

Are You Ready For Campaign '20?

Meet The Candidates For State Senate

While COVID-19 has captured most of the public's attention lately, the Nov. 3 election is sneaking up on us all. The Chamber's next Virtual Breakfast Meeting, scheduled for 9:00 a.m. Sept. 30, will feature four candidates running for the NY State Senate.

The candidates in the 46th Senate District are Democrat Michelle Hinchey and Republican Richard Amedure. Both are hoping to succeed Republican George Amedore, who is not seeking re-election.

In the 42nd Senate District, the candidates are first-term incumbent Democrat Jen Metzger and Republican challenger Mike Martucci.

The breakfast, with assistance from the League of Women Voters, will be broadcast on Facebook Live from The Venue Uptown at Best Western Plus in Kingston.

Hinchey, 31, lives in Saugerties and is the daughter of the late U.S. Rep. Maurice Hinchey. She graduated from The Industrial and Labor Relations School at Cornell University and has worked as a

communications executive.

She called small business "the backbone of our local economy" and said her focus would be on economic recovery after COVID-19.

"We have to support our business community through this challenging time and make sure they have the tools, resources and information to stay in business," she said. "We also can't hold small businesses to the same standards we hold large corporations and should ensure pathways to make it financially viable to stay and do business in New York State."

"We also need to find new and creative ways to ease the tax burden on working families and small businesses because the old ways are not working."

Hinchey said her campaign would also focus on environment protection and creating green jobs, as well as expanding rural broadband.

"We need to make sure everybody, not just across the 46th District, but across upstate New York, has

Continued on page 5



VIRTUAL BREAKFAST Meeting
 Sponsor:  Nuvance Health
Meet the Candidates
 Wednesday September 30, 2020 | 9:00 am
 Livestream and Facebook Live
 Broadcast Live from  Best Western PLUS  We Care Clean

42 nd Senatorial District	46 th Senatorial District
 Jen Metzger	 Mike Martucci
 Rich Amedure	 Michelle Hinchey

Nuvance Health Is Sponsoring the September Virtual Breakfast

As Nuvance Health continues to transform healthcare in Ulster County and beyond, safe care remains our top priority.

The New York and Connecticut-based nonprofit healthcare system adopted vigorous safety protocols to protect patients' health in a continued effort to keep the COVID-19 curve flat and not have patients delay necessary care. Masks and social distancing are strictly enforced. All patients are tested for the virus prior to surgery or procedures, and hospitalized COVID-19 patients are isolated from others.

Meanwhile, our medical practices are seeing patients in-person and offering virtual visits, including urgent care virtual appointments. Don't forget your flu shots!

Just across the Hudson River, Northern Dutchess Hospital is enhancing high-quality services during this critical time of need



patient safety from The Leapfrog Group and was named a "High Performing Hospital" for hip and knee replacement surgery in US News & World Report's recent Best Hospital awards.

Nuvance Health is also actively recruiting top talent in many areas to strength care in the community. Its medical practices continue to grow and bring more services to its new center, which opened in February at the Hudson Valley Mall's former Macy's building. A new physical and occupational therapy suite is set to open this September, joining Nuvance Health's

and earning accolades along the way. This spring, the hospital earned its second consecutive "A" for

existing urgent care, as well as full-service radiology, laboratory, neurology and oncology services.

Ahead of Breast Cancer Awareness Month in October, the system's multidisciplinary oncology team reminds patients to not delay routine cancer screenings and treatment due to COVID-19. Patients can stay connected to their provider via virtual consultations, and extended hours and appointment schedules are available to better accommodate testing and treatment needs while limiting the risk of exposure and number of people in its facilities.

Learn more about Nuvance Health services and important updates on COVID-19 at nuvancehealth.org.

