



HV Startup Fund Backs Newbies

Learn How You Can Help At Breakfast

Sometimes a potential or growing business just needs a little help, a little seed money, if you will.

That's where Hudson Valley Startup Fund can help, not only with funding, but also mentorship and support and connections for local entrepreneurs. You may have heard about the growing capital fund, but if you'd like to know more, founders Johnny LeHane and Tony DiMarco will address the Chamber's next breakfast meeting on Oct. 18.

The breakfast, scheduled from 7:30-9 a.m. at the Best Western Plus in Kingston, is sponsored by Hudson Valley Federal

Credit Union.

LeHane, who is already a successful entrepreneur, said he will provide Chamber members with a brief overview of HVSF, why it was created in 2016 and its mission.

"I'll share about our progress over the last two years and also the opportunities for Chamber members to be involved," LeHane said. "They could be involved either as investors or supporters of the startup network and the companies we are either considering investing in or have already invested in and are looking for various professional services."

LeHane said a question-

and-answer session will follow featuring DiMarco and perhaps others.

HVSF's five managing members are LeHane, DiMarco, Chad Gomes, Paul Hakim and Noa Simons.

LeHane said 44 investors each put \$25,000 into the fund, which was conceived at the end of 2015 and launched in 2016.

HVSF has an office in Rhinebeck and also works out of the Rhinebeck Bank Building on Fair Street in Kingston.

The fund has just over \$1 million and about half has already been invested, LeHane said. The fund's members and investors



Johnny LeHane



Tony DiMarco

reviewed 80 companies through its screening process and 25 gave presentations.

The decision was made to invest in these three startups, but it could be four or five by the time he speaks to the Chamber:

- Eco Shrimp Garden in Newburgh.
- StateBook International in Kingston.
- uStadium in Westchester County.

"A lot of the companies in the Chamber are professional services

**October
 Breakfast**

**October 18
 7:30-9:00 am**

**BEST WESTERN PLUS
 503 Washington Ave.
 Kingston, NY**

Sponsor:



and retail companies and we're looking to create companies that have explosive growth and are also there for employers," LeHane said.

Continued on page 9

Hudson Valley Federal Credit Union is the October Breakfast Sponsor

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October 16 | 5:00 - 7:00 pm

Membership Mixer @ Mariner's Harbor

1 Broadway | Kingston, NY

There is no cost for Members and Prospective Members.

Reservations are required.

Sponsor: Nostrano Vineyards

October 18 | 7:30 - 9:00 am

Chamber Breakfast Meeting Hudson Valley StartUp Fund Johnny LeHane and Tony DiMarco BEST WESTERN PLUS

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October 26 | 5:30 Cocktails 6:30 Dinner

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The Spirit of Oktoberfest

Mariner's Harbor Hosts Next Mixer

It's hard to beat fall—or any other season—in the Hudson Valley.

But when you throw in Kingston's historic waterfront, it's game, set and match. That's what you'll get at the Chamber's Next Business-After-Hours Mixer from 5-7 p.m. Oct. 16 at venerable Mariner's Harbor restaurant.

"It's going to be an Oktoberfest theme," said Mariner's Harbor owner Frank Guido, the founder and patriarch of the Guido Restaurant Group.

"Fall is the most beautiful time of the year to enjoy the beauty of the waterfront. The weather is nice, there's the foliage, our outdoor patio is still open and there's still boats. The Rip Van Winkle (from Hudson River Cruises) still goes out. Hopefully it's a nice day and we can be outside."

The October Mixer is sponsored by Nostrano Vineyards. They will be featuring two of their most popular wines. Nostrano's 2014 Estate Semi-Dry Riesling and their 2016 Estate Cabernet Franc. Nostrano Wines are made exclusively from Hudson Valley Grapes. In addition, Dutchess Beer will be providing Oktoberfest Beer from Sam Adams, along with some of the best food the Guido's have to offer.

"We always put out a good spread," Guido said. "People know that. There will be local ingredients on the food from local farms. We do business locally whenever we can."

Guido, who has been in the restaurant business for more than 50 years, also owns Frank Guido's Little Italy on Thomas Street in Midtown Kingston and Port of Call in Catskill.

With Port of Call closing for the season soon, Guido is spending more time at Mariner's Harbor and working with son and co-owner Mark Guido.

Guido said he is looking forward to the Mixer because operating three restaurants doesn't leave him much time to visit his business friends and colleagues.

