

# Ulster Leadership Graduates 18

## You Could Be Next As '24 Class Assembles

Ulster Leadership's 2023 class graduated on June 26 at Diamond Mills Hotel, sending out 18 more leaders to make a difference in the Ulster County community.

Ingrid Kulick, Executive Director of the Ulster Chamber Foundation which operates the leadership program, said more than 475 people have graduated over the past 31 years and are busy serving on various boards and leading in other ways.

"Many of these individuals are leading teams in their businesses, government positions, nonprofit organizations and community associations," she said. The 2023 graduates included:

Class President Kody W. Sargent – Central Hudson

Cody W. Bivins – Ulster Savings Bank  
 Katelyn A. Cady – Rondout Savings Bank

Donna M. Chiappa – Mid-Hudson Valley Federal Credit Union

Diana Flores-Reyes – Ulster Savings Bank

Julie Franceschini – Hudson Valley Credit Union

Kelli L. Ganda – Ulster County Personnel

Shad Gipson – YMCA Kingston

Charles Patrick Hertica – Samadhi Recovery Outreach Center

Nekeisha (Nicke) P. Johnson – Moonburger

Kelly M. Kozakiewicz – Mid-Hudson Valley Federal Credit Union

Tracy A. Mackey – Walden Savings Bank

Brittney A. Poepplein – The Bank of Greene County

Matthew D. Rosenberger – M&T Bank

Jamie A. Truncali – Rondout Savings Bank

Tyler W. Ury – Ulster Savings Bank

Stephanie M. Walsh – Ulster Savings Bank

Taylor E. Wiley – Ulster Savings Bank

Kulick described the program, whose Premier Sponsor is M&T Bank, as "an intensive, regionally oriented leadership development program designed to give potential and emerging leaders the skills, knowledge, and ongoing support they need to succeed." The promising leaders come from business, nonprofit and government organizations.

"This nine-month program challenges individuals from diverse backgrounds to be influential in our region's future," she said. "Participants sharpen their leadership, entrepreneurial and team-building skills, as well as heighten their knowledge of the region's business, community and government structures."

The program kicks off each year with a two-day overnight retreat in September, followed by 18 bi-weekly two-hour sessions, and concludes with a graduation celebration in June. Participants dialogue with more than 40 Ulster County leaders through presentations, discussions and panel deliberations.

Kulick said the speakers come from the worlds of politics, government, business, non-profit, health care and higher education.

Sargent, the Class President, said he was inspired hearing how Steve Kelley, the President and CEO of Ellenville Hospital, faced the challenge of cutting emergency room wait times.

"I learned a lot hearing those stories about righting the ship and learning about their experiences as leaders and overcoming adversity during their career," said Sargent, a business analyst with Central Hudson. "It happens to everyone, and I learned you have to keep moving forward. There were a lot of life lessons."

Kulick said the speakers all volunteered their time and expertise.

"We are extremely blessed to have such talented, experienced and generous leaders in our region who believe in the importance of leadership development," she said. "All the speakers give so much



of themselves, highlighting triumphs and difficult times, sharing lessons learned and techniques that are tried and true. We all learn so much from each speaker and truly appreciate their time and commitment."

Kozakiewicz, a loan servicer at Mid-Hudson Valley Federal Credit Union, said she attended Leadership Ulster hoping to improve her chances of being promoted to a supervisor.

"My biggest weakness was my confidence, so going into the program, it was about finding that confidence within myself," she said.

"We all worked very well together. All of us were on the same page and worked so well together. Overall, everyone in the class was awesome."

Kulick said this year's group did an "amazing job" planning and executing class projects and collected more than 1,000 personal items such as hats, gloves, scarves, and socks to donate to People's Place at the beginning of the winter season.

"Then they developed an amazing curriculum for 15 high school students from four high schools and held their Youth Leadership Summit in March. Finally, as if all that wasn't enough, the class secured wonderful prizes and conducted the Cinco de Mayo Raffle in May and raised

over \$4,000 for the Ulster Leadership Scholarship Fund."

