bar, 100 Rondout Landing in Kingston.

"It's springtime and it's a great season to be on the waterfront," Amato said. "There's a lot of exciting things going on down here with the Maritime Museum, the Trolley Museum and the other restaurants."

The long winter is over and the Rondout will soon be teeming with visitors walking the promenade and peering inside the antique shops and restaurants.

Amato and co-owner Joseph O'Connor are heading into the busiest time of the year.

"It starts to crank up right about now," Amato said.

Amato said business has been "very good" the first two years, but Ole Savannah wants to go to the next level with the expanded menu.

The new raw bar features oysters, shrimp, clams, cod and lobster. There also are expanded vegetarian and vegan dishes available.

"Southern food has worked exceptionally well for us, but sometimes in a party of eight, there are one or

two who don't want Southern food," Amato said. "Our expanded menu means there is something for everyone."

The building housing Ole Savannah, which employs 40-45 people in season, hosted a Mixer a little over a year ago. Amato is again looking forward to hosting the business community at the historic building.

"It's a great time to network and remind the business community that you're here for special events and catered events," Amato said.

Ole Savannah will unveil an elegant sailcloth tent this year for special events such as weddings, corporate outings, rehearsal dinners, bridal and baby showers, graduations, communions and more. They all come with breathtaking views of the Rondout Creek.

"The new tent is going to be a great space for all of that," Amato said.

If you choose to dine indoors, it's hard to beat the ambiance created by the 19th Century brick of the former Cornell Steamboat Co.'s boiler shop. The building also served later as a steel fabrication shop during the Rondout's rich maritime past.

"It brings you back to 1860 when they built this building," Amato said.

Ole Savannah can be reached at (845) 331-4283 or www.olesavannah.com. The business also has an active Facebook page.

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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New Health Facilities Coming

Health Quest Has Big Plans for '17

If you thought Health Quest was done investing in Ulster County, think again.

The company recently told the county's business leaders that it plans new medical practice facilities on Route 299 in Highland and in the Town of Ulster.

"We've begun planning and hope to finish construction in 2018 and 2019," said Tim Massie, Health Quest's senior vice president for marketing, public affairs and government relations.

Massie said a \$1.8-million medical center with primary, OB/GYN, cancer and rheumatology physicians at the Kingston Plaza has been "well received" since opening in March 2016.

Health Quest and the affiliated Heart Center already have primary and specialty offices in Ellenville, New Paltz, Highland, Modena, Saugerties, Woodstock and Boiceville in Ulster County.

"We're making a strong commitment here," Massie said.

Health Quest officials, who sponsored the December 2016 Chamber Breakfast, heard BOCES Superintendent Dr. Charles Khoury speak of his program's health occupations offerings. They were anxious to make a connection.

"Right now we probably have more than 300 jobs that are open and need to be filled," Massie said. "Not all of those jobs require doctoral degrees, master's degrees, or even bachelor's degrees. Some of them are very technical positions that can be filled by people who are certified either through a BOCES program or through a program at a community college.

"We're a local company. We're a non-profit organization.

We're one of the largest employers in the Hudson Valley. We have 5,600 employees in the Hudson Valley and we're growing.

"We like to hire locally."

Massie said Health Quest officials also recently met with Ulster County Executive Mike Hein to discuss the high retirement rate of doctors and the difficulty in recruiting new ones.

"We're actively recruiting doctors to join Health Quest to meet the growing health care needs of the people of Ulster County," Massie said.

Meanwhile, Massie said Health Quest's Northern Dutchess Hospital in Rhinebeck is drawing patients for services such as emergency care, general and newly added weight-loss surgery.

"We're seeing a significant increase in the number of people who are coming from Ulster County to Northern Dutchess Hospital," he said. "They're voting with their feet and not letting the bridge tolls stop them from coming over."

Northern Dutchess Hospital opened the \$47-million Martin and Toni Sosnoff Pavilion on Feb. 13, 2016, offering a redesigned and healing environment for patients and families.

"This spectacular building will provide our community with all the modern conveniences that are vital in helping people heal as well as more-advanced surgical technology," said Denise George, the hospital's president.

The 87,000-square-foot

pavilion features private patient suites; a surgery department and six technologically advanced operating suites; and 25,000 square feet of office space.

The Northern Dutchess campus also features a newly expanded emergency department.

