



# Meet the County Candidates for Breakfast

## *Election Day Right Around the Corner*

There are several competitive races at the county level this Election Day and the Chamber's next Breakfast meeting might be the only place you'll see all of the candidates together.

The hopefuls for Ulster County Executive, U.C. Comptroller, U.C. District Attorney and U.C. Judge have all accepted invitations to appear at the Oct. 22 Chamber Breakfast Meeting, scheduled for 7:30-9:00 a.m. at the Best Western Plus in Kingston. The sponsor is Hudson Valley Federal Credit Union.

This is the second straight month the Chamber Breakfast will have a taste of politics. Last month, the candidates for Kingston Mayor appeared.

"We want our Chamber members to be the most educated voters on Election Day," explained Chamber President Ward Todd. "Many of the issues that will be discussed at our meeting have an impact on our members and their businesses. We want them to have as much information as possible when they go to the polls on Nov. 5."



*Pat Ryan*



*Jack Hayes*



*March Gallagher*



*Lisa Cutten*



*Michael Kavanagh*



*David Clegg*



*Bryan Rounds*

*Continued on page 4*

**October  
 Breakfast**  
**Oct. 22**  
**7:30-9:00 am**  
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**Begnal Motors**  
 129 Route 28  
 Kingston, NY  
**Oct. 17 • 5-7 pm**



# Ulster County Regional Chamber of Commerce

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# UPCOMING CHAMBER EVENTS

**October 17 | 5:00 - 7:00 pm**

## Networking Mixer @ Begnal Motors

129 Route 28 | Kingston, NY

There is no cost for Members and Prospective Members.  
Reservations are required.

**Sponsor: Begnal Motors**

**October 22 | 7:30 - 9:00 am**

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**October 24 | 5:30 Cocktails 6:30 Dinner**

## Business Recognition Awards Dinner

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**November 7 | 9:00 - 11:00 am**

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# Mixer Host Doing Well in New Location

## *Business is Booming for Begnal Motors*

Owner Larry Begnal says relocating his auto dealership near the Thruway circle in the town of Ulster two years ago has been a game-changer.

"It's been remarkable," Begnal says. "We've seen a tremendous increase in business. We're up probably 30 percent in business. It's easy for people to get in and out. There are no more parking woes. Everything is just working out perfectly."

Begnal will mark the anniversary of the move by hosting the Chamber's next networking Mixer from 5-7 p.m. Oct. 17 at his dealership, located at 129 state Route 28.

"We've been here two years now in our new building, so it's kind of an anniversary for us," Begnal said. "Chamber Mixers are a good way to get the community involved in local events. Everyone always has a good time."

"It's a great chance for the community to come in say hello and for us to say hello to them and for them to see our operation. It's just a nice, easy way to showcase your building. You get hundreds of people in here that you may not see otherwise."

Begnal said The Chateau will cater the event and refreshments will be provided by JK's Wine & Liquor and Keegan Ales.

"We're going to have some door prizes for some large-screen TVs," he said. "It will just be a nice evening to get out."

Begnal Motors—which sells Chrysler, Fiat, Dodge, Jeep and Ram vehicles—is now in a 34,000-square-foot building. Before the move, the dealership operated out of 10,000 square feet on Albany Avenue in Kingston and many of its services were spread out in separate buildings. Parking was also tight, but the new dealership provides plenty of space.

"Everything is in one place now," Begnal says. "We have our oil change area and 5-star fast service is open seven days a week. We also offer state inspections in there, which we couldn't do before. It was in a separate building. So this is one-stop service."

Begnal also offers 11 acres of property to display vehicles, compared to 2 acres at the old location. The dealership has about 400 vehicles at any one time.

Meanwhile, the waiting area for service features free Wi-Fi and computer plug-ins, three 50-inch televisions and a "Junior Jeeps" room for youngsters that includes kid-friendly activities such as a paint wall.

"We keep everything on an even keel," Begnal said. "We offer

regular sales and service all the time and keep our prices low and it keeps people coming back."

Begnal said his dealership, which employs 50 local residents, is definitely benefitting from the changing tastes of U.S. motorists.

"Small cars have died off," he said. "People aren't buying small cars anymore. They're looking for crossovers or sport utility vehicles. That's what their main thrust is and that's right in our wheelhouse. Jeep has the Renegade and the Cherokee, the Compass, the Grand Cherokee, the Wrangler and the Gladiator. The Gladiator pickup just came out and we've sold a ton of those. Everybody really loves that vehicle. We're right in the wheelhouse of where the nation is heading, product-wise."



