In Ulster County, county property taxes have gone down, government spending is down but more services are available than ever before. County Executive Hein does not believe that the people of Ulster County should have to choose between being either fiscally responsible or socially responsible. He believes county government can be both.

County Executive Hein said his breakfast remarks would touch on several issues such as property taxes, access to higher education, new environmental initiatives as well as a rail trail compromise and much more, including the re-invention of county government.

The breakfast, sponsored by HealthAlliance Foundation, is scheduled for February 19 at 7:30-9 a.m. at the Best Western Plus (formerly Kingston Holiday Inn).

The New York State Department of Economic Development recently reported that visitor spending in Ulster County increased by 6.6 percent in 2013 over the year before. Tourism is now a $505 million industry in the county and County Executive Hein will discuss this as well.

“The tourism numbers for 2013 are just in and they’re up significantly,” Hein said. “We have half-a-billion dollars in tourism spending happening in Ulster County and it really speaks to the broad array of four-season tourism that we have in Ulster County.”

To help expand the tourism sector as well as address a long-standing controversy, Hein has announced a proposal that would accommodate both tourism railroad operations and recreational trail development in Kingston.

Hein said he would like to see a system that “provides for the best of both worlds.”

“We have laid out a very reasonable and clear compromise,” Hein said.

Hein’s plan would provide for continued tourist based train operations in Kingston, while also allowing a walking trail connecting the Walkway Over the Hudson and the Ashokan Reservoir.

Environmental initiatives will also be on the agenda. “We are becoming a leader in environmental stewardship with the exciting news of Economic Development

Continued on page 6

HealthAlliance Foundation Supports Evolving Healthcare Needs in 2015

The landscape of healthcare is swiftly changing – across the country and here in Ulster County. The HealthAlliance Foundation (HAF), which supports the programs, services, and facilities of HealthAlliance of the Hudson Valley, has geared up to meet these changes with a three-pronged approach in 2015. The Foundation has identified three critical areas that will benefit from funds raised in the coming year: technology and equipment to help medical professionals diagnose illnesses more accurately and efficiently; treatment advances in the Emergency Room and specialty services such as dialysis, cancer, and wound care; and training to keep hospital staff on the cutting edge of patient care.

Excellence in hospital services through employee-based training will gain increased emphasis in the years beyond 2015. “The HealthAlliance Foundation Board and staff are working on a three-year fundraising plan aimed at supporting hospital-wide departmental staff training needs,” explained Steffen Kraehmer, Executive Director of HAF. “Our Executive Committee—Glenn Decker, Chair, Mary Ann Hildebrant, 1st Vice Chair, Robert Tonner, 2nd Vice Chair, Rick Mantey, Treasurer, and Chris Smailer, Secretary—are eager to meet with sponsors and community members to discuss giving options.”

In addition to corporate and private donations, HAF

Continued on page 4
Upcoming Chamber Events

Feb. 19
CHAMBER BREAKFAST
7:30 - 9:00 am  Michael Hein
Ulster County Executive
BEST WESTERN PLUS
503 Washington Ave.
Kingston, NY

$20 Members paid in advance. $25 Members at the door
with advance reservations. $30 non-members.
Reservations required.
SPONSOR: HealthAlliance Foundation

Feb. 24
MEMBERSHIP MIXER
5:00 - 7:00 pm  All American Ford of Kingston
128 Route 28
Kingston, NY

No cost to attend. Open to Members and Prospective
Members. Reservations required.
SPONSOR: All American Ford of Kingston

March 17
ST. PATRICK’S DAY BREAKFAST
7:30 - 9:00 am  BEST WESTERN PLUS
503 Washington Ave.
Kingston, NY

$20 Members  •  $30 non-members. Reservations must be
paid in advance for this event.
SPONSOR: The Reis Group

March 19
MEMBERSHIP MIXER
5:00 - 7:00 pm  Woodstock Harley-Davidson
949 Route 28
Kingston, NY

No cost to attend. Open to Members and Prospective
Members. Reservations required.
SPONSOR: Kingston Collision

Register for all Events (845) 338-5100
www.UlsterChamber.org
Service Is A Touchstone

All American Ford To Host Mixer

Lann Rubin, the new general manager at All American Ford in Kingston, says some businesses will take a customer’s money for a product and then offer service “because they have to.”