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Wednesday September 16, 2020 | Noon - 3:00 pm

Virtual Buy Local Expo 2020

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 - o Presentations can be Live or pre-recorded
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 - o Introduce your staff
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Friday September 18, 2020

**Business Award Nomination Deadline
Nominate a Local Business or Business Leader Today!**

Nomination categories and online form at
www.UlsterChamber.org

For Sponsorship Opportunities contact:
Ward Todd 845.338.5100 - Ward@UlsterChamber.org

Wednesday September 30, 2020 | 9:00 am

**Virtual Chamber Breakfast Meeting
Meet the Candidates for NYS Senate
42nd and 46th District Candidates**
Livestream and Facebook Live from
The Venue at BEST WESTERN PLUS, Kingston
Sponsor: Nuavance Health

(845) 338-5100

www.UlsterChamber.org

Honoring The Best Of The Best

This Year's Business Awards Go Virtual

In this day and age of COVID, separation and uncertainty, being recognized among your business peers is pretty special. That's why this year's Virtual Business Recognition Awards Celebration will have profound meaning.

Due to safety concerns, this year's event will go virtual from 6-9 p.m. October 22. The event will be an ideal opportunity for the Ulster County business community to celebrate each honoree's achievements.

"Ulster County has a wealth of outstanding businesses, business leaders and organizations," said Chamber President Ward Todd. "The Ulster County Regional Chamber of Commerce and the Ulster County Economic Development Alliance are seeking to recognize the best of these at the 2020 Virtual Ulster County Business Recognition Awards Celebration.

"These 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."

The categories include Business Person of the Year; Business of the Year; Small Business of the Year; Emerging Young Leader; Tourism Business of the Year; Commitment to the Community; Heritage Award; and the Len Cane Heart of Ulster County Award.



Michael Bernholz

Michael Bernholz, last year's Business Person of the Year, called it an "unexpected honor" that he was proud of both personally and professionally.

"I am so fortunate to work in such a beautiful area with so many wonderful, hard-working, professional business people," he said. "I'm also blessed with great support from our county leaders, a phenomenal Chamber of Commerce, front-line workers, along with all of the other hard-working people that make Ulster County such a wonderful place to live, work and raise a family."

Bernholz, a co-owner of Pine Ridge Dude Ranch and president of Hudson Valley Appraisal Corp., joked that other than winning the lottery, there's almost nothing better than being singled out among one's business peers for professional achievement.

"It truly is an honor, and what makes it so special is that our local pool of business people is very deep and extremely talented. It was a very proud moment not only for myself, but for my wife and family who have supported me over the years."

Bernholz said 2020 is different from past years because of how the coronavirus significantly changed the business landscape—something that will likely come up during the virtual event.

"I give praise to all of the local small businesses that had to make extremely costly changes to their business all in a blink of an eye just for the potential of staying in business in the future," he said. "The more we can do to support our local businesses going forward will hopefully help them get through this very

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OCTOBER 22, 2020 | 6:00PM

VIRTUAL
ULSTER COUNTY
BUSINESS
RECOGNITION
AWARDS

difficult and trying time.

"Now, more than any time in the past, is the time to get behind and support this year's honorees who have been creative and determined and have found ways to adapt their business to survive during these times."

Bernholz, who has been involved in the business community for 40 years, called the Chamber "active" and "progressive" and praised it for recognizing area businesses annually.

"From Ward, right along the ranks, they continuously not only set the mark high, but keep improving on it year in and year out. It was truly a night my family and I will never forget. Thank you, Ward, and the rest of your amazing support team for all of your hard work and putting together a spectacular event each year and making my special year a night to remember," he said.

To nominate a business, business person or organization, go to UlsterChamber.org. Nomination forms must be submitted no later than 5 p.m. Sept. 18.

Sponsorship opportunities are also available. They include Premier (\$3,500), Platinum (\$2,500) and Diamond (\$1,500). Those wishing to sponsor the event can contact Jess Davis at 845-338-5100 (Ext. 103) or email her at Jess@UlsterChamber.org.