Begnal said Jeeps are his best sellers, followed closely by Ram trucks.

"The Jeeps just keep going," he said. "The Wrangler has been done over this year and everybody loves that. They just sell themselves. Jeep is the no. 1 sports utility vehicle in the Northeast."

Begnal said people love the utility nature of the larger vehicles. "If you try to get a bunch of stuff in the trunk of a small car, it doesn't fit," he said. "These other vehicles have got a lot more versatility and we have them."

Begnal Motors, located at 129 state Route 28 in the town of Ulster, can be reached at (845) 331-5337 or [www.ltbegnalmotor.com](http://www.ltbegnalmotor.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](http://www.ulsterchamber.org).*

# Mixer

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Continued from page 1

Todd said each of the seven candidates will be given a chance to speak to the audience and discuss their background, their reasons for running, their vision for the future and more. Due to the number of candidates and time constraints, there will not be an opportunity for questions from the floor, but all candidates have been asked to stay after the breakfast, from 9-10 a.m., to meet one-on-one with attendees, hear their concerns and answer questions.

The League of Women Voters will facilitate the event, Todd said.

The candidates will appear for the following offices:

**County Executive:** Incumbent Democrat Pat Ryan and Republican-Conservative Jack Hayes, both of whom hail from Gardiner in southern Ulster County, are facing off again. This time, the stakes are a full four-year term as County Executive.

Ryan and Hayes opposed each other this spring to serve until the end of 2019 and fill out the term of former County Executive Mike Hein, who resigned to take a state job. Ryan won that election.

Ryan, a tech entrepreneur, U.S. Army veteran and graduate of the U.S. Military Academy at West Point, is holding office for the first time. He ran unsuccessfully for Congress in 2018. Hayes, who is the chairman of the Ulster County Conservative Party and retired from the New York State Police, served as town of Gardiner supervisor in 2002-03 and was an Ulster County legislator from 2010-11. He ran unsuccessfully for the NYS Assembly in 2016.

**County Comptroller:** Democrat March Gallagher and Republican Lisa Cutten are vying to serve the last two years of the four-year term of former County Comptroller Elliott Auerbach, a Democrat who resigned to take a state job.

An attorney and Rosendale resident, Gallagher had been President of the non-profit Community Foundations of the Hudson Valley. She also worked for Hudson Valley Pattern for Progress and led the county's Office of Economic Development. Cutten, a certified public accountant, was most recently the director of the Ulster County Office of Accountability,

Compliance and Efficiency. The Kingston resident has held numerous municipal finance offices, including deputy county budget director, county auditor and Kingston city treasurer.

**District Attorney:** Republican Michael Kavanagh and Democrat David Clegg are running to succeed current Republican District Attorney D. Holley Carnright, who is not seeking re-election. The winner will serve a four-year term.

Kavanagh, of West Saugerties, has been a prosecutor and defense attorney for almost 20 years in Dutchess and Ulster counties, including the last four years as Carnright's Chief Assistant. He is the son of longtime Ulster County District Attorney Michael Kavanagh. Clegg, a Woodstock resident with a law office in Kingston, brings more than 40 years of experience to the race, including nine years as an Assistant Public Defender for Ulster County. He ran unsuccessfully for Congress in the 19th District in 2018.

**County Judge:** Democrat Bryan Rounds, a town of Ulster resident, is running unopposed to replace incumbent Republican Ulster County Judge Donald Williams, who is not seeking re-election. A former Assistant District Attorney in Albany, Rounds specializes in criminal defense with the Kingston law firm Rounds & Rounds. Rounds will serve a 10-year term.

*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](http://www.ulsterchamber.org).*

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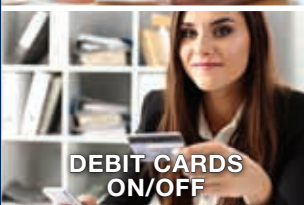
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## OUR YOUNG ULSTER PROFESSIONALS

# Shine



This month's YUP Spotlight focuses on one of the oldest and most popular fall attractions in Ulster County, Kelder's Farm. Kelder's Farm was established in 1779 and has grown to become a popular agricultural destination for families to take a step away from the hustle and bustle of life.