For more information about the program or to apply for a future class, contact Kulick at Ingrid@ulsterchamber.org or Ulster Chamber, 214 Fair St., Kingston, NY 12401. The phone is 845-338-5100, ext. 106.

The Foundation is currently accepting applications through Aug. 1 for the Class of 2024 which kicks off Sept. 10-11 with a retreat at the Emerson Resort & Spa in Mt. Tremper.

For an application: www.UlsterChamberFoundation.org.

Anyone interested in the program can view an intro video here: <https://youtube.com/UlsterChamber>

Sargent said anyone with the opportunity should attend Leadership Ulster.

"I would give this a 5-star rating and 100 percent recommend it to anyone in the future," he said. "The networking opportunities are great. I feel like we learned a lot about the local community in Ulster County."

"This is a neat way to get more involved in the local community you live or work in. I give a shining review to Ulster Leadership."

# Unbridled Pleasure

## HITS In Saugerties Hosting Aug. 3 Mixer

This is the one Mixer of the year where horsing around is quite simply a given. That's because it takes place in Hudson Valley horse country at one of the region's premier destinations.

On Aug. 3, HITS on the Hudson at 454 Washington Ave. in Saugerties is hosting the Chamber's Mid-Summer Mixer from 5:00 to 7:00 p.m. Chamber members will have a chance to roam the state-of-the-art grounds, meet members of the new ownership team and witness the fusion of beauty and athleticism in a jumping demonstration or two.

Marshall & Sterling and the Benedictine Health Foundation are sponsoring the networking event. Family of Woodstock, a HITS' longtime charity partner, also will be on hand at the event.

"Pre-COVID, this was an annual event, so we haven't done it in a while," said John Eickman, Vice President of HITS. "When Chamber members visit the showgrounds, they will experience first-hand the improvements that have taken place both inside and outside of the buildings flanking the main promenade as well as the competition rings."

Since the last HITS Mixer, many changes have occurred. In March 2022, the New York-based Traub Capital Partners (TCP), a strategic private equity firm known for energizing legacy businesses, purchased HITS. The firm is determined to "leverage HITS' exceptional history by utilizing its knowledge of the luxury consumer and its commitment to growing HITS equestrian business through further investment in its six locations," Eickman said.

Tom Struzzi, who founded the company in 1977, maintains a significant stake in the business.

In the early days, Struzzi rented a farm near the Nevele Hotel in Ellenville, but as the operation grew, he moved it to the village of Saugerties in 2004. Today, it features 1,100 permanent stalls, an amphitheater showcasing the grand prix ring and feature hunter ring as well as a blacksmith and veterinary building, food concessions, a bar, equestrian retail shops and two VIP-seating areas.

Eickman said one of the things he hopes to impress upon Chamber members is the enormous economic impact of HITS—not only on Saugerties, but on the region. Eickman has calculated that to be about \$75 million a year, which amounts to more than \$1 billion since its inception.

The horse shows, held from May through September, typically attract the owners, riders, trainers, and groomers of some 8,000 horses each year. In addition, thousands of spectators visit the showgrounds each week. HITS clients do a tremendous amount of business with area hotels, restaurants, bars, grocery stores, gas stations and specialty shops, Eickman noted.



The August Mixer will bring all that to light in a brief presentation. Chamber attendees will also be treated to hors d'oeuvres, beer, wine and soft drinks as well as jumping demonstrations.

"We want Chamber members to see the beauty of the facility and realize the economic impact that comes to the area from all the people who visit from all over the country and even outside the country, and we want them to know they're welcome to come back time and time again," Eickman said.

"This is one of the finest facilities in the country, and with some of the improvements we've made, we're attracting new customers and former customers. That means we're introducing more people to the Hudson Valley and Saugerties, in particular, which is a plus in terms of the economic impact that comes with the new visitors."

