

2016 COMMUNITY RESOURCE GUIDE & MEMBERSHIP DIRECTORY

# ULSTER COUNTY

BENEFITS OF MEMBERSHIP

*Keep It*  
**LOCAL**



Ulster County Regional Chamber of Commerce

[www.UlsterChamber.org](http://www.UlsterChamber.org)

*Welcome to The*

# ULSTER COUNTY REGIONAL CHAMBER OF COMMERCE

## OVER A CENTURY OF SERVICE

The Ulster County Regional Chamber of Commerce is a private business membership organization working to advance the health and vitality of Ulster County. With a membership of 1,100 businesses and organizations that employ approximately 25,000 local workers, the Ulster County Regional Chamber of Commerce is the largest business-advocacy organization in Ulster County.

Through the energy of its staff, board and volunteers, the Chamber represents the interests of the business community and helps businesses solve problems and promote themselves through shared experiences, ideas and resources. We believe that it is through our collective experience and knowledge that we can accomplish together what no one voice could do individually.

## MARKETING OPPORTUNITIES

### FREE WITH MEMBERSHIP

With your Chamber membership, we include your business in print and on the Chamber's website ([www.UlsterChamber.org](http://www.UlsterChamber.org)). All members are automatically listed in our keyword-searchable directory with all contact information, both alphabetically and by category in our annual Community Resource Guide & Membership Directory. Active members' web pages and emails are included. The directory is distributed extensively throughout the region and is included in all relocation packets. Additionally, if you have a special offer, a job posting or a news release, we will post it on our website at no charge.

### MONTHLY NEWSLETTERS

"ChamberNews," the official newspaper of the Ulster County Regional Chamber of Commerce, is printed and distributed to 15,000 Daily Freeman subscribers each month and is direct mailed to 1,600 Chamber members. It keeps members informed about Chamber events and features stories on several members each month. New members receive a free business card size ad in "ChamberNews," valued at \$150. The newsletter is also posted on our website.

### WEEKLY RADIO PROGRAMS

"Spotlight on the Ulster County Regional Chamber of Commerce" features interviews with a different Chamber member each week. The half hour program is broadcast on 10 Hudson Valley radio stations each week and archived on the Chamber's website. There is no cost to be interviewed but the promotional value of being a guest on our radio program is \$1,000.



### RIBBON CUTTING CEREMONIES

The Ulster Chamber assists members by conducting a ribbon-cutting ceremony for opening new businesses, expanding and renovating current businesses, and businesses that are celebrating a significant anniversary. Local officials and the media are invited to attend and a picture of the event is published in the Chamber newsletter and posted on the Chamber's website.

Benefits of Membership

## MAKING CONNECTIONS

### BUSINESS REFERRALS

The Chamber actively promotes members and their services through staff referrals, direct links from the Chamber's website, the Chamber newsletter "ChamberNews," and through the many networking opportunities available for members. Our "KEEP IT LOCAL" initiative encourages members and the community to do business locally and support our Chamber members.



### BREAKFAST MEETINGS

Our monthly educational and informative breakfast meetings are held at the Best Western Plus in Kingston starting at 7:30 am. Speakers who are well known and respected are invited to speak and answer questions. Members are encouraged to network with their peers.

### BUSINESS-AFTER-HOURS MIXERS

Monthly Mixers offer a great opportunity for Ulster Chamber members to meet other business leaders and promote their business. A different venue is featured each month with complimentary food and drink provided. They are held from 5:00 - 7:00 pm.

### BUSINESS CARD EXCHANGES

These events are held quarterly and provide Chamber members with an opportunity to network and fine tune their elevator speeches.

### WORKSHOPS/SEMINARS

The Chamber conducts frequent meetings, seminars and workshops, which offer members a chance to stay connected with other business leaders. Early registration is urged, since these events are typically held in smaller venues and often sell out.

# PROGRAMS & EVENTS

## BUY LOCAL EXPO

This is one of the Chamber's signature events, held every fall at the Diamond Mills Hotel and Conference Center in Saugerties. The Expo is open to the public and promotes local and regional businesses. It is heavily promoted in the "Chamber News," on our website, in newspaper ads and on local radio.

## BUSINESS RECOGNITION AWARDS DINNER

The Ulster County Regional Chamber of Commerce and the Ulster County Economic Development Alliance 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. Recognition is given to the Business of the Year, Small Business of the Year, Businessperson or Entrepreneur of the Year, Cultural Business of the Year and Tourism/Hospitality Business of the Year. Other awards include Commitment to the Community, the Heritage Award and the Heart of Ulster County Award.

## MEMBERSHIP SERVICES

### INSURANCE PROGRAMS

The Ulster Chamber partners with the Bright Choices Benefits Exchange from Liazon, which provides reduced group rate coverage for small businesses through CDPHP and for sole proprietors through MVP. New members must select a health insurance program within the first 30 days of membership or sign up during Open Enrollment in the month of November.

