

'Give Local For The Holidays'

December Breakfast Spotlights Local Non-Profits

Funding for Ulster County's non-profits can sometimes get lost in the chaos of the holiday season. The Chamber realizes this and will be putting three non-profits—People's Place, the Boys and Girls Clubs of Ulster County, and Raising Your Awareness about Narcotics (R.Y.A.N.) on center stage at the Dec. 13 Breakfast Meeting from 7:30-9:00 a.m.

The event, sponsored by Rondout Savings Bank, will take place at The Venue Uptown at the Best Western Plus Kingston at 503 Washington Ave. Special seasonal music will be provided by the Kingston High School Choir under the direction of Lawrence Lohman.

"The holidays are always a special time of the year in Ulster County, and even more so this year," said Chamber President Ward Todd. "The Ulster Chamber of Commerce is well known for the support we give our members in retail during the holiday season, with our 'Shop Local for the Holidays' campaign. This year, we're also giving greater attention to our members in the not-for-profit community with the theme of our December Breakfast Meeting, 'Give Local for the Holidays.'"

The speakers will include Christine Hein, Executive Director of People's Place; Dan Whalen, Executive Director of the Boys and Girls Clubs of Ulster County; and Randi Kelder of Raising Your Awareness about Narcotics (R.Y.A.N.). Todd said each organization will share its vision, impact on the local community and ways attendees can get involved and help.

People's Place, which has been around since 1972, offers more than 20 programs throughout the year, but the agency especially shines

during the holiday season.

According to Hein, the non-profit gave out more than 1,500 meals at Thanksgiving with its "Talkin' Turkey" program and is expected to gift as many as 2,600 children (infants to teens) with its "Project Santa" initiative. Additionally, the agency's "Bag Holiday Hunger" will feed children while they are on Christmas break.

The organization also operates a Wellness Empowerment Center and "Holiday Corner," a new year-round curated holiday shop located in the space formerly known as Michael's Candy Corner, a longtime Kingston institution.

"The goal of Project Santa is to ensure all the children of Ulster County have a magical Christmas each year," said Hein. "The new Holiday Corner will help provide us with the financial support we need to achieve this goal as well as support the growing demand placed on all our year-round programming while offering our community a magical shopping experience in a place so rooted in holiday tradition."

The Boys & Girls Clubs of Ulster County has been in Kingston since 1946 with a mission to "inspire and enable all youth to lead better lives by providing positive opportunities to develop the qualities needed to become responsible citizens and adults." The club also has a branch in Saugerties.

The Kingston Unit, located on Greenkill Avenue, is a traditional drop-in program serving youth between the ages of 6 to 18 years of age, with specialized programming opportunities. That club offers a full-sized gymnasium, art room, educational learning center, kitchen, game room and dedicated teen room.

Meanwhile, the Saugerties Unit has been welcoming youth since it opened its doors in April of 2006 in the Village of Saugerties and offers many of the same programming opportunities as Kingston.

Kelder said she would use her time to explain R.Y.A.N. and its mission. The organization, named

in honor of Kelder's brother, Ryan, who died of an overdose, recently bought a house in Saugerties. "We've been doing a lot more for the community recently," she said. "Now that we have a house, we have the space to provide addicts a place to go and to feel safe."

R.Y.A.N. hosts 30 recovery meetings a week with as many as 50 people per night. The house, which needed repairs, is expected to open next spring and provide a place to live for eight to 12 people as they recover. The organization also provides food and Christmas gifts at this time of year. Kelder said people always thank her and her family, but she thinks it should be the other way around.

"Without our community and our donors and the people who have been supporting us for the last eight years, we wouldn't have the house," she said. "We wouldn't have a place for these folks. That house has proven to be a great place

BREAKFAST Meeting

Give Local for the Holidays

- ◆ People's Place
- ◆ Boys and Girls Clubs of Ulster County
- ◆ Raising Your Awareness about Narcotics

Wednesday December 13, 2023 | 7:30 - 9:00 am
 The Venue Uptown at the Best Western Plus
 503 Washington Avenue, Kingston, NY

Sponsor: **RONDOUT SAVINGS BANK**

for those in recovery and those trying to get into recovery."