That is not his philosophy.

“I like to look at it the other way around,” Rubin says. “The more people you service, you automatically sell more cars. It just happens that way because people are comfortable with who took care of them.”

Chamber members can meet Rubin and his staff and tour All American Ford’s service department at the next Business-After-Hours Mixer from 5-7 p.m. on Feb. 24. All American Ford is located at 128 Route 28 just off the Thruway Circle.

Rubin said All American Ford’s service department has 22 bays and can offer “same-day service for almost anything.”

“If somebody has a transmission problem, I can get a guy on it immediately,” he said. “You can walk in with an engine light on and we’ll just take you in.”

“People see hundreds of cars outside and know that we’re doing that, but sales to me are a secondary piece. I think what people really need from a car dealership is to make sure that when they need their maintenance, when they have a breakdown, they need us here.

“I don’t think the community is really aware that we’re that equipped.”

Rubin said people’s expectations of service “are too low.” They expect to wait days for repairs and he challenges customers to give All American Ford a try by bringing in a quote from another service center and let him match it.

“I think anybody who tries our service department, their whole expectations are going to rise,” he said. “The bar is going to be raised and they’ll be happy with us after that.

“It’s not just about how big we are. We have these experienced technicians who have been here for many, many years. They can do a lot more. They are good at electrical diagnostics and all these kinds of things.

“We’re really here for service first before we take money from sales. That’s the biggest message. We’re here to service you. Whatever the problem is, we want to be there to help you.”

All American Ford made some $750,000 in upgrades to its Route 28 facility since buying the former Johnson Ford. The car dealership, which employs about 50 local people, showed off the renovations at a 2013 Mixer.

“Yes, we have a facility that can take care of an awful lot of volume, but it’s still with that hometown touch,” Rubin said. “We have a lot of people who have been here for decades. We have a lot of local people that are very interested in what happens in the community here.”

All American Ford has been involved in the community with the Wounded Warrior Project, American Heart Association, Toys for Tots, Ulster County Sheriff’s Department, Kingston High School yearbook and buying back-to-school supplies.

“The big mission we’re trying to do is really get in touch with the community and make sure people understand that we are very interwoven with lots of different programs,” Rubin said. “What better way than to let the business owners come and see what we have here and be able to have a meet-and-greet and see how we do business?”

Rubin, who some may recognize from television commercials, comes to All American Ford after seven and a half years at Rhinebeck Ford. He will be succeeding Arthur Lieberman as GM and is looking forward to showing the local business community his commitment to service.

“I want every business owner who comes to the Mixer to be able to say, ‘Well, you know, he has a point. They can do it and they are right here and they do have local people,’ ” Rubin said.

“This is the hometown touch, definitely. When people are at the Mixer, we’ll show them the place and the way everything kind of works.”

All American Ford, which also has dealerships in Hackensack, Paramus and Old Bridge, N.J., is a family-owned business.

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 office at (845) 338-5100 or by registering online at www.ulsterchamber.org.

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Grist Mill Real Estate recently marked 40 years in the heart of friendly Saugerties and owner Elda Zulick said recalling the firm’s humble beginnings was like a trip down memory lane.

When Zulick launched the company in 1974, the “office” was the dining room of her home at 67 Main St. in Saugerties.

“We had three school-age children at the time and some minor changes were instituted to make the office as professional looking as possible,” she recalls. “Soccer shoes, book bags and science projects were relegated to various bedrooms.”

“An antique clothes tree was placed in a corner and our hallway became a foyer.”

In 1979, the company had grown to the point it could buy the building at 265 Main St. in the Saugerties Historic District that it now calls home.

Zulick said a lot has changed in real estate in the last four decades.

“In the early days of my career you could qualify for a mortgage with a handshake, a promise and a small down payment,” Zulick said. “If you were short of closing cost money, it was not unusual for a promissory note to be drawn up between buyer and broker.”

Brokers talked on regular phones instead of cellular ones.
They wrote up their paperwork on typewriters instead of computers.
They used carbon paper instead of a copy machine.
Settlement figures were derived by human computation instead of calculators.

