

Welcome to Campaign '18

Chamber Hosts Candidates For Congress

Campaign '18 will be in full swing and you can have a front row seat for the hotly contested 19th Congressional District race at the Chamber's next breakfast meeting on Sept. 20.

The invited candidates include first-term incumbent Republican Congressman John Faso of Kinderhook, Democrat Antonio Delgado of Rhinebeck and Green Party hopeful Steve Greenfield of New Paltz.

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

Chamber President Ward Todd said the candidates will be given time to offer opening statements and then answer questions from those in attendance. The League of Women Voters will assist the Chamber and facilitate the event.

Faso, who won his first term in Congress with 54 percent of the vote in 2016, served in the state Assembly from 1987 to 2002. He was Minority Leader from 1998 to 2002 and was his party's candidate for NYS Governor in 2006.

During his first term, Faso voted against a tax reform bill that he felt hurt New York by eliminating some itemized deductions, including



John Faso



Antonio Delgado



Steven Greenfield

property taxes. He supported the American Health Care Act, which eventually failed in the Senate.

Faso's office said he would highlight his membership in the bipartisan "Problem Solvers Caucus" at the breakfast. Meanwhile, the Lugar Center Bipartisan Index recently named Faso one of the most bipartisan members of Congress.

"During his first term in Congress, John has been a leader in combating the opioid epidemic,

constructing a Farm Bill that prioritizes American farmers and ensuring veterans get access to the benefits that they have earned," said Faso campaign manager Tom Szymanski.

Delgado, who survived a seven-member primary to get his party's nomination, is an attorney and former Rhodes Scholar. While campaigning, Delgado said he constantly hears complaints about the lack of economic

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**September
 Breakfast**
Sept. 20
7:30-9:00 am
BEST WESTERN PLUS
503 Washington Ave.,
Kingston, NY

Sponsor:
HEALTHQUEST

Health Quest is Transforming Healthcare in Ulster County and Beyond

Health Quest Medical Practice (HQMP), the largest physician practice in Ulster County, continues to expand services across the area to help patients stay close to home for quality healthcare services.

The new HQMP Highland medical office building recently opened its doors to patients at its Route 299 location, between Highland and New Paltz.

The multispecialty practice houses providers who offer primary care, obstetrics, gynecology,

cardiology and neurology services.

To celebrate its opening, a ribbon-cutting ceremony and open house will be held at the Highland location from 5 to 7 p.m. on Oct. 1. The event is free and open to the public.

The plans for this new site were announced after HQMP opened a 15,000-square-foot OB/GYN, primary care and rheumatology office in Kingston Plaza in 2016.

Northern Dutchess Hospital in nearby Rhinebeck has expanded services across

the river with the recent addition of an interventional radiology suite, bringing some of the most innovative, least invasive and effective treatments in medicine to our communities.

An alternative to surgery, interventional radiology, or IR, is used to administer chemotherapy and treat conditions such as uterine fibroids and kidney blockages.

The procedure involves a small incision where a thin wire and catheter are guided

through a blood vessel with the help of fluoroscopy, medical imaging like an X-ray movie, to reach the source of pain or disease.


This procedure offers a lower risk of infection, reduced pain, and shorter hospital stay, in most cases.

Health Quest also recently celebrated the placement of the final steel beam atop the new patient pavilion on the campus of Vassar Brothers Medical Center in Poughkeepsie.

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September 18 | Noon - 5:00 pm

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Chamber Breakfast Meeting "Meet the Congressional Candidates"

503 Washington Avenue | Kingston, NY

\$25 Members-Advanced Pay • \$30 Members-At the Door

\$35 Non-Members

Sponsor: Health Quest

September 27 | 5:00 - 7:00 pm

Networking Mixer Center for Spectrum Services

70 Kukuk Lane | Kingston, NY

There is no cost for Members and Prospective Members.

Reservations are required.

Sponsor: KeyBank

October 25 | 5:30 Cocktails 6:30 Dinner

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A Community Mainstay

Center for Spectrum Services Hosts Mixer

The opportunity to go inside and tour the Center for Spectrum Services in the town of Ulster awaits Chamber Members this month, as the Center opens its doors to local business leaders for a Networking Mixer.

Center for Spectrum Services was founded 43 years ago and remains one of Ulster County's mainstay non-profit organizations.

Every year since its founding, Spectrum Services has researched and brought evidence-based educational strategies to its programs dedicated to improving the lives of children with autism and their families in the community.

Spectrum Services will host the Chamber's next Networking Mixer from 5-7 p.m. Sept. 27 at its school at 70 Kukuk Lane. The Mixer Sponsor is KeyBank.