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Van Kleeck's Tire Going Strong at 60

Owners Promote Honesty, Have No Plans To Re-Tire

Clayton Van Kleeck, the owner of Van Kleeck's Tire, still remembers when a major tire distributor walked him out in front of his New Jersey warehouse and pointed to an apartment building across the street. He noted that more people lived in that building than in the neighborhood around Van Kleeck's Tire in Lake Katrine.

"He said, 'We don't have to be nice to customers here. They're going to move and there will be new people all the time. You, on the other hand, have to be very careful with your customers because your neighborhoods don't change over. You have to go far and wide to find customers. You have to build relationships.' I've always thought about that," Van Kleeck said.

Like the time Clayton's father, Robert Van

Kleeck, who opened the business in 1960, told a potential customer she didn't need new tires.

"That woman continued to be a customer for the rest of her life because she said my father was so honest," said Van Kleeck, who took over the business in 2000.

"It's about honesty and integrity with our customers, with our vendors, with our banks over the years, with all of our employees. We're a small town so we have to deal with people repetitively. We have to do an honest day's work all the time."

That's the way things have been at Van Kleeck's Tire, which is marking 60 years in business in 2020 and promises "old-fashion values and virtues."

The industry took notice recently when distributor K&M Tire recognized Van Kleeck's

Tire as its 2020 Mr. Tire/Big 3 Tire Top Shop during a conference in Columbus, Ohio.

"We were selected as the top shop and it's not just volume, it has to do with character-quality issues," Van Kleeck said. "They interviewed our vendors and suppliers to come up with that."

Van Kleeck said "active ownership, fantastic employees and great vendor relationships" were the keys to staying in business for 60 years.

Robert and Janet Van Kleeck started the business in June 1960. He was just out of the military and driving a milk truck when he noticed that a Clay's gas station was available on Route 9W. He decided to rent the station and offer gasoline and auto repair.

Hercules Tire in New Jersey gave Van Kleeck a small inventory of tires to sell on consignment and said to call when he had sold them, and he would get more.

"He quickly sold through them, ordered more, and that got him going in the tire business," said Van Kleeck, who was born the



Clayton Van Kleeck

same year his parents opened the business.

The company transitioned more to tires and moved to its current location in 1971.

Today, Van Kleeck's Tire offers tires from Goodyear, Dunlop, Hankook, Firestone and Bridgestone. The company also offers struts, brake service, alignments, oil changes, state inspections, batteries and larger tires for buses, fire trucks, cranes, loaders and major

Continued on page 8

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September Breakfast

Continued from page 1

access to reliable internet services," she said.

Amedure, 55, is a retired state trooper from Rensselaerville in Albany County. The main issue he will discuss at the breakfast is public safety.

"I'm going to point out that it's hard to have a business if your property isn't secure," Amedure said. "I'm a law and order candidate. My goal is to repeal the bail and discovery reform laws to make our upstate communities safer for living and safer for conducting business."

Amedure also wants to lower state taxes and the cost of doing business. He noted that his wife opened a small custom-frame shop on the family farm, but "the regulations from the state were just too burdensome" and she ended up taking a job with the state.

Meanwhile, his 27-year-old son, who is in the military, and 24-year-old daughter, a Doctor of Physical Therapy, are not sure they will make a future here.

"They're both talking about leaving upstate New York," he said. "You can't run a society where you run your whole next generation of people out. I want to create more opportunity for them to them enjoy life in this beautiful place where we live."

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

Metzger, 55, a Rosendale Democrat finishing her first two-year term, said her message to the business community would focus on recovering from COVID.

"New York and our region have faced unprecedented challenges in these last five months with a pandemic and economic contraction, and our small businesses and the many people they employ have been hit hardest,"

she said. "My office has been working around the clock to help more than 1,800 people in our district get the jobless benefits they need, provide resources and direction to businesses seeking federal loans and advocating for our small businesses, nonprofits, and childcare facilities as they seek to reopen safely."