“Despite all the technical changes, I think the most important element has remained the same: personal satisfaction from helping people buy or sell their homes and the many lasting friendships generated by our relationships,” Zulick said.

Zulick said many years ago Grist Mill adopted two slogans which remain in place today: “Big Enough to Get the Job Done and Small Enough to Care” and “Our Most Important Priority is Client Trust.”

“Our mission is to serve our clients with honesty, integrity and the knowledge that they are our business,” she said. “They are our top priority and we recognize them as the backbone of our profession.”

Zulick said she is proud of Grist Mill’s staying power as an independent real estate office and its longstanding association with the Ulster County Board of Realtors and the Multiple Listing Services of Ulster and Greene County.

“Right from the start, I envisioned a medium-sized independent office in the heart of the business district in Saugerties,” she said. “My hopes and dreams have been fulfilled thanks to the dedication, loyalty and professionalism of brokers and associates, past and present, who have worked at Grist Mill Real Estate.”

HealthAlliance Foundation Supports Evolving Healthcare Needs in 2015

Continued from page 1
will seek to raise money for this initiative through a full calendar of fundraising events. The Foundation’s annual gala, the Tulip Ball, will take place on April 25th at the Lazy Swan Golf & Country Club Village and celebrate the accomplishments of several prominent members of the community. The Tulip Ball will honor Dr. James P. Corsones, while Barbara Connelly Cohen will be presented with the Lifetime Achievement Award and Robert Tonner will receive the Community Service Award.

Other events that will support staff excellence, healthcare projects, and equipment needs at HealthAlliance include: the Michael B. Finnegan Golf Classic, which will benefit HealthAlliance cancer services, on June 12th; the Tour de Kingston cycling event on June 28th; HAF’s Golf Classic on August 5th; Cruisin’ for the Cure to benefit HealthAlliance cancer services on October 1st; the Vampire Ball Halloween Party—which promises to continue gaining steam in its third year—on October 24th; and the Golden Circle Fellowship Reception on November 19th.

For more information on these events and the funding goals of HAF, call the Foundation office at 845-334-2760 or visit www.FoundationUpdate.org.
What Great Recession?  
Focus Media Continues To Grow

Many companies slashed their advertising and public relations budgets when the economy tanked in 2009, but others doubled down and came out stronger with Focus Media as a partner.

“In ’09, ’10 and ’11, we were one of the fastest-growing companies in the country,” says Josh Sommers, the company’s president and CEO.

“I think that there was such a desire for companies to weather the storm that we ended up picking up a lot of work during that time. We helped a lot of companies survive and grow during the Great Recession.”

Focus Media, a full-service public relations and advertising firm serving the Hudson Valley, was named the fastest-growing agency in the eastern United States by PR Week in 2011. The company followed that up by being listed as one of Inc. magazine’s fastest-growing privately held companies in the country in 2012.

Sommers, a former radio programmer and executive, started Focus Media in 2002 in Goshen.

“I thought the Hudson Valley was an underserved market for public relations and marketing counsel to companies,” Sommers said. “There were other companies that did advertising and PR, but I just felt that it was an opportunity to take it to a new level.

“There’s never been a firm of our size and scope in the Hudson Valley before that’s in our business. We created a model that was very much needed in the region, to create a firm that brings Madison Avenue quality to the Hudson Valley and I think we filled a major void that was here.”

Sommers said his team is comprised of communications experts, including former award-winning journalists, marketing executives and graphic designers. Former television sportscaster Tony Morino is the company’s senior vice president of client services and has been with Sommers almost from the beginning.

“We’ve had a lot of success with Ulster County Tourism and I attribute much of that to him,” Sommers said.

The company now boasts 20 employees and maintains a satellite office in the 721 Media Center in Kingston.

“We think it’s important to have a place where we can conduct business in Ulster County,” he said.

Focus Media serves more than 40 clients, including Ulster County Tourism, Ulster County Office of Economic Development, Orange Regional Medical Center, Hudson Valley Economic Development Corp. and MetroVac, just to name a few.

If your company needs help with a website, public relations, advertising, graphic design, search engine marketing or social media, Focus Media can help.

