

# Cahill, Hinchey Address Business Leaders

## State Of The State Update At Next Breakfast

Business leaders will hear from a veteran NYS Assemblyman and the region's newest elected NYS Senator at the Chamber's next Virtual Breakfast Meeting from 9-10 a.m. Feb. 23.

The speakers are Assemblyman Kevin Cahill, D-Kingston, and State Sen. Michelle Hinchey, D-Saugerties.

Chamber members and the public can view the breakfast on the Chamber's Facebook Page and YouTube, with technical support provided by Radio Kingston.

The sponsor for the event is Catskill Hudson Bank.

Both lawmakers said bouncing back economically from COVID-19 is their priority.

Cahill said the primary focus of state legislators will be to "address the immediate needs of area residents and all New Yorkers and to lay the groundwork to restore the underpinnings of society that have been challenged by this unprecedented time."

"The pandemic taught us many lessons, identified needs that have long been neglected and presented new opportunities for us to consider as we return to pre-COVID life," he said.

"Education, health care, families and our economy have been challenged like never before."

However, Cahill said the pandemic brought migration to the Hudson Valley "that will likely be the strongest since the 1950s and perhaps beyond."

Hinchey said the state's significant state revenue shortfall due to COVID-19, is "among my top concerns right now."

"We want a thriving, resilient local economy," Hinchey said. "With the right

policies and investments, we can arm our Ulster communities with the tools to spur innovation, create good-paying local jobs, and overcome the challenges the COVID-19 pandemic has thrown our way."

"I'm focused on finding creative solutions to help our state raise revenue in a way that does not burden our struggling small businesses and working people," she said.

Cahill said when it comes to the state budget, "the basics count."

"I will be working with my colleagues over the next two and a half months to complete that budget and to do so without further burdening those who are already paying too much and getting too little in return," Cahill said.

Cahill said as the budget must provide for public safety; protect the environment, fund health care and education; keep the doors of colleges open; and shore up infrastructure, "all in a fiscal plan that is constitutionally required to be in perfect balance."

Hinchey said she will continue to push state and federal governments to ramp up vaccine distribution and disperse federal stimulus funds.

"The COVID-19 vaccine is our light at the end of the tunnel," she said. "Ensuring a speedy, equitable rollout will prove critical to slowing the virus's spread and allowing our local economy to reopen and recover from this public health emergency."

Cahill said while his office has had to limit in-person access to his district office, it took personal charge of more than 500 unemployment insurance claims and saw them through to success.

Aside from COVID-19, Hinchey said her other priorities would include getting

her district's fair share of investment for infrastructure projects;

expanding affordable and reliable access to broadband service for households and businesses; accelerating the shift to a clean energy economy and positioning upstate as a hub for renewable energy invention; sustaining small business and advancing Main Street revitalization efforts; and drawing deeper connections between unions, public high schools and BOCES institutions.

Cahill said even during a time of growing public strife about criminal justice, economic opportunity, housing and civil rights, the issue of climate change is "as urgent as all of the other tasks that are before us."

Chamber President Ward Todd said the lawmakers will also answer questions from viewers online. Cahill is looking forward to the dialogue.

"While I hope to offer an abbreviated summary of our activities, pressing considerations and emerging issues at the February Breakfast, I look forward more to hearing from those in attendance, Cahill said. Chamber members are our boots on the ground. I will intentionally keep my remarks brief to allow the maximum time for their input.

"I look forward to what will likely be the first of many joint appearances with Sen. Michelle Hinchey and hope that Chamber members will join us in thanking all of those who have served us to get through our toughest times and to share in our optimism for a better 2021 and a brighter tomorrow."



**VIRTUAL BREAKFAST Meeting**  
**Albany Update**  
 Tuesday February 23, 2021  
 9:00 - 10:00 am  
 Livestream on Facebook & YouTube

Sponsor: CATSKILL HUDSON BANK  
 Technical Support: RADIO KINGSTON

Kevin Cahill Assemblymember  
 Michelle Hinchey NYS Senate

Hinchey won the 46<sup>th</sup> Senate District seat in November over Republican Richard Amedure. She graduated from The Industrial and Labor Relations School at Cornell University and worked as a communications executive before being elected.

The 46<sup>th</sup> Senate District she represents includes the city of Kingston and the towns of Saugerties, Woodstock, Hurley, Kingston, Ulster, Marletown, Esopus and Lloyd in Ulster County.