"We want to host the Mixer because we're excited to show the community our school in Kingston, and for them to learn about the work we do with children on the autism spectrum," says Susan Buckler, who co-founded the school in 1976 with Jamey Wolff.

Chamber members can visit classrooms and meet board members and staff at the Mixer. Due to the hour, students will not be on hand, but tours while school is in session can be arranged by calling (845) 336-2616, ext. 165. A new sidewalk and playground equipment will also be on display the night of the Mixer, Buckler said.

The center, once known as the Children's Annex, started in a Woodstock church basement with two students. Despite its humble beginnings, the center today has a budget nearing \$10 million, maintains schools in Ellenville and Kingston, and serves 35 different school districts in the Hudson Valley.

"In addition to the programs for children and support services for families, we also employ more than 160 full and part-time staff," Buckler says.

"We've made a huge difference," Buckler added. "We have worked directly with more than 4,500 children in the community on the autism spectrum and brought to them the educational and related programs they need to meet their individual needs."

David Juhren, the center's development and public relations coordinator, said the 4,500 students helped is just the beginning.

"If you think about their parents, grandparents, families, friends, and community, it means Spectrum Services, exponentially, has touched the lives of tens of thousands of individuals," Juhren said.

One of the ways the center does that is by offering workshops and trainings on numerous topics relevant to professionals, paraprofessionals and parents.

Workshops are conducted by their seasoned professionals in the autism field, including psychologists, clinical social workers, speech and language pathologists, occupational and physical therapists and behavioral specialists.

"Because Spectrum Services knows a child's success is greatly affected by parent

involvement, we offer workshops and seminars for parents and caregivers," says Wolff, who is the school's program director as well as a co-founder.

On top of educating the educators on best practices in teaching children with autism, Spectrum Services is a provider of the state's required anti-bullying training, and this past year offered professionals in the area a month-long Autism Institute, which was a series of workshop trainings at its locations in Kingston and Ellenville.

Juhren said the center is "always in fundraising mode." For example, an early intervention program for preschoolers operated by the center runs at a \$35,000 deficit each year.

"We start each year with that deficit," Buckler said. "We fundraise all year to fill that gap, plus fund other services that are so necessary for our students."

The center is hosting its annual "Harvest Hop Dance" fundraiser on Nov. 3 at The Château, which is also catering the food for the Chamber Mixer.

"Chamber Mixer attendees will get a sampling of the quality and sophistication of fare The Château has in mind for our Harvest Hop," he said.

The musical entertainment for the Harvest Hop will be provided by Joe Veillette and The Phantoms. Veillett's grandson, Ethan, attends Spectrum Services.

"We know this organization has done amazing work to help Ethan and his classmates reach their highest potential," Veillette says, "and because of that, we know how important it is to support Spectrum Services."

The Harvest Hop will also feature silent and live auctions with a variety of prizes, including vacation get-a-ways, gift

baskets and services from local providers. The auctioneer and host is Bob Siracusano, owner and proprietor of Sawyer Motors in Saugerties, and his sidekick, Ray Tucker.

Located at 70 Kukuk Lane in Kingston, the center can be reached at (845) 336-2616 or www.centerforspectrumservices.org.

Mixer

Thursday, Sept. 27, 5-7 pm

Center for

Spectrum Services

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Welcome to Campaign '18

Continued from page 1

opportunity.
 “At the same time, I also hear from local business owners that they have trouble finding qualified candidates with the skills and training needed to fill their open positions,” he said. “I strongly support investing in quality public education and skills training so that people in our region are able to excel in jobs here at home and so that our businesses can hire local, skilled workers in order to grow and be successful.”
 Delgado said he would be “beholden to the people, not special interests.”
 “We also need to break up corporate monopolies, raise wages, close corporate loopholes and make sure big corporations pay their fair share,” he said. “I support repealing the tax break that was passed this year, which benefits the super wealthy 1 percent

at the expense of our hardworking American families.”
 Greenfield, a volunteer firefighter and former school board member in New Paltz, said he would focus on issues of special interest to the business community that are “burdensome, persistent and easily remedied by federal legislation that I promise to introduce if elected.”
 “These include major clean energy and flood remediation and prevention infrastructure projects, including the long-overdue burial of electrical and data lines to eliminate vehicular and weather related outages—a rural program on par with the Tennessee Valley Authority electrification program that led to an explosion in demand for consumer products—and substantial expansion of culvert capacity to prevent roadway loss,” he said.
 Greenfield said he would also introduce legislation to reduce property taxes by an average of 15-20 percent; he also favors a

single-payer health care system and cutting military spending among his proposals.
 “They would include concrete proposals to provide a literate, critically thinking workforce at blue and white collar levels, and assure the hospitality and agricultural industries a secure workforce,” he said.
 The 19th District includes all of Ulster, Greene, Columbia, Sullivan, Delaware, Schoharie and Otsego counties and parts of Dutchess, Rensselaer, Montgomery and Broome counties.
 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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Health Quest - Breakfast Sponsor

Continued from page 1

The construction milestone comes two years into the three-year construction project, set for completion at the end of 2019.

