

# DebraBresnan.com

*All the write stuff*

- Bios • Case Studies • Copywriting • Direct Mail • Features •
- Marketing & Promotional Materials • Newsletters • Web Content •

## Invoice

**UCEDA, Inc.**

*Writing, editing, research, consultation*

*Social Media – Research, schedule, publish 62 posts  
2 meetings with Suzanne*

*UFB website review & revision – ongoing*

*UFF website review & revision – ongoing*

*UFF/UFB website revision session with Tom Hynes @ UCIS  
Banner, radio ad, 3 Mailchimp letters Woodstock Film  
Festival*

*Onsite exhibit at Woodstock Film Festival  
Media release (October 18 How to attract the best talent)  
E-blast for Tech Up For Women*

*(40.5 hrs. @ \$70/hr. = \$2,835.00)*

**Payment Due Upon Receipt:**

**\$2,835.00**

For work completed  
September 20 – October 19, 2018  
Invoice #0613  
Submitted 10.22.18

**Please make check payable to:**

**Debra Bresnan**

Debra Bresnan • 105 Abeel Street, #1 • Kingston, NY 12401 USA  
Phone: 845.750.4708 • Email: [debrabresnan@gmail.com](mailto:debrabresnan@gmail.com)

**FOR IMMEDIATE RELEASE**

September XX, 2018

Contact:

[ued@co.ulster.ny.us](mailto:ued@co.ulster.ny.us)

845.340.3556

Commented [DB1]: What contact info would you like to use here?

**"How to Attract the Best Talent in a Very Tight Labor Market:"  
Free Presentation and Q & A Will Be Offered on October 18 in Kingston**

*Human Resource Professionals, Business Owners and Hiring Managers Convene to  
Address Peak Demand for Well-Qualified Employees*

Kingston, NY—Ulster County Executive Mike Hein, The Ulster County Office of Economic Development Alliance (UCEDAUCOED) and The Ulster County Office of Employment and Training (UCOET), together with the New York State Department of Labor's Division of Employment Services, announce a workshop presentation on "How to Attract the Best Talent in a Very Tight Labor Market." The free event will be offered on Thursday, October 18, 2018 from 9 a.m. to 10:30 a.m. in the Legislative Chambers, 6<sup>th</sup> Floor, Ulster County Office Building at 244 Fair Street, Kingston. The UCOET staff will deliver a one-hour presentation followed by a 30-minute Q & A.

Presenters will share useful tools and current labor market information, and offer expert advice on topics such as why company branding is important to job seekers; how to write and advertise an effective job description; and how to use social media effectively to attract quality candidates. One highlight of this highly targeted presentation will be specific strategies to help human resource professionals, business owners and hiring managers to successfully engage with 20-35 year old job seekers.

**Ulster County Executive Mike Hein**

"I urge Ulster County's business leaders to take full advantage of this timely presentation and the opportunities it presents," said Ulster County Executive Mike Hein. "The latest Ulster County labor statistics prove what we already know: Employers are having a tough time finding qualified help because there is a very tight and competitive labor market here in Ulster County. Job openings are often filled almost as soon as they are posted. And, when considering the crucial 20-35 year old employee pool, many employers do not understand how to attract these job seekers or how to assess their skill levels and potential for growth within their organizations. This workshop will offer employers concrete samples of what works—and what doesn't."

According to the New York State Department of Labor Bureau of Labor Statistics, Ulster County's Unemployment rate is 3.9 percent (August 2018), down from 4.7 percent one year ago. In August 2018, private job creation in Ulster County grew by nearly 3 percent—in every sector of the county's economy, including retail and manufacturing. Nearby counties—Dutchess, Sullivan and Orange—have similarly

low unemployment rates, 3.6 percent, 3.7 percent and 4.0 percent, respectively. Overall, the Hudson Valley region's private sector job count was 815,000—the highest August employment count on record—with a regional unemployment rate of just 4 percent.

The UCOET is funded 100 percent by Federal tax dollars under the federal mandate of the Workforce Investment Act of 1998. Staff use this funding to help people find jobs or to receive the necessary training they need to secure employment.

In addition to job training programs, UCOET staff deliver a full gamut of free business services including job posting and advertising, job matching and resume review, mini monthly job fairs, wage reimbursement programs, an annual Veterans Job Fair, and information on tax incentives for new hires.

The Ulster County Office of Employment and Training is located in the Ulster County Career Center, 521 Boices Lane, Kingston, where they share office space with staff from the New York State Department of Labor's Division of Employment Services.

This event is free, but space is limited: Please call (845) 340-3170 to reserve a seat. Visit <http://ulstercountyny.gov/employment-training> for additional information about services for job seekers and employers.

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**ATTACHED FLIER:**

"How To Attract The Best Talent in a Very Tight Labor Market"

13 posts. Additional hashtags will be inserted prior to posting.

**BUSINESS SKILL SETS/SERVICES OF OED: FUNDRAISING**

**Scheduled Tuesday, October 2 at 11:48 a.m.**

<https://www.forbes.com/sites/alejandrocremades/2018/09/25/how-angel-investors-and-angel-groups-work/>

Alejandro Cremades, bestselling author of “The Art of Startup Fundraising,” details how angel investors and groups work and how to find—and pitch—they. Call us at (845) 340-3556 if you’re ready to explore financing for your business. #UlsterNY #UlsterForBusiness #acremades

**REGIONAL BUSINESS FOCUS: PHOTOGRAPHER/ AUTHOR**

**Scheduled Saturday, October 6 at 12 pm**

<http://noroadunturnd.com/ulster-county-book-information>

Tillson native John Fischer spent a decade chronicling the people and places of Ulster County. Pick up your copy at local book signing events and bookstores. #UlsterForBusiness #we\_love\_books

**LOCAL FOCUS: FILMMAKER**

**Scheduled Thursday, October 3 at 2 pm**

<https://www.gofundme.com/antisuicide-short-film>

Taylor Seupel, a High Falls resident and SUNY New Paltz alumnus, is working with a team of 15 people to make a film about suicide awareness. Have a look at his clip and give generously. #NYSFILM #UlsterForBusiness #UlsterForFilm #afspnational #newpaltz

**LOCAL FOCUS: BUSINESS IN ELLENVILLE**

**Scheduled Wednesday, October 3 at 12:49 p.m.**

Visiting with Henrietta Powers and Richard Travers at Grace Antiques in Ellenville. You should visit with them soon! <https://www.grace81.com>  
#EllenvilleNY #UlsterNY #UlsterForBusiness #rondoutvalleybusinessassociation