Cahill, the chair of the Assembly Standing Committee on Insurance, was first elected to the Assembly in 1992. He lost re-election in 1994 but rebounded to win the seat again in 1998 and has been re-elected ever since.

The 103rd Assembly District that Cahill represents includes the city of Kingston and towns of Esopus, Gardiner, Hurley, New Paltz, Marletown, Olive, Plattekill, Rosendale, Rochester, Shandaken and Woodstock in Ulster County.

*Virtual Chamber Breakfasts are a great way to stay on top of current events. For more information, contact the Chamber at (845) 338-5100 or go online at [www.ulsterchamber.org](http://www.ulsterchamber.org).*

## February Virtual Breakfast Sponsor – Catskill Hudson Bank

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*Find out more information by visiting [chbny.com](http://chbny.com).*





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**DAILY FREEMAN**

**UPCOMING CHAMBER EVENTS**

**February 23 | 9:00 - 10:00 am**

**Virtual Chamber Breakfast Meeting  
Albany Update  
Assemblymember Kevin Cahill  
NYS Senator Michelle Hinchey**  
Technical Support by Radio Kingston  
Livestream on Facebook & YouTube  
**Sponsor: Catskill Hudson Bank**

**February 26 | 9:00 - 10:00 am**

**Virtual Business Card Exchange**  
Via Zoom Meeting  
Reservations are required.  
Register at [www.UlsterChamber.org](http://www.UlsterChamber.org)  
**Sponsor: Hudson Valley Credit Union**

**March 17 | 9:00 - 10:00 am**

**St. Patrick's Day Breakfast**  
Technical Support by Radio Kingston  
Livestream on Facebook & YouTube  
**Sponsor: The Reis Group**

The logo features a Facebook 'f' icon in a black circle at the top right. Below it, the text 'Ulster Small Businesses United' is written in a stylized font. To the right, a sign reads 'BOPIS' (Buy Online, Pickup In Store). At the bottom left is the Ulster County Regional Chamber of Commerce logo, and at the bottom right is an illustration of a storefront with windows and a door.

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# A Change For The Better

## Adams Fairacre Farms Redesigns Kingston Store

Don't let the parking lot fool you. Just because Adams Fairacre Farms in Kingston always looks crowded, that doesn't mean it's chock-full of loafing customers.

Quite the contrary. Early on in the COVID-19 pandemic, the 42,000-square-foot market capped in-store foot traffic to 50-percent capacity to keep customers safely spread out. Those extra cars, mind you, belong to employees, who made room in the back lot last year for construction workers to expand the store at the behest of owners Patrick and Steven Adams.

The brothers knew that by reconfiguring the layout, their customers would be able to navigate quicker with more elbow room. The solution was as simple as moving the floral department into the gardening center, which freed up grocery aisle space—something badly needed to enable social distancing in these anxious times.

“We also added more full-service registers in our garden center to get people out of the store quicker,” said store manager Mike Paesano. “The whole idea was to make sure there was less interaction all the way around.”

The store at 1560 Ulster Ave. in Lake Katrine now feels roomier, and customers like the experience, he said.

“We're going to keep it this way. This is permanent. We knew we had to open up the store, and the Adams family spent a lot of money to improve the store in reaction to the pandemic,” Paesano said.

Founded by Ralph A. and Mary Rogers Adams in 1919, Adams Fairacre Farms has maintained its reputation as a welcoming community hub where shoppers can find everything from soup to nuts, but the remodel ensures a more expeditious flow of people in and out of the store.

Additionally, Adams was quick to make other changes last winter in accordance with

federal, state and local guidelines, particularly as it related to limited contact, Paesano said. One innovation was the launch of Farm-to-Car shopping.

“The first thing we did was add curbside service in April,” Paesano said. “Then, we turned it into an online web cart. We added a full curbside department. It works by customers going online and ordering their groceries. They then drive up and call and we deliver their groceries to their car. It's completely for the customer—to serve them better and make sure they feel safe.”

Adams also opened an hour earlier, designating the block between 7-8 a.m. for seniors and high-risk groups at all of their stores in Ulster, Dutchess and Orange counties. Meanwhile, store personnel continue to get high grades for meticulously sanitizing carts and other points of contact, Paesano said.