The eight-floor, 752,000-square-foot building will include 264 private patient rooms, 30 critical care rooms, a 66-bay emergency department, 12 surgical suites, a 300-seat

conference center and more.

Through its continued investment in talented specialists, advanced services and state-of-the-art facilities, Health Quest strives to ensure patients do not have to travel out of the area to find exceptional healthcare.

Learn more about Health Quest at healthquest.org.

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Ulster Literacy Gives Gift of Reading

Group Helped 400 People Last Year

"Learning to read is probably the most difficult and revolutionary thing that happens to the human brain and if you don't believe that, watch an illiterate adult try to do it."— John Steinbeck.

Before she became the CEO of the Ulster Literacy Association, Casandra Beam saw firsthand the results of not being able to read. What she witnessed eventually changed her life.

Beam was the general manager for a company that operated parking lots in Manhattan. Many of the employees struggled to read.

"All the men out in the field who worked extremely hard and under very rough conditions were treated very poorly and made minimum wage, I began to feel like I wanted to advocate for them," she recalls. "I really didn't want to advocate for the people I was working for."

"These men were from all over the world. The reason they had this tough job is because they couldn't speak or write or read English. That was really the turning point for me



personally and I just realized I didn't want to work in a for-profit environment anymore."

It wasn't long before Beam found herself moving to Ulster County to work for the Ulster Literacy Association.

"I really feel like this is a healing center and I think teaching somebody how to read is

Continued on page 9

Tune in this weekend and every weekend to *'Spotlight on the Ulster County Regional Chamber of Commerce'* as President Ward Todd interviews a different Chamber Member each week.

'Spotlight' is heard on these great Hudson Valley Radio Stations:

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If you miss a show, past programs are archived at www.UlsterChamber.org

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Herzog's Evolves, Stays Relevant

A Kingston Institution Since 1909

Businesses just don't survive for a hundred years without adapting and evolving with the changing consumer marketplace. *Herzog's Home & Paint Center* has been operating in Kingston since 1909 and its business model has changed throughout the decades.

According to Julie Jordan, marketing director for *Herzog's Home & Paint Centers*, "Retailers who are not keeping pace with consumer expectations are struggling to survive. They must focus on creating the best solutions that provide customer value. Brick and mortar retailers are struggling to compete with online shopping, which ultimately provides convenience from the purchasing decision to delivery.

"In order to stay relevant, retailers have to create differentiated store experiences that give their target customer a reason to come into the store," Jordan added.

Recently, *Herzog's Home and Paint Centers* completed a full renovation of its Design Center, which includes a Kitchen & Bath showroom.

Todd Jordan, the company's treasurer, said the timing of the investment was critical with the increased movement in building materials as a result of the real estate boom in the Hudson Valley.

"Fundamentally it is our responsibility to stay relevant by focusing on features that make our customers shopping experiences personalized and unique," he said. "The new Design Center took months of critical planning in order to meet the tastes of all our Hudson Valley customers."

It features more than a dozen unique vignettes with products such as sleek cabinetry

with glow lighting, vessel bowls, through wall faucets and quartz waterfall edges.

Kathy Prusack, a full-time Kitchen and Bath Designer at *Herzog's*, realizes, now more than ever, customers are seeking out the locally owned retailers because of the personal experience they receive.

"The online experience does not allow customers to touch and feel the finishes. It is important to get to know the customer's likes and dislikes by showing them lots of options and consulting face to face in order to collaborate on designing the space.

The hub of *Herzog's* Design Center is the decorating area, which helps customers select perfect paint colors for their interiors and exteriors. The staff of talented design consultants is magical with coordinating fabrics and custom window treatments.

This cutting-edge space is filled with wallpaper books, fabric books, window shade options and tile flooring. To add value to the experience, amazingly, all professional consultations are free.

The newly renovated areas offer inspiration for every room. Once *Herzog's Home & Paint Centers* has designed your new kitchen or bath, helped with colors, window treatments and fabric selection, they can even recommend key accent pieces featured in their unique Gift



Department.

