



Senate Candidates Meet Chamber

All 8 Hopefuls Invited To Oct. 17 Breakfast

Election Day will be a little over two weeks away when the Chamber holds its Oct. 17 breakfast featuring eight candidates for the New York State Senate.

The breakfast is scheduled for 7:30-9 a.m. at the Best Western Plus in Kingston.

Ulster County is unique in that it includes parts of four districts in the state Senate.

Chamber President Ward Todd said the format for the breakfast would be the same as past years with opening statements from each candidate, questions from the audience and then closing remarks.

"Between our Meet the Candidates Congressional breakfast last month and the state Senate candidates this month, we hope our members will be very well informed come Election Day," Todd said. "We want them to know where all of the candidates stand on the issues that are important to the business community."

The following candidates were invited to the breakfast:

46th Senate District



George Amedore



Pat Strong



Tom Basile



James Skoufis



Jen Metzger



Annie Rabbitt



James Seward



Joyce St. George

First-term incumbent Sen. George Amedore, R-Rotterdam, faces a challenge from Democrat Pat Strong of Kingston in this contest.

Strong co-founded the Business Alliance

of Kingston. For the past five years, she and other volunteers have produced Made In

Continued on page 5

**October
 Breakfast**
October 17
7:30-9:00 am
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UPCOMING CHAMBER EVENTS

October 17 | 7:30 - 9:00 am

Chamber Breakfast Meeting "Meet the Candidates NYS Senate"

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October 24 | 5:00 - 7:00 pm

Networking Mixer Cornell Creative Business & Arts Center

139 Cornell Street | Kingston, NY
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Sponsor: Galileo Technology Group

October 25 | 5:30 Cocktails 6:30 Dinner

Business Recognition Awards Dinner Wiltwyck Golf Club

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Tickets are \$100 per person

November 7 | 9:00 - 10:30 am

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www.UlsterChamber.org**

Rising From The Ashes To Prosper

Cornell Creative Business & Arts Center Hosts Mixer

The Arc of Ulster-Greene's work center on Cornell Street in Midtown Kingston is back in business.

What is now called the Cornell Creative Business & Arts Center, located at 139 Cornell St., will host the Chamber's next Networking Mixer from 5-7 p.m. Oct. 24. The sponsor is Galileo Technology Group of Kingston.

Lori McCabe, Director of Communications and Public Relations for the Arc of Ulster-Greene, said there are seven start-up companies in a business incubator at the center.

"We wanted to host a Mixer so we can showcase our businesses and show people what we're doing here in Midtown Kingston," McCabe said. "We want the business community to see their products."

When the state cut funding for work centers that employed people with disabilities in 2011, McCabe said The Arc of Ulster-Greene's 20,000-square foot work center on Cornell Street was forced to close. Meanwhile, 300 people with disabilities became unemployed.

In 2016, with the unemployment rate of people with disabilities at 65%, The Arc of Ulster-Greene decided to create an artisan food production work center.

McCabe said the companies partnering with the Cornell Creative Business & Arts Center receive reduced operating costs in return for hiring individuals with a disability.

The plan is for the businesses to hire one or more employees with a disability and as their business grows, so will the need to find larger accommodations. This will allow new businesses to move in and then the cycle begins all over again.

"Providing start-up businesses and people with disabilities the opportunity to learn, grow and prosper is what we are about," says Gary Bellows, Business Development Officer for The Arc of Ulster-Greene. "We want to change the way people with disabilities are seen, and the businesses we brought into the Cornell Creative Business Center share the same values and appreciation as we do. Our goal is to get at least 25 percent of people with disabilities back working and earning a paycheck," he said.

The center's Mission Statement reads:

"To cultivate a synergy between businesses, artists and people with disabilities working creatively together and empowering one another in order to achieve their goals and reach their true potential."

The center includes a shared shipping and receiving warehouse allowing businesses to have their employees produce, package, label and ship their products.