The family-owned business that celebrated its 100th anniversary last year made sure to take care of employees, deemed essential workers throughout the pandemic, Paesano added. That included raises, bonuses and free employee-appreciation lunches.

Customer giveaways that included grills, meat freezers and gift cards also brightened up the recent dark days.

“We've learned a lot about how to handle the challenges that came from COVID,” Paesano said. “The Adams family stepped up to make sure we had all the resources we needed at all times, including having high-demand products in the store at all times.”

“We've continued to be busy with the new influx of people in the area, and I don't see our business slowing down at all. We're truly blessed and grateful for the community support and the way the Chamber staff has stepped up to help all our local businesses. We're very proud to be part of that organization.”

Those around these parts already know that Adams is an area institution known for fresh produce, quality meats, seafood, specialty cheeses and baked goods.

The stores in Lake Katrine, Poughkeepsie, Wappingers Falls and Newburgh carry endless bins of hand-selected fruits and vegetables that



Michael Paesano, Store Manager

originate from at least a dozen local farms, while the company's meats and poultry come from local butchers.

Meeting customer needs is one of the hallmarks of the local franchise, and that really manifested in the last 12 months, Paesano said.

“It's been an unbelievable team-building experience,” he said. “Now, more than ever, it's important to be as patient and kind as you can be because it's been a tough year and we all need to work with each other.”

As for future events like Adams' annual Spring Garden Show, they will happen, but in modified ways, Paesano noted. This year's show will run from March 5-14.

“We won't have all the extras like food or vendors this year, and there will be one-way traffic going in and out. We'll keep count to make sure there aren't too many people crowding in, but it will still be a beautiful place to walk through and think of spring.”

For hours and more information, Adams Fairacre Farms, located locally at 1560 Ulster Ave. in Lake Katrine, can be reached at (845) 336-6300 or [www.adamsfarms.com](http://www.adamsfarms.com).



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# UHY Steps Up To Help During COVID-19

## ‘Everything From Soup To Nuts For Businesses’

COVID-19 has been disastrous for many businesses, but companies like the accounting firm UHY LLP has seen an increase in business even as they help others weather the storm.

Bradley Cummings, a managing director who oversees UHY’s office in Catskill, N.Y., said many businesses needed help during COVID, including navigating the Paycheck Protection Program (PPP) loans process.

“We’ve actually grown during the pandemic,” Cummings said. “We’re hiring local talent with expertise in certain areas. We’ve actually been busier than ever. I think clients need us



*Bradley Cummings*

more than ever now through the hard times.”

“Assistance with the PPP loan application process has been such a need for our clients that we have designated employees specifically for that purpose; and to help clients resume their business operations swiftly and efficiently. It has been very gratifying and rewarding for me and the team at UHY. And I’ve been doing this for 26 years.”

Cummings said UHY recently initiated a practice called CAAS, or Client Accounting and Advisory Services, to help businesses become more efficient as they maneuver through COVID and beyond.

“It’s our busiest service line right now and it echoes the sentiment of our tagline the ‘Next Level of Service’ we offer to our clients,” he said. “It helps businesses manage their financing operations even remotely, as we adhere to the guidelines. We help them through the tough times and help them manage their businesses.

“It’s a great division of UHY and it’s really taken off

as a way for businesses to operate more efficiently, which is incredibly important. It enables businesses to get through this troubling time. At the end of the day, some businesses needed to just step back a little bit and say, ‘How can we do this?’ That obviously was forced on them due to the pandemic.”

UHY merged with the local CPA firm Pattison, Koskey, Howe and Bucci on Jan. 1, 2020 and picked up offices in Kingston, Catskill and Hudson. Those three offices, along with those in Saratoga Springs and Albany, comprise the company’s Hudson Valley Region with 115 employees.

While you might think of a CPA firm as a company

providing taxes and other advisory services, Cummings said UHY is so much more thanks to the company’s vast experience and knowledge.

“We do everything from soup to nuts for clients,” he said. “We have professionals locally, regionally, nationally and internationally that can help businesses get through times like this. We combine our local knowledge with our regional, national and international resources and I think that’s huge for businesses.

“We have professionals with varying expertise, from individual tax work to large corporate work, mergers and acquisitions, business valuations and also international experience. Our dedication to delivering top quality service has led to referrals.”