The Kelder family farm started as a small idea and grew into one of the Hudson Valley's most unique experiences. It spans over 100 acres of seasonal produce; uses community supported agricultural practices, and facilitates an educational program for many school children in Ulster County. In the last 200 years this family has farmed chickens, pigs and dairy cattle, en route to becoming a premier agri-tourism destination. They are an award-winning sustainable farm that hosts friendly farm animals, homegrown mini-golf, a massive, kid-pleasing jumping pillow, and the World's Largest Garden Gnome (*Guinness Book of World Records 2009*).

On this small farm just 90 miles north of New York City, Chris and Jackie Kelder had the vision to turn their portion of the beautiful farmland into something everyone could enjoy and appreciate. And now, John Kelder, the next generation, has joined them to help carry on the family tradition. What started out as a dairy farm and a few rows of strawberries, with an old homemade sign, has quickly turned into a healthy seasonal attraction that people from miles away visit year after year - that's how Kelder's Farm has blossomed over the centuries.

- Written by John Kelder

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# Ulster County's Best On Display

## 15th Annual Business Awards Unveiled

Michael Bernholz, owner of Pine Ridge Dude Ranch in Kerhonkson and Hudson Valley Appraisal Co. in Port Ewen, is Ulster County's Business Person of the Year.

Bernholz, a prominent local realtor, is one of eight honorees by the Chamber and Ulster County Economic Development Alliance in announcing their 15<sup>th</sup>-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.

Bernholz has owned the Pine Ridge Dude Ranch for almost two years and has invested more than \$2 million renovating the attraction, which has been recognized as a top family and resort location by several prominent groups and publications. Bernholz employs more than 100 people across his various businesses, including Hudson Valley Appraisal, which has been in Port Ewen since 1983, as well as a marina in Kingston, a Shokan shopping plaza and numerous other residential and commercial properties.

This year's other honorees include:  
**Business of the Year**—Trailways – Pine Hill, Adirondack, New York, the largest intercity bus company in the state, employs more than 400 people and transports travelers more than 8 million miles a year. The company recently renovated its 1970s flagship terminal in Kingston. The terminal in Kingston handles about 40 buses a day and 250,000 passengers a year. Founded in 1926, the company operates today under five brands, including Adirondack Trailways, Pine Hill Trailways, New York Trailways, NeOn Bus and LINE.

**Small Business of the Year**—Bailey Pottery Equipment, known around the world for its innovative and quality-built pottery equipment, began in Midtown Kingston 40 years ago this year with one employee. The company now employs 29. Jim Bailey started the company out of a rented factory space, but he and wife, Anne, grew a mail-order catalogue business into one that occupies a 28,000-square-foot business on Ten Broeck Avenue in Kingston and has expanded to more space on Foxhall Avenue.

**Emerging Young Leader**—Christopher Bowers joined the Reis Group in 2015 after graduating from SUNY Oneonta and has made a name for himself in the local insurance industry as someone who treats his clients and their businesses as his own. Bowers also serves on the Ulster County Regional Chamber of Commerce's Board of Directors and is Chairman of the



Membership Committee. Among his many volunteer positions is helping his mother, Rondout Valley Savings Bank President Cheryl Bowers, run the Lions Club's Thanksgiving dinner for the blind.

**Tourism Business of the Year**—The industrial-chic Senate Garage, located in Uptown Kingston, has been one of Ulster County's premier tourist attractions since opening in 2015. The venue has hosted weddings (with the historic Senate House just outside), concerts and political events since being renovated from an industrial space into a luxurious event venue by owners Don and Judy Tallerman.

**Commitment to the Community**—Ulster Literacy Association, founded in 1979 around a kitchen table, helps 400 people a year learn to read with the help of 200 eager volunteers, many of whom are seniors. Ulster Literacy, through a variety of programs, teaches English and literacy skills on farms, in the county jail, homes and wherever someone needs help.

**The Heritage Award**—The Savona Family, which owns four local restaurants, has been an integral part of Ulster County's business community for 40 years. Patriarchs "Manny and Cell" left Brooklyn in 1972 looking for a new place to raise their family. They stopped after two hours in Kingston and found "home." They opened their first pizzeria on Albany Avenue in Kingston not long after arriving and the rest is history. The family tradition of dining excellence now continues under sons Stephen and Daniel.