"It's always an honor to have the members of the Chamber here," Guido said. "It's always nice to see them."

"It's going to be a pleasure for me to host this Mixer and get to see a lot of the people I don't get to see as much as I would like. I hope to see a lot of old friends and hopefully meet some new ones."

Guido said he is meeting a lot of new friends of late and is optimistic about the local economy.

"We've been in business in Ulster County for over

50 years," he says. "We've been through up and down times, but right now in Ulster County there are bed and breakfasts and restaurants and businesses coming in and opening up all over Kingston and Ulster County."

"There are so many people coming into the area and enjoying the Downtown waterfront and Uptown Kingston. It seems to be Ulster County is having a sort of a renaissance. People are discovering it."

Guido remembers a time when that wasn't so. Kingston's historic Rondout, once a bustling area with new immigrants in Kingston's rich past, had turned largely dormant.

The late Kingston Mayor T.R. Gallo urged Guido to open a restaurant in Kingston and he did. Mariner's Harbor opened in a 19th-Century building at the foot of Broadway that had served as an opera house and home to the Daily Freeman newspaper for decades.

When the doors opened in 2001, even Gov. George Pataki was on hand. Some of the more famous guests over the years included the cast of HBO's "The Sopranos."

The Kingston waterfront has seen a renaissance over the years and is now a jumping place with restaurants, antique stores and other niche businesses. A walkway, which runs right behind Mariner's Harbor's outside patio, allows people to stroll and enjoy the boats.

"When we came here, a lot of other businesses followed," Guido said. "There wasn't a lot going on before we got here."

"We invested a lot of money and hopefully we made Kingston proud. We did the right thing. I take pride in that we helped a lot to rejuvenate Downtown Kingston."

Mariner's Harbor, located at 1 Broadway in Kingston, can be reached at (845) 340-8051 or www.marinersharbor.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.

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Hitting the Networking Target

Buy Local Expo a Huge Success

They were thinking outside the booth at the Chamber's 21st-annual Buy Local Expo.

Games of archery, movie themes, faux champagne served by a well-dressed bank staff and bottomless jars of candy captured the senses of the hundreds who stopped by the largest networking event in Ulster County on Sept. 20.

Whether the booths were creative and detailed or purely informative, participants like John Naccarato said it's always a good time.

"We've been here from the beginning, and I think that every year, there's a business in our community that I didn't even know about," said Naccarato, whose company, Naccarato Insurance, was once again the Expo's Presenting Sponsor.

"It's an eye-opener finding out about other colleagues and seeing how they could possibly help your business."

Owner Elise Anderson of the Expo's Principal Sponsor, The UPS Store, had her booth adorned with examples of some of the recent signage they've produced. Her goal, she said, was to inform Expo attendees that The UPS Store is not only a one-stop-shop for UPS Store products and services, but they also offer online business and printing services and other unique services like 3D printing.

Ulster Savings Bank had key staff members dressed in formal attire to welcome attendees and serve up faux champagne. To make it even more welcoming, Ulster Savings opened up their three adjoining booths to create a beautiful lounge-like atmosphere.

The team at Best Western Plus, which won second place for "Best in Show," went all-out with a movie theme. The intent was to bring awareness of the high volume of film production companies that stay at the hotel on Washington Avenue.

"We're the largest hotel in Kingston. With 208 sleeping rooms, we can house an entire production crew, cast and staff," said Sage Newkirk, the catering sales manager.



Getting the booth set for the Expo at Diamond Mills Hotel and Tavern took several days of planning. Not only did staff members like Dayle Nuzzolese-Wyble specially order miniature Oscars and a film projector, but he and others spent a full day microwaving popcorn and filling boxes that were given away at the Expo.

"We got a lot of compliments on our booth," said Nuzzolese-Wyble, the corporate sales manager. "Next year, we have to try and outdo it."

Others like Helena Clifford, who specializes in business development and public relations at ColorPage in Kingston, enjoyed watching people test their archery skills.

Many passersby picked up a bow and arrow, aiming for discounts on the marketing and publishing company's products and services.

Those who hit a bull's eye got 1,000 free 4-by-6 postcards, while 17 lucky participants who hit the Number 75, won a free quarter-page ad in any of ColorPage's publications, including "Treasures of the Hudson Valley," or "PennySaver" of Saugerties or Greene County.