In fact, Cummings said that’s where most of UHY’s clients originate.

“If you give good service to your clients, the best advertising is word of mouth,” he said. “It’s really helped us. You can advertise in the paper, but if someone’s coming into the area, they’re going to ask their neighbor or their lawyer friend or their doctor, ‘Who do you use for accounting services?’ When we provide the level of service that we do for clients, we’re going to get referrals from those people.”

Cummings called the Chamber a “great resource for local businesses and organizations” and said UHY is glad they joined.

“It enables you to work together and build relationships that develop and grow on both ends,” he said.

“The Chamber has been very valuable to us and it enables us to connect with our clients and the community. We’re invested in the community and helping businesses succeed.”

UHY is not just a member, but a Sustaining Sponsor of the Chamber.

“The upstate area is growing with people moving out of the city up into this area. I think there’s more of a need for us to be accessible and to show what we can do to service local businesses, get them through this time and move them forward for growth and profitability,” Cummings said.

*UHY LLP—Kingston, located at 157 Stockade Drive in Kingston, can be reached at (845) 331-5030. UHY LLP—Catskill, located at 45 Five Mile Wood Road in Catskill, can be reached at (518) 943-4502. UHY LLP – Hudson, located at One City Centre in Hudson can be reached at (518) 851-1722. The website is [www.uhy-us.com](http://www.uhy-us.com).*

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 Catskill Animal Sanctuary  
 Ceres Technologies, Inc.  
 Children's Home of Poughkeepsie  
 Circle of Friends for the Dying  
 Clemson Bros. Brewery - New Paltz  
 Cornell Cooperative Extension of Ulster Co.  
 Crested Hen Farms  
 DeForest Group, Inc.  
 Donna Moss Greeting Cards  
 Ellenbogen Group, Inc./Seven21 Media Center  
 Emery & Webb, Inc.  
 EvolveD Interiors & Design Showroom, LLC  
 Family Of Woodstock  
 Francis P. Flynn, CPA  
 Global Dwelling  
 Grist Mill Real Estate  
 Halter Associates Realty - Kingston  
 Helsmoortel Insurance Agency  
 Herzog's Home & Paint Centers  
 Hoffman House Restaurant  
 Hollenbeck Pest Control  
 Hudson Valley Current  
 Hudson Valley Financial Services  
 Hudson Valley One  
 J & C's Fine Furniture Repairs & Refinishing  
 JBT John Bean Technologies Corp.  
 Keller Williams Realty Hudson Valley North  
 Kingston Local Development Corporation  
 Lawn Doctor of Ulster & N.W. Dutchess  
 Counties  
 Lockwood Architecture, PLLC  
 Luna Dermatology  
 Medical Aesthetics of the Hudson Valley  
 Metroland Business Machines Inc.  
 Mid-Hudson Photo ID  
 Minnewaska Distance Swimmers Association  
 (MDSA)  
 Paper House Productions  
 Paraco Gas  
 Pioneer Realty Advisors  
 Rose and Kiernan, Inc.  
 RUPCO  
 Ryan & Ryan Insurance Brokers, Inc.  
 Saugerties United Methodist Church  
 Saunderskill Farms  
 Schwartz's Inn  
 Spa21 Kingston, LLC  
 Texas Roadhouse  
 The Ashokan Center  
 The Herwood Inn  
 The Law Office Of Scott A. Klion, PLLC  
 The Reis Group  
 The Sirius Raw Dog Food Company, Inc.  
 The Trataros Law Firm, PLLC  
 The Venue Uptown

Tim Hurley, Realtor  
 Town & Country Liquors  
 Town of Saugerties  
 Trast & Gyenes, Inc.  
 Trustco Bank  
 Ulster County Board Of REALTORS  
 Ulster Gardens  
 Ulster Uniform Service Inc.  
 Valley Courier & Delivery Service  
 Village of Saugerties  
 Walden Savings Bank  
 Walkway Over the Hudson  
 Wiedy Furniture Center  
 William J. Jacobs Fund Management  
 Williams Lumber & Home Centers  
 Woodstock Day School  
 YMCA of Kingston and Ulster County  
 Your CBD Store Kingston