Posted with photo of Grace Antiques in folder

**INDUSTRY SECTOR: CRAFT FOOD & BEVERAGE**

**Scheduled Friday, October 5 at 2 p.m.**

<https://apple.news/AvGAIsvbnT4ix6uEvi0RhKg>

Local farmers, please call (845) 340-3556 to find out how the Ulster County Office of Economic Development is available to help. #UlsterForBusiness #HVADC #tasteny

**BUSINESS SKILL SETS: FUNDING AND TECHNICAL ASSISTANCE**

**Scheduled Monday, October 8 at 1 p.m.**

<https://nonprofitquarterly.org/2018/08/14/employee-owned-businesses-sba-loans/>

A new federal law, "Main Street Employee Ownership Act of 2018," makes Small Business Administration (SBA) loans available to employee-owned businesses for the first time. It also provides assistance (technical training, executive education, one-on-one consulting) to family-owned businesses transitioning to employee ownership. #SBAGov #UlsterForBusiness

**INDUSTRY SECTOR: CRAFT FOOD & BEVERAGE**

**Scheduled Wednesday, October 3 at 2 p.m.**

<http://ulster.cce.cornell.edu/events/2018/11/12/annie-s-project-business-education-for-farm-women>

Women farm owners/managers, you can register today for a four-part business education training series covering financial management, land/farm infrastructure and business/employee management. The course fee is \$100 and pre-registration is required. #WCW #UlsterForBusiness #UlsterNY #tastenyl #HVADC

**INDUSTRY SECTOR: MANUFACTURING**

**Scheduled Thursday, October 4 at 12 p.m.**

<http://events.constantcontact.com/register/event?llr=gj59npwab&oeidk=a07efocedmjcfbb6a07>

An exciting opportunity for local manufacturing firms to participate! On October 30, SUNY Ulster and The Council of Industry are hosting a roundtable discussion on the school's Advanced Manufacturing Apprenticeship program. Please attend—and share. #SUNYUlster #HVmanufacturing #MfgDay #UlsterForBusiness

**INDUSTRY SECTOR: FILMMAKING & FEATURE ON SAUGERTIES STUDIO**

**Scheduled Friday, October 5 at 12 p.m.**

Post with flier from Flick Book Studio

Flick Book Studio offers stop-motion animation to the video/cinema industry, as well as to children, students and artists of all ages and levels. Sign up for a class or turn your tactile work into animation at this cool Saugerties studio!

<http://flickbookstudio.com> #UlsterForBusiness

**LOCAL BUSINESS FEATURE: DEISINGS BAKERY**

**Scheduled Sunday, October 7 at 12 p.m.**

<https://www.facebook.com/DeisingsBakery/>

Congratulations to Deising's Bakery in Kingston – named the New York State winner in the Sweetest Bakery in America competition! Stop by and order one of their yummy cakes or other fresh baked goods to celebrate.

<https://sweetestbakeryinamerica.com> #sweetestbakeryinamerica  
#UlsterForBusiness #UlsterNY

**INDUSTRY SECTOR: FILMMAKING**

**Scheduled Monday, October 8 at 12 p.m.**

<https://nofilmschool.com/2018/08/massive-list-fall-2018-grants-all-filmmakers-should-know-about>

Calling all filmmakers! If you need help preparing your application for these grants and other opportunities, give us a call at (845) 340-3556—and ask us about NYS Film Tax Incentives too (up to 45% here in Ulster County). #NYSFilm  
#UlsterForBusiness #UlsterForFilm #WoodstockFilm #UPWIFT #HVFC  
#StockadeWorks

**ARTS**

<https://hudsonvalleyone.com/2018/09/20/art-walk-kingston-to-showcase-the-works-of-more-than-130-artists/>

**Posted Friday September 21 at 12:45 p.m.**

More than 130 artists will exhibit work during this weekend's Art Walk Kingston, making it the largest open studio tour in the Hudson Valley.

**INDUSTRY SECTOR: CRAFT FOOD & BEVERAGE**

+ post about Gopal/local farm September 25

8 posts. Additional hashtags will be inserted prior to posting.

### **BUSINESSES: GLOBAL EXPORTATION**



Many Ulster County businesses export globally. NYS ESD hosted an informative conference this morning on exporting at SUNY New Paltz. Let us know if you are thinking of exporting to Africa, Europe, Israel, China or Canada and we can help you. #UlsterForBusiness #EmpireStateDev

### **INDUSTRY SECTORS: TOURISM, ARTS, SMALL BUSINESS**

<http://www.ny1.com/nyc/all-boroughs/news/2018/10/12/be-more-chill-haunted-challenge#>

The cast of the 2019 Broadway show, “Be More Chill,” tested their personal chill-factor at the scariest haunted house in the U.S.—and it’s right here in Ulster Park! Terrifying audiences for more than 26 years. #NY1 #UlsterForBusiness #HeadlessHorseman

### **BUSINESS SKILL SETS: ATTRACTING THE BEST WORKFORCE**



There was a full house at the October 18 training for Ulster County employers trying to attract the best workforce. Please let us know if you weren't able to attend but would like the handouts. #UlsterForBusiness

#### **BUSINESS SKILL SETS: INVESTMENTS/START UP FUNDING**

 <p><b>UPSTATE CAPITAL</b> ASSOCIATION OF NEW YORK</p>  <p><b>Investing in Place</b></p> <p>October 25, 2018 2pm - 6pm FDR Library, Hyde Park NY</p> <p>Register @ <a href="http://upstatecapital.org">upstatecapital.org</a></p>	<table border="0"><tr><td><p><b>Martin Babinec</b> UpVentures</p></td><td><p><b>Marnie LaVigne</b> LaunchNY</p></td></tr><tr><td><p><b>Paul Hakim</b> Pioneer Realty Advisors</p></td><td><p><b>Tony DiMarco</b> HUDSON VALLEY STARTUP FUND</p></td></tr></table>	 <p><b>Martin Babinec</b> UpVentures</p>	 <p><b>Marnie LaVigne</b> LaunchNY</p>	 <p><b>Paul Hakim</b> Pioneer Realty Advisors</p>	 <p><b>Tony DiMarco</b> HUDSON VALLEY STARTUP FUND</p>
 <p><b>Martin Babinec</b> UpVentures</p>	 <p><b>Marnie LaVigne</b> LaunchNY</p>				
 <p><b>Paul Hakim</b> Pioneer Realty Advisors</p>	 <p><b>Tony DiMarco</b> HUDSON VALLEY STARTUP FUND</p>				

Post with photo and/or link below:

<http://upstatecapital.org/upstate-capital-event/impact-investing-in-place/>

Need capital for your business or non-profit? Upstate Capital is hosting an October 25 event to introduce several approaches to place-based investing and funding models, including the new Opportunity Zones. #UpstateCapital #UlsterForBusiness