“We’re a full-service agency,” Sommers said. “Whatever a company may need related to marketing, we do it all and we do it all in-house. Because we’re a full-service agency, we’re able to approach a client’s needs in a much more comprehensive and holistic way.

“We’re not a PR firm that dabbles in advertising or a marketing firm that dabbles in PR, but we’re able to find the fastest way to Point B for a client by working in a diversity of areas.”

In today’s market, that means a lot of video and social media.

“We write and direct a lot of video,” Sommers said.

“Video is one of our biggest tactics that we recommend. We have a close, strategic partnership with Ellenbogen Creative Media. Social media and how to best leverage it is integrated into all of the work we do.”

Sommers said the feedback he gets is positive and the proof is his continued growth.

“I think [clients] recognize that a marketing firm should do a lot more than just make pretty ads,” he said. “We really try to understand what adds dollars to the bottom line and what results in success. Then we do our work. I think clients like that approach.

“We’re constantly ensuring that we’re distributing news about ourselves and our wins and the good success that our clients have and that has resulted in us being at the top of the list when people are looking for any type of marketing help in the region.”

Sommers said the Chamber has helped him connect with Ulster County clients and promote his business, but his appreciation doesn’t stop there.

“They’re always willing to connect us with opportunities that fit our type of firm,” Sommers said. “I also have found the Chamber to take very strong stances on important government-relations issues and I think it’s very important for a Chamber to do that.

“I think the Ulster Chamber is an exemplary organization when it comes to advocating for issues that are important to Ulster County and the entire region.”

Focus Media, at 10 Matthews St. in Goshen, can be reached at (845) 294-3342 or www.focusmediausa.com. The company also has a satellite office in the 721 Media Center at 721 Broadway in Kingston.

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Continued from page 1

that Ulster County Government is now net carbon neutral – the first county government in New York State to attain this goal. We are leading the way in protecting our environment by purchasing all of our electricity from renewable sources, offsetting 150% of our usage through energy credits and by investing in plug-in hybrids for the county fleet, converting our buses to bio-diesel and providing electric vehicle charging stations to the public free of charge,” Hein said.

The County Executive will also discuss a community centered plan called the Ellenville Million to impact this economically disadvantaged area of Ulster County.

Hein said his breakfast speech would also elaborate on some of his State of the County themes, including a $10 million infrastructure program to help “Build a Better Ulster County.”

“It will be an unprecedented infusion of dollars into Ulster County infrastructure to repair roads and bridges and actually make them significantly safer,” Hein said.

Hein said he also would discuss the Ulster County Guaranteed Jobs Program, which trains and places county residents in jobs in the county’s manufacturing sector.

The county executive said he also would talk about property taxes during his remarks. Ulster County’s property tax levy was reduced 1 percent for 2015 after being flat in 2014 and were reduced slightly in 2013.

“Property taxes under my administration have gone down on a very regular basis at the county level,” he said.

“Unemployment is down, property taxes at the county level have gone down, but on the other hand county government now ensures more essential services than ever before,” he said. “In many ways, Ulster County is becoming a model for good government around the country.”

Hein was recently one of nine people selected from across the United States by Governing magazine as a 2014 Public Official of the Year.

“It’s a nice honor,” Hein said. “Those are the kind of things that are very humbling and also indicative of the wonderful people that I get the privilege to work with.”

A Democrat, Hein became the county’s first elected county executive on Jan. 1, 2009 after winning a three-year term. He was unopposed for a four-year term in 2011.

With the announcement that U.S. Rep. Chris Gibson, R-Kinderhook, is not seeking re-election, Hein was asked if he was interested in the congressional seat. He was non-commital.

“I’m looking forward to the Chamber meeting,” he said. “I’m sure it will be a lovely one.”

Chamber breakfast programs are a great way to network with other local business leaders and stay on top of current events. Pre-registration is strongly encouraged. For more information or to register, call the Chamber at (845) 338-5100 or go online at www.ulsterchamber.org.
A ‘Game-Changer’ For Highland

Hudson Valley Wine Village Moves Along

The Walkway over the Hudson draws 500,000 people a year to the area and developer Andrew Maxon sees a great opportunity for his proposed Hudson Valley Wine Village along the river in Highland.