**Len Cane Heart of Ulster County Award**—Tony Marmo, the owner of Normann Staffing in Kingston, is one of the busiest men in Ulster County with a true heart for others. Besides helping

people find work at his day job, Marmo's volunteer resume is impressive: He is a 35-year member of Rotary International and is currently the Rotary District Governor Elect for District 7210, an eight-county region in the Hudson Valley. He co-founded the Ulster County Italian American Foundation and serves on the Board of the YMCA of Kingston & Ulster County and the Ulster County Workforce Development Board. He is a volunteer co-host on Kingston Community Radio and has been since 2004. His past service includes nearly a decade on the Board of the Ulster County Regional Chamber of Commerce including two years as Chairman as well as two terms on the Chamber Foundation Board. He has served on the Boards of the New York/New Jersey American Cancer Society, Ulster Performing Arts Center, Mid-Hudson American Heart Association, Junior Achievement in Ulster County and the Alzheimer's Association. He is the former President and CEO of Kingston Hospital.

"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. 24 at Diamond Mills Hotel & Tavern, 25 S. Partition St. in Saugerties. Tickets are \$125 each and the dinner begins with cocktails at 5:30 p.m.

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

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## Our Members Tell Us...

*"The Chamber really fits in with how we market our business. Being a member of the Chamber, sponsoring events and going to their events, that really aligns very well with how we do our marketing. That's how we've chosen to do business."*

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Categories: Consultants – Technology; Computer Systems & Service

Description: *IT management, remote support, server implementation, email, network design, ongoing maintenance, cabling, purchasing, upgrades, websites, for your office and home.*

## ILLUSION DANCE STUDIO

10 Esopus Avenue  
Ulster Park, NY 14266  
www.illusiondancenyc.com

Krystal Bouquard - Owner

Category: Dance Studio

Description: *Illusion Dance Studio is a small dance studio located right outside of Kingston. We pride ourselves on being close knit and work on areas of dance such as Tap, Jazz, Hip-Hop, Ballet, Pointe, Lyrical, Acro, Tot Twinkle Star classes. We welcome everyone from ages 2 and up including adults! We offer one-on-one lessons for those who prefer individual classes as well!*

## PLUGPV SOLAR

4 Skyline Drive #15  
Saugerties, NY 12477  
www.PLUGPV.COM

Roger Weisman - Solar Energy Consultant

Category: Solar Energy

Description: *Providing residential and commercial solar systems. We do rooftop and ground-mounted systems of all sizes, including metal roofs, rolled roofs and flat roofs. All systems are warranted for 25 years and installed by NABSEP Certified Technicians and a Master Electrician. We also partner with non-profit organizations and donate \$500 per installation to them.*

## POWER FORWARD GROUP

2 Park Avenue, Suite 300  
New York, NY 10016  
www.powerforwardgroup.com

Susan Diamond - Director Philanthropy & Women's Wealth

Category: Financial Services

Description: *At PFG we strive to be your complete advisory team for all your financial and estate planning strategies. Since its genesis more than 30 years ago, Power Forward Group has delivered winning strategies to the discerning clients and professional advisors we serve. PFG is distinguished by the customized financial solutions we develop. We are proud of the long-term relationships we establish with all of our clients, across generations. As your key player, we will tailor a wealth-building plan with unmatched levels of attention and personal care, with your goals clearly in sight.*

## RAYMOUR & FLANIGAN FURNITURE AND MATTRESS OUTLET

401 Frank Sottile Blvd.  
Kingston, NY 12401  
www.raymourflanigan.com

Agon Berisha - Store Manager

Category: Furniture Dealers

Description: *The Kingston, NY, outlet has a full selection of quality discounted furniture so that you can achieve the home of your dreams on any budget. This includes comfortable discount living room, dining room, and bedroom furniture, including mattresses that the whole family can enjoy. Discover discount furniture for every room of your home at a great price when you visit our Kingston outlet. 3-Day Delivery available where applicable.*

## TOP TO BOTTOM CLEANING SERVICE

366 Albany Avenue  
Kingston, NY 12401

www.nyconnects.ny.gov/services/top-to-bottom-cleaning-service-7357

William Boone - Owner

Category: Cleaning Services/Supplies

Description: *Residential: house cleaning, before and after party, move-ins, move-outs, holiday cleaning, seasonal cleaning, deodorizing and sanitizing. Commercial: janitorial, offices, floor maintenance, construction clean-ups, estate clean-outs.*

## Anniversaries:

### 45 Years

Gateway Community Industries  
Timely Signs

### 30 Years

Pardee's Agency, Inc.