**INDUSTRY SECTOR: CRAFT FOOD & BEVERAGE, FARMING**

<https://www.recordonline.com/news/20181013/hudson-river-fruit-at-core-of-regions-booming-apple-industry?template=ampart>

From selling apples in pushcarts on the streets in Brooklyn to today's multi-million dollar fruit distribution business, Milton-based Hudson River Fruit Distributors' success story is the American dream come true. #recordonline #UlsterForBusiness #tasteny

**BUSINESS SKILL SETS: CAREER PEAKS**

<https://www.nytimes.com/2018/10/08/smarter-living/feel-like-you-havent-hit-your-peak-yet-its-never-too-late.html>

90% of people experience a "hot streak" in their career—and it can appear at any point in your working life. It's never too late, or too early, to do your greatest, most effective work. #mondaymotivation #UlsterForBusiness

**REGIONAL FEATURE: SMALL BUSINESS**

<http://www.hvmag.com/Village-Coffee-Goods-Kingston-Hipstones-Australia/>

The Hipstones are living the dream and they make great coffee! Bring your laptop to their sunny Kingston café on Railroad Road Avenue and work while noshing on an evolving breakfast/lunch menu of fresh, tasty choices. #UlsterForBusiness #HudsonValleyMag #thehipstones #madkingston

**INDUSTRY SECTOR: NICHE MANUFACTURING  
SMALL BUSINESS SHOWCASE: LUTHIERS**

<http://www.woodstockinvitational.com>

The 10<sup>th</sup> anniversary Woodstock Invitational Luthiers Showcase features women luthiers of note from around the world. The world-class line-up includes concerts, instructional clinics, demonstrations, exhibits from luthiers and more. #WoodstockNY #BearsVilTheater #UlsterForBusiness

18 posts. Additional hashtags will be inserted prior to posting.

**REGIONAL NETWORKING / BUSINESS RECOGNITION EVENT**

**Scheduled Monday, October 1 at 12 pm**

<https://www.newpaltzchamber.org/annualbusinessrec.html>

Join us and members of the New Paltz business community on November 15 when we recognize the achievements of local business leaders! #newpaltzchamber #UlsterChamber #UlsterNY

**INDUSTRY SECTOR: FILMMAKING ULSTERFORFILM SPONSORSHIP**

**Scheduled Friday, Sept. 28 at 1 pm**

<http://woodstockfilmfestival.org/2018-september-newsletter-part-iii/>

UlsterForFilm.com is proud to sponsor the 19<sup>th</sup> annual Woodstock Film Festival. Stop by the hospitality lounge during the Festival so we can talk about how easy and affordable it is to make your next film in Ulster County (NYS Film Tax Credits up to 45% here)! #WoodstockFilm #UlsterNY

**INDUSTRY SECTOR: SMALL BUSINESS / CRAFT FOOD & BEV**

**Scheduled Thursday, Sept. 27 at 2 pm**



(above photo will be inserted)

Congratulations to Bistro-To-Go on their new cookbook, "Feel Good Food." Richard and Mary Anne Erickson are also celebrating their 25<sup>th</sup> delicious anniversary in the restaurant and catering business! #tasteny #FeelGoodFoodCookbook #bluembistro

**INDUSTRY SECTOR: SMALL BUSINESS / HOSPITALITY AND WEDDINGS**

**Scheduled Thursday, Sept. 27 at 12 pm**

<https://www.marthastewartweddings.com/644075/laid-back-musical-bohemian-wedding-hudson-valley-emma-mead>

We've always known the Catskills are one of the most beautiful and romantic places to get married. Now "Martha Stewart Weddings" readers know too! One couple's music-driven, quirky ceremony and photo shoots recently took place at The Senate House Garage and Rhino Records in Kingston. #MarthaWeddings #UlsterNY

**BUSINESS SKILL SETS: PHONE INTERVIEWING**

**Scheduled Sunday, Sept. 30 at 1 pm**

<https://www.fastcompany.com/90234645/phone-interview-coming-up-dont-make-these-mistakes>

12 things to keep in mind the next time you're preparing for an important phone interview. Make sure you are memorable for the right reasons.

**INDUSTRY SECTOR: FILMMAKING**

**Scheduled Wednesday, Sept. 26 at 1 pm**

<https://www.facebook.com/555333474628337/posts/1064315700396776/>

Filming in Ulster County is booming! Want to be a star? Casting Call for extras! #HVFC #WoodstockFilm #StockadeWorks #UPWIFT #NYSFILM #UlsterNY

**STATEWIDE INITIATIVE: ELECTRIC VEHICLE CHARGING STATIONS**

**Scheduled Monday, October 1 at 1 pm**

<https://www.governor.ny.gov/news/governor-cuomo-launches-first-electric-vehicle-charging-station-installation-rebate-initiative>

Ulster County Executive Mike Hein announces a funding opportunity for deployment of Electric Vehicle (EV) technology for public and private locations (public parking lots, workplaces, multi-unit housing facilities). \$4,000 rebates are available per charging port.

**BUSINESS SKILL SETS: START UP FUNDING FOR WOMEN**

**Scheduled Wednesday, Sept. 26 at 12 pm**

<https://www.fastcompany.com/90235347/these-new-initiatives-are-helping-more-women-start-businesses-and-get-funded>

Female Founders Alliance (FFA) and Ready, Set, Raise help women start more businesses and get funded. Call UlsterForBusiness.com at (845) 340-3556 for business coaching, funding leads and more. #FemaleFounders #UlsterNY #WCW

**REGIONAL NEWS/BUSINESS SERVICES: HUDSON VALLEY MALL**

**Scheduled Wednesday, Sept. 26 at 3 pm**

[https://www.dailyfreeman.com/news/local-news/healthquest-signs-lease-to-move-into-former-macy-s-site/article\\_e29e3b2e-bb6a-11e8-b224-17d1d5c02ccc.html](https://www.dailyfreeman.com/news/local-news/healthquest-signs-lease-to-move-into-former-macy-s-site/article_e29e3b2e-bb6a-11e8-b224-17d1d5c02ccc.html)

If you are looking for a business site in Ulster County, give us a call at (845) 340-3556. We can help! #DailyFreeman #UlsterNY #my\_healthquest

**BUSINESS SKILL SETS: GROW YOUR BUSINESS, FUNDING**

**Scheduled Monday, Sept. 24 at 2:52 pm**

<https://growyourbizcontest.com>

Calling all Hudson Valley Businesses! Mastercard and Bank of America have launched their 2<sup>nd</sup> annual "Grow Your Biz Contest." Four finalists will compete to win \$25K and industry-expert consultation.