McCabe said The Arc of Ulster-Greene carefully chose specific start-up businesses from all over the country that have proven to show profit in their product, "share our vision and are excited to be a part of this unique relationship."

"These companies have invested in Ulster County in hopes of growing their business, increase economic development in the area and promote overall good health

in the community," she said.

Each of the companies that are partnering with the business center provides their own unique product, but all share the same goals—health, wellness and community," McCabe said.

The Arts Center in the same building, which opens in 2019, will feature 10,000 square feet of open space for 10 artist studios, a dance/movement studio and a community room workshop.

The Arc of Ulster-Greene received grants from both the Ulster County Industrial Development Agency (\$20,000) and New York State (\$200,000) to fund the project.

"From the 'ashes' of the closed work sites of almost five years ago, rises a new opportunity not just for The Arc of Ulster-Greene, but for new businesses and entrepreneurial ventures as well," said John McHugh, The Arc of Ulster-Greene's Executive Director.

"The Cornell Creative Business Center creates the possibility of helping small start-up businesses and at the same time providing opportunities for people with disabilities find meaningful work in a healthy, encouraging environment. Together we have made this 'vision' a reality and we believe that everyone who is a part of this 'one of a kind' partnership will benefit and be enriched by it. Together we will work towards meeting our goals and realize our true potential," said McHugh.

The Arc of Ulster-Greene is a private not-for-profit agency founded in 1956 by families in Ulster and Greene counties who believed that their children with disabilities should have the same opportunities as their peers.

Among its many services, the Arc of Ulster-Greene serves 1,200 people and operates day programs, clinics, autism support, housing and residential options, a school-to-work program, a preschool, employment program, guardianship support and in-home services.

The Arc of Ulster-Greene's headquarters are at 471 Albany Ave. in Kingston.

For more information on The Arc of Ulster-Greene or the Cornell Creative Business & Arts Center, call (845) 331-4300 or go to www.cornellcreativity.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.

Mixer

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Buy Local Expo A Huge Success

'A Networking Event On Steroids'

The turnout at the Chamber's 22nd Annual Buy Local Expo spoke volumes about the business climate in Ulster County.

Booths were sold out months in advance. Relationships were made or strengthened. Business deals were being made. Handshakes, encouraging words and the overall buzz at Diamond Mills Hotel and Conference Center

on Sept. 18 were a testament that the economy is strong in Ulster County.

"If anybody was wondering, you know, by walking through this room, that Ulster County is alive," Saugerties Town Supervisor Fred Costello said during the opening ceremony just before noon. "We are successful. We have one of the most dynamic business communities in the Hudson Valley, and we should be proud of that."

Participants showed that pride with colorful, creative and informative exhibits. The sold-out networking event gave business owners the chance to shine as they showcased their goods and products to hundreds and hundreds of attendees.

Sam Kandel, an advanced certified advisor at the Mid-Hudson Small Business Development Center (SBDC) in Kingston, said the Expo is the ideal time to self-promote.

"A lot of people come through and may not even know we're here. We're a bit of a well-kept secret, and this gets that secret out," said Kandel, who has attended 16 expos. "Here, we also get to interact with other businesses and be potentially helpful to them."

Randy Nogueira, General Manager at Hampton Inn by Hilton in New Paltz, said the Expo gets people talking about the hotel on South Putt Corners Road that offers meeting spaces, free WiFi and a free, hot breakfast.

"I've been coming to the Expo for more than nine years, and it's a great experience," he said. "We get a lot local business that comes to us. A lot of local people talk about us, and it brings more people in as our guests."

Throughout the day, Nogueira and his staff handed out hundreds of fresh-baked cookies—one of the little



Chamber Ribbon Cutting at the Opening of the 22nd Buy Local Expo.

perks guests are treated to as they check in.

In fact, several businesses offered delicious samples of food and drink including apple-cider doughnuts, cookies, cupcakes and cannoli's.

While a magnet for many, it was the products and services that took center stage at the county's largest networking event of the year.