Ulster County is home to many other non-profits and the Chamber counts more than 100 such agencies as Chamber Members, providing for them much needed promotion and publicity as well as a means to connect with the Chamber's 1,000 members.

Chamber Breakfast Meetings are a great way to stay on top of current events and connect with other local business leaders and are open to Chamber Members as well as the general public. Tickets are \$30 in advance or \$35 at the door for Chamber members, \$40 for non-members. Reservations are required. Call (845) 338-5100 or register online at www.UlsterChamber.org.

The December Breakfast Sponsor Is The Rondout Savings Bank

In the Mid-Hudson Valley, Rondout Savings Bank stands tall as a beacon of community commitment and financial reliability for 155 years. Since its inception, this community bank has played a vital role fostering economic growth by supporting local businesses, families, and neighbors. As we reflect on the bank's journey, it is evident that Rondout Savings Bank's success is rooted in its core values—a culture of caring, putting people first, and a commitment to reliability, accountability, safety, and trust.



and digital currencies, Rondout remains well positioned as a dependable banking partner for local businesses and individuals alike.

As the bank enters its 156th year, we are especially proud to announce the Bank's upcoming expansion of a new Uptown Kingston branch. Slated to open its doors in early Spring 2024, this modern branch at 267 Wall Street in Kingston is a testament to the bank's continued commitment to providing an enhanced banking experience for its customers.

The new Uptown Kingston branch will reflect Rondout Savings Bank's dedication to improving accessibility and responsiveness to the evolving needs of the community. With a contemporary design and state-of-the-art facilities, the branch is poised to offer customers a banking experience that aligns with the bank's commitment to personalized service, localized decision-making, and cutting-edge technology. It is an example of the Bank's dedication to growth, improvement, and ensuring that the next chapter in its story is as impactful as the first. Rondout Savings Bank looks towards the future with the same caring values that have differentiated it from its competitors.

Recently, Rondout has released their "Rondout Cares Business Bundle", a special financial package offered to the local business community. The offer makes it easier for businesses to apply for an assortment of vital financial management resources, all bundled as one simplified package. Business owners will benefit from waived fees and access to interest bearing checking and higher rates on CD's.

Specific details about the bundled offer can be found at RondoutBank.com or by calling or visiting any Rondout Savings Bank branch located in Kingston, Ulster, West Hurley, or Hyde Park.

In conclusion, Rondout Savings Bank's 155 years of success are not just a testament to financial acumen but also to a deep-rooted commitment to community, people, and values. Rondout Savings Bank remains steadfast in its mission to serve as an inclusive social example to the community. By fostering a sense of belonging and actively participating in the betterment of the Mid-Hudson Valley, the bank continues to demonstrate its commitment to non-profit organizations and being a caring financial partner through its Dividends to the Community program.

The Merriest Mixer Of All Old Savannah Hosts Chamber Event Dec. 6

Dave Amato just can't help himself. He loves the holidays, and it shows every December when he hosts the Chamber's final Mixer of the year at Ole Savannah Southern Table & Bar at 100 Rondout Landing in Kingston.

You'll notice it first outside, where the 30-by-60-foot ice-skating rink glistens under the moonlight. It's a community gem that Amato introduced on the grounds of Ole Savannah two years ago. Heck, if you show up at the Mixer on Dec. 6 from 5:00 to 7:00 p.m., you might want to try it out to see what everybody's talking about. Amato even has skates for rent and is encouraging Chamber members to take a spin on the ice.

Ryan & Ryan Insurance Brokers is the Underwriting Sponsor of the Mixer and kicking off its 65th anniversary with a salute to RUPCO, the Mixer Sponsor. Attendees will have a chance to send personal holiday greetings to seniors residing at RUPCO's affordable apartments throughout the region.

If skating isn't your thing, marvel at that 30-foot, twinkling Christmas tree outside the restaurant on the historic Rondout. Bring your smartphone for dazzling selfies under the evergreen. Inside, you'll get swept away by the festive decor that includes garlands, wreaths,

snowflakes and poinsettias perking up the 19th-century industrial-chic building that once served as the Cornell Steamboat Company's boiler shop and later as a steel fabrication shop.

"We're always decorated to the nines for the holidays, and it's just a great time of the year for everybody to get together for some holiday cheer," said Amato. "It's one of my favorite times of the year, and I love to welcome the Chamber of Commerce and fellow Chamber members for a good time."