**INDUSTRY SECTOR: CRAFT FOOD & BEV**

**Scheduled Friday, Sept. 28 at 2 pm**

<http://www.hvmag.com/Hudson-Valley-Magazine/September-2018/Bluecashew-Kingston/>

Foodies! Learn to cook from some of the best chefs in the Hudson Valley at Bluecashew's new storefront in Uptown Kingston. #tasteny #bluecashew #HudsonValleyMag #UlsterNY

<https://www.internationalchocolateawards.com/2018/09/americas-2018-competition-winners/>

**Scheduled Sunday, Sept. 30 at 12 pm**

Congratulations to Fruition Chocolate in Shokan for winning several prestigious awards despite a record number of entries in the 2018 Americas Competition. #tasteny #TasteFruition #UlsterNY

**Posted 9/23/18**

Register today to participate as a vendor or interested business in the Hudson Valley Taste NY Trade Show. #tasteny

<https://www.eventbrite.com/e/hudson-valley-taste-ny-trade-fair-tickets-49188176159>

**INDUSTRY SECTOR: SMALL BUSINESS FEATURE**

**Scheduled Saturday, Sept. 29 at 12 pm**

<http://upstater.com/audreys-farmhouse-the-greenhouses/>

Just enjoyed an amazing dinner at The Greenhouses. Each dish was delicious, as were the cocktails! Bringing this old farmhouse and greenhouses to the forefront as a premier destination for weddings, dinner or a weekend in the country was a true labor of love—and it shows! #tasteny #UlsterNY

<https://hudsonvalleyone.com/2018/09/14/golden-notebook-celebrates-40th-anniversary/>

**Scheduled Tuesday, Sept. 25 at 2:38 pm**

Happy 40<sup>th</sup> Anniversary to The Golden Notebook in Woodstock, one of the best independent bookstores in the Hudson Valley!

**BUSINESS SKILL SETS: SEXUAL HARASSMENT PREVENTION POLICY**

**Scheduled Monday, Sept. 24 at 1:15 pm**

<https://www.ny.gov/combating-sexual-harassment-workplace/employers>

All New York State employers must adopt a sexual harassment prevention policy. Here's how to create one that follows the required standards. Please call us at 845-340-3556 if you need more information.

9/20/18 = Chamber Breakfast, Meet the Candidates at Diamond Mills  
Posted with two photos

<https://hudsonvalleyone.com/2018/09/20/art-walk-kingston-to-showcase-the-works-of-more-than-130-artists/>

**Posted Friday September 21 at 12:45 p.m.**

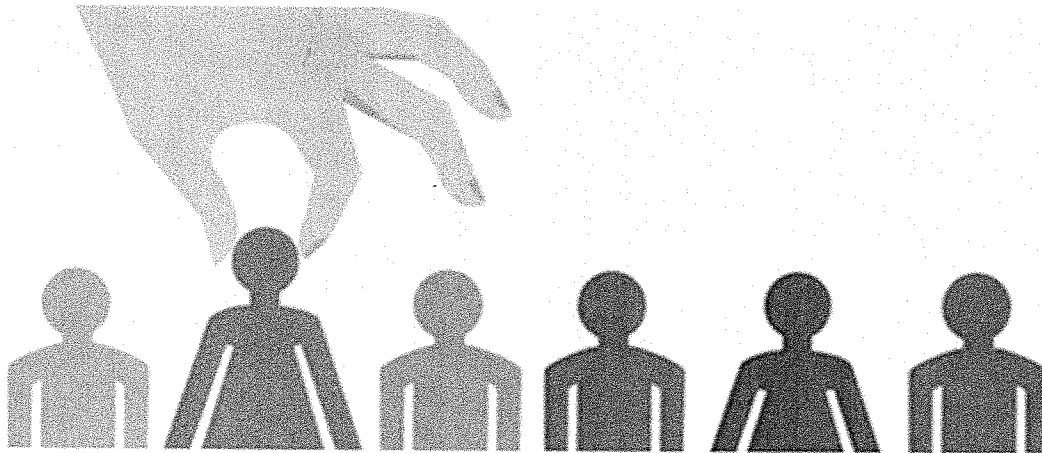
More than 130 artists will exhibit work during this weekend's Art Walk Kingston, making it the largest open studio tour in the Hudson Valley.

13 posts. Additional hashtags will be inserted prior to posting.

**BUSINESS SKILL SETS: LABOR MARKET TRAINING EVENT**

**Scheduled to post Thursday Oct. 11 at noon**

Image will be inserted on post



## **How To Attract The Best Talent**

*In A Very Tight Labor Market*

**Expert Advice For HR Professionals, Business Owners And  
Hiring Managers On How To Find Needed Talent**

**Thursday, October 18, 2018 / 9 AM - 10:30 AM**

**Ulster County Legislative Chambers**

**Ulster County Office Building, 6th Floor, 244 Fair Street, Kingston, NY**



**SPONSORED BY:**

Office of the Ulster County Executive

Office of Economic Development

Office of Employment & Training

*Together with NYS DOL Division of  
Employment Services*

**FREE to attend but**

**space is LIMITED.**

**Please call to reserve a seat**

**845-340-3170**

HR professionals, business owners and hiring managers! Get expert advice on how to attract well-qualified employees at this free workshop. Registration is required – please call (845) 340-3170. #UlsterForBusiness #UlsterChamber #UlsterNY

**FUNDING: CRAFT FOOD & BEVERAGE**  
**Scheduled to post Monday Oct. 15 at noon**

<https://certified.ny.gov/funding-opportunities>

Attention NYS agricultural producers and retailers! Funding for marketing and promotional efforts to highlight NYS Grown & Certified Products is available. If you need help preparing your application, please call (845) 340-3556.  
#UlsterForBusiness #UlsterNY #tasteny #HVADC

**REGIONAL BUSINESS SPOTLIGHT: EVENTS VENUE IN SAUGERTIES**  
**Scheduled to post Wednesday Oct. 10 2 p.m.**

<http://www.hvmag.com/Jennifer-LeRoy-Oz-Farm-Saugerties/>

Yes, Dorothy, The Emerald City does exist...in Saugerties. Don't let the flying monkeys on the "Drive Slowly" signs stop you: Oz Farm, a premier destination for weddings and events, delivers the good kind of high-end magic. #UlsterForBusiness #WCW #MissOzNYC #SaugertiesScene #SaugertiesChamberofCommerce

**REGIONAL PLANNING: TRANSIT STUDY PROJECT**  
**Scheduled to post Friday Oct. 12 at 3 p.m.**

<https://www.connectmidhudson.com>  
<https://www.connectmidhudson.com/get-involved>

Do you care about public transportation? Take this survey so that Ulster, Orange and Dutchess counties can streamline transportation services, reduce overlaps and increase coordination among providers. Or attend a Kingston Stakeholder Focus Group meeting on October 17 at 2 p.m. For more info, contact Brian Slack at [bsla@co.ulster.ny.us](mailto:bsla@co.ulster.ny.us) or call (845) 334-5590. #UlsterNY

**REGIONAL FUNDING: ARTS**  
**Scheduled to post Tuesday Oct. 9 2 p.m.**  
[https://artsmidhudson.org/2019\\_dec\\_guidelines/](https://artsmidhudson.org/2019_dec_guidelines/)

Attention artists—you must attend a session to be eligible to apply for more than \$100,000 of 2019 arts-related funding—and there are only six more opportunities. Next up: Kingston LBGTQ Center on October 9 and Highland Public Library on October 26. Application deadline: November 15.