Last September, Health Quest's Vassar Brothers Medical Center in Poughkeepsie broke ground on a 700,000-square-foot inpatient pavilion.

The building will include single-patient rooms, a conference center available for community use and a brand-new 66-bay emergency department.

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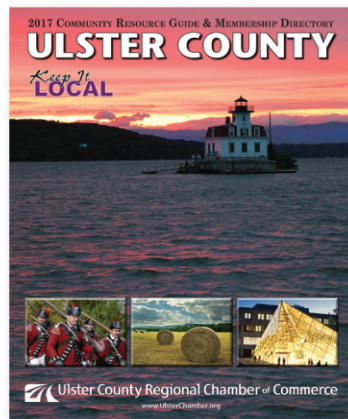
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New Dining Choices For Wiltwyck

Chateau Owner Takes Over At Golf Club

The venerable Wiltwyck Golf Club has entered into a long-term partnership agreement with JZ Restaurants and its principal, the well-known restaurateur John Zacharia, to conduct its food and beverage operation.

Zacharia, as part of the deal, will make a "significant financial investment" to improve the club's dining and banquet facilities, according to Stephen Digilio, the club president.

Zacharia, who has a long career in the food industry, is owner of both The Chateau in Kingston and Alexis Diner in Newburgh.

"Their reputation speaks for itself," Digilio said.

Zacharia will be solely responsible for all of the club's food and beverage business, including the bar, lunch and dinner service and banquets and parties.

"I do what I do with pride and pleasure," Zacharia said at a meeting of Wiltwyck's board of directors after the partnership was finalized.

Digilio, in welcoming Zacharia to the Wiltwyck family, said, "John's years of experience in the food and beverage business have taught him how to deliver the highest quality level of food and service to his clientele."

Digilio said the agreement also enables the board to authorize a revised dues structure for current and future members to make joining Wiltwyck more financially beneficial.

"Dues have been dramatically reduced," he said, urging anyone interested in joining to call the club.

Wiltwyck also recently announced the hiring of Ben Babbage as its new golf superintendent. Babbage, who comes to Wiltwyck with several years of experience at clubs in the

lower Hudson Valley, will be responsible for maintaining and improving conditions at the renowned 18-hole course.

Meanwhile, Wiltwyck's head PGA golf professional Chad Maes will return for his fifth season.

The club opened last month for the golf season.

Wiltwyck Golf Club was incorporated in Kingston in 1933. It moved to its current location off Lucas Avenue in 1954 due to construction of the state Thruway.

"The thing that makes Wiltwyck so special is it was designed by Robert Trent Jones," Digilio said. "He is one of the most preeminent golf designers ever. There is a difference between Wiltwyck and any other golf course in the area."

Wiltwyck has hosted countless important golf and social events over the decades, such as business meetings, luncheons, dinners and seminars.

Besides a golf course and banquet facilities, Wiltwyck also features a driving range, putting green, Olympic-style pool and tennis courts. There's also a top-notch restaurant.

It has long been considered a must-go location for golf, swimming, tennis and dining.

The Chamber also holds several events at Wiltwyck.

"The main thing we get out of the Chamber is the exposure from the events they hold here," Digilio said.

Wiltwyck Golf Club is located at 404 Steward Lane in Kingston. For information on membership and Wiltwyck's full array of offerings, call (845) 331-0700 or email info@wiltwyck.org. The website is www.wiltwyck.org.



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There's a Reason Business Borrows Here

Speaker Jay Rifenbary Comes Home

Continued from page 1

whole core value piece of why we exist in the first place as far as a company or an organization.

“It all centers around the idea that as a leader, I’m there to serve those who I lead in a way that goes beyond just my own idea of what it is I myself want to accomplish.”

Rifenbary said he also will ask business leaders to think about the core values driving their decisions.

“My talk will be geared toward having each member in attendance take a step back and reflect on their own character and their own integrity and what it is they stand for and believe in,” he said. “There’s a big crossover between their personal and their professional values.

“Does the organization have a formal set of values that drive the decision? If there’s not, then you’re just opening the door for people to whine and blame and complain and make excuses and point fingers. There has to be some foundation and values that stem from the leadership that drives the organization.

Rifenbary booked about 90 speaking gigs last year alone across North America, Europe and Asia. His audiences included CEO groups, students, associations, credit unions, banks, and insurance and medical

companies.

Rifenbary formed his company in 1993, but had been speaking before then.