Clifford said the total value of ads given away in the archery contest was more than \$5,500.

"It was (owner) Frank Campagna's idea," she said. "It's an investment. We're investing in our Chamber members, and hopefully it's going to come back to us."

"I've been at these shows for many years, and I have to tell you this has been the most exciting because we talked so much and made great contacts," she said. "We're a very good testimonial for this show."

For businesses like the Sound of Life Radio, participating in the Buy Local Expo wasn't necessarily about clever games of chance or showy gimmicks.

General Manager Connie Van Kleeck said the event was more about spreading awareness of the listener-supported Christian radio station headquartered in Lake Katrine.

"We've gotten a mix of people who have never listened before, and we hope to fix that at events like this," she said. "It's a great opportunity to meet people and let them know who we are."

Alexandra Sines, who does marketing, sales and reservations for Belleayre Mountain, chose to showcase the four-season ski resort in Highmount with brochures and illustrations.

"A lot of people stopped by to say hi. This is my fourth year at the Expo, and it's great talking with other businesses," she said. "We've dealt with a lot of local businesses, and we try to keep a lot of stuff local, so this was great."



Continued from page 4

The event also gave her a chance to plug the Catskill Thunder gondola at Belleayre's summit.

"In December, it's set to open. They've been working on it all summer long, and

it's really progressing. It's exciting," Sines said.

Businesses that won booth awards this year include:

- Best in Show: 1st Place, Center for Spectrum Services; 2nd, Best Western Plus; 3rd, Diamond Mills.



- Most Original: Bank of Greene County Savings Bank
- Most Creative Giveaways: Sawyer Ginger Elixirs and Teas
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Saluting Top Businesses, Leaders

Business Awards Dinner October 26

The Chamber and the Ulster County Economic Alliance have announced the recipients of their 13th Annual Business Recognition Awards. The awards recognize Ulster County entrepreneurs and businesses 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 and the Hudson Valley Region.

The 2017 award recipients include:

Entrepreneur of the Year: Michael Tischler of Tischler Dental in Woodstock.

Tischler is one of the leading authorities on implant dentistry and has written more than 40 articles on the subjects of implants and bone grafting, while lecturing all over the world. Tischler and his team developed a comprehensive and robust set of surgical, dental and business protocols that became Teeth Tomorrow.

Business of the Year: Emerson Resort & Spa.

One of northern Ulster County's top tourist attractions, named after Ralph Waldo Emerson, has seen \$11 million in renovations since 2013. The number of employees has jumped from 105 in 2013 to 145. The resort has won numerous industry awards and

works hand-in-hand with many businesses in the Route 28 corridor.

Small Business of the Year: Pay It Forward Partners (Puro Clean Professional Restorations, Green Janitor, Paragon Building Group).

Jonthan Beever and Andrew Rankel were sales executives in the corporate world and Shawn McDermott was a detective with the Kingston Police Department. In 2005, all three wanted to start their own business and began an eco-friendly cleaning service that used green cleaning products known as the Green Janitor. That led to PuroClean Professional Restoration Inc. in 2012 and Paragon Building Group in 2014. The three companies employ 28 people.

Tourism Business of the Year: Best Western Plus Kingston Hotel & Conference Center.

It's the host of many Chamber breakfasts and with 8,000 square feet of conference space, it's the go-to location for conferences, luncheons, conventions and other events.

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Business Awards Dinner October 26

Continued from page 6

The Best Western Plus (formerly the Kingston Holiday Inn) boasts 208 guest rooms and is one of the largest hotels and conference centers in the region. The hotel has been in the community since 1968 and underwent \$6.5 million in renovations in 2016.

Commitment to the Community: Resource Center for Accessible Living (RCAL).

RCAL opened its doors in 1983 with only four employees—and two of them were part time. Today, the Kingston non-profit has a staff of 40 and provides 11 different programs to people with disabilities. The goal is full inclusion in community, education, housing, public

service, employment and recreation for people with disabilities.

The Heritage Award: Naccarato Insurance.

This family-owned community business recently marked 50 years as one of Ulster County's most iconic companies and a strong supporter of the Chamber and the Saugerties community. John Naccarato and his wife, Pat, founded the business in 1963 in the basement of their Saugerties home. Their son, John, joined the business in 1988 and is now chief operating officer. The company has two locations—Saugerties and New Paltz—and a staff of 26.