Herzog's Home & Paint Center's mission is making the shopping experience personalized and unique for each individual customer. *Herzog's Home & Paint Center* will be holding an opening reception to introduce the newly designed space to the public in

September complete with decorating seminars from Fabricut Fabrics, Benjamin Moore Paints and Hunter Douglas representatives.

Herzog's, located at 151 Plaza Road in the Kingston Plaza, can be reached at (845) 338-6300 or www.herzog.com.

Ulster Literacy Gives Gift of Reading

Continued from page 8

just a primal gift that you can give somebody," Beam says. "When you can't read, and you're an adult, your world can be extremely small so learning to read really transforms people's lives. This is like teaching somebody to fish. It's the same concept."

The Ulster Literacy Association, began with a small group sitting around a kitchen table, has been providing free tutoring to adults (16 and older) in Ulster County who are struggling with their reading, writing and understanding of English since 1979.

Beam, who has been on the job for 10 years, said the core of the program is one-on-one tutoring by the agency's 200 volunteers, who are recruited, trained and matched up with people who want to learn to read.

Other programs include:

- English for Parents in Kingston, New Paltz and Saugerties.

- English for Farm Families in southern Ulster County. "We have tutors who actually go on to the farms to teach English," Beam said.

- The Retired and Senior Volunteer Program (RSVP), which provides ULA volunteer opportunities for seniors.

- The Corrections Education Program in the Ulster County Jail, a program that has been going on for 20 years teaching writing, life skills and computer literacy.

- BOCES high school equivalency (HSE) classroom support.

- Off-site workplace literacy.

Beam said ULA does it all with a staff of three full and part-time employees.

"It's a big program when you consider we serve about 400 learners a year who we're touching and

managing and interacting with and supporting," Beam said.

Beam said she recently saw a former learner, who now works at Mohonk Mountain House. The man has purchased his first home and was taking his family on vacation for the first time in five years.

"That kind of thing happens all the time," Beam said. "It's totally thrilling. It's amazing what happens when people learn to read."

Linda Greenow, a volunteer tutor and tutor trainer, said some of the learners have acquired driver licenses, a work promotion or certification for a new job after learning to read.

"Some of our English learners have established small businesses, and others have passed their citizenship tests or continued on to high school or formal instruction in English in BOCES or elsewhere," she said.

ULA's \$300,000 annual budget

is funded through federal and state grants, the United Way of Ulster County, Community Foundations of the Hudson Valley, Ulster Savings Charitable Foundation, the Dyson Foundation and individual donors.

Beam said she was "distracted" when first taking over ULA because the organization had no money, but she found support from the Ulster Chamber and President Ward Todd.

She was featured on the Chamber's weekly radio program and promoted ULA programs with fliers in the Chamber's monthly newsletter. She was also awarded a scholarship to Leadership Ulster, the Chamber's leadership development program.

"The Mixers and the breakfast meetings have been a wonderful opportunity for me to expose ULA to the business community," she said. "The Chamber has been hugely important to me."

Beam said 16,000 people in Ulster

County read below a 5th-grade level and ULA is always looking for volunteers to help out.

"It's probable that everyone knows somebody who is an adult and struggling with their reading and writing," Beam said. "Whether it's the chef at your favorite restaurant or a neighbor, we all know someone. A lot of people need help.

"We welcome volunteers from all backgrounds and anywhere in the county. People who know someone who is struggling can simply give them our phone number and tell them to give us a call."

Ulster Literacy Association, located at 480 Aaron Court in Kingston, can be reached at (845) 331-6837 or www.ulsterliteracy.org.

WELCOME THESE NEW MEMBERS

CROWN

10 Crown Street
Kingston, NY 12401
www.10crownstreet.com
(845) 663-9003

John Krenek - Owner

Categories: Restaurants; Bars/Lounges

Description: *Crown is a cocktail lounge located in the oldest house in the Stockade district of Uptown Kingston. The sexy space, inspired by Parisian lounges and speakeasies, spans two floors and is comprised of five distinct rooms/environments. Featuring bespoke libations, seasonal cocktails, along with regional wines and beer, a bar menu of light food rounds out the offerings. Crown provides an experience where luxury meets comfort and offers an intimate atmosphere where friends and neighbors can gather to enjoy some of the finest spirits and cocktails.*

HILL AND MARKES

1997 NY State Highway 5S
Amsterdam, NY 12010
www.hillnmarkes.com
(518) 858-1976

Andrea Packer - Owner

Categories: Distributors; Wholesale

Description: *Family owned and operated 112 plus year distributor of food service, janitorial, office supplies and industrial packaging products.*

INDEPENDENT LIVING, INC.