"The magnitude of impact on our businesses and nonprofit organizations cannot

be understated, and we have to support them as best we can through this difficult time."

Looking ahead, Metzger said Ulster County has all the ingredients to "build back stronger," including a diversity of businesses, a top-notch public university and community college, a wealth of natural and recreational resources.

Metzger said she also would discuss expanding access to broadband, shifting to a clean energy economy, supporting family farms and protecting farmland and open space.

Martucci, 35, is a former school bus company owner and part-time farmer from Wawayanda in Orange County.

Upon graduation from Marist College in 2008, Marucci bought a single school bus and turned it into Quality Bus Co., which employed 550 people within 10 years.

"From my perspective, New York State is headed in the wrong direction, specifically for the business community," he said. "My focus will be on a lot of things we face today post-COVID. I will talk about some of the things the state can do to help the businesses who are still here and survived the pandemic."

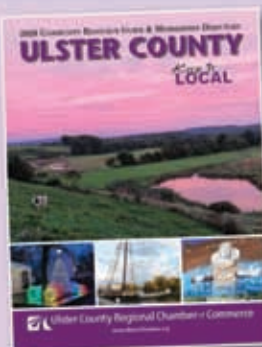
Martucci said he will also talk about how businesses in the western end of the 42nd District must compete with companies in Pennsylvania and New Jersey.

"Some of the things I'll be calling out are the regulations and certain laws in this state that I believe unfairly handicap businesses and make it more difficult for them to meet with success and grow," he said.

Martucci also plans to touch on public safety and repealing the state's no-bail law, as well as the burgeoning state budget deficit.

The 42nd Senate District includes the towns of Rosendale, New Paltz, Gardiner, Shawangunk, Wawarsing and Denning in Ulster County. It also includes parts of Delaware, Sullivan and Orange counties.

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Van Kleeck's Tire Turns 60

Continued from page 4

commercial and industrial equipment.

"We are constantly working to make sure our prices are the best value," Van Kleeck said. "We do not try to be the cheapest.



We try to be the most valuable and offer long-term value. We want to sell our customers the right tire. There are options, but we're not looking to just be the discount place here. We believe people will get the most value and most

security dealing with us because we're going to try to put the right tire on the right car.

"It's not just transactional, it's relationships. That's our big thing. It's not just single transactions, we're looking for long-term relationships with customers if at all possible."

One of Van Kleeck's largest customers is Adirondack Trailways, which has been a client since 1998. The company also counts several school bus companies among its customers, but the largest customer—by far—is the general public.

"The average person who comes into the store, the retail clientele, they are the biggest customer group we have," Van Kleeck said. "Many of the local businesses around here deal with us because we're accommodating and try to do the best we can for them, but people just coming into the store is our main clientele."

Van Kleeck said the company continues to innovate by constantly updating its computers, equipment and social media presence. For example, customers can now place orders online before coming into the store. The company also offers 6-month interest-free financing.

"We know these are major purchases and we're trying to help everybody be able to figure it out," he said.

Van Kleeck, a former member of the Chamber's Board of Directors, said the Chamber has helped his business over the six decades in business.

"The Chamber gives us that local network and a sense of belonging," he said. "When I go to the Mixers, I end up talking to someone who needs tries. I think it definitely gives us credibility. There's a bit of loyalty among the people who are Chamber members. The networking with other people has been very helpful."

Van Kleeck's Tire has a family atmosphere among its group of 20 close-knit employees. Van Kleeck's wife Karen and daughter Nicole are employees. Many of the employees have been with Van Kleeck for decades.

"We are still enthusiastic about business," Van Kleeck said. "We like what we do. My wife and I are 60 years old and not considering retirement. We don't even know how to spell the word. We like coming to work because we work with good people. We're still a young company at 60."

Van Kleeck Tire, 1987 Ulster Ave (Route 9W) in Lake Katrine, can be reached at (845) 382-1292 or www.vankleektire.com