## Anniversaries:

### 35 Years

Family Of Woodstock

### 20 Years

DeForest Group, Inc.  
 Lawn Doctor of Ulster & N.W. Dutchess  
 Counties

### 15 Years

Saunderskill Farms

### 10 Years

Aristeia Metro, Inc.  
 Brainstorm Computers and Technology  
 Brian Hommel Home Improvement, LLC

### 5 Years

Minnewaska Distance Swimmers  
 Association (MDSA)

### 1 Year

Clemson Bros. Brewery - New Paltz  
 Luna Dermatology  
 Medical Aesthetics of the Hudson Valley  
 The Venue Uptown  
 Your CBD Store Kingston



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# A Sweet Spot Calling Your Name

## Kingston Candy Bar Set For Valentine's Day

Diane Reeder, owner of the Kingston Candy Bar is working lots of extra hours these days, crafting culinary confections sure to make your partner croon like crazy on Valentine's Day.

Think hand-dipped chocolate-covered strawberries, heart-themed cocoa bombs, homemade peanut-butter cups, assorted bonbons and even a specialty named after your spouse. Reeder aptly calls it the "Happy Husband Bar."

"The reason I call it that is because it makes my husband very happy when I make it," said Reeder, the affable soul who once ran the Queen's Galley soup kitchen in Uptown Kingston.

The bar consists of a layer of cookie-crumble crust that is studded with chocolate chips and M&M candies. Reeder adds a layer of her "creamy, dreamy peanut butter filling" and tops it with a layer of milk chocolate.

"They're big enough to share, but you won't want to," she said. "We sell more of these than anything. They are our No. 1 signature item."



Reeder opened the combined candy store and bake shop at 319 Wall St. eight years ago.

Not only does Kingston Candy Bar feature 348 varieties of candies, but the store takes one back to simpler times.

The vintage goodies include Bottle Caps, Atomic Fireballs, Smarties, Wax Lips, Nickel Wafers, Mary Janes, Candy Dots, imported and domestic licorice and gobs of gummies. In non-COVID times, guests could scoop them out of the jars and buy them by the pound.

Reeder also offers the locally based Jane's Ice Cream as well as handcrafted, old-fashioned sodas like Avery, a Connecticut-based company that makes its pure sugar-cane sodas in small batches. Some have gross names like Toxic Slime, Alien Snot, Dog Drool and Kitty Piddle, but don't let the names fool you, Reeder assured.

"I personally like the Zombie Brain Juice made with carbonated water, pure cane sugar and strawberry and kiwi. It's the best," Reeder said. "They're a lot of fun,

and they taste great. Most of these are family companies, where you can actually call and talk to the people who stand behind their products."

Nothing Reeder has ever done is ordinary, and her candy shop reflects that. Since opening the store in 2013, Reeder has gone on to earn her culinary arts degree from the Culinary Institute of America, and over the years, she's played around with different things to see what resonates most with customers.

"My favorite thing is doing something custom for customers, so when they call and they're having a party or they have a 9-year-old who only eats green things or likes elephants, I can give them what they want and bring them a little bit of joy. Nobody has to have candy, so this is something that should give joy when people come in."

In recent years, Reeder has branched out to feature fudge and fancy, fluffy doughnuts, including vegan specialties. Reeder said she was inspired to try her hand at vegan doughnuts from a friend, whose daughter had dietary restrictions.

"It took me 18 months to figure it out. By her 16th birthday, I was able to make a truly delicious vegan doughnut, so it's stuff like that which makes me tick."

Reeder, who also works as the culinary



Olivia Reeder

director at the Mental Health Association in Ulster County, does most of her baking in large batches on the weekend, but her 17-year-old daughter, Olivia, assists. She runs the store for her mother on weekdays while doing her schoolwork remotely.

Big plans now include getting enough inventory for Valentine's Day. Reeder said Kingston Candy Bar did so well last Christmas with its hot cocoa bombs that she'll be featuring them again this February.

For those who insist on that box of chocolates, Reeder promised to have plenty of freshly made signature truffles and decadent bonbons on hand.

"You can come in, point to what you want and we can make a box up for you, or you can choose a grab-and-go box," Reeder said.

She'll also roll up her sleeves for those out-of-this-world, special requests.

"We love it when people ask us to do those special things," she said. "That really lights our fire."

Kingston Candy Bar, located at 319 Wall St. in Uptown Kingston, can be reached at (845) 901-3927 or [www.kingstoncandybar.com](http://www.kingstoncandybar.com)

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