

SULLIVAN COUNTY BUSINESS EDGE

SEPTEMBER 2022

Sullivan County Partnership for Economic Development * Sullivan County Industrial Development Agency * Sullivan County Chamber of Commerce * Sullivan Catskills Visitors Association * Sullivan County Democrat

Dan & Joan Silna, Kelsey Hornicek named 2022 Sullivan County Partnership award recipients

BY FRED STABBERT III

The Sullivan County Partnership for Economic Development has announced that Joan and Dan Silna will be honored as the 2022 Walter A. Rhulen Award recipients at this year's Annual Meeting on September 29 at Resorts World Catskills in Monticello.

Additionally, the Partnership will recognize Kelsey Hornicek, a board member and active committee member, as its Distinguished Service Award winner.

The annual Rhulen Award recognizes an individual or individuals for business excellence, community commitment, and service to humanity.

The Annual Meeting will be held on Thursday, September 29 at Resorts World Catskills from 5:30 p.m. until 8:30 p.m. To RSVP or to become a sponsor, call 845.794.1110 or email Jen Cassaro at cassaro.jen@scpartnership.com.

Dan and Joan Silna

The Silnas are no strangers to Sullivan County and especially White Lake.

In 1944, the Silna family bought a house on the corner of Lake St. and Route 55 and Dan said, "I have visited Sullivan County every summer and spent part of every summer for my entire life up here."

In fact, Dan and Joan actually met each other in Sullivan County.

And his 78-year connection to the county has been one of caring for the community and wanting to make the area a better place.

In the late 2010s, Dan and Joan embarked on a project that would help



CONTRIBUTED PHOTO

Joan and Dan Silna will be receiving the Walter Rhulen Award from the Partnership.

transform Sullivan County's hospitality industry.

They invested tens of millions of dollars in the Eldred Preserve, which includes The Homestead Restaurant and The Bradstan Boutique Hotel.

Combined, the business employs nearly 50 full-and-part-time employees.

"We didn't do what we did for the honor, we did it because we thought it was the right thing to do," Dan Silna, who along with wife Joan, were very hands-on during the building

process, said.

Silna added, "Eldred wasn't my first choice, I wanted to do it in White Lake. [But] Eldred is the better place and Eldred is the right place."

"The visual of the new Eldred Preserve is very important and meaningful," he said. "It seems that people really enjoy the facility and take advantage of it."

Silna said last year The Eldred Preserve got off to a tremendous start

Please see **AWARD** page 12E

INSIDE:

President's message:

Sullivan... the place to be!

page 2E

Partnership elects slate

page 3E

A busy summer season

page 4E

4 reasons to get involved with Sullivan Chamber

page 6E

WVOS radio celebrates Diamond Anniversary

page 8E

Community Foundation accepting applications

page 9E

Schumacher Systems looking to future

page 10E

Third gen business thrives in Monticello

page 14E

SUNY Sullivan to invest in curriculum, projects

page 16E

PRESIDENT'S MESSAGE

Sullivan County... the place to be!

To The People:

Where has the summer gone? A phrase we have all heard so often in our lives that we almost have become numb to it. I never paid much attention to it.

For me that is what our grandparents talked about. That is, how fast the years are going by. Now that I am aging it definitely resonates with each passing year, seemingly going faster and faster.

This summer was no different. It seems the long heat wave kept everyone so busy and moving that it flew by. And so here we are a moment from fall. Yet as we approach the final quarter of the year there is much to be excited about.

Sure, we are bombarded with the realities of high gas prices, inflation, supply chain woes, lack of labor etc., but have you noticed something special going on?

More visitors, more prospects, more opportunities, and generally more interest. It is palpable. Sullivan County is fast becoming the place to be.

From Callicoon to Narrowsburg, Livingston Manor to Mountaintale, Sullivan County is alive and full of energy, I would argue more so than prior to the pandemic. Bethel Woods was "jamming" and it felt like there was a wedding every weekend.

The numbers tell the story also. At 11.6% Sullivan County had the fastest year over year job growth in the region. Unemployment is down to 3.2% and we added 3,100 jobs or



CEO/President Marc Baez

11% in just one year. Sure, most of the gains are jobs being refilled, but we now have over 250 more people in the workforce than prior to the pandemic, so the growth is real despite there not being enough people to fill existing jobs.

Tourism destination projects continue to grow with the Northgate/Camp FIMFO investment, continued enhancements at the Eldred Preserve, and Foster Supply Hospitality leading the way. Kerilands, a once in a lifetime conservation resort destination project too holds much promise to take ecotourism in Sullivan County to a whole new level.

Diversification remains a priority as developers have secured approvals for a variety of light industrial/logistics projects with more to come. New microbreweries, an organic snack producer and a variety of new retail establishments round off what has been a busy economic development year here at the Partnership.

Truly Sullivan County IS the place to be! Wishing you all a wonderful fall and yes, the upcoming holiday season.