Maxon said the $270-million project would not only bring much-needed hotel and conference center space to the area, but also create 1,819 new permanent jobs with more than $79 million in payroll.

“With the advent of the Walkway over the Hudson and the Hudson Valley itself, with tourism, it’s an ideal place,” Maxon says.

“It’s an ideal place to bring jobs to. There’s a demand for a hotel and conference center. This will have all the amenities for not only conferences, but also retreats and weddings. Weddings are anticipated to be a big segment of the hotel and conference center.”

Located partly on the site of the former Hudson Valley Winery, the development would be on 437 acres of property located between U.S. Route 9W and the Hudson River in the southeastern portion of the town of Highland.

The heart of the Hudson Valley Wine Village would be a new riverfront hotel and conference center, spa and restaurant. Plans also call for 450,000 square feet of light industrial space and more than 155,000 square feet of office and retail space, some of which will be an adaptive reuse of many of the former winery structures.

Maxon said the plan also includes up to 800 housing units for a variety of market segments.

Last October, the Lloyd town board voted to approve four zoning districts for the project. Maxon said once the Highland Planning Board signs off, the initial phase of construction will begin.

“We hope to be able to break ground on that mid to late spring,” he said. “We would be creating the southern entrance to the property and begin building some portion, potentially 100,000 square feet or so.”

Maxon said the entire project might take up to 20 years to build.

“We don’t have any idea,” he said. “It’s in an area where housing absorption has been very slow. We’ve gone on the premise that if we can create the jobs, we will create the demand for housing.

“Our goal is to create the industrial space and a hotel and conference center, which will create jobs and tax ratables for the community, and then from there a lot of these people will relocate to the Highland area.”

Maxon said he also hopes to build a tribute to the wine industry, but is not sure what form it will take.

“We’re contemplating some form of public display of historic archeological remnants from the area.”

Maxon said he has been “very, very conscious of the natural area and the bluff line” along the river.

“It’s going to be pristine and the public will have access to it,” he said. “There will be walking trails throughout the entire property.”

The Ulster Chamber, town, county, local school district and businesses have all been supportive, Maxon said.

“They know that we’ve got to create jobs and new tax ratables,” he said. “There’s too much burden on residents.”

“It seems like it’s a potential long-term win-win for everybody. It’s a game-changer not only for the town, but the entire neighboring communities. It’s a hope. I want to be optimistic. We have to be able to attract industry to be successful.”

The newly adopted zoning was the product of a three-year environmental review process under the New York State Environmental Quality Review Act (SEQRA).

Last Aug. 20, the project’s Environmental Impact Statement (EIS) was approved. The town board also issued its Environmental Impact Findings Statement, which determined that the project avoids or minimizes adverse environmental impacts to the maximum extent … consistent with social, economic and other essential considerations.

“It’s all done,” Maxon said of the EIS. “It’s all totally

Continued on page 8
A ‘Game-Changer’ For Highland

Continued from page 7 completed and we’re working with local town planning boards in order to go forward.

“We are bloodied and a little battered, but still on our feet. It was wonderful working with the town of Lloyd. They were exemplary in their efforts.”

Lloyd Supervisor Paul Hansut said he was “thrilled and excited” that the town board passed the zoning changes to allow the project to proceed.

“We’ve passed another hurdle to realizing the reality of the project coming to our community,” Hansut said. “I know this project will be a huge benefit in terms of our community,” Hansut said. “I know this project will be a huge benefit in terms of jobs and tax ratables, and that will only benefit the residents of the town and Ulster County.”

Maxon said by approving the zoning changes, the town board knows the Hudson Valley Wine Village is “sensitive to both land preservation and the impacts of economic growth potential.”

“It also sees what a great economic benefit it will be to the local and countywide economy,” he said. “This was another big step forward as we work together with the town to bring the project to reality.”

Maxon said the Lloyd Planning Board can now begin to consider detailed site plan applications for the initial phases of the development of the property. The site plan applications will focus on building layout and infrastructure installation.

An economic study done during the environmental impact review process has determined that during each year of the 20 years of construction, 164 direct and indirect jobs would be created as a result of the construction activities.