Good times are something Amato specializes in. He's once again hired vocalist Michael Dell to perform all your favorite Christmas songs, and the food spread will blow everyone away. Amato plans to feature several stations, including a harvest table, raw bar and "elegant and elevated" hors d'oeuvres.

All of this shows why Ole Savannah Southern Table & Bar is the ideal spot to host a company party or family celebration. The

restaurant consistently gets rave reviews for its food and ambiance.

"I'm just grateful for the support that I have gotten over the years from the Chamber," Amato said. "We have a lot of Chamber businesses that have multiple events here, and, of course, all the charity organizations that have events here. It's pretty spectacular."



Mixer

Dec. Mixer

Wed., Dec. 6

5-7 pm

Ole Savannah Southern Table & Bar
100 Rondout Landing
Kingston, NY

Sponsor: RUPCO

Underwriting Sponsor: Ryan & Ryan

Once Chamber members head for home, Amato gets set to serve up another round of holiday cheer for the community with his annual Christmas Spectacular on Dec. 9 at 6:00 p.m. The event will feature Olympic figure skaters, a laser show, live music and costumed characters.

For more information on all the activities at Ole Savannah Southern Table and Bar, call (845) 331-4283 or go to olesavannah.com.

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 only. Reservations are required. Call (845) 338-5100 or register online at www.UlsterChamber.org.

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Ulster County Regional Chamber of Commerce
www.UlsterChamber.org

Dreaming Big For Her Workers

Owner Of Scrub Masters Pays It Forward

Mia Farmer-Howard has set up a chair at Scrub Masters Plus Corp. in Kingston for her future “dream manager.”

The position she plans to create someday will look a lot like what author and motivational speaker Matthew Kelly describes in his book “The Dream Manager,” and the person who occupies that chair will make it a point to listen to her employees and help them advance in their careers and personal lives.

“My dream manager’s job will be to really connect with our employees and find a way to make their dreams come true,” she says.

Farmer-Howard already does her best to validate and respect the 75 people who work for the commercial cleaning company she founded in Kingston a decade ago.

Scrub Masters provides cleaning services to more than 100 clients in New York and New Jersey. The company does floor-to-ceiling cleaning for office buildings, manufacturing plants, retail spaces, medical practices, gyms, car dealerships, theaters, community centers and everything in between.

Prior to starting Scrub Masters in June 2013, Farmer-Howard had worked as the senior vice president of a commercial cleaning company and said she didn’t like the way the employees were treated there.

“I vowed that if I ever started a company

that in turn helps the company flourish, Farmer-Howard notes.

“I have this one man who got an achievement award, and he just broke down. He felt important. He said that no one had ever given him an award in his life. Now, he’s a team lead with the biggest smile,” she said.

“I have another man whose parents abandoned him as a child due to drugs. He was bullied all the time and afraid of life. Today, I call him my ‘American hero.’ He’s a team lead, who feels good about what he’s doing. We also have another worker, who said that he had been insulted all his life and that no one ever believed in him. Now, he’s a specialist for us. He is the sweetest young man, and I can count on him for everything. I know it sounds corny, but stories like this keep me going. They mean everything to me.”



Farmer-Howard has that unique ability to empathize with her workers in part because of her past and the way that

believe in others.

“I’ve been told that I’m a visionary, and that’s not easy because you need to land every now and then,” Farmer-Howard said.

As for that empty chair, Farmer-Howard said she’ll fill it with her dream manager when the time is right.

“The cleaning company is great, but there’s a bigger purpose here. Having happy employees means everything to me.”

Scrub Masters Plus Corporation, located at 622 Ulster Avenue, in Kingston can be reached at (845) 663-1443 or scrubmasterspluscorp.com.



myself, I would treat my workers fairly and pay them well, so here we are. This is our 10th anniversary,” she said.

“A lot of times, people take a cleaning job because that’s all they think they can do. Many of them haven’t even finished high school,” she added. “People who work with their hands or in jobs like this just want to feel important. They want to feel like they matter and like they’re acknowledged and appreciated, and I hope I get that right.”