For more information on HITS, go to HITSShows.com or call (845) 246-8833.

**Mixer August Mixer**  
 Thursday, August 3  
 5-7 pm

**HITS On The Hudson**  
 454 Washington Avenue, Saugerties, NY

**Sponsors:**  
 Marshall & Sterling INSURANCE  
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Chamber Mixers are a great way to network and promote your business. Be sure to bring plenty of business cards. This free networking event is open to Chamber members and prospective members. Reservations are a must and can be made by calling the Chamber at (845) 338-5100 or by registering online at [www.ulsterchamber.org](http://www.ulsterchamber.org).

Ulster County Regional Chamber of Commerce

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# A Pharmacy For The Public Good

## Phoenicia Non-Profit Makes History

The tiny hamlet of Phoenicia is home to the first non-profit community pharmacy in America.

Pharmacist and CEO Edward Ullmann, a mover and shaker in the county who has lived just outside the hamlet for 50 years, said he tried to buy an existing pharmacy in Phoenicia several years ago, but it didn't work out.

In April, Ullmann unveiled Wellness RX, Pharmacy For The Public Good, with an emotional grand opening at the new store, located at 53 Main St. in an old KeyBank building with drugs stored in the safe.

"This is my chance to come back now that we have established, over the last eight years, a very successful pharmacy in Tannersville," said Ullmann, who was the founder of the Ulster County HMO WellCare several years ago. "We've been developing a model and that shifted into where I felt it was time to go back to a non-profit format and help these communities."

"It's a help message of using pro-profit business principles and bringing them to a non-profit concept. The only difference is whatever profits that are realized go back to the public good as opposed to shareholders. That's really the only difference between the two."

Ullmann said customers will notice a "totally common" pharmacy at the non-profit, where you come to fill a script and pay the same co-pay you normally would at a for-profit store. All insurances are accepted, including Medicare and Medicaid. "There is no difference from a transactional perspective," Ullmann says, "but from a standpoint of health care, it starts with the ambiance of the store. It's beautiful. It's creative and there's art around. The environment to me is very important and we want the community to feel as if something is different."

"We integrate natural medicine with traditional medicine. We've gotten pretty good at that over the years. We're there to be a service to others. That's our mission and I think people feel that."

The new 1,640-square-foot pharmacy also features a patients' assistance fund to help people with co-pays and a charitable trust. The pharmacy, as a non-profit, will be eligible for grants and public funding.

"We have ways to level the playing field, so economics is not going to be an issue," Ullmann said.

Ullmann said the pharmacy, which employs four people, will expand to provide delivery and home care services. "It's what the community needs that we will focus on," the health care entrepreneur said.

The technology at RX Wellness, Pharmacy for the Public Good will be "far superior" to what a customer might see at a chain store, Ullmann said.

"The spirit and the heart is the difference and people can feel that," he said. "They come in and they're important. In a chain, it's very transactional. It's a healing, wellness model and prescriptions is just one

tool that we have."

Ullmann, who serves on the advisory council at Albany College of Pharmacy, his alma mater, began thinking about the non-profit model when the industry went into a "death spiral." Many independent pharmacies have sold out to chains and Ullmann began to wonder where future pharmacists were going to come from.

"More stores are closing than opening in America," he said. "Pharmacies are not going to be able to sustain that. The reimbursement for dispensing drugs is terrible. We lost money filling three out of 10 scripts. That's not sustainable."

Ullmann said 25 percent of American communities have no easy access to a pharmacy.

"The numbers are growing in the urban areas where the poor are," he said. "I thought we had to come up with a model that was different and that's what we came up with."

Ullmann said some non-profits provide services to the medically uninsured, but this new community pharmacy is a first. He called it a partnership of the "whole community" and a boost for northern Ulster County.