The other local projects on the books with the potential to revitalize the area and create jobs include the Belleayre Resort at Catskill Park, the Williams Lake project, planned for the site of the former Williams Lake Hotel in Rosendale and the proposed Wildberry Lodge, which would be located in New Paltz.
a nursing home or hospital setting. who prefer an alternative to spending one’s last days in who can no longer safely remain in their own home or home becomes the primary residence for individuals ill with a prognosis of three months or less to live. The phasis on comfort and quality of life for the terminally care to the dying and their families. CFD, a not-

CEDING (CFD) is to bring compassionate, competent end

Category: NON-PROFIT ORGANIZATIONS

Primary Contact
gail galitzine
Phone: (845) 802-0970
www.cfdhv.org
Kingston, NY 12402
PO Box 4334

CIRCLE Of FRIENDS fOR THE DYING

PO Box 4334
Kingston, NY 12402
www.cfdhv.org
Phone: (845) 802-0970

Gal Galitzine, Primary Contact
Category: NON-PROFIT ORGANIZATIONS
Description: The Mission of Circle of Friends for the Dying (CFD) is to bring compassionate, competent end of life care to the dying and their families. CFD, a not-for-profit organization, will oversee the establishment and maintenance of a home like residence with an emphasis on comfort and quality of life for the terminally ill with a prognosis of three months or less to live. The home becomes the primary residence for individuals who can no longer safely remain in their own home or who prefer an alternative to spending one’s last days in a nursing home or hospital setting.

See more new members on page 11
Alebrijes Mexican Delicacies celebrated their Grand Opening with a Chamber Ribbon Cutting Ceremony. They are located at 298 Wall St. in Uptown Kingston. Find them on Facebook.

The following Chamber Members were recognized at our January breakfast meeting:

55 Years: Brinnier & Larios, PC
40 Years: Antiques Dealers Assoc. of U. C., Mohonk Mountain House, Rocking Horse Ranch
30 Years: Center for Spectrum Services, Cutting Corner Hair Salon & Day Spa, Veronica L. Kugelman, CPE, Electrologist, Sickler, Torchia, Allen & Churchill, CP, Simpson-Gaus Funeral Home
25 Years: Belleayre Mountain Ski Center, Daniel D. Gagnon, CPA, PC, MVP Health Care, Twin Lakes Resort, Universal Land Abstract

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542 Albany Post Road
**New Paltz**, NY 12561
www.mountainmeadowsbnb.com
Phone: (845) 255-6144
**Maria Bauman**, Owner
Category: BED & BREAKFASTS
Description: A Hudson Valley Bed & Breakfast offering casual and comfortable accommodations.

**SAM’S DETAILING LLC**
51 Teller Street
**Kingston**, NY 12401
Phone: (845) 514-2900
**Jill R. Boris**, Owner
Category: AUTOBODY REPAIR
Description: Paintless dent removal, alloy wheel reconditioning, windshield repair, headlight restoration, upholstery (leather, cloth, plastic) detailing.

**NATIONAL BUSINESS EQUIPMENT, LLC**
71 Ten Broeck Ave., Room 100
**Kingston**, NY 12401
www.national1927.com
Phone: (518) 724-6455
**Jack Plain**, Business Manager
Category: OFFICE EQUIPMENT & SUPPLIES
Description: High quality business equipment, managed print services and IT Sales and Service.

**NOEL TRAVEL**
378 Hasbrouck Ave.
**Kingston**, NY 12401
www.Noeltravel.agentstudio.com
Phone: (845) 802-0101
**Noel VanEtten**, Owner
Category: TRAVEL AGENCIES
Description: Research and book travel arrangements for individuals and groups including resort stays, cruises, tours, air travel and transfers. Also sell travel insurance.

**PRO PRINTERS**
59 Fairview Ave.
**Hudson**, NY 12534
www.pro-printers.com
Phone: (518) 828-3278
**David Scott**, Owner
Category: PRINTERS
Description: Commercial printer doing digital and off-set printing.