Sincerely,

Marc Baez
President,
Sullivan County Partnership

SULLIVAN COUNTY
PARTNERSHIP FOR ECONOMIC DEVELOPMENT

Sullivan County Partnership
for Economic Development
196 Bridgeville Road • Monticello, NY 12701
845-794-1110 • Fax 845-794-2324

SULLIVAN COUNTY
CHAMBER
of Commerce

196 Bridgeville Road, Suite 7
Monticello, New York
PO Box 405 • Mongaup Valley, NY 12762
845-791-4200 • Fax 845-791-4220

COUNTY OF SULLIVAN
INDUSTRIAL
DEVELOPMENT
AGENCY

548 Broadway
Monticello, NY 12701
Phone: 845-428-7575 • Fax: 845-428-7577

SULLIVAN
CATSKILLS
VISITORS ASSOCIATION

15 Sullivan Ave. • Liberty, NY 12754
Mailing Address: PO Box 248
Ferndale, NY 12734
845-747-4449 • Fax 845-747-4468
www.scva.net

Published by Catskill-Delaware Publications, Inc.
Publisher: Fred Stabbert III
Designer: Rosalie Mycka Advertising Director: Liz Tucker
Assistant Advertising Director: Barbara Matos
Advertising Representatives: Susan Panella
Production Associates: Elizabeth Finnegan, Nyssa Calkin, Ruth Hugler
Business Manager: Sara Wendell Distribution: Anthony Bertholf, Phil Grisafe, John Fischer
P.O. Box 308, Callicoon, NY, 12723 • 845-887-5200

Perfect. *Fit.*



BLS

BILLIG LOUGHLIN & SILVER, LLP

BUSINESS. LAW. SUCCESS.

Results-oriented and client-centric, we are a leading multi-practice law firm in the Catskills & Hudson Valley.

- REAL ESTATE
- COMMERCIAL & RESIDENTIAL DEVELOPMENT
- LITIGATION
- ESTATE PLANNING
- BUSINESS LAW

845.794.3833

www.BLSlaw.net

Sullivan County Partnership elects 2022 Directors to be sworn-in at Sept. 29th annual meeting

MONTICELLO – August 10, 2022 – The Sullivan County Partnership for Economic Development Partnership will officially swear in six members of the Sullivan County business community to its Board of Directors at this year's Annual Meeting on September 29 at Resorts World Catskills.

Those Board Members include:

- Kelsey Hornicek, CIVIX
- Amanda Gesztesi, PayChex
- Brittany Johnson, SERVPRO of Orange, Sullivan, and S. Ulster
- Charlotte Van Horn, Tri-State Drywall & Acoustical, Inc.
- Gerald Skoda, Skoda Enterprise, Inc.
- Steven Vegliante, Fogel and Brown, P.C.

The Partnership will also be honoring Joan and Dan Silna, with its Walter A. Rhulen Award and Kelsey Hornicek with its Distinguished Service Award respectively.

The board members were formally

elected to the 2022-2023 Board of Directors following a solicitation of the Partnership's entire membership. Nine candidates ran for six available Board seats. There are a total of 18 elected private sector members who serve on the Board of Directors of the Sullivan County Partnership.

The Annual Meeting will be held on Thursday, September 29 at Resorts World Catskills from 5:30 p.m. until 8:30 p.m. To RSVP or to become a sponsor, call 845.794.1110 or email Jen Cassaro at cassaro.jen@scpartnership.com.

Credits:

The Sullivan County Democrat would like to thank the Sullivan County Partnership for Economic Development for their cooperation in this edition, especially the Schumacher Systems and Schmidt's articles.

MALEK PROPERTIES

FULL SERVICE REAL ESTATE BROKER
CELEBRATING 25 YEARS OF SUCCESS IN SULLIVAN COUNTY!
COMMERCIAL & INVESTMENT CERTIFIED



TURN-KEY CASH COW!

Busy and bustling restaurant / diner on Main Street in Wurtsboro is a FANTASTIC opportunity! Open for breakfast and lunch with indoor / outdoor seating and plenty of parking. FULLY EQUIPPED kitchen with pizza ovens and more! House next door with additional parking is also available. **\$774,900**



GREAT COMMERCIAL OPPORTUNITY!

2+ commercial spaces with amazing exposure! Pizzeria / restaurant & ice cream shop plus office / storage space & owner / managers quarters. Frontage on RT-17B "The Woodstock Way". Near two very active lake destinations with parking, perfect boat repair / rental, offices, food and/or retail. **\$574,900**

(845) 583-6333 **SEARCH ALL MULTIPLE LISTINGS AT MALEKPROPERTIES.COM**
10 Waldheim Road, White Lake, NY 12786

Recovering Your Receivables *is all in the Approach.*



Some debtors pay when nudged gently.
 Others respond best to a good stern growl.

M.L. Zager, PC is a full service, collections law firm with 38 years of experience helping businesses improve cash flow and maximize revenue.

We rely on your guidance and knowledge of your customers and devise a strategy that combines state-of-the-art and traditional collection techniques with the full impact and effect of a law firm.

WE'RE LOYAL, SMART PROTECTORS WHO LISTEN TO YOUR COMMANDS.

ML ZAGER, PC

The leading New York law firm specializing solely in recovering receivables.

543 Broadway | Monticello, NY 12701 | Tel: 845.794.3660 | Fax: 845.794.3919 | www.mzager.com

A busy summer season

BY ISABEL BRAVERMAN
BRAND AND COMMUNICATIONS MANAGER
SULLIVAN CATSKILLS VISITORS ASSOCIATION

Summertime in the Sullivan Catskills was once again very busy. We saw an influx of visitors seeking fresh air, open spaces, and shopping at small, locally owned businesses. It was a successful summer for our accommodations, restaurants, river outfitters, shops, markets, and more.