Len Cane Heart of Ulster County: Joe Fay of the Boys & Girls Club of Kingston.



2017 Business of the Year – Emerson Resort and Spa

Fay began attending the Boys Club of Kingston in 1964 when he was just 9. He began working there part time when he was 16 and worked his way up to executive director, a title he has held for the last 33 years. Fay oversaw the transition from the Boys Club of Kingston to the Boys & Girls Club of Kingston, a move that more than doubled the number of youths served. He has worked with more than 14,000 youth during his tenure.

“The Chamber would like to congratulate the recipients and to offer special thanks to those who provided the nominations

and the independent panel for the final selections,” said Chamber President Ward Todd. “These best of Ulster County awards are peer-driven and an excellent way for the business community to recognize outstanding efforts.”

The awards will be presented Oct. 26 at Diamond Mills Hotel & Conference Center in Saugerties. The cost is \$100 per person.

For more information about the dinner, contact the Chamber at (845) 338-5100 or www.ulsterchamber.org.

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HV Startup Fund

Continued from page 1

LeHane said HVSF is now raising funds to launch a second investment fund sometime in 2018.

LeHane said new companies face a lot of challenges, but seed money is a huge one, especially in small businesses.

"They also really need a network of skills and talent and experience," LeHane said. "Our members come from diverse backgrounds and are all successful in their own industry and right. We bring those folks together to help vet the best startup opportunities in the region and then to help and foster those companies."

LeHane said an exciting part about appearing before the Chamber is to show companies "that there really is a network" to help support them.

"A lot of startups just

assume they have to be in New York City or Boston or even San Francisco in order to work," he said. "We really want to show them they can succeed here in the Hudson Valley and that there's a network of capital and professionals that can help them foster that success."

One of those professionals is LeHane, who has already created a successful business.

LeHane grew up in LaGrange in Dutchess County and earned a degree in electrical engineering from Washington, D.C.'s Catholic University. He was working for America Online in quality assurance when he and some friends started a hobby business called WAKA Kickball and Social Sports.

The company, where LeHane served on the

leadership team for 18 years, now boasts several hundred part-time employees across the country. He stepped back from that company in 2016 to launch HVSF.

LeHane previously served on the Chamber Foundation Board and lectures each year to the Leadership Ulster participants.

HVSF, located at 67 N. Parsonage St. in Rhinebeck, can be reached at (845) 678-3122 or www.hvstartupfund.com. For more information, email info@hvstartupfund.com.

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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Thomas Farrell - Owner

Category: Fitness/Health Clubs

Description: *Sport of Iron Fitness is a brand new (July 2017) training facility dedicated to anyone who is serious about their exercise routines. The facility offers open gym memberships as well as semi private and private personal training. The trainers at Sport of Iron have a proven track record in strength training, weight loss, and injury prevention/rehabilitation. They have a physical therapist and registered dietician on staff. The facility is open 7 days a week and all memberships include daycare if needed.*

TEAL, BECKER & CHIARAMONTE CPA'S & ADVISORS

7 Washington Square
Albany, NY 12205
www.tbccpa.com
(518) 456-6663

Kristyn Vaughn - Accountant

Category: Accountants - Certified Public

Description: *TBC is a full-service accounting, auditing, tax, and advisory firm serving commercial businesses, not-for-profit organizations, government entities, employee benefit plans and individuals.*

VALLEY NATIONAL BANK HOME MORTGAGE

1401 Route 52 Suite 202
Fishkill, NY 12524
www.valleynationalbank.com
(845) 262-5520

Mike Muldoon - Branch Manager

Category: Mortgages

Description: *We provide home financing solutions for clients throughout the Hudson Valley Region.*

VERIZON WIRELESS

100 Southgate Parkway
Morristown, NJ 07960
www.verizonwireless.com
(973) 656-7070

Mike Adams - Primary

Category: Communications

Description: *Verizon Wireless is the largest and most reliable wireless telecommunications provider in the U.S. and one of the largest in the world. We currently offer cutting edge wireless products and services. Every day, we connect millions of people, companies and communities with our powerful technology. We're using our award-winning network to make breakthroughs in interactive entertainment, digital media, the Internet of Things and broadband services for customers. Whatever the future looks like, whatever the digital world promises, we will deliver.*

Anniversaries:

40 Years

Pine St. Dental Associates

30 Years

Ulster County Resource Recovery Agency

Visionexcel

25 Years

Lowe Plumbing, Heating & Air
Conditioning, Inc.