5 Washington Terrace
Newburgh, NY 12550
www.myindependentliving.org
(845) 565-1162

Julie Stainton - Community Relations and Marketing Manager

Category: Non-Profit Organizations

Description: *Independent Living, Inc. is a consumer-directed, cross-disability advocacy and service organization dedicated to enhancing the quality of life for individuals with disabilities living in Dutchess, Orange, Rockland, Sullivan and Ulster Counties. We have 5 service centers located in: Newburgh (3), Middletown (1) and Monticello (1). Our vision is a barrier-free society, with opportunities for all persons to achieve their maximum potential. Since 1987, Independent Living, Inc. has served as a common voice for persons with disabilities living in our community.*

KINGSTON AMBULATORY SURGICAL CENTER

40 Hurley Avenue - Suite 13
Kingston, NY 12401
(845) 338-4777

Kathy Kelly - Administrator

Category: Health Services

Description: *Kingston Ambulatory Surgical Center serves the community as a freestanding ambulatory surgical facility providing diagnostic, restorative and corrective surgical procedures in a private environment.*

KINGSTON KABS

440 Route 28
Kingston, NY 12401
www.kingstonkabs.com
(845) 331-8294

Joy Signa - Owner

Category: Transportation

Description: *Kingston Kabs is a taxi, airport and medical transportation company. We serve all of Ulster County and work with many different insurance companies to transport people to their medical appointments. We also serve all airports, piers and NYC for both personal and business transportation.*

KINGSTON PROUD LLC

177 Christopher Street
New York, NY 10014
(917) 674-7737

Lisa Cannistraci - Member

Category: Real Estate - Property Management

Description: *Real Estate Management Company*

PALIZZATA

298 Wall Street
Kingston, NY 12401
www.Palizzata.com
(845) 802-0202

Eric Cafaro - President

Category: Restaurants

Description: *Palizzata is a family-run Italian restaurant in the heart of the historic Stockade District of Kingston. Our goal is to bring the regional culinary traditions from Northern Italy to the Hudson Valley via locally sourced food and drink, whilst forging rewarding relationships with our guests, local purveyors and communities.*

STAPLES

1399 Ulster Avenue
Kingston, NY 12401
www.staples.com
(845) 336-0386

Susan Howe - General Manager

Category: Office Equipment & Supplies

Description: *There's a pro inside everyone and Staples is here to help you achieve anything by offering more products from technology to cleaning and everything in between. Easy shopping in store or online and extra ways to save.*

WOODSTOCK WAY HOTEL

10 Waterfall Way
Woodstock, NY 12498
www.woodstockway.com
(845) 684-5911

Ryan Giuliani - Owner

Category: Accommodations

Description: *Attracting Artists, Dreamers, Musicians, Writers, Seekers and Bootleggers since 1787. Tucked behind a waterfall along a babbling brook, our Catskills contemporary twelve-room hotel sits just steps away from Woodstock's iconic town center. Our sustainable and conscious design, paired with a nod to local flavors and peerless hospitality will lead you to embrace our way of life here, drawing you in to LIVE, LOVE & LISTEN.*

**For
information on
Chamber
Membership,
email
Carol Ricken at
Carol@Ulster-
Chamber.org**

Ribbon Cuttings

CROWN



10 Crown Street, Kingston, NY
www.10crownstreet.com

FACETS OF EARTH



22 Broadway, Kingston, NY
facetsofearth.com

ULSTER COUNTY SPCA



20 Wiedy Road, Kingston, NY
www.ucspca.org



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Mixer

August 29, 2018
Kingston Forsyth
Park & Nature Center
157 Lucas Avenue
Kingston, NY

August Mixer
Host and Sponsor



Our Mixer Sponsor, the City of Kingston and the Parks and Recreation Department, including Courtney Carroll, KC Keegan-Trombly, Julie Noble, Mayor Steve Noble, Kevin Gilfeather and Kyla DeDea.



Our Mixer Host, the Junior League of Kingston, including President Eleni Loizou (4th from Right) and Immediate Past President Kristy Nissen (6th from Right).



Special thanks to the Friends of Forsyth Nature Center, including President Donna Seymore (6th from Left).



Wesley Brewer (Markertek), with Tara Kleinhans and Caitlin Sheehan (both from Cornell Cooperative Extension of Ulster County).



Dave Lewis (National Business Technologies), Bridget Smith Bruhn (Rhinebeck Bank), William Winters (Schain and Company CPAs) and Phillip Bronzi (Rhinebeck Bank).



Lauren Trippodo (LT FiT – Ignite Fit), Jess Davis (Unwind Boutique Nail Spa), Peggy and Rick Mantey (Ulster Federal Credit Union) with Maribel Torres (Further Fitness).