**ROYAL CARTING**
409 Route 82
**Hopewell Junction**, NY 12533
www.royalcarting.com
Phone: (845) 896-6000
**Jonathan Kaplan**, Sales Representative
Category: SANITATION SERVICES
Description: Environmental service provider including collection/disposal of solid waste - comprehensive recycling services.

**WHITE WATER MULTIMEDIA PRODUCTIONS**
5401 Route 212 Studio A
**Mount Tremper**, NY 12457
www.davidlaks.com
Phone: (845) 853-3385
**David Laks**, Creative Director
Categories: VIDEO PRODUCTION; MARKETING
Description: Award winning multimedia specialist offering video/audio services. Content creation for TV, radio, web, artistic performance, corporate, educational and special events, student auditions . . . and more.

**WILDBERRY LODGE**
Rte. 299/South Ohioville Rd.
**New Paltz**, NY 12561
www.thewildberrylodge.com
**Steve Turk**, Owner
Category: RESORT
Description: Wildberry Lodge is designed to be a perfect recreational complement for families seeking an adventure vacation experience. By combining a full range of resort amenities with the multitude of activities available in the beautiful Hudson Valley region, Wildberry Lodge is destined to be so much more than a one or two night stay. The 250 room resort will include an Indoor and Outdoor Water Park, Fine Dining, Tennis Center, Ice Skating, Bowling Center, Zip Stations, Ropes Course & Climbing Station, Conference and Banquet Facilities, Spa, and an Adventure Concierge Service.

**SMALL START INVESTING**
2600 South Road
**Poughkeepsie**, NY 12601
www.smallstartinvesting.com
Phone: (845) 363-0281
**Larkland Campbell**, Owner
Category: FINANCIAL SERVICES
Description: We connect small business owners and entrepreneurs seeking $500 - $20,000 with investors who realize that sometimes all it takes is a small jump start.

**SAVOR SPA AND OM AROMA AND CO.**
1633 Glasco Turnpike
**Woodstock**, NY 12498
www.savorspa.com
Phone: (845) 684-7148
**Elizabeth Larsen**, Primary Contact
Categories: SPAS; RETAIL
Description: Boutique Day Spa featuring our own line of locally produced (Shokan) organic skin care (Om Aroma). We feature Organic facials, deep tissue massages, organic waxing and Aromatherapy Yoga.

**ULSTER GARDENS**
2000 Ulster Gardens Court
**Kingston**, NY 12401
www.DEVONMGT.com
Phone: (845) 514-2889
**Louis Naccarato**, Property Manager
Category: APARTMENTS - TOWNHOUSES - RENTALS
Description: 81 newly constructed affordable housing units. 26 units are multifamily; 56 units are senior 55+. Smoke free residential, central a/c, on-site laundry, security cameras, community room, computer lab, TV room, on-site management.

**THE WINE HUTCH**
936 Route 28
**Kingston**, NY 12401
Find us on facebook
Phone: (845) 334-9463
**Ursula Woinoski**, Owner
Category: LIQUOR & WINE
Description: We are located between Kingston & Woodstock in the heart of the Catskill Mountains. We have over 500 beautiful wines to choose from and our love for wine makes it easy to select the perfect wine for you.
A large contingent of employees were on hand from our Mixer Sponsor, The Bank of Greene County, including President & CEO Don Gibson (3rd from Right) as well as employees from the new bank branch in the town of Ulster, scheduled to open later this month.

Our Mixer Host, MAC Fitness:
(Front row kneeling L-R) Aundrae Dair, Spencer Kabakjian, Julie Colotti. (Back row L-R) Emily Kief, Holly Snow & Lyle Schuler (Owners), Jennifer Pooley, Jimmy DePietro, Naief Medina, Ashley Grant, Mike Pittner, Jessie Heisler, Courtney Harrington.

(L-R) Bill Querbes (Ulster Federal Credit Union), Bob Ryan (Ryan & Ryan Insurance Brokers), Barbara Klassen (Benedictine Health Foundation)

(L-R) Anna Brett, Beth Hanigan, Jenny Riehl (all of Junior League of Kingston), Leah Siuta (Autism Society of America/ Hudson Valley)

(L-R) Lynda Bertling (The Twaalfskill Club), Kelly Mullins, Julie Barone (both of Catskill Animal Sanctuary)