"Everything just kind of came together," he said. "I've had a lot of experiences in Ulster County, good, bad and indifferent, but this was one of the richest."

The opening ceremony drew around 100 of Ullmann's friends from Tannersville and the media. The former county legislator dedicated the effort to his late wife, Patty, who recently passed away.

"The message was all of us living here in American society know that things are not right and out of balance and here we are with an opportunity of a community coming together and we have the ability to have a connectedness among each other," he said.

"Communities need anchors like this to become great. Then you can build around it. It was a very moving event."

Meanwhile, Ullmann said 10 other communities have called

and want to form non-profits, and the next project will be in New Lebanon in Columbia County.

"I touched a nerve, or I wouldn't be getting phone calls from people all over," he said. "It's exciting to have this seed coming from this little hamlet of Phoenicia. If you can't do renaissance ideas and big thinking in the Hudson Valley of New York, where can you? This has always been an area open for change and possibilities."

*Wellness RX, Pharmacy for the Public Good, located at 53 Main St. in Phoenicia, town of Shandaken, can be reached at (845) 688-0188. You also can go to [pharmacyforthepublicgood.org](http://pharmacyforthepublicgood.org) or [wellnessrxllc.com](http://wellnessrxllc.com).*



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## Ulster County Regional Chamber of Commerce

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**Nomination Deadline**  
Friday July 28 | 5:00 pm

**Business Recognition Award Nominations**

Nominate your favorite Business, Business Leader or Organization  
Nomination form available online at [www.UlsterChamber.org](http://www.UlsterChamber.org)

**Thursday August 3 | 5:00 - 7:00 pm**

**Networking Mixer @ HITS Saugerties**

454 Washington Avenue | Saugerties, NY  
There is no cost for Members and Prospective Members.  
Reservations are required.

**Sponsor: Benedictine Health Foundation**  
**Underwriting Sponsor: Marshall & Sterling Insurance**

**Wednesday August 16 | 6:00 - 8:00 pm**

**YUP Meet Up @ BLACKBARN Hudson Valley**

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No cost networking event for young professionals.  
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**Thursday October 26 | 5:30 pm Cocktails 6:30 pm Dinner**

**Business Recognition Awards Dinner**

Interested in Sponsorship Opportunities?  
Contact Ward Todd 845.338.5100 x2

**More Info and Registration [UlsterChamber.org](http://UlsterChamber.org)**  
**Questions (845) 338-5100**

### ChamberNews

The official publication of the Ulster County Regional Chamber of Commerce is a special advertising section to the **Daily Freeman**, PO Box 4470, Kingston, NY 12402 - A Media News Group publication

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# Mixer

June 8, 2023

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Our Mixer Underwriting Sponsor, Sawyer Savings Bank with Senior Vice President Jenn Gutheil-Denier (6th from right), staff and board members.



Our Mixer Sponsor, Alzheimer's Association Hudson Valley Chapter with Tina Eckert, Cindy Petry, Joan Carl, Tara Arthurs and Lurleen Monteleone, with Amy McIntyre (Woodland Pond at New Paltz), and Meg Boyce (Alzheimer's Association Hudson Valley Chapter).



Kelly Ilgner (Pardee's Agency), Kamryn Ilgner (Woodland Pond at New Paltz), and Jason Ilgner (Callanan Industries).



Alan Roberts, Linda Bradford (both with Stone House Tavern), and Justin Blejer (Blejer Architecture).



Sheila Gilday (Gilday Creative), Jeff Severson (J.T.S. Design), Michael Esposito (DenTen Insurance Services), Michael Lockwood (Lockwood Architecture), and Lisa Sandick (SUNY New Paltz).

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Nominate a business, business person,  
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For a nomination to be valid, the Nomination Form  
must be complete and submitted no later than  
12 noon on Friday, July 28, 2023.

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- 10 Years**  
Romeo Volkswagen
- 5 Years**  
The Mud Club
- 1 Year**  
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