Anthony Vuocolo, a sales representative at Liberty Mutual, said he picked up several leads.

"We've made a tremendous amount of contacts," he said. "We're known for our customer service."

He and sidekick Staci Cussick, the lead sales representative, won the "Most Original Booth Design" award. Their exhibit featured a Plinko board that yielded prizes and the two reps flaunted superhero costumes.

"It was absolutely a good day for us," Cussick said. "I'm glad we did it."

Earlier on, Ulster County Executive Michael Hein hailed business owners for being "drivers of the local economy."

"You hire people. You make sure that people can participate in the American dream, and each and every step of the way, you do it with heart and compassion, or you wouldn't be here," Hein said, noting that Ulster County's unemployment rate is now less than 4 percent.

"That's a testament to all of you. You've embraced the concept of community, and as a result, we have all benefited."

Don Verity, the Chairman of the Chamber's Board of Directors, called the Expo a "networking event on steroids" and an opportunity to boost local business.

"While it is about your booth, make sure you get out and visit some of your neighbors, too," he said at beginning of the Expo. "Let's do business together. That's what this is all about."

During judging throughout the day, several businesses won awards for their booths, including:

Best in Show: United Way of Ulster County, first place; Ulster Savings Bank, second; and Best Western Plus, third.

Best Sales Presentation: Sun Common.

Best Use of Technology: The UPS Store.

Most Effective Demonstration: ImmuneSchein Ginger Elixirs and Teas.

Best New Exhibitor: Rip Van Winkle Brewing Co.

Most Creative Giveaways: Always Moving and Storage.

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Most Friendly Staff: Home Plate Deli



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Senate Candidates Meet Chamber

Continued from page 1

Kingston, a showcase of arts businesses in Kingston. Strong is a former newspaper reporter and editor and consultant to the U.S. Department of Energy.

Amedore served in the state Assembly from 2007 to 2013. The vice president of Amedore Homes, a second-generation family business, he was elected to the state Senate in 2015. Amedore serves as chair of the Senate Alcoholism and Drug Abuse Committee and the Senate Technology and Innovation Task Force.

The 46th Senate District includes the city of Kingston and towns of Esopus, Hurley, Kingston, Lloyd, Marblatown, Saugerties, Ulster and Woodstock in Ulster County.

39th Senate District

With the retirement of longtime incumbent Sen. William Larkin, R-Cornwall, this race pits Stony Point Councilman Tom Basile, a Republican, against Democratic Assemblyman James Skoufis of Woodbury.

Basile, a town councilman in Stony Point, previously served in U.S. Environmental Protection Agency under President Bush. He also was managing director of a New York City public relations firm and started his own strategic communications company.

Skoufis, a three-term member of the state Assembly, is abandoning that office to run for the Senate. He is a former town councilman in Woodbury and project manager for an electronic security firm.

The 39th Senate District, which encompasses mostly Orange and Rockland counties, includes the towns of Plattekill and Marlborough in Ulster County.

42nd Senate District

This seat is open as well with the retirement of longtime incumbent Sen. John Bonacic, R-Mount Hope. Running to succeed Bonacic are Rosendale town councilwoman Jen Metzger, a Democrat, and Orange County Clerk Annie Rabbitt, a Republican.

Metzger is cofounder and director of the nonprofit Citizens for Local Power. She also is the former deputy town supervisor and ex-member of the Rosendale Zoning Code Review Committee, chair of the Rosendale Environmental Commission and Rosendale Climate Task Force.

Rabbitt, a longtime business owner, is the former president of the Greenwood Lake Chamber of Commerce. She also is a former village trustee in Greenwood Lake and member of the Warwick Town Board. Rabbitt served in the state Assembly from 2004 to 2014.

The 42nd Senate District includes the towns of Denning, Gardiner, New Paltz, Rosendale, Shawangunk and Wawarsing in Ulster County.

51st Senate District

Longtime incumbent Sen. James Seward, R-Oneonta, faces Democratic challenger Joyce St. George of New Kingston.

Seward was first elected to the Senate in 1986 and is the chairman of the Senate Insurance Committee. He is a former Milford town justice and former chairman of the Otsego County Republican Committee.

St. George, former corruption investigator in the New York Attorney General's Office, left that job to start an international

company, Pact Training, conducting workshops on crisis and conflict management for police departments, government agencies and major corporations.

The 51st Senate District Seward represents includes the Ulster County towns of Rochester, Olive, Shandaken and Hardenburgh.

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.

"Between our Meet the Candidates Congressional breakfast last month and the state Senate candidates this month, we hope our members will be very well informed come Election Day."

– Ward Todd

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Chamber Announces Annual Business Awards

The Ulster County Regional Chamber of Commerce and Ulster County Economic Development Alliance have announced the winners of their 14th annual Business Recognition Awards.

Chamber President Ward Todd said the awards annually recognize Ulster County business leaders, businesses and organizations that are leaders in their sectors, have achieved outstanding results, or shown dedication and commitment to furthering business and the quality of life in Ulster County.

This year's honorees include:

Entrepreneur of the Year—Johnny LeHane, co-founder of the Hudson Valley Startup Fund and CLUBWAKA. The Hudson Valley Startup Fund is the first managed seed capital fund in the Mid-Hudson Valley. The fund was launched in 2015 and already has invested in six different businesses. Begun twenty years ago as the World Adult Kickball Association (WAKA), the organization has exploded across the nation as CLUBWAKA, the country's premier social club providing adult sports leagues, social activities, and events. CLUBWAKA offers a variety of sports leagues in some 50 cities and organizes events all around the country.

Business of the Year—Mother Earth's Storehouse, Inc. Chris Schneider opened the first Mother Earth's Storehouse in 1978 in the King's Mall, town of Ulster, with one employee. His brother, Kevin, soon joined him and the business expanded to Saugerties and Poughkeepsie. The company is now in its 40th year and boasts 147 employees at three locations, offering wholesome, organically grown, nutritious foods and healthy supplements for the many health-conscious residents of the region.

Small Business of the Year—Home Plate Deli & Caterers/Olive's Country Store & Cafe. Alex and Denise Stier have operated these two thriving local businesses since 2003. Not only are the Stiers committed to providing quality food and unique retail items to patrons, but they have been extremely generous to countless charitable organizations and events. Home Plate Deli & Caterers, located in the town of Ulster, and Olive's Country Store & Café in Shokan have also catered dozens of the Chamber's popular monthly Networking Mixers.

Emerging Young Leader—Travis Rask of Gagnon & Associates, CPA's. Rask started out four years ago as a staff accountant, but now is managing audit projects and is held in high regard by his employer and clients alike. Rask is chairman of the Ulster Chamber's Young Ulster Professionals (YUP), where attendance has increased dramatically under his leadership. He also has made a difference



in the community, coaching basketball and serving on committees from his high school alma mater, Coleman Catholic High School. He is a member of the Kingston Parks & Recreation Commission.

Tourism Business of the Year—Honor's Haven Resort & Spa. This certified "green" Ellenville business, which opened in 2007 after taking over the former Fallsview Resort, is one of the largest employers in the region with more than 150 workers. Honor's Haven has hosted countless large conferences, retreats, weddings and the annual Tulip Festival and Mother's Day Celebration. The resort also features indoor and outdoor pools, tennis, basketball, volleyball, hiking trails, pedal boats and entertainment.

Commitment to the Community—Hudson Valley LGBTQ Community Center. The center, located in Uptown Kingston, has provided support services to the local gay, lesbian, bisexual and transgender community since 2007. The center also helps educate the community on the needs of the LGBTQ community and is known as a safe space. The not-for-profit further provides counseling services, holds social events, training sessions and educational activities for the LGBTQ community.

The Heritage Award—Lowe Plumbing Heating & AC. The company under fourth-generation owner Jeff Lowe employs 30 people and has a long and rich history in Kingston. Lowe's great-grandfather, Ferdinand, got into the plumbing business in 1912. The business continued under Lowe's grandfather, Ken Lowe Sr., and his father, Ken Lowe Jr. The company will continue into the future under Lowe's

son, Jason, and his son-in-law, Andrew Benjamin.

Len Cane Heart of Ulster County Award—Scott Herrington (Sav-On Party Central). Continuing the tradition of honoring a local business leader with a big heart, Sav-On Party Central owner Scott Herrington was chosen for this award by the Ulster Chamber and UCEDA. Not only is Scott a great local businessman, but he has shown his commitment to a host of local not for profit organizations over the years. He is currently an active board member at the Center for Spectrum Services. He is a former member of The Arc of Ulster-Greene Foundation Board of Directors and also served six years on the Board of the Ulster Chamber of Commerce. Scott is a leader in our community, always striving to make Ulster County a better place to live and work.

"The Chamber would like to congratulate the recipients and offer special thanks to those who provided the nominations and the independent panel for the final selections," said Todd. "These Best of Ulster County awards are peer-driven and an excellent way for the business community to recognize outstanding efforts."

The award recipients will be honored at a dinner Thursday, Oct. 25 at the Wiltwyck Golf Club, 404 Steward Lane in Kingston. Tickets are \$100 each and the dinner begins with cocktails at 5:30 p.m.

For more information, visit the Chamber website at www.UlsterChamber.org. To be a sponsor, contact Bob Hirsch at (845) 338-5100 or Bob@UlsterChamber.org.

These Members Have Renewed

A & D Pumps
Access: Supports for Living (formerly Occupations Inc.)
Albany Co Airport Authority
Albany Med EmUrgentCare
Allium Technology Group, Inc.
American Heart Association
American Red Cross of the Mid-Hudson Valley
American Reliant Corp.
Ande Rooney Companies Inc.
Applestone Meat Company
Armin's Tree Service
Arthur F. Mulligan, Inc.
Arts Society of Kingston
Auto Tech
Bank of Greene County
Bar-Jan Jewelry Repair
Bill's Auto Service
Bop to Tottom
Boulevard Liquors
Bounce Trampoline Sports
Brand Riffs Inc.

City of Kingston
Clark Patterson Lee
Club Pet
Coalition To Save Belleayre
Collier Construction LLC
Collision Research Ltd.
Combined Energy Services
Concert Ideas, Inc.
Country Care Carpet Cleaning
County Waste & Recycling
Courtyard by Marriott
Crafts People
Crossroads Ventures LLC
D & J Distributors
De Luxe Packaging Corp.
Dentists' Office of the Hudson Valley
enV deVeloPment
ESOTEC, Ltd.
Eugene R. Gruner, NYS Lic. R.E. Appraiser
Fitz's Liquor Store, Inc
Flanigan's Cleaners, Inc.
Gateway Community Industries, Inc.

Gene DeStefano, DDS
Goosetown Communications
GSB Surgical Services
Heartland
Home Plate Deli & Caterers
Hotel Dylan
Hudson Valley Current
Hudson Valley LGBTQ Community Center
Hudson Valley Magazine
Hudson Valley Sportsdome
Hudson Valley Sunrooms
Hudson Valley Wine Village
Hunter Mountain
Hurley Veterinary Hospital PC
Interior Analysis
J. Michael Bruhn, Jr., Esq.
J.R.'s Auto Body, Inc.
Jerry's Wood Floor Refinishing
Jim's Mufflers Inc.
Joseph Diacovo, DMD
Karrze Truck & Trailer Repair
Kate's Lazy Meadow
KC Engineering and Land Surveying, P.C.
Keller Williams Realty Hudson Valley United
Keyser Funeral and Cremation Service Inc.
Kingston Audiology Center
Kingston Ceramics Studio
Kingston City School District
Kingston Housing Authority
Kingston Overhead Door
Kingston Stockade FC
Landmark Development Co. Inc.
Larsen Restoration and Design
Lia Honda of Kingston
Liberty Mutual Insurance
Lifeguard Systems Inc.
Luminary Media
Marist College (Office of the President)
Marshall & Sterling Insurance
McDonald's of Ulster #16046
Mid Hudson Plastic Surgery Center
Mid-Hudson Photo ID
MidHudsonNews.Com, A Div. of Statewide News Network, Inc.
Mountain Valley Manor Adult Care Home
Moving Right Along
Music for all Occasions/Phil Palladino
Newburgh/NYC North KOA
Next Boutique
Night Owl Productions Inc.
NJoy the Ride
Nostrand Productions
Olympic Diner
Opus 40
Pardee's Agency Inc.
People's Place
Phoenicia Diner
Plaza Pizza
POH Music

Port Ewen Diner
Postage Inn, Inc.
Prism Solar Technologies, Inc.
Prostate Cancer 101
Rainbow Drive-In
Resource Center For Accessible Living, Inc.
Rhinebeck Bank
River Valley Radio, Inc.
Roeber & Rausch Custom Builders, Inc.
Romeo Kia of Kingston
Ryan, Roach & Ryan, LLP
Santa Fe Uptown
Saugerties Pharmacy LLC
Sawyer Savings Bank
Security Plumbing & Heating Supply
Senate Garage
Shawangunk Journal
Snippers of Kingston, Inc.
Sound of LIFE Radio Network
Soyuzivka - Ukrainian National Association
Super Bowl Cuisine
Superior Telephone Systems
SwimKing of Ulster
That Storage Place on 209
The Arc of Ulster-Greene
The Rosendale Theatre
Timely Signs
Times Herald Record
Timothy J. Donovan, Inc.
Tobacco Free Action Communities in Ulster, Dutchess & Sullivan
Tonner Doll Company, Inc.
Tortorella Appraisals, Inc.
Tuthilltown Spirits
Ulster County Resource Recovery Agency
United Way Of Ulster County
Valley National Bank Home Mortgage
Van Kleeck's Tire Inc.
Vecc Videography
Visionexcel
Walgreens / Kingston Plaza
Walkway Over the Hudson
Walkkill Central School District
Walters-Storyk Design Group (WSDG)
WCD Window Coverings, Inc.
Weichert Realtors - The Spiesman Group
Wendy Henderson
Wiltwyck Golf Club
Windham Mountain Resort
Woodland Pond at New Paltz
Woodstock Chimes
Wright Architects

Anniversaries:

45 Years

Arthur F. Mulligan, Inc.
Ryan, Roach & Ryan, LLP

25 Years

Times Herald Record

20 Years

Newburgh/NYC North KOA
Security Plumbing & Heating Supply

15 Years

Eugene R. Gruner, NYS Licensed Real Estate Appraiser
Mid-HudsonNews.com, A Division of Statewide News Network, Inc.
Tobacco Free Action Communities in Ulster, Dutchess & Sullivan

10 Years

Bar-Jan Jewelry Repair
D & J Distributors
Hudson Valley LGBTQ Community Center
Hunter Mountain
Prism Solar Technologies, Inc.
Prostate Cancer 101
Record Storage Solutions

5 Years

Bounce Trampoline Sports
Hudson Valley Sportsdome
Jim's Mufflers Inc.
Kingston Audiology Center
Port Ewen Diner

Roeber & Rausch Custom Builders, Inc.
Shawangunk Journal

1 Year

Applestone Meat Company
Coalition To Save Belleayre
enV deVeloPment
Hudson Valley Magazine
Keller Williams Realty
Hudson Valley United
Kingston Ceramics Studio
Kingston Stockade FC
Lia Honda of Kingston
McDonald's of Ulster #16046
Mid Hudson Plastic Surgery Center
Music for all Occasions/Phil Palladino
Super Bowl Cuisine
Valley National Bank Home Mortgage

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