20 Years

Snippers in Kingston, Inc.

15 Years

J.R.'s Auto Body, Inc.

Timothy J. Donovan, Inc.

10 Years

511 Rideshare

5 Years

Bank of Greene County

e ProSport Campus

Next Boutique

PDQ Printing Plus Signs

Phoenicia Diner


Weichert Realtors – The Spiesman Group

These Members Have Renewed

American Reliant Corp.
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 Auto Tech
 Bailey Pottery Equipment Corp.
 Bank of Greene County
 Beauty Prophet
 Binnewater Ice Co., Inc.
 Bounce Trampoline Sports
 Collision Research Ltd.
 Combined Energy Services
 Country Care Carpet Cleaning
 Courtyard by Marriott
 De Luxe Packaging Corp.
 Enchanted Cakes Inc.
 FASTSIGNS
 Firmbach & Firmbach, CPAs
 Fitz's Liquor Store, Inc
 Gateway Community Industries, Inc.
 Gene DeStefano, DDS
 Home Plate Deli & Caterers
 Hudson Valley Certified Home Health Agency

Hudson Valley LGBTQ Community Center, Inc.
 Hurley Veterinary Hospital PC
 Interior Analysis
 Jerry's Wood Floor Refinishing
 JFS of Ulster County
 Jim's Mufflers Inc.
 Joseph Diacovo, DMD
 Joyce Beymer Real Estate
 Kate's Lazy Meadow
 KC Engineering and Land Surveying, PC
 Kenneth Mironer Construction, LLC
 Kingston Audiology Center
 Landmark Development Co. Inc.
 Lifeguard Systems Inc.
 Lowe Plumbing, Heating & Air Conditioning Inc.
 MAC Fitness at Kingston Plaza
 Marshall & Sterling Insurance
 Nevele Resort and Spa - Nevele ProSport Campus
 New Beginnings Farmstead LLC
 Nostrand Productions
 Pardee's Agency Inc.

Phoenicia Diner
 Pine St. Dental Associates PC
 Postage Inn, Inc.
 Reservoir Road Productions
 Resource Center For Accessible Living, Inc.
 Rhinebeck Bank
 Sky Top Motel, Inc.
 Snippers of Kingston, Inc.
 Sound of LIFE Radio Network
 Timely Signs
 Tonner Doll Company, Inc.
 Tuthilltown Spirits
 Ulster County Community Action Committee, Inc.
 Visionexcel
 Walters-Storyk Design Group (WSDG)
 WCD Window Coverings, Inc.
 Weichert Realtors - The Spiesman Group
 Wright Architects

Ulster County Regional

Chamber of Commerce
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 HealthAlliance - A Member of WMCHHealth Network
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Chamber of Commerce

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 a Group Rate Travel Trip to

CHINA
 October 4 - 12, 2018




\$2,199 Air & Land
 9 Days, 7 Nights including hotels,
 meals, day trips and airfare
 from New York JFK

Trip is open to Chamber Members and the general public.

INFORMATIONAL MEETING
Wednesday, November 15, 2017 | 5:30 - 7:00 pm
Holiday Inn Express & Suites
1835 Ulster Avenue, Lake Katrine, NY

For more info. contact Carol Ricken
 845.338.5100 x104 | Carol@UlsterChamber.org
 For detailed itinerary & registration form visit
www.UlsterChamber.org

Mixer

Sept. 14, 2017

Begnal Motors

129 Route 28

Kingston, NY

Sept. Mixer
Sponsors



Our Mixer Host at Begnal Motors with Larry and Dorothy Begnal, Brian and Natassja Begnal, Tim Begnal and their staff.



Our Mixer Sponsor, National Business Technologies with Dave Lewis and Russ Mahar.



Heidi Hill-Haddard and Christine Hein (both from People's Place), Helena Clifford, Caroline Wolfe and Dominique Barbagallo (all from ColorPage Marketing & Publishing Services).



Tom Cummings (Cummings Engineering), Nathan Monfett and Cathy Johnson (both from Residence Inn by Marriott, Kingston).



Joe Charmello (Brad's Barns) with John Finch, Steve Hack and Bill Calderara (all from Ulster Savings Bank).



Travis Rask, Dave Gagnon, Joseph Minew, Dan Gagnon (all from Daniel D. Gagnon, CPA).