Judging by the advancement system she has in place, Farmer-Howard hits the mark. New hires take an in-depth training course and receive impressive certificates upon completion. They then go out to sites for further on-the-job training. All the while, Farmer-Howard and her leadership team are looking to encourage those on the floor and spot the next round of up-and-comers.

“People who have had a good orientation and show leadership abilities advance to what we call ‘rising star cleaners.’ Their sole job is to be an encourager and motivator within their group. It’ll be the person who takes ownership and wants to make sure it’s done right. We don’t wait two years for someone to advance. Not only does it make the environment more harmonious and cohesive, but it’s really starting employees off in a winning position.

“This is a very hard job. You have to have the vision of engineer and a scientist. For me, I think the biggest thing is empowering, teaching and encouraging.”

An outgrowth of that is less turnover and a proud and engaged workforce

others lifted her and gave her purpose. “I grew up in the inner city, where there were a lot of gangs, and I don’t know where I’d be if it wasn’t for organizations like the YMCA. People who didn’t know me took the time to care about me. That made me a believer in me,” she said.

Today, she not only serves on the YMCA of Kingston and Ulster County Board of Directors but donates cleaning services as well as material items like computers.

It’s all part of her philosophy as a businesswoman to pay it forward and

UPCOMING CHAMBER EVENTS

Wednesday December 6 | 5:00 - 7:00 pm

Networking Mixer

@ Ole Savannah Southern Table & Bar

100 Rondout Landing | Kingston NY

There is no cost for Members and Prospective Members. Reservations are required.

Sponsor: RUPCO

Underwriting Sponsor: Ryan & Ryan Insurance

Wednesday December 13 | 7:30 - 9:00 am

**Chamber Breakfast Meeting ‘Give Local for the Holidays’
People’s Place | Boys and Girls Club
RYAN (Raising Awareness About Narcotics)**

The Venue Uptown at the Best Western Plus

503 Washington Avenue | Kingston, NY

\$30 Members-Advanced Pay • \$35 Members-At the Door

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Mixer



November 2, 2023
Tasca Chrysler, Jeep, Dodge, Ram, Fiat of Kingston
 129 Rt 28, Kingston, NY



Larry Begnal with our Mixer Sponsor from Rondout Savings Bank, Cheryl Bowers, President & CEO, our Mixer Host from Tasca Chrysler, Jeep, Dodge, Ram, Fiat of Kingston, Jaime Tasca, and Ward Todd, Ulster Chamber President.

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Valerie Gambino-Carelli (SUNY Ulster), Hillary Nichols (Ulster County Industrial Development Agency - UCIDA), Angela Paul (Barbara Carter Team at Century 21 Alliance Realty Group), and Rose Woodworth (WZ Accountants * Rose Woodworth, CPA).



Cara Schnitzer, Angela Donoghue, and Adriane Elmendorf (all from River Radiology) with Noah Krouse and Nick Spaccarelli (both from Compassion Veterinary Center).



Anita Otey and Diana Schnell (both from Mid-Hudson Valley Federal Credit Union), Miriam Gibbons (PuroClean Professional Restoration), and Theresa Mulkins (United Way of Ulster County).



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ROSENDALE INTERNATIONAL PICKLE FESTIVAL

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Victoria Coyne - President
 Category: Arts & Entertainment
 Description: *Rosendale International Pickle Festival is held once a year, on the 3rd Thursday of October. Located at the Ulster County Fairgrounds 249 Libertyville Rd, New Paltz, New York. Founded in 1997. We host over 100 vendors who sell pickles, groceries, hot food, baked goods, crafts, fashion and more. There's a home pickling contest and the Pickle Triathlon offers a pickle eating contest, pickle juice drinking and a pickle toss. Up to 5,000 people visit the Pickle Festival every year. All proceeds are donated back into the Rosendale community. Rain or Shine! We do not cancel. \$5/kids free. NO PETS*

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- 20 Years**
 FASTSIGNS of Kingston
 Keith Bennett's Karate Academy
 Morgan Stanley Wealth Management
- 15 Years**
 Hudson Valley LGBTQ Community Center, Inc.
- 10 Years**
 Bounce Sports & Entertainment
- 5 Years**
 Go Beyond Greatness, Inc.
- 1 Year**
 Adobe
 Community Capital NY
 Matteo's Pizza
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