

Congressional Candidates Face Off

Meet The Candidates For New York-19th Seat

A couple of Dutchess County residents are vying for the 19th Congressional District seat and both will appear at the Chamber's next virtual breakfast on Oct. 20, exactly two weeks before Election Day.

First-term incumbent Democrat Antonio Delgado of Rhinebeck is being challenged by Republican Kyle Van De Water of Millbrook.

The breakfast, sponsored by Hudson Valley Credit Union, is scheduled from 9-10 a.m. and will be broadcast live from The Venue Uptown at the Best Western Plus in Kingston. There will be no audience. Radio Kingston will provide technical support.

Chamber President Ward Todd said the candidates will offer opening statements and then answer questions. Viewers can post questions on Facebook.

Delgado, on the campaign trail, has touted his endorsement from the U.S. Chamber of Commerce for supporting small business. He also was awarded the organization's Spirit of Enterprise Award.

"I look forward to updating the Ulster County Chamber community about our shared priorities, like bringing much-needed economic relief to our region and promoting our small businesses, the backbone of our local economy,"

Delgado said. "I also plan to discuss my active role on the House Small Business Committee, which I have used to advocate for the thousands of small business owners and employees across this district."

Delgado, 43, who survived a seven-member primary to get his party's nomination in 2018, is an attorney and former Rhodes scholar. He defeated former U.S. Rep. John Faso in the general election.

In his first term in Congress, Delgado said he introduced 42 bills (25 with bipartisan support) and three have become law. He also found time to hold 42 town halls, including 12 virtual ones after COVID-19.

Delgado said he also helped secure \$9 billion for family farms, which are plentiful in the rural 19th Congressional District. He also fought to make them eligible for small business loans and his Family Farmer Relief Act, allowing farmers to restructure debt, is now law.

Meanwhile, Delgado introduced the Medicare -X Choice Act, which creates a public option. Delgado, while campaigning, also touts his vote to lower the cost of prescription drugs and allow the government to negotiate prices.

Van De Water, 40, an attorney and decorated combat



Antonio Delgado



Kyle Van De Water

veteran, garnered 57 percent of the vote to defeat Republican Ola Hawatmeh in a GOP primary in June. He plans to discuss a law-and-order agenda, the economy and health care at the breakfast.

"That's pretty much the mantra as far as what's important in terms of getting Ulster County back on the rails after

Continued on page 7

Hudson Valley Credit Union Is Sponsoring The October Virtual Breakfast

Hudson Valley Credit Union is giving back to the business community. Through virtual events and the possibility of winning a \$2,500 grant, they hope to bolster local organizations as we all move forward into the new year.

Join them for their Small Business Survival Series, featuring webinars that focus on a range of topics including marketing, sales, operations, and more. The next webinar, Your Guide to Harnessing Data for Competitive

Advantage, goes live Thursday, October 29th at 11:45 AM. To register, visit hvcu.org/small-business-survival-series. While you're there, take a look at the 3rd annual Women in Business event. Transformed into a series of free virtual webinars, this year's event concentrates on two tracks—entrepreneurs and women in the workplace. To get more information on the series visit hvcu.org/2020WIB.

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DAILY FREEMAN

UPCOMING VIRTUAL CHAMBER EVENTS

Tuesday October 20, 2020 | 9:00 am

**Virtual Chamber Breakfast Meeting
Meet the Candidates
19th Congressional District
Antonio Delgado
Kyle Van De Water**

Livestream and Facebook Live from
The Venue Uptown at BEST WESTERN PLUS Kingston
Technical Support by Radio Kingston
Sponsor: Hudson Valley Credit Union

Thursday October 22, 2020 | 6:00 pm

Virtual Business Recognition Awards Celebration
Join us Virtually as we Honor

- SUNY Ulster
- Wiltwyck Golf Club
- Clayton Van Kleeck
- People's Place
- Town & Country Liquor
- Kenco
- Nicole Fuoco

We will also celebrate our entire community
for their tireless work during COVID-19.

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

November 16 | 5:30 pm

**Ulster Leadership Celebration
Ulster Leadership Class of 2020 Graduation**

Honoring ULDI Hall of Fame Inductees
Crystal Jacob, Rick Mantey, John McHugh

This event will be held virtually
More Info. Contact Ingrid Kulick
845.338.5100 x106 Ingrid@UlsterChamber.org

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SUNY Ulster Garners Business Of The Year

COVID-19 Plays Huge Role in Choices

SUNY Ulster, the affordable two-year college in Stone Ridge, N.Y., is the Ulster County Business of the Year for 2020.