“I’ve been on my own now for 27 years.”

During that time, Rifenbary has authored three books, including “No Excuse!—Incorporating Core Values, Accountability and Balance into Your Life and Career,” which was awarded “Book of the Year” by the North American Book Dealers Exchange.

He also is the author of “True To Your Core—Common Sense Values for Living Life to Its Fullest,” and his new release, “Return To Your Core—Principles for a Purposeful and Respected Life.”

One of Rifenbary’s latest speaking engagements was to the Chamber’s Leadership Ulster class.

“My desire to speak at events like that is just to give back and it’s always nice because part of my heart and soul is in Kingston and always will be,” Rifenbary said.

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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Stephen R. Orefice - Business Development Manager

Category: Mortgages

Description: *Established in 2000, Residential Home Funding Corp. is a correspondent mortgage banker. Our mission is simple. Residential Home Funding's goal is "to be the lender of choice for our customers by providing both diversified and competitive mortgage financing options with excellent customer service." With a diverse customer base that includes first time home buyers as well as high net worth individuals, Residential Home Funding Corp. can provide the appropriate financing to meet all of our customer's specific needs.*

RUBY MAE SOUL FOOD RESTAURANT

331 Hasbrouck Ave
Kingston, NY 12401
Find us on Facebook
(845) 243-4473

LaToya Flood - Co-Owner

Category: Restaurants

Description: *Ruby Mae is a Soul Food Restaurant located in Kingston. Our menu is a Southern Menu featuring all the southern classics bringing a taste from North Carolina to Texas. We are open 6 days a week serving breakfast, lunch, and dinner with our homemade southern cakes, pies, and drinks at great prices in our enjoyable atmosphere whether you're dining in or out. Our food is made fresh daily. We also offer catering to any party size, and delivery to Businesses Only. Add a taste of Ruby Mae Soul to your life.*

STANZI ASSOCIATES, INC.

110 Maiden Lane
Kingston, NY 12401
(845) 853-8250

Stefan Sanzi - Owner

Category: Real Estate - Property Management

Description: *Real estate management company. We manage real estate properties and entities.*

STARRY NIGHTS STUDIO, LLC

1220 B Ulster Avenue
Kingston, NY 12401
www.starrynightsstudio.com
(845) 514-2774

Juanita Hotchkiss - Owner

Categories: Paint & Sip; Arts & Entertainment

Description: *Come sip, paint & eat with us. Starry Nights Studio is an art studio and wine bar that offers fun entertaining paint classes (aka parties), open studio events, fundraisers, private events, painting on-the-go, children's parties, camps, bachelorette parties, baby showers, team building workshops, and so much more. Visit our website to book your private event or reserve your seat in one of our classes today.*

STORAGE4U

1250 Glasco Turnpike
Saugerties, NY 12477
Find us on Facebook
(845) 246-3358

Stefan Sanzi - Owner

Category: Storage

Description: *Residential and commercial self storage solutions for your needs and budget.*

SUNSHINE ORTHODONTICS

411 Washington Avenue, Suite 103
Kingston, NY 12401
www.sunshineortho.com
(845) 853-8073

Ahmed Mansour - Orthodontist, D.D.S.

Category: Dentists

Description: *Dr. Mansour and his highly trained staff of orthodontic professionals take pride in offering the latest in orthodontic procedures including Invisalign as an Elite Provider. We recognize that every patient has different needs, and we pride ourselves in the courteous service we deliver to each person who walks through our doors. Whether you're an adult, adolescent or child, we are committed to helping you achieve the smile you deserve -- a healthy, beautiful one!*

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

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 American Solutions for Business
 Andreassen Builders LLC
 Anthony M. Buzzeo, CPA
 Arnoff Moving & Storage
 Belleaire Conservatory
 Berkshire Farm Center & Services for Youth
 BEST WESTERN PLUS Kingston Hotel and Conference Ctr.
 Blanchard Electric
 Blue Hill Lodge & Cafe
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 Highland Rotary Club Inc.
 Historic Kingston Waterfront Development
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 Hudson Valley Rehabilitation & Extended Care Center
 Irish Cultural Center Hudson Valley
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 Potter Brothers Ski & Patio Furniture
 Quilty, Dwyer & Larkin Insurance Agency
 Redwood Bar + Restaurant
 Residence Inn by Marriott Kingston
 Riviera Produce Corp.
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 Wall Street Abstract

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