This summer we also saw new businesses open, and some re-open, such as Fort Delaware, which kicked off the summer with the popular

Shad Fest event and expanded hours throughout the summer, welcoming visitors back into its historic walls.

Opening their doors this summer were Little North Catskills, a kitchen and market in Livingston Manor; Davidson's General Store in De Bruce; Mason Jar Specialty Food in Kauneonga Lake;

All That Glitters is Old, a curated thrift boutique, in Hurleyville; Gardner & Co General Store in Hortonville; DROOZ + Company, a modern-day general store, in Livingston Manor; and Hampton Inn in Monticello.

In addition, we saw many new vacation rentals join the roster. We wish them all the best as they join our Sullivan Catskills community.

Our social media numbers continue to climb. From July through August our Facebook

Gardner & Co General Store is one of the many businesses that opened this summer in Sullivan County.



PHOTOS BY JERRY COHEN

Shad Fest was held earlier this summer at Fort Delaware in Narrowsburg. The first ever event drew a crowd with live music and events held throughout the weekend.

page saw 680 new page likes with over 16,000 engaged users. As of August, our Instagram has over 21,600 followers with an engagement rate of 8.87 percent. The industry standard for travel and tourism is 1.85 percent.

We grew our social and digital marketing footprint by adding television and over the top

advertising for the winter, spring, and summer, and now we are filming our fall commercials. And SCVA staff are back at trade shows in 2022 and adding to the list each week. We are preparing for our 2023 Travel Guide, which is printed as well as digital.

Earlier this year we introduced an Influencer Program with our social media partner, Awestruck. Since



**SUPERIOR
SURFACING
SYSTEMS LTD.**

**ASPHALT CONTRACTORS &
RELATED CONSTRUCTION SERVICES**

Commercial Asphalt Paving & Repairs | Signage & Line Striping | Crack Filling
Concrete Work | Excavation & Site Work | Drainage | Sports Court Construction

www.superior-surfacing.com

PO Box 4299, Middletown, NY 10941
Yard/Shop: 21 Allen Lane, Bloomingburg, NY 12721

845.733.5507



then, we have had five influencers visit the Sullivan Catskills with resounding success. Our members have been able to benefit from this resource, as when influencers visit and afterward they see new followers, higher engagement, and they have content that can be shared on their

own social media. All in all, it's a great collaboration.

We were featured in Forbes as one of "The 22 Best Places to Travel in the U.S. in 2022". And Travel + Leisure named Narrowsburg as one of "The 15 Best U.S. Small Towns for a Summer Vacation". These are just some highlights of the many stories and articles that have been written spotlighting the Sullivan Catskills through our efforts.

As we head into the fall, we think this momentum will continue. We are the perfect destination for fall foliage, as leaf peepers drive down the Scenic Byway and stop in our small towns along the way. From farmers markets to festivals, live music to art openings, we look forward to a fabulous fall.

For more information on the Sullivan Catskills Visitors Association and to become a member, visit www.sullivancatskills.com or call 845-747-4449. Follow us on Facebook, Instagram and Twitter, and download the free app Sullivan Catskills GO.

The Sullivan Catskills Instagram is a great way to showcase our members and the area.

Merrell Benco

Insurance Agency

Personal coverage

- Automobile
- Homeowners
- Umbrella policy

Business coverage

- Business automobile
- Package policies
- Workers' compensation

67 East Broadway, Monticello, NY 12701
(845) 796-1500

Instant online quotes at: mbagency.com



4 reasons you need to get involved with the Sullivan County Chamber of Commerce today

BY JAIME SCHMEISER,
PRESIDENT AND CEO
SULLIVAN COUNTY
CHAMBER OF COMMERCE

Businesses join our chamber of commerce for several reasons. Years ago, it may have been expected; just something you did when you opened a business and wanted to be in good standing in the community.

But these days it's more likely a business joins because there is a direct advantage to them personally. Maybe they wanted a ribbon cutting or need the advocacy or wanted a marketing opportunity that membership allowed them.

Yes, there are many reasons to join us and tons of benefits your business can receive from membership. But aside from simply writing a check and receiving a set of benefits, there are reasons why you should become personally involved with the Sullivan County Chamber of Commerce.

Plus, the chamber extends its benefits to all of your employees so you can use chamber membership benefits as employee benefits. Share this with them as well.

4 Reasons to Get Involved with the Chamber

Let's place the advocacy, marketing, advertising, and public relations benefits of chamber membership on the back burner. This article is about what the chamber can do for you and your employees specifically, not the business. Yes, the chamber can bring more attention to your business, which can create more sales opportunities, but these benefits and this personal involvement are things that can help you outside of the business.

Education Opportunities

The chamber has a number of education opportunities where you and your employees can learn about important matters for free (or at a very low cost). Our topics may include things like diversity, how to excel in social media, and economic interests in our region. They can help you become a more well-rounded professional, change careers, or get up-to-date on important topics in our community and region.

Leadership Experience

The Sullivan County Chamber of Commerce offers a lot of opportunities to volunteer for different committees or events. You may find a volunteer position in a subject that interests you like women leaders, diversity, workforce development, or marketing. Not only can

Cooper Arias, LLP

Accounting & Accountability

Individual Taxation	Corporate, Partnership
Estates & Trusts	& LLC Taxation
Not-for-Profit Accounting	Government & Fire District
Financial Statements	Auditing

892 State Route 17B
Mongaup Valley, NY 12762
845-796-1800

2527 Route 17
Goshen, NY 10924
845-343-2215

133 Route 304
Bardonia, NY 10954
845-623-0300

Certified Public Accountants
www.cooperarias.com

56069



**Think
Staffing,
Think
Differently!**

**Connecting the
right people
to the right
businesses**

845.434.8300
www.newhopecommunity.org

103850

these volunteer positions be added to your resume, but volunteering could also help you meet people with similar interests and help you grow your professional network. Speaking of...

Networking

Getting involved with the Chamber can help you meet more people and grow your professional network and make friendships. Even if you are not comfortable with social gatherings, The Chamber has virtual events and can make introductions to help you stay connected.

Business Expansion and Hidden Opportunities

As you grow your network, you may learn of additional business possibilities that you could add to your business or you could use to launch a new one. You may learn of seed money, grants, SBA funding, or private opportunities.

Often business deals get made before anything is formally published or requested. Being personally involved in the Chamber may help you be a part of those types of discussions and make you aware of opportunities before they become public.

The same may be true of the hidden job market. A contact may tell you they're looking for someone before posting it on a job site, giving you the advantage.

Chamber benefits for your business are amazing. They can really help you increase your number of customers and get your name out there. But those aren't the only benefits. If you get involved individually, there are many benefits to your professional growth and career. Plus, those benefits can be given to all of your employees too. That can be a real selling point for someone looking for a great company culture.



THE LAW OFFICES OF Walter Garigliano & Barbara A. Garigliano

449 Broadway • P.O. Drawer 1069
Monticello, NY 12701

845/796-1010

Fax 845/796-1040

15534

BUY

—

SELL

—

TRADE

Seven X Motors

Fine Pre-Owned Vehicles

Over 100 Vehicles In Stock!!

*Sullivan County's biggest little dealership
with the lowest miles in the mountains!*

CALL 845-583-5110 OR JUST STOP BY!!!!!!

954 State Route 17B, Mongaup Valley, NY 12762 • www.sevenxmotorsinc.com

53777

Tectonic

PRACTICAL SOLUTIONS. EXCEPTIONAL SERVICE.

Proudly Serving the Region
for over 30 years

CORPORATE HEADQUARTERS

70 Pleasant Hill Road

Mountainville, NY

(800) 829-6531

WWW.TECTONICEENGINEERING.COM

- Civil / Site Planning**
- SEQR Environmental Assessments &
Phase I and Phase II ESAs**
- Wetland Delineations and
T&E Studies**
- Geotechnical Engineering**
- Structural Engineering**
- Surveying, Mapping and
Construction Stakeout**
- 3D Lidar Scanning**
- Special Inspections and
Materials Testing**

100831

WVOS celebrates diamond anniversary

Sullivan County's first radio station WVOS, known as the Voice of Sullivan, began broadcasting at 1240 on the AM dial on September 26th 1947.

The station, licensed to Liberty, New York, was the county's only radio station for the next 30 years,

with a companion FM signal added in 1964.

One of the station's biggest news scoops was on July 20, 1969, when it broke the news that the Woodstock Music and Art Fair an Aquarian Exposition: 3 Days of Peace & Music was going to be held in Bethel, NY.



According to lore, the radio station was tipped off by a waitress at a local restaurant where Woodstock organizer Michael Lang and local farmer Max Yasgur were meeting to finalize the deal.

WVOS is mentioned in the feature length documentary film Woodstock - 3 Days of Peace & Music.

WVOS dropped its music programming in 2010, when it was

rebranded as Spanish-language: 1240 ESPN Deportes.

By September 1, 2014, WVOS returned to a simulcast of the Classic Hits Format that continues to date branded as 95.9 VOS-FM.

During the month of September, Bold Gold Media and 95.9 VOS FM will commemorate this Diamond Anniversary with a look back on the music and the memories from those involved with WVOS through the years.

Morning personality Eddie Wilson will have special programming throughout the month from 6-10AM weekday mornings.

Everyone in the community is invited to go to wvosfm.com and share their WVOS memory for a chance to win a pair of Season Lawn



Bulb Planting Demonstration

Thursday, October 6th at 5:30pm at SUNY Sullivan

Lawrence Cooke Residence Hall, Lawrence Cooke Drive, Loch Sheldrake

Join Carmela Hugel and Alan Carroll from Sullivan Renaissance to learn how to plant autumn bulbs for early spring blooms.



Learn More SullivanRenaissance.org

Follow us on [f](#) [i](#) [v](#) Call 845-295-2445



DEMOCRAT FILE PHOTO

Back in the day, WVOS scooped the local announcement of the Woodstock Festival's imminent arrival in Bethel.

passes to Bethel Woods Center for the Arts 2023 Season.

A special WVOS exhibit will open on Thursday, September 29 from 4 to 6PM at the Sullivan County Museum in Hurleyville, where staff and special guests will celebrate during an opening reception.

The public will be able to visit the WVOS Display during regular museum hours.

SCHMIDT'S RENTALS
(845) 794-RENT
Construction - Landscaping
Tools & Equipment

146 Jefferson Street
Monticello, NY 12701
Monday-Friday 8am-5pm



Community Foundation accepting applications for funding grants



The Community Foundation of Orange and Sullivan (CFOS) is now accepting applications for its 2022 Make a Difference grants. The Make a Difference Fund was established by the leadership of the Community Foundation of Orange and Sullivan in 2003 to meet emerging needs in the areas in which it serves.

This year, grants will be distributed to nonprofit organizations that provide programs and services addressing emerging social and emotional needs of senior residents and their caregivers in Orange and Sullivan

counties. Grant applications are available on the Community Foundation website at cfosny.org from September 1, to October 31. Grantees will be announced in December.

To be considered for a grant, organizations must have an annual operating budget of \$2 million or less. The program submitted for funding consideration must directly impact the improvement in quality of life for senior citizens and/or their caregivers in Orange and Sullivan counties. Two to four grants of up to \$5,000 will be distributed.

For questions or additional information, please contact the CFOS office at (845) 769-9393 and ask for Lisa or by email at lisa@cfosny.org.

CONTRIBUTED PHOTO

Town of Wallkill Boys & Girls Club's Project Triple Club was among the 2021 Make a Difference grant recipients.

C.T. Male Associates
A DESIGN PROFESSIONAL CORPORATION

Proudly providing civil and environmental engineering and survey services to the lower Hudson Valley Region

C.T. Male Associates Engineering, Surveying, Architecture, Landscape Architecture & Geology, D.P.C.
12 Raymond Avenue
Poughkeepsie, NY 12603
(845) 454-4400

www.ctmale.com

JEFF BANK

Because of Jeff Bank's long history as a community bank, we have an understanding of the local economy unmatched by newer or larger banks. With the help of our seasoned commercial bankers, your business will receive the reliable and personalized financial services you need.

To start receiving the financial support your business deserves, call (845) 482-4000 and make an appointment with one of our banking professionals today.

(845) 482-4000 • www.jeff.bank

Bryan Flynn
Vice President
Commercial Lender
bflynn@jeff.bank

Heinrich Strauch
Vice President
Commercial Lender
hstrauch@jeff.bank

Joseph Coleman
Vice President
Commercial Lender
jcolem@jeff.bank

Member FDIC



Kori, Brett,
and Craig
Schumacher

Building for the future: Schumacher Systems continues to grow

“Honesty and Integrity are non-negotiable,” adds Brett. “I get to work in a great environment with my sister and family around. The people I trust most in the world.”

biggest challenges in owning a family business is that there is more pressure to succeed because it’s not just the company you can let down but also your family. “I feel the same responsibility to my employees and their families as well.” Adds Kori.

GUIDING PRINCIPLES

Reputation Matters! “When Schumacher Systems is hired for a project, we go above and beyond to provide first rate service.” Says Kori, “My father was a stickler for quality as are Brett and I, as well as our foremen. Quality work and honest business practices are a cornerstone of the Schumacher name.

Kori feels that there is no substitute for putting your nose to the grindstone. “I worry that the next generation does not really understand what it takes to produce their own success.”

TRANSITION

When COVID struck, Kori and Brett didn’t feel that



it was a good idea for their father to be out and about at the jobsites any longer. He agreed but quickly took it one step further and decided that this was the right time to retire. “I think the timing worked out very well. Brett and I had so much experience under our belts that it was an easy transition,” says Kori. Craig decided that at almost 70 years of age, it was time to retire. “I love my children and am very proud of them. I hope for their success in business as well as their personal life,” says Craig, “I hope they can moderate both. There should be a balance.”



At top left is Kori Schumacher taking care of the office.

Above a younger Craig Schumacher applies his expertise ala high-rise.

Papa Craig and young apprentice, Brett in earlier days.



HISTORY

Craig Schumacher’s construction career started soon after he was released from the Military in 1969. He worked for AT&T as a lineman on outside construction before returning to school in 1972 to complete his associates degree. While attending college, he began painting houses to pay the bills. “My wife’s grandfather was a full-time painter at the Pines hotel in South Fallsburg and he took me under his wing, teaching me and helped me to acquire a number of contracts I probably wouldn’t have gotten by myself.” Painting evolved into patching drywall, patching evolved into taping and hanging drywall. Business accelerated to the point that he couldn’t handle all the work himself,

so he hired employees and subcontractors and it became Schumacher Drywall. The business hanged and taped hundreds of houses over eighteen years.

By 1990 he decided to move on to become a commercial and unionized contractor, and Schumacher Drywall became Schumacher Systems Inc.

FAMILY

“I don’t think that either of us had a clue as to exactly what I would be doing at the company when I started working for my father the Summer of my freshman year at Syracuse University, but we had faith that I would figure it out and I did,” says Kori Allen, Schumacher’s daughter. “That first Summer, I developed a purchase order system utilizing database software. I continued to work for the

company during school breaks while I pursued my education. During my sophomore year of college, I decided to change my major from the medical track to construction management. “Her dad officially offered her a position at Schumacher Systems the semester before graduation and she accepted, beginning her career as a project manager for 9 years until she took over the accounting department in 2005. “I continued to run small projects and as we grew our accounting staff, I was able to take on large projects again. I believe that I will always have one foot in each department so that I can easily pivot and help where needed.” Similarly, her younger brother Brett joined the business after high school where Craig started him as an apprentice on job sites. He also went on to college for construction management and joined the company.

Both she and her brother agree that one of the

AWARDS continued from front page

and he hopes it continues as the hotel continues to gain traction.

"Sullivan County is extremely fortunate that Dan and Joan Silna have chosen to invest in Sullivan County and revive three iconic Sullivan Catskills brands," Sullivan County Partnership for Economic Development President and CEO Mark Baez added. "Their work bolsters an accelerating trend of high-end investments taking place throughout Sullivan County highlighting our area as THE place to be."

Kelsey Hornicek

Kelsey Hornicek, who is Deputy Project Manager at CIVIX, will be

CONTRIBUTED PHOTO

Networking is an important part of the Partnership's function and here Kelsey Hornicek, third from left, chats with some of her business associates at last year's Annual Dinner at Resorts World.



Kryst K Kelly
Office Systems Corp.

369 Broadway, Monticello, NY 12701
845-794-6639

Home office Specialists:

- ♦ Computer Desks
- ♦ Desk Chairs, Chairs, Chairs
- ♦ Low Volume Printers & Multifunction Black & White & Color
- ♦ Laptops
- ♦ Desk Computers
- ♦ Supply Items

Commercial Office Specialists:

- ♦ Kyocera Printers & Multifunction Black & White & Color
- ♦ Office Furniture
- ♦ Computer Supplies
- ♦ Office Supplies
- ♦ Commercial Vacuums
- ♦ Computer Furniture

In Addition:

- ♦ Extensive Copy Center
- ♦ Authorized Fedex & UPS Shipping Center
- ♦ Extensive Art Supply Shoppe
- ♦ All Types of Framing

94615

Silverman Mechanical Corp.

*For All Your
Plumbing
& Heating Needs*

P.O. Box 446
Mongaup Valley, NY 12762
Tel: (845) 583-6595
Fax: (845) 583-4969

*Certified NY State
Pump Installer*



90713

honored with the Distinguished Service Award at the Partnership's Annual Dinner.

CIVIX is a public sector services firm providing administrative, IT, grant and resiliency services among others, for State, City and local governments throughout the United States.

"I feel so humbled the Partnership thought of me [for this award]," an elated Hornicek said. "I think it is important for my generation to make a great impression."

Hornicek said her involvement with the Partnership's Membership Committee has been very meaningful.

"I focus on who we can bring in – either as investors or partners," she said. "We look for businesses who to invest in the Partnership to help us continue to build economic development."

Hornicek also feels that companies need to focus in their employee's involvement with organizations outside the workplace.

Hornicek said. "I honestly think people want to get involved.

"Employers need to be better at getting them involved – include them and put money behind them," she said. "Being in the room is immensely important."

"I was lucky. I was raised in a restaurant and learned to talk with people," she said. "Not everyone has that. I also love the chamber's Young Professionals program – we need platforms to learn."

SC Partnership Board of Directors Chairman Randy Resnick said, "This past fiscal year Kelsey has been an invested member of the Partnership's Membership Committee.

"She is part of the growth of younger and more diverse board members that play an active part in the mission of the Partnership."

"Whether she is part of the Board of Directors or injecting fresh new ideas while as an active member of Membership Committee, Kelsey has helped the Partnership grow and better communicate to better serve our members and the general business community moving forward," he added.

Your Land, Our Homes

From Site Planning to Punch List

Making it look easy for 20 years
www.catskillfarms.com

Catskill Farms

COOMBE, & BENDER COMPANY

Financial Planning & Investment Management

Investment Advisors

Creating and Preserving Wealth

Philip Coombe III, CFP® • Catherine M. Coombe, CFP® • Lynn McDonald

Office locations:

Main Office:

P.O. Box 333 / 6872 Route 209
 Wawarsing, NY 12489

548 Broadway

Monticello, NY 12701
 Call for appointment

Third generation family business thrives in Monticello

Like his dad Gary, Chris Schmidt knew very early on that joining the family business was in his future.

“I started here sweeping floors at 12 or 13 and it’s the first real job I ever had.” A 1995 Monticello graduate, Chris worked every Summer break, Winter break until he graduated college in 1999 and went to work for his father, Gary, full time, becoming President of Schmidt’s in 2008. “It’s like my father had a crystal ball and knew what was coming, because navigating through the recession was a bigger lesson than any classroom or textbook could ever teach me. We weren’t



Gary Schmidt of Schmidt's Wholesale

financially prepared for the recession back in 2008 but it was the professor of lessons learned for me in business.” In 2014 he became majority shareholder and owner. “My father

and I get along great, so we never had inner fighting where your siblings get involved over who’s in charge etc... my brother worked here in the Summers and hated it when we were growing

up, this was not his thing and never going to be his thing and that’s OK. There’s no sense being nostalgic because you’re not doing anybody any favors in a job that you don’t love.”