**REGIONAL FUNDING: JUMP START ELLENVILLE**

**Scheduled to post Saturday Oct. 13 at noon**

[https://www.dailyfreeman.com/news/local-news/two-businesses-getting-nearly-k-each-from-ellenville-million-fund/article\\_d1bc5f54-c266-11e8-a843-53a30ee8d03b.html](https://www.dailyfreeman.com/news/local-news/two-businesses-getting-nearly-k-each-from-ellenville-million-fund/article_d1bc5f54-c266-11e8-a843-53a30ee8d03b.html)

Congratulations to Sabor Latino Restaurant (Napanoch) and Humble Gym (Ellenville)! Chosen from a pool of 20 applicants, each will receive \$51,980 from County Executive Mike Hein's Ellenville Million Jump Start Funds.  
#UlsterForBusiness #UlsterNY #EllenvilleNY #DailyFreeman

**LOCAL BUSINESS: KINGSTON PHOTOGRAPHER**  
**Scheduled to post Wednesday Oct. 17 at noon**

<http://livewellkingston.org/how-a-kingston-photographer-helps-breast-cancer-survivors/>

Kingston commercial photographer Charise Isis' ten-year project to support and inspire breast cancer survivors, The GRACE Project, was recently featured on The Today Show—watch the segment here: <https://www.today.com/video/charise-isis-helps-breast-cancer-survivors-with-beautiful-portraits-1333751363838?v=raila&#BreastCancerAwarenessMonth#UlsterNY#isisimages#TODAYshow#LWKingston#WCW>

**INDUSTRY SECTOR: FILMMAKING**  
**RUN THIS ONE A FEW TIMES PER SUZANNE**  
**Scheduled to post Tuesday Oct. 9 2:30 p.m.**

<https://www.poughkeepsiejournal.com/story/news/2018/10/01/selena-gomez-elisabeth-moss-help-break-record-filming-revenue/1486005002/>

Ulster County film productions are generating millions of dollars for local businesses, from hoteliers to hairdressers, caterers and more. Register at <http://ulsterforfilm.com/production-resources> to showcase your business services to filmmakers! #WoodstockFilm #HVFC #StockadeWorks #UPWIFT #NYSFILM #PokJournal

**INDUSTRY SECTOR: CRAFT FOOD & BEVERAGE**  
**Scheduled to post Wednesday Oct. 10 1:10 p.m.**

<https://catskillfoodproject.com/an-afternoon-with-master-miso-maker/>

Join Japanese master miso-maker, Koichiro Kawasaki, at The Lace Mill on Sunday, October 14 for a miso-making workshop and koji-tasting reception. #tasteny

**INDUSTRY SECTORS: CRAFT FOOD & BEVERAGE AND MANUFACTURING**



**Scheduled to post Friday Oct. 12 at noon**

<https://www.fastcompany.com/90239092/this-reusable-beer-bottle-could-change-the-way-america-drinks>

An ambitious Oregon bottle-reusing project is creating a buzz in the craft brewing industry—and organizations in New York and other states are taking note. #tasteny #UlsterForBusiness

**INDUSTRY SECTORS/FUNDING: CRAFT FOOD & BEVERAGE AND TECHNOLOGY**  
**Scheduled to post Sunday Oct. 14 at noon**

<http://nyfvi.org/default.aspx?PageID=2261>

The New York Farm Viability Institute's 2019 RFP focuses on working with NYS farmers to develop or improve use of technology and/or understand soil health. Application deadline is November 14 for grants of up to \$125,000. Call us at (845) 340-3556 for help preparing your proposal. #UlsterForBusiness #UlsterNY #HVADC

**INDUSTRY SECTORS/FUNDING: CRAFT FOOD & BEVERAGE AND ECONOMIC DEVELOPMENT**  
**Scheduled to post Thursday Oct. 11 at 1 pm**

<https://www.epa.gov/smartgrowth/local-foods-local-places-2018-2019-application>

Applications are due October 22 for the U.S. EPA's Local Foods, Local Places funding. Eligible projects must boost economic opportunities for farmers and main street businesses; improve access to healthy local food; and invigorate main streets and mixed-use neighborhoods. Call us at (845) 340-3556 for help preparing your proposal. #UlsterForBusiness #UlsterNY #HVADC

**LOCAL BUSINESS: LIGHTNING EXPRESS IN MODENA AND GARDINER**  
**Scheduled to post Friday Oct. 12 at 2 pm**



Congratulations to Joe and Michelle Fitzpatrick for growing your business in Ulster County! Lightning Express provides affordable and secure shipping throughout our region. And now they can call both Modena and Gardiner home.  
<https://www.lightningexpress.net> #UlsterForBusiness #LightningExD

10 posts. Additional hashtags will be inserted prior to posting.