### RELOCATION PACKETS

The Chamber responds to phone calls and email requests from people interested in relocating to the Ulster County region. Each person who inquires will receive a packet in the mail containing information about our region and about our members. We will also insert a business card or tri-fold brochure from Chamber members for a nominal annual cost.

### DISCOUNT ENERGY ALLIANCE

Partnering with more than 17 other Chambers of Commerce and using the buying power of thousands of Chamber members, we offer discounted electric and natural gas rates to Chamber members. These programs can save Chamber members an average of 5-12% on their utility bills.

### LABOR RELATIONS HOTLINE

Chamber members are invited to subscribe to a legal hotline for ongoing advice regarding labor and employment issues from one of the leading personnel law firms in the state. There is a nominal annual fee.

### CERTIFICATE OF ORIGIN

For Chamber members who ship their products out of the country, a Chamber embossed and signed Certificate of Origin is necessary. There is no cost to Chamber members for this service.

### LEGISLATIVE AFFAIRS AND ACTIVITIES

The Ulster Chamber is the regional voice for local business with members actively involved in local, statewide and national legislative affairs on behalf of the entire membership. Research is done on the cause and effect of proposed local, state and federal legislation and how it impacts the business community. Follow up takes place with the appropriate officials.



## CORPORATE SPONSORS

All Chamber members are invited to take advantage of our Corporate Sponsorships, which offer unique partnership opportunities with the Chamber. Contact Chamber President Ward Todd for specific funding levels and the many benefits of being a Corporate Sponsor.



**Ulster County Regional Chamber of Commerce**

**CORPORATE LEADERS**

**Rondout Savings Bank  
Ulster Savings Bank**

**CORPORATE PARTNERS**

**Mohonk Mountain House  
Central Hudson Gas & Electric  
Hudson Valley Federal Credit Union**

**CORPORATE SUPPORTERS**

**HealthAlliance of the Hudson Valley  
Naccarato Insurance  
HealthQuest**

**SUSTAINING SPONSORS**

**CDPHP  
Liazon Benefits Exchange**



**BOARD OF DIRECTORS**

**OFFICERS**

CHAIR Terry M. Parisian  
Hudson Valley Mall  
PRESIDENT Ward D. Todd  
Ulster County Regional Chamber of Commerce  
CHAIR ELECT Larry Begnal  
LT Begnal Motor Co.  
VICE CHAIR Donald Verity  
Pamal Broadcasting WBPM  
TREASURER MaryRose Warcholak  
Ulster Savings Bank  
SECRETARY Tim Allred  
The Williams Lake Project  
Joseph Beichert  
Timely Signs of Kingston  
Joe Charmello  
Brad's Barns & Gazebos  
Jeremy Ellenbogen  
Ellenbogen Group, Inc./Seven21 Media Center

David Gagnon  
Daniel D. Gagnon, CPA, PC  
Brian Ginty  
Hudson Valley Financial Services  
Shiona Howe  
Courtyard by Marriott  
Crystal Jacob  
Rondout Savings Bank  
Jeff Lowe  
Lowe Plumbing, Heating & Air Conditioning  
Cecilia Savona Madden  
Savona's Trattoria & Pizza  
Su Marcy  
United Way of Ulster County  
Christopher Marx  
SUNY Ulster-Business Resource Center  
Mark Mulpeter  
Central Hudson Gas & Electric  
John F. Murphy  
Murphy Realty Group  
Kevin Quilty  
Community Foundations of the Hudson Valley  
Greg Riley  
Citizens Bank  
Dave Scarpino  
HealthAlliance of the Hudson Valley

**ULSTER COUNTY REGIONAL  
CHAMBER OF COMMERCE**

**STAFF**

**Ward D. Todd**  
President  
**Robert G. Hirsch**  
Director of Business Services  
& Communication  
**Carol Ricken**  
Director of Membership  
Membership Directory Coordinator  
**Valerie Walsh**  
Office Manager  
**Alecia DeCicco**  
Administrative Assistant  
**Ingrid Kulick**  
Executive Director Chamber Foundation  
**Cindy O'Connor**  
Bookkeeper  
**Robert Mitchell**  
Newsletter Editor  
**Allison Costanzo**  
Graphic Designer

**M E M B E R S H I P   A P P L I C A T I O N**

**Business Name:** \_\_\_\_\_

**Contact Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_

**Billing Address** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_  
*(If different)*

**Telephone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Web Address:** \_\_\_\_\_

**E-Mail Address:** \_\_\_\_\_

**Number of Employees:** \_\_\_\_\_ **Interested in Medical Insurance:**  yes  no

**Type of Business:** \_\_\_\_\_

**One or Two Line Description of Business** \_\_\_\_\_

**For office use only: Effective Date:** \_\_\_\_\_ **Health Insurance:**  yes  no

For information contact the Director of Membership, Carol Ricken at 845-338-5100 x104 or email Carol@UlsterChamber.org.  
Chamber dues are deductible as ordinary and necessary business expense, not as a charitable deduction.

**Ulster County Regional Chamber of Commerce, 214 Fair Street, Kingston, NY 12401-4524**