Steingart Printing

Four Generations of Printing Excellence

A Full Service Printer!

- ▣ Offset & Digital Printing ▣ Design ▣ Bindery
- ▣ Mailing Service

Call for prices!!

5211 Main St., South Fallsburg, NY 12779 • www.steingartprinting.com

845.434.4321

54072



**Think Staffing,
Think Differently!**

**Connecting the right people
to the right businesses**

845.434.8300

www.newhopecommunity.org



Chris Schmidt - President of Schmidt's Wholesale

PROUD MOMENTS

"I'm proud of the work we do here and the services we provide." Chris recalls a time that a client didn't have water and their large facility had 2,000 people coming the next day. "There were certainly no other places in Sullivan County, let alone in the Hudson Valley, for them to get everything they needed to hook up a temporary water main. We were sweating it out because the scope

of what they had to do in such a short period of time was huge – they probably had to work around the clock on a Saturday to get it installed, but we provided everything they needed, and they didn't miss a beat. Their 2,000 guests the next day had water. Things like that really make me proud. The things that we can accomplish and provide when certain natural disasters or weather events or emergencies happen and we're here;

we can help people out on a local level."

The company is also committed to giving back to the community. "With a lot of our charitable giving and volunteer efforts, both my father and I are very involved in quite a number of projects outside of the business and that flexibility of owning the business allows us to get involved with those community things."

GUIDING PRINCIPLES

"Just be better than yesterday, and work really hard". Through this hard work, the company has been able to expand: now selling out as far as Rochester and working towards getting into the Buffalo market and covering more of upstate NY. "You don't have to move fast just don't stop moving" because progress happens in little chunks and that's kind of how I like to live."



150 JEFFERSON STREET, MONTICELLO, NY 12701
845.794.5900 | WWW.SCHMIDTSWHOLESALE.COM

SUNY Sullivan receives state monies; to invest \$9.8 million in energy project

SUNY Sullivan's Health Sciences Program

New York State officials came together with SUNY Sullivan leaders recently to announce \$700,000 in Assembly investments to improve and expand Health Sciences programs at the college.

On hand for the announcement were New York State Assembly Speaker Carl E. Heastie, Assemblymember Aileen Gunther, SUNY Sullivan President Jay Quaintance, SUNY Sullivan Nursing Director Dr. Chyrise Taylor, and SUNY Sullivan Board of Trustees Vice Chair and Center for Discovery President Dr. Theresa Hamlin.

The funds will go toward making updates to facilities and improving access to technologies for the benefit of those studying to become certified nursing assistants (CNAs), licensed practical nurses (LPNs), registered



DEREK KIRK | DEMOCRAT

Assemblywoman Aileen Gunther joined NYS Assembly Speaker Carl Heastie in announcing \$700,000 intended for the SUNY Sullivan Health Studies program.

nurses (RNs), and respiratory care and medical assistants at SUNY Sullivan.

"The investments we announced today will make critical investments in training the next generation of nurses and health care professionals, improving public safety and providing programs for children and families," said Speaker Heastie.

SUNY Sullivan offering EMT Courses

SUNY Sullivan is offering an Emergency Medical Technician (EMT) Refresher class September 25 thru December 18, and an EMT Basic Course October 3 thru December 18.

SUNY Sullivan's EMT courses provide a hands-on, interactive, and engaging learning experience through classroom work, skill

Please see **ENERGY** page 18E

LEGAL SERVICES FOR RESIDENTIAL AND COMMERCIAL REAL ESTATE



- Residential Real Estate
- Commercial Real Estate
- Land Use Development
- Landlord-Tenant
- Condominiums and Homeowners Association
- Foreclosure
- Site Suitability

TO LEARN MORE OR TO SCHEDULE A CONSULTATION
PLEASE VISIT WWW.JACOBOWITZ.COM

845-764-8828

WALDEN | MONTICELLO



**JACOBOWITZ
& GUBITS LLP**
COUNSELORS AT LAW

WORLD CLASS ATTORNEYS • HUDSON VALLEY ROOTS

58708



Dr. Jorge R. Delgado

- Board Certified
- Chiropractic Neurologist
- 30 Years of Experience

EFFECTIVE, NATURAL RELIEF FOR:

- Headaches, Dizziness
- Neck Pain, Tight Muscles
- Shoulder & Arm Pain
- Low Back, Hip & Leg Pain

Because of the current circumstances with the Coronavirus – COVID-19 pandemic to ensure your safety and ours we are taking every necessary precaution. Please take care to keep safe and healthy.



Providing Personalized Chiropractic care for the entire family
in this community for over 25 years.

44 Lanahan Road,
Monticello, NY 12701

-and-

111 Sullivan Ave, Suite 1-1,
Ferndale, NY 12734

(845) 292-3455 • www.spineinorder.com

Most insurance
& HMOs
accepted

DEDICATED. TRUSTED. RESPECTED.

When you pick up a copy of the Sullivan County Democrat, you are not only getting 131 years of journalism experience but a community newspaper which is produced by a dedicated and professional staff each and every week.

Winner of 21 National and New York State Press Awards in the last two years

Sullivan County Democrat voted 2nd Best Community Newspaper in New York State, 2021 by New York Press Assn.

National Newspaper Assn. Awards

- Third Place, Best Multiple Advertiser Section, Daily and Non-Daily Division, circ, 5,000 to 9,999, Bethel Destination Guide, 2020

New York Press Assn. Awards

- First Place, Coverage of Local Government, 2021
- First Place, Best Multi-Advertiser Pages, 2021
- First Place, Best Small Space Ad, 2020
- Second Place, Past President's Award for General Excellence, 2021
- Second Place, Spot News Coverage, 2021
- Second Place, Best Special Section, Newsprint, 2021
- Second Place, Best News or Feature Series, 2020
- Third Place, Best Small Space Ad, 2021
- Third Place, Art Photo, 2021
- Third Place, Best Small Space Ad, 2021
- Third Place, Best Obituaries, 2020
- Third Place, Best Special Glossy Section, 2020
- Third Place, Best Classified Section, 2020
- Third Place, Best Public Service or Non-Profit Section, 2020
- Honorable Mention, Best Large Space Ad, 2021
- Honorable Mention, General Excellence, 2020
- Honorable Mention, Best Stand-Alone Magazine, 2020
- Honorable Mention, Best Special Section, Niche Publication, 2020
- Honorable Mention, Best House Ad Campaign, 2020
- Honorable Mention, Best Niche Publication, 2020

SULLIVAN COUNTY
Democrat

"Celebrating 131 Years of Community Journalism"

With offices in Callicoon & Monticello

Visit www.scdemocratonline.com

or call **845-887-5200** to advertise or subscribe today



ENERGY continued from page 16E

practice in simulated scenarios, and field experience. Students learn how to assess and care for patients at the scene of an incident and while transporting patients by ambulance to the hospital, and how to manage respiratory, cardiac, and trauma emergencies. Course instructors are committed to each student's success, preparing them for the NYS Practical and NYS Written Certification Exams.

EMTs are in high demand with substantial projected job growth for the future, so begin your Emergency Medical Services career with SUNY Sullivan today! For applications and more information, contact Bridget Schiffer at bschiffer@sunysullivan.edu or call 845-434-5750, ext. 4242.

SUNY Sullivan to invest \$9.8 million in energy efficiency project

Project Includes Replacing Boilers, Geothermal Heat Pumps, and other HVAC Infrastructure and Installing



CONTRIBUTED PHOTO

SUNY Sullivan Nursing Director Dr. Chyrise Taylor recently spoke at a press conference to announce its new initiatives and investment in curriculum.

Energy-Efficient Windows and Lighting

SUNY Sullivan is renewing its commitment to sustainability through a \$9.8 million energy

efficiency and facilities upgrade project that will bring significant cost savings to Sullivan County and cement the college's status as a model green campus in New York

State.

The energy efficiency project—which includes replacing the campus's failing 22-year-old boilers and 130 geothermal heat pumps, installing high-efficiency windows, LED lighting, and other energy-saving upgrades to campus facilities—is being financed and implemented by the New York Power Authority (NYPA), which will be reimbursed by Sullivan County with matching funding from New York State through SUNY's Office for Capital Facilities Community College Capital Program.

When complete, the project will result in significant energy and cost savings for Sullivan County, reducing annual greenhouse gas emissions by nearly 400 metric tons and strengthening SUNY Sullivan's leadership in environmental sustainability and social responsibility in the Catskills region and across higher education.

Joseph N. Garlick Funeral Home

(845) 794-7474

388 Broadway, Monticello

(845) 647-7747

186 Canal St., Ellenville

www.josephngarlickfuneralhome.com

56978



Robert Wells, Agent
18 Thompson Square
Monticello, NY 12701
Bus: 845-794-7000
robert.wells.k2on@statefarm.com

**Discover why
over 17 million
homeowners
trust State Farm®.**

With your new home comes new responsibilities – like protecting your new investment with the right amount of homeowners insurance. That's where I can help.
**Like a good neighbor,
State Farm is there.®**
CALL ME TODAY.

 **State Farm™**

0907507.1

State Farm Fire and Casualty Company,
State Farm General Insurance Company, Bloomington, IL

DELTA

ENGINEERS, ARCHITECTS, & SURVEYORS

Delta provides an integrated set of professional design and support services to make your next project a success.

We are your trusted partner.



Delta Offices

ENDWELL, NY
607-231-6600

SYRACUSE, NY
315-695-7228

VERNON, NY
315-953-4200

SCHENECTADY, NY
518-427-7200

CHEVY CHASE, MD
301-718-0080

It comes down to People
Integrity, Safety, Knowledge

*Serving the Capital and
Mid-Hudson Regions*

**CATSKILL
HUDSON**
BANK
Simply Better Banking

- Commercial Lending
- Residential Simple **Mortgage**
- Recognized Cybersecurity

www.CHBNY.com (877) CHBNY 15



APPLE ICE

Family Owned & Operated Since 1990



FIREWOOD • ROCK SALT

CUBES • BLOCKS

ICE SCULPTURES



CRUSHED

DRY ICE

SNOW



1-800-ICE-TO GO

845-288-0808

33 Plaza Dr. Monticello, NY 12701



DEER PARK • BRONX • HUDSON • MONTICELLO