**INDUSTRY SECTOR: FILMMAKING**

**Scheduled to post Friday, Oct 12 at 10:45 a.m.**

<https://hudsonvalleyone.com/2018/10/08/karl-berger-music-mind-kicks-off-woodstock-film-festival/>

A documentary about longtime Woodstock creatives, Karl Berger and Ingrid Sertso, kicked off the Woodstock Film Festival—and shows again tonight in Saugerties. Visit the #UlsterForFilm booth at WAAM this afternoon—find out how affordable it would be to make your next film in Ulster County! #SaugertiesScene #UlsterForFilm #WoodstockFilm #SaugertiesChamberofCommerce #CreativeMusicNY

**REGIONAL EVENT: SMALL BUSINESS**

**Scheduled to post on Tuesday, Oct 16 at 1 p.m.**

<http://madeinkingstonny.com/vendor-information/>

Calling all artists and businesses located in the City of Kingston! The vendor application deadline is October 18 for MADE in Kingston, a highlight of the holiday shopping season. It will be held at the METRO on December 6, 3 - 8 p.m. #BusinessAllianceofKingston #KingstonNY #StockadeWorks #madkingston

**REGIONAL EVENT: GREEN BUILDING**

**Scheduled to post on Tuesday, Oct 16 at 11 a.m.**

<https://www.facebook.com/USGBCNYUpstate/>  
<https://www.eventbrite.com/e/usgbc-ny-upstate-7th-annual-green-building-expo-and-ed-tickets-42541104589>

The Hudson Valley's premier Green Building Expo is almost here! Pre-register for free admission. Exhibitor sales close today – don't miss your chance to present your products and services before green-conscious builders. #USGBCNYUpstate #GreenBuilding #newpaltz #UlsterForBusiness

**INDUSTRY SECTOR: TECHNOLOGY**

**Scheduled to post on Thursday, Oct 18 at noon**

<https://catskillsconf.com>

Catskills Conf is an inspiring retreat for technologists and creators. Get motivated, learn while you meet cool people and enjoy a diverse program at one of the most beautiful locations in the Hudson Valley. #TheAshokanCntr #catskillsconf #UlsterForBusiness

**BUSINESS SKILL SETS: URBAN PLANNING, ART**

**Scheduled to post on Sunday, Oct 21 at noon**

<https://www.houstonchronicle.com/business/real-estate/article/Parking-garages-drive-public-art-projects-in-13285122.php>

City planners and developers use public art in urban environments for wayfinding, to help people feel safer and to enhance the ambiance of parking garages.  
#opositivfest #madkingston

**INDUSTRY SECTOR: MANUFACTURING, SMALL BUSINESS**

**Scheduled to post on Wednesday, Oct 17 at noon**

<https://esd.ny.gov/global-ny-tour>

The NYS Empire State Development's Global NY Export Experts Tour arrives at SUNY New Paltz on October 19. Representatives from several countries will talk about their markets and schedule one-on-one consultations. #newpaltz  
#UlsterForBusiness

**BUSINESS SKILL SETS: FUNDING FOR EXPORT AND GLOBAL TRADE**

**Scheduled to post on Monday, Oct 22 at noon**

<https://esd.ny.gov/global-ny-state-trade-expansion-program-step>

Small businesses now have access to nearly \$1 million in State Trade and Export Promotion (STEP) funding to help them enter and compete in the global marketplace. Call us at (845) 340-3556 if you would like help with your application. For guidelines and application, visit  
[https://esd.ny.gov/sites/default/files/NY\\_STEP\\_Client\\_Application\\_Form10318.pdf](https://esd.ny.gov/sites/default/files/NY_STEP_Client_Application_Form10318.pdf)  
#UlsterForBusiness #EmpireStateDev

**NATIONAL SPOTLIGHT ON REGIONAL EVENT: DESIGNER SHOWCASE**

**Scheduled to post on Saturday, Oct 20 at noon**

<https://www.architecturaldigest.com/story/kingston-design-showcase-hudson-valley-creatives>

Architectural Digest shines the spotlight on Midtown Kingston! Maryline Damour moved up from Manhattan, wanted to meet other Hudson Valley interior designers, so she threw a creative house party. Win-win: showcasing the talents of like-minded creatives and revitalizing a neglected home with good bones, room by room. The showhouse is open through October. #ArchDigest #madkingston  
#UlsterForBusiness

**BUSINESS SKILL SETS: CYBERSECURITY**

**Scheduled to post on Tuesday, Oct 23 at noon**

<https://www.score.org/resource/infographic-top-online-threats-small-businesses>  
use this image to accompany or above link  
<https://s3.amazonaws.com/mentoring.redesign/s3fs-public/SCORE-Trendmicro-Top-Online-Threats-to-Small-Businesses.pdf>

Even if your business is small, the threat of cyberattacks is massive. Forty-three percent of cybersecurity attacks are aimed at small businesses, and this number is expected to increase. #UlsterForBusiness

**INDUSTRY SECTORS: MANUFACTURING, HEALTHCARE AND INFORMATION TECHNOLOGY – REGISTERED APPRENTICESHIP FUNDING**

**Scheduled to post on Friday, Oct 19 at noon**

<https://labor.ny.gov/workforcenypartners/fundingopps/apprenticeship-expansion-grant.pdf>

\$4.1 million of NYSDOL funding is available to expand Registered Apprenticeship (RA) training and increase high-demand job opportunities for 800 new apprentices in Advanced Manufacturing, Healthcare and Information Technology. Application deadline is March 29, 2019. We can help with your application: Call us at (845) 340-3556. #UlsterForBusiness #NYSLabor

**INDUSTRY SECTOR: SMALL BUSINESS, CRAFT FOOD & BEVERAGE**

**Scheduled to post on Friday, Oct 19 at 1 pm**

<https://restaurantindustryawards.secure-platform.com/a/organizations/main/home>

Restaurant owners—got a taste for charitable giving? Apply by November 5 to win one of three National Restaurant Association Educational Foundation awards honoring diversity, community service and hospitality. #tasteny #UlsterForBusiness

<http://ulstercountyny.gov/ulsterforbusiness/growth-industries>

Please correct subhead (delete 's' on food and on beverage):

**Manufacturing, craft food & beverage, technology and filmmaking are vibrant and strong.**

Add hyperlink to highlighted text below:

<< <http://ulstercountyny.gov/ulsterforbusiness/food-beverage> >>

**Manufacturing/Craft Food & Beverage** - Ulster County manufacturers (large scale and niche) and food/beverage purveyors have easy access to global markets with low costs of doing business and an emphasis on environmental integrity.

<http://ulstercountyny.gov/ulsterforbusiness/funding>

NEEDS TO BE LANDING PAGE FOR THE SERVICES SECTION: CHANGE URL TO REFLECT 'SERVICES'.

Need new photo(s) on landing page:

Action shot of one or more staff onsite providing consultations? How about still photo(s) from Ulster for Business or Niche Manufacturing or other videos?

New subhead:

**Our staff works for you.**

We have the expertise and business connections you need to succeed in Ulster County.

Insert new text and bullets with hyperlinks as below:

Ulster County truly is "Open For Business," and the Ulster County Office of Economic Development will assist you in defining and achieving your business goals. Whether you want to expand an existing business, establish a new location or need to hire well-qualified employees, we are here to help. Ulster County is the place where plans and dreams become reality.