SUNY Ulster is one of eight honorees by the Ulster County Regional Chamber of Commerce and Ulster County Economic Development Alliance in announcing their 16th-Annual Business Recognition Awards.

“We are very excited about this recognition and are appreciative of the Chamber’s support,” said SUNY Ulster President Alan P. Roberts.

The college, which was recently ranked as the No. 1 community college in the state by BestColleges.com, was honored in part for beginning SUNY Ulster’s President’s Challenge Scholarship, which identifies talented 8th graders who would be the first from their families to attend college. If they continue along that path, their tuition is paid for them.

Roberts started the initiative in honor of former President Robert T. Brown.

Thus far, the college has invested more than \$1 million to help about 150 students take advantage of the scholarship.

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.

The other award winners include:

Business Person of the Year: Clayton Van Kleeck of Van Kleeck’s Tire.

Van Kleeck’s Tire in Lake Katrine is marking its 60th year in 2020. Known for his company’s honesty and integrity and the family atmosphere of his shop, Van Kleeck said “active ownership, fantastic employees and great vendor relationships” were the keys to staying in business for six decades. Robert and Janet Van Kleeck, Clayton’s parents, started the business in June 1960. The industry took notice of Van Kleeck’s Tire this year when distributor K&M Tire recognized Van Kleeck’s Tire as its 2020 Mr. Tire/Big 3 Tire Top Shop.

Small Business of the Year: Town & Country Liquors.

Town & Country Liquors was started in Saugerties 40 years ago by Peggy Schwartz, who is known for supporting fellow business people and others in her community. The company, famous for its variety of imported, domestic, organic and small batch liquors, began with just Schwartz, a co-owner and two other employees, but boasts seven to 10 employees today. Town & Country is also known to financially support the Boys & Girls Club, Saugerties Farmers Market, Small World Playground, First Friday Sunset Series Concerts and many others.

Emerging Young Leader: Nicole Fuoco.

Fuoco is the president of the Chamber’s Young Ulster Professionals (YUP) Advisory Committee and has been the driving force behind the group for the past two years, organizing networking and other events, including group kayaking and bowling. She has also helped organize street cleanups in Kingston and a highway cleanup project in the town of Ulster. When People’s Place needed volunteers during COVID-19, Fuoco was on the front line.

Hospitality Business of the Year: Wiltwyck Golf Club.

In 2018, after 85 years as a member-only club, the venerable Wiltwyck Golf Club was bought by 13 equity partners, who set out to make improvements. The changes included a complete renovation and upgrade of the club’s tap room and dining facilities, as well as a refresh of the banquet hall. The golf course will soon see irrigation improvements and the pool will also be upgraded. The club has also renewed its longstanding commitment to youth, particularly young golfers.

Commitment to the Community: People’s Place.

Began as a Catholic mission in 1972, People’s Place is now the largest food pantry in Ulster County and also offers a Midtown thrift store and a new café, where patrons pay what they can. When COVID-19 hit and closed the county’s schools, People’s Place was front and center providing meals for children who rely on free or reduced meals. The charity also offers meals at Thanksgiving and gifts at Christmas through its Project Santa program.

The Heritage Award: Kenco.

The Heritage Award goes to an outstanding local multi-generational business, founded in Woodstock in 1982 by Libby and Harry Kennedy and their son Bill. In just a short period of time, Kenco became the premier work and play outfitter. The business has since moved to Hurley Mountain Road, off state Route 28, but has kept that same mindset. The company grew to include clothing, footwear and optical services. Bill is currently the CEO. His brother Jim manages the optical division. A third generation is also now involved with the family business. Bill’s son Wynter is the Retail Store Manager and Jim’s daughter Kayla works in the optical division.

Len Cane Heart of Ulster County Award: Ulster County’s Hometown Heroes

For the first time in 2020, the prestigious Len Cane Heart of Ulster County Award is not going to one single individual but to Ulster County’s Hometown Heroes for their work during the COVID-19 pandemic. This award will recognize the many contributions as well as the sacrifices made by businesses, not-for-profit organizations, healthcare employees, frontline workers and others, along with our local leaders in the public sector, who worked tirelessly to bring Ulster County



and our local small business community through the worst public health emergency in a hundred years. They will be recognized in a video tribute at the conclusion of the evening. Ulster County Executive Pat Ryan will be accepting the award on behalf of the Hometown Heroes of Ulster County.

The awards will be presented at the Ulster County Business Recognition Award Celebration, which will be held virtually starting at 6:00pm on October 22nd.

“The Chamber would like to congratulate all of the recipients and 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.” Those wishing to sponsor the event can contact Ward Todd at (845) 338-5100 or email him at Ward@UlsterChamber.org.



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Virtual Buy Local Expo Draws Praise

Event Will Live Forever Online

The Chamber's Virtual Buy Local Expo on Sept. 16 gained at least one fan in Lynn Nichols, the director of marketing and communications for HealthAlliance of the Hudson Valley.

"I watched all the other businesses and, not being a native of Kingston, it gave me great insight into what some of the people do and where some of the businesses are located," she said.

COVID-19 led the Chamber to cancel its in-person Expo, where many businesses buy a booth at the

spacious Diamond Mills Hotel & Tavern in Saugerties. This year, the event was held virtually on Facebook and via livestream and more than 50 businesses were given a few minutes in the spotlight.

Some businesses went all out with professionally pre-recorded videos. Others went live for a personal touch.

Nichols said she learned about several amenities offered at the Emerson Resort & Spa in Mount Tremper from the Expo. She also enjoyed the behind-the-scenes glimpses of businesses like Naccarato Insurance.

"We saw where they are located and you got to see the people behind the scenes," she said. "You don't get to see all that when you just go to their booth and pick up their literature. I liked it and thought it was very interesting. I thought it was a little bit of a deeper dive than you're going to get at a booth."

Debra Harris, the director of sales and catering at The Venue Uptown, said she was delighted to participate and get the word out about the 8,800-square-foot gathering space that's ideal for weddings, parties and other special occasions.

"It was wonderful that the Expo didn't get canceled altogether," she said. "The Chamber, together with many partners, pulled off the event so well, and it was so nice to see familiar faces again.

"Some people chose to go live, while others prerecorded, and it was nice to have that option. I felt much more comfortable doing something prerecorded. Overall, the Chamber did a great job making it happen."

The technical end of things happened at the Chamber's office at 214 Fair St. in Kingston thanks to tech partner



Joe Valentine at Webjogger.

Chamber President Ward Todd, who emceed the nearly four-hour event, got things rolling at noon by explaining that the Expo is normally Ulster County's largest and most prestigious networking event. For more than two decades, the Expo has allowed businesses to showcase their staffs and products, as well as network and make in-person connections.

"But in this time of a pandemic, we realized we needed to do something different, while ensuring that we did not disappoint our members and their need to promote their products and services," Todd said.

Ulster County Executive Pat Ryan and Dave Gagnon, President of the Chamber's Board of Directors and owner of Gagnon & Associates CPAs, cut a ceremonial ribbon outside the Chamber office to open the show. Ryan had kind words for the Chamber.

"As we look across the state and the country and see how communities responded, and especially how our business community responded right here in Ulster County, we were exceptional," Ryan said. "We were absolutely far above our peers."

"The Chamber and your leadership in rallying everybody together and in having each other's backs through this crisis, has really been a huge point of pride for me and for so many among us."

Ryan said now, more than ever, the Chamber's mantra of keeping it local, shopping local and buying local, is a message that needs to be heard.

"As we come out of COVID, I hope we not only continue to invest in, nurture and support our local economy, but that we



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Virtual Buy Local Expo

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absolutely scale that up and ramp that up and grow it because that's how we're going to build a more resilient, successful and equitable economy here in the county," Ryan said.

Gagnon gave credit to the Chamber staff for starting two new Facebook Groups at the very start of the pandemic

- Ulster Eateries United and Ulster Small Businesses United. He also praised the Chamber for virtually presenting breakfasts and other events during the pandemic, but said he hoped things were soon back to normal.

"We hope to transition back to the in-person events as soon as it is safe to do so because we know everyone misses meeting in person," he said.

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Ulster County
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Business Person of the Year
CLAYTON VAN KLEECK
VAN KLEECK'S TIRE

Business of the Year
SUNY ULSTER

Small Business of the Year
TOWN & COUNTRY LIQUORS

Emerging Young Leader
NICOLE FUOCO - YUP

Hospitality Business of the Year
WILTWYCK GOLF CLUB

Commitment to the Community Award
PEOPLE'S PLACE

The Heritage Award
KENCO

Len Cane Heart of Ulster County Award
ULSTER COUNTY'S HOMETOWN HEROES

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Heebie-jeebies!

The Horseman Lives

Mike Jubie doesn't scare easily, but he experienced a few palpitations earlier this year as the world shut down due to COVID-19. Almost immediately, the Hudson Valley's master of terror began plotting ways he could still roll out the nation's No. 1 haunted attraction while keeping guests safe.

The good news is that his famed Headless Horseman Hayrides & Haunted Houses in Ulster Park is happening this fall, but with a twist. Instead of witnessing the production via hayrides, guests will drive it themselves—alone, in the dark, and vulnerable to the phantom on horseback.

Called "Dare to Ride the Horseman's Trail," the drive-through, open on October weekends, features the same macabre theatrics and illusions that have gotten it rave reviews from *HauntWorld Magazine*, AOL News, USA Today, MTV, the New York Daily News, O The Oprah Magazine and American Airlines. It will just be from a different perspective.

"We had to pivot quite a lot," said Jubie, who co-owns Headless Horseman with his wife, Nancy. "I can tell you this. You're going to see a great show. As I told all our managers and crews, we've been in this business for 28 years, and we've been consistently rated No. 1 in America, but this is day one of year one because we had to revamp

everything.

"This is a whole new event, so to speak, and we're anticipating a success. From the phone calls I've been getting from all over New York and elsewhere, people are interested. They want to come. They want to get out of the house. They know we're going to keep them safe with all the COVID guidelines in place."

In addition to the trail ride, guests can walk through the six spine-chilling haunted houses. Jubie said the crew will stagger small groups entering each to assure proper social distancing. All guests must wear face coverings on the grounds, including if their vehicle windows are open on the trail ride.

Other walk-throughs include Mama Rose's Swamp Shack, the Dark Harvest Corn Maze and Dr. Dark's Side Show.

Getting to this point required a lot of brainstorming and fortitude, Jubie said, adding that the initial plan was to convert the mile-long trail ride to a walk-through.

"I'm probably the most fortunate business person in the world to have the crew that I have. The guys and gals are fabulous. Their creativity and enthusiasm and willingness to accept new challenges are great," he said.

"There were a lot of changes along the way as we formulated our safety plan. We had to constantly move things around to make it work and then switch it up again as things changed. Our industry is

unique from a lot of other industries. We work year-round to be open for 15 days, so there were a lot of hurdles this year."

Jubie said Gov. Andrew Cuomo finally gave the green light on Sept. 2 for haunted houses in the state to open. He praised Ulster County Executive Pat Ryan and his team for working on behalf of the attraction to get it open.

Buoyed by their love of Halloween, Jubie and his wife opened Headless Horseman in 1992. He had a horse and carriage business at the time and began scouting property to carry out their vision. The couple came across a historic 65-acre manor at 778 Broadway in Ulster Park that included a 1793 farmhouse. Legend has it that the grounds are haunted, making the experience all the more real.

A month after purchasing the property, the pair introduced the attraction that included one tractor and a crew of just 35. In a normal season, Jubie employs upwards of 300 people from actors to security.

Jubie and his team make everything from sculptures to costumes to special effects and sets at his Kingston-based American Made Monster Studio. The props and animatronics are as good as the ones seen in Disney World or Universal Studios in Orlando, Fla.

As far as this year is concerned, new passenger and vehicle restrictions apply. Ticketholders must remain in their vehicles at all times and wear a seat belt. The speed limit on the trail is 3 mph. No motorcycles, bicycles, limousines, buses or vehicles over 9 feet tall are permitted on the trail.

Headless Horseman Hayrides & Haunted Houses is located at 778 Broadway (Route 9W) in Ulster Park. For more information or to buy tickets, call (845) 339-2666 or go to headlesshorseman.com.



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October Breakfast

Continued from page 1

this whole COVID thing," he said.

"The economy is the biggest thing we have to focus on right now. I think we have the ability to bounce back because the stock market at this time is pretty good considering all things, which shows there's confidence in the economy that we can bounce back. We have to get people jobs and get people to work. That's important for Ulster County and really the entirety of the district."

Van De Water, while in the U.S. Army, said

he walked the streets of Kabul, Afghanistan, and "made a determination that I will never be afraid to walk any street in America for the rest of my life."

"People now are scared to walk the streets of certain areas and that shouldn't be," he said.

Van De Water serves in the U.S. Army Reserves JAG Corps and works as a litigation lawyer for Corbally, Gartland & Rappleyea in Poughkeepsie.

"I don't want to see my children raised in a country that is potentially going to

turn to something that looks very much like socialism," he said.

The 19th Congressional District includes all of Ulster, Greene, Columbia, Sullivan, Delaware, Schoharie and Otsego counties and parts of Dutchess, Rensselaer, Montgomery and Broome counties.

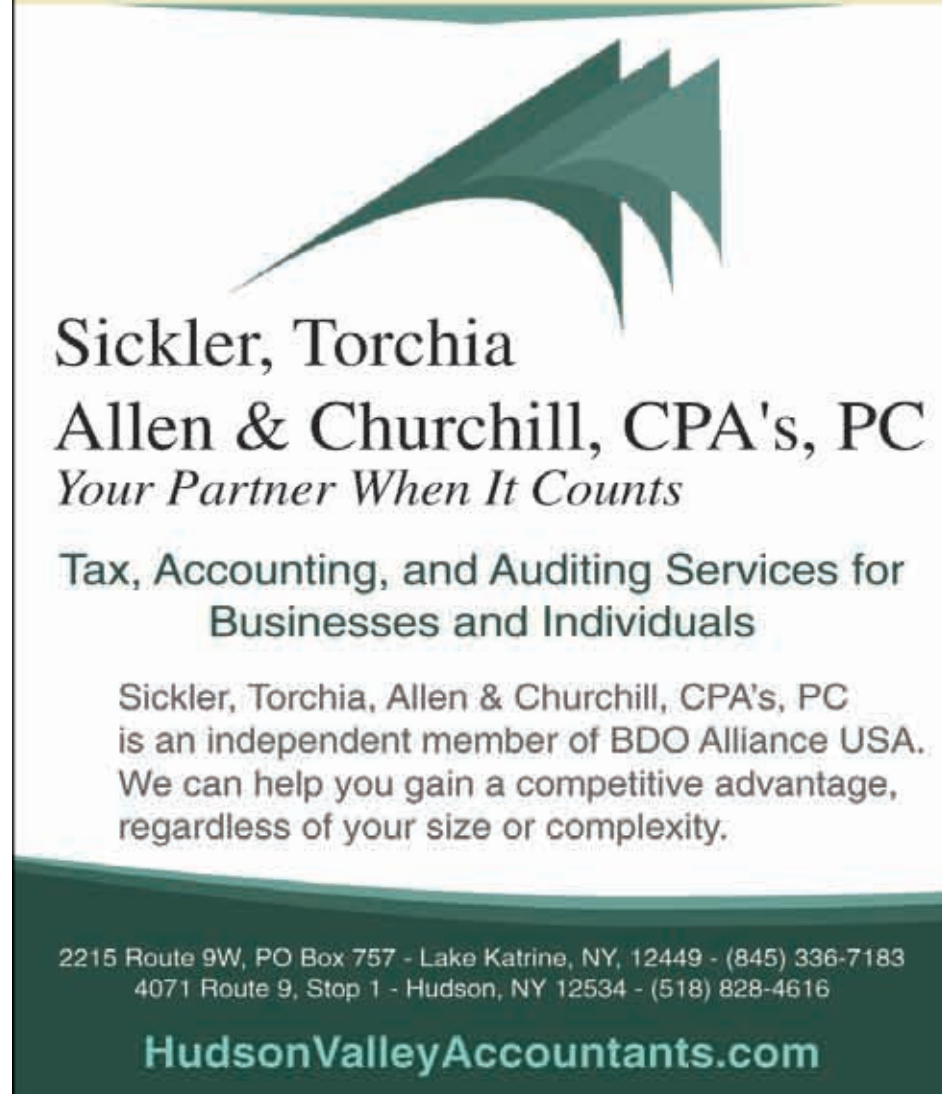
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