### 15 Years

Bop to Tottom

### 10 Years

Northwestern Mutual  
Zena Recreation Park

### 5 Years

KC Engineering and Land Surveying, P.C.  
Postage Inn  
Reservoir Road Productions  
Yonnetti's Restoration Unlimited, LLC

### 1 Year

eOneMedia  
RBT CPAs, LLP  
Rip Van Winkle Brewing Co.  
The Mud Club, Inc.  
Unwind Boutique Nail Spa  
Woodstock General & Implant Dentistry

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

# These Members Have Renewed

Albany Co Airport Authority  
 Allium Technology Group, Inc.  
 AMPM Homecare & Companion  
 Ande Rooney Companies Inc.  
 Bank of Greene County  
 Birnie Bus Service  
 Bop to Tottom  
 Clapper Structural Engineering  
 Country Care Carpet Cleaning  
 D & J Distributors  
 Ellenville Central School District  
 eOneMedia  
 European Wax Center  
 Firmbach & Firmbach, CPAs  
 Fitz's Liquor Store, Inc  
 Gateway Community Industries, Inc.  
 George Kackos  
 Home Health Care & Companion Agency, Inc.  
 Home Plate Deli & Caterers

Hot Water Solutions, Inc.  
 Hudson Valley LGBTQ Community Center, Inc.  
 Hudson Valley Magazine  
 Hudson Valley Sportsdome  
 Jim's Mufflers, Inc.  
 Joseph Diacovo, DMD  
 KC Engineering and Land Surveying, P.C.  
 Keller Williams Realty Hudson Valley United  
 Kingston Audiology Center  
 Lowe Plumbing, Heating & Air Conditioning Inc.  
 Marigold Home  
 McDonald's of Ulster #16046  
 Medical Associates of the Hudson Valley, PC  
 New Beginnings Farmstead LLC  
 Normann Staffing  
 Northwestern Mutual  
 Pardee's Agency Inc.  
 PKHB, CPAs, PC  
 Plaza Pizza

Port Ewen Diner  
 Postage Inn, Inc.  
 RBT CPAs, LLP  
 Reservoir Road Productions  
 Rip Van Winkle Brewing Co.  
 Santa Fe Uptown  
 Snippers of Kingston, Inc.  
 Sound of LIFE Radio Network  
 That Storage Place on 209  
 The Mud Club, Inc.  
 The Saugerties Stallions  
 Tighe&Bond  
 Timely Signs  
 Visionexcel  
 WCD Window Coverings, Inc.  
 Woodstock General & Implant Dentistry  
 Wright Architects  
 Zena Recreation Park

## Enter to Win!

A week-long stay in **Cancun, Mexico**



Bordering the Caribbean Sea, Cancun is known for its beaches, nightlife, snorkeling, diving, sailing, and ancient Mayan ruins.



**845-331-4199**

**Make Your Pledge**  
**October 7 - 18**  
**Get **DOUBLE** Entries to Win!**

### HOW TO ENTER:

**\$1/week or \$52/year**

For a new/increased \$1/WEEK DONATION receive **4 CHANCES to WIN!**

**\$2/week or \$104/year**

For a new/increased \$2/WEEK DONATION receive **8 CHANCES to WIN!**

**\$3/week or \$156/year**

For a new/increased \$3/WEEK DONATION receive **12 CHANCES to WIN!**

**...you get the idea!**

*\*up to 20 chances to win maximum*

[www.ulsterunitedway.org/donate-now](http://www.ulsterunitedway.org/donate-now)

# Mixer



**Sept. 24, 2019**  
**Hudson River**  
**Maritime Museum**  
50 Rondout Landing  
Kingston, NY

September Mixer  
Sponsor  
**Marshall & Sterling**  
INSURANCE



Our Mixer Host the Hudson River Maritime Museum, including Lisa Cline, Executive Director, Bob Burhans, President of the Board, along with staff, board members and volunteers.



Our thanks to our Mixer Sponsor, Marshall & Sterling Insurance, including Branch Manager, Christopher Harris (R) and staff.



Jesse Uttendorfer (Marshall & Sterling), Chris Pena (Morgan Stanley Wealth Management), Jonathan Kross (JK's Wine & Liquor).



Lieutenant Alexander Vargas, Lieutenant Olga Vargas, Vivian Velasquez (all with Salvation Army).



Becky Ellsworth, Jens Olsen (both with UnitedHealthcare), Cathy Secor (Rondout Savings Bank).



Karlee Kern, Bridgette Kruger (both with ServiceMaster Of Kingston), Tina Roberto, Miranda Escobar (both with RSS Insurance Agency)