Just give us a call today to learn more about the full range of crucial business services we provide:

- **Find Funding**

<http://ulstercountyny.gov/ulsterforbusiness/funding>

**Take advantage of grants, loans and financial incentives.**

- **Find a Site**

<http://ulstercountyny.gov/ulsterforbusiness/find-a-site>

**You need an Ulster County site and we can help.**

- **Meet Staffing Needs**

<http://ulstercountyny.gov/ulsterforbusiness/find-capital>

**Find a competitive workforce, right here in Ulster County.**

- **Business Coaching**

<http://ulstercountyny.gov/ulsterforbusiness/business-coaching>

**Let our experienced team help you tackle your toughest business challenges.**

## **Profiles**

### **Phoenicia International Festival of the Voice**

INSERT PHOTO OF EVENT

The Phoenicia International Festival of the Voice was born in the summer of 2009 as a fundraising effort to supply playground equipment to local children. Many residents of the hamlet happened to be professional opera singers, and held a concert dubbed “Opera Under the Stars” in Parish Field. An enthusiastic response inspired organizers mezzo soprano Maria Todaro and baritone Louis Otey to hold the first Phoenicia Festival of the Voice featuring world-renowned opera stars the following summer, and the popular outdoor festival has since grown dramatically. Today the 501(c)3 non-profit organization’s mission is to elevate the human spirit and enhance community through the power of voice and music. They seek to be an economic engine for their region by attracting performers and audiences who wish to experience vocal music in the pure mountain air, surrounded by the exceptional natural beauty of the Catskills and its recreational activities, fine cuisine and alluring shops.

INSERT PHOTO OF MARIA TODARO (SMALLER, WRAP AROUND QUOTE, IF POSSIBLE)

*“We are deeply grateful to the Ulster County Office of Economic Development (UCOED) for the continuous help we received since the birth of the Phoenicia Festival of the Voice Foundation,” says **Maria Todaro, General Director of the Phoenicia International Festival of the Voice.** “Annually, we bring a series of questions to their staff, ranging from finding appropriate local partners for specific supports to grants. Our questions are always answered in absolutely relevant ways. We received help in applying for CFA grants, of which we have twice been the recipients. We received help when changing our festival parking strategy, when we urgently needed an appropriate partner for a bridge loan, and are now receiving their assistance to better market ourselves. These are*

*only a few examples of the important matters the Ulster County OED has helped our organization with over the years."*

### **Rock & Snow**

#### **INSERT PHOTO OF BUILDING**

Rock & Snow opened in 1970 in an old hardware store in downtown New Paltz, and soon became a community hub for rock climbing and outdoor enthusiasts. After a devastating fire in 1990, they re-opened three years later in a new, larger building at 44 Main Street. They opened an outdoor gear and clothing consignment store, Rock & Snow Annex, in 2013, which grew so quickly it necessitated a new build. In 2016, they opened their new Annex a few doors away from their main store. Rock & Snow has earned community trust for selling the finest in climbing, hiking, running and cross country skiing gear and apparel. This small business has grown to meet widening recognition that The Gunks are one of the best places in the United States to experience the thrill of rock climbing and to enjoy the region's natural beauty.

#### **INSERT PHOTO OF RICH GOTTLIEB (SMALLER, WRAP AROUND QUOTE, IF POSSIBLE)**

*"The staff at Ulster County Office of Economic Development (UCOED) were instrumental in helping us to get a leg up with a new business," says **Rich Gottlieb, owner of Rock & Snow**. "We got a lot of positive feedback on the quality of the Annex building we were putting up, but it seems that the nicer you do, the more you pay, so we were startled with its tax impact. In the life of a business, it's really important that you are able to get a solid footing," he explains, "and one way to do that is not to have 100% of the tax burden come at you all at once. Our Annex property had been used—and taxed—solely as a parking lot, but once we built the new Annex, our taxes raised by 50%. The County staff helped people here to properly interpret the tax law and we made an arrangement to spread our tax increase over a few years, which saved us a lot of money. By paying 5% more each year, a gradual rise in taxes, it was easier for us to absorb the increase, which is a more reasonable way to foster new business."*

*"Even though Rock & Snow faces stiff competition from big box stores and online companies, I see a lot of hope for the future here, thanks to the combined efforts of the County, Open Space Institute, Mohonk Preserve, and the Village and Town of New Paltz," says Gottlieb. "We're not going to dry up and blow away because drones deliver packages to your house: People in the rock climbing and outdoor community have a desire to interact with each other. When I asked the staff at UCOED a question, they never said, 'That question isn't in my court,' but rather, 'I'll have someone whose specialty that is give you a call.' And I'd always get a call back in a couple of hours, from people who were eager to listen and who wanted to try to find solutions or to enhance positive ideas I might have. A lot of people view business as always 'on the take,' but my view of business is that everybody's on the give AND take: There are*



*both positives and negatives, and supporting local businesses enriches our entire community."*

**To Aly Migliori who won the night at the Emerson:  
SUBJECT LINE: You won the #UlsterForFilm drawing for a free night  
at The Emerson Resort & Spa**

Dear Aly,

It was nice to meet you at the #UlsterForFilm exhibit at the Woodstock Film Festival last week. I hope you had a great time and made valuable connections while you were here in Ulster County.

I am pleased to let you know you have won the free night at the Emerson Resort & Spa in Mount Tremper, NY!

Please contact << NAME AND EMAIL ADDRESS AND PHONE NUMBER AT THE EMERSON?? >> << OR MENTION CODE ### WHEN YOU CALL TO BOOK YOUR STAY?? >> to book your stay at this gorgeous Ulster County venue.

Once you know when you are coming to The Emerson, please be in touch with my office. We would love to show you around while you're here and answer any questions you have about making your next film in Ulster County. We have a diverse array of amazing locations here in The Catskills and, with the NYS Film Tax Credits (up to 45%) and other incentives offered to filmmakers for projects made in Ulster County, it's very affordable to work here. We can also make introductions to all the professionals and services you need to make your next film project a success.

I looked at your video clips and especially enjoyed watching *Knightsville* and *After Her*. I'd love to chat with you about your upcoming projects—and hope you will consider making your next film here!

Sincerely,

Suzanne Holt  
Director – Office of Economic Development  
Ulster County Executive's Office  
desk - 845-334-5596  
cell - 845-332-5053  
[shol@co.ulster.ny.us](mailto:shol@co.ulster.ny.us)

**To the other people on this list – to let them know that they didn't win but we'd still love to show them around and find the perfect place for them to shoot their next film:**

**SUBJECT LINE: Ulster County is the perfect location for your next film**

Dear << PERSONALIZED >> ,

It was nice to meet you at the #UlsterForFilm exhibit at the Woodstock Film Festival last week. I hope you had a great time and made valuable connections while you were here in Ulster County.

Thank you for entering our drawing for the free night at the Emerson Resort & Spa in Mount Tremper, NY. Though your name was not selected, I encourage you to stay in touch with my office.

We would love to show you around the next time visit Ulster County and are happy to answer any questions you have about making your next film here. We have a diverse array of amazing locations here in The Catskills and, with the NYS Film Tax Credits (up to 45%) and other incentives offered to filmmakers for projects made in Ulster County, it's very affordable to work here. We can also make introductions to all the professionals and services you need to make your next film project a success.

I would love to chat with you about your upcoming projects—and hope you will consider making your next film here!

Sincerely,

Suzanne Holt  
Director – Office of Economic Development  
Ulster County Executive's Office  
desk - 845-334-5596  
cell - 845-332-5053  
[shol@co.ulster.ny.us](mailto:shol@co.ulster.ny.us)

**To the Emerson to thank them for donating the night and helping us with this campaign:**

**SUBJECT LINE: Thank you from The Ulster County Film Office**

Dear << PERSONALIZED >> ,

Thank you for donating a free night at The Emerson Resort & Spa for our drawing at the #UlsterForFilm exhibit at the Woodstock Film Festival last week.

The winner was filmmaker Aly Migliori, and I have advised her to get in touch with your office to book her stay.

I appreciate your help with our ongoing campaign to raise awareness about the advantages of making films here in Ulster County. The Emerson is a perfect location to introduce filmmakers to the beauties of The Catskills—and to entice them to make their next film here.

Thank you!

Suzanne Holt  
Director – Office of Economic Development  
Ulster County Executive's Office  
desk - 845-334-5596  
cell - 845-332-5053  
[shol@co.ulster.ny.us](mailto:shol@co.ulster.ny.us)

<http://ulsterforfilm.com/locations>

#### ULSTER COUNTY'S LOCATIONS

Ulster County's historic City of Kingston and its quaint towns, verdant farmland, towering mountains and of course, the famous Hudson River have co-starred in many films, TV shows and commercials. We have filming locations to suit most projects.

Use the below categories and location summaries to explore the breadth and depth of Ulster County's diverse shooting locations. For additional location resources, please use this link.

<http://ulsterforfilm.com/production-resources>

#### PRODUCTION RESOURCES

New York State is home to one of the largest and most experienced pools of talent and film crews anywhere in the country. And, due to Ulster County's proximity to New York City and its unparalleled NYS Film Tax credits (up to 45% for production and post-production costs), many experienced industry professionals now call Ulster County home. Long-term efforts by the Hudson Valley Film Commission and the Woodstock Film Festival—coupled with those of additional film industry influencers such as Stockade Works and B.C.D.F. Pictures—have formed the backbone for a thriving network of production, pre- and post-production resources, and supporting services, such as set designers, art directors, construction specialists, carpenters, caterers and landscapers.

If you are a local business and would like to add your services to our Production Resource database, use the link below.

If you are a filmmaker in search of local production resources, you can explore our Pre-Production, Production or Post- Production Resource listings or use the Keyword Search to find what you need.

If you need further information, please fill out the Request Production Assistance form below or contact our office today.

<http://ulsterforfilm.com/incentives>

#### INCENTIVES

- NEW YORK STATE FILM TAX CREDITS
- MTA PAYROLL TAX EXEMPTION
- ULSTER COUNTY FILM FINANCE PROGRAM

#### THE MATH WORKS IN ULSTER COUNTY

Filmmakers who travel just 90 miles north of NYC can save hundreds of thousands of dollars on production and post-production costs. In addition to internationally competitive incentives and lower taxes, local film financing is available.

45%  
TAX CREDIT

Ulster County boasts a NYS Film Tax credit of up to 45%, making the location internationally competitive for production and post-production.

DIVERSE SHOOTING LOCATIONS

Ulster County's mix of urban, suburban and rural spaces provides filmmakers with a stunning variety of shooting locations.

10x  
GROWTH

Ulster County's film industry is expected to grow as much as tenfold in the coming years as a result of the tax credit.

<http://ulsterforfilm.com/incentives/new-york-state-film-tax-credits>

NEW YORK STATE FILM TAX CREDITS

- INCENTIVES@MTA PAYROLL TAX EXEMPTION@ULSTER COUNTY FILM FINANCE PROGRAM

NEW YORK STATE'S MOST GENEROUS TAX CREDITS ARE AVAILABLE IN ULSTER COUNTY

The Governor's Office of Motion Picture & Television Development (MPTV) offers film, television and commercial production and post-production tax credits for qualified expenditures in New York State. This \$420 million film incentive program is one of the best in the nation and Ulster County-based production and post-production efforts benefit from the highest level of tax-credits available in NYS. The details are below:

Tax Credit	Tax Credit Percent	Max Credit
Film Production Tax Credit	<ul style="list-style-type: none"> <li>• Fully refundable baseline credit of 30% on qualified costs incurred in NYS</li> <li>• Additional 10% credit on qualified below-the-line labor expenses in Upstate NY for productions with budgets &gt;= \$500,000</li> </ul>	Up to 40%
Post Production Tax Credit	<ul style="list-style-type: none"> <li>• Fully refundable baseline credit of 30% on qualified costs incurred in NYS</li> <li>• Additional 5% on post-production costs in Upstate NY</li> <li>• Additional 10% credit on qualified below-the-line labor expenses in Upstate NY for productions with budgets &gt;= \$500,000</li> </ul>	Up to 45%
Commercial Credit	<ul style="list-style-type: none"> <li>• 5% credit for qualified costs over \$100,000 in Upstate NY; Credits are distributed on a pro rata basis among applicants for the</li> </ul>	Up to 25%

	Upstate credit	
	• Up to 20% of incremental growth in qualified costs from the prior year – up to \$300,000	
Sales Tax Exemption	• Varies; 8% of purchase price in Ulster County	8% of eligible purchases

**Learn More: Ulster County's Competitive Advantage for Film Businesses (PDF)**

Tax credit program participants must shoot at least one day at an approved Qualified Production Facility/soundstage (QPF). Ulster County has a growing number:

**Commented [DB1]:** Suzanne, are these the only ones or are there others to add to list? Do I need to check that contact info, etc is still current?

**BACKSTAGE STUDIO PRODUCTIONS (BSP)**

Teri Rossin  
323 Wall St.  
Kingston, New York 12401  
Level: N/A  
(845) 338-8700  
teri@backstagestudios.net  
<http://www.bspkingston.com>

**SPAF**

Erica Price  
169 Ulster Ave.  
Saugerties, New York 12477  
Level: N/A  
(845) 246-7723  
ericaprice@verizon.net  
<http://www.saugertiesperformingartsfactory.com>

**TECH CITY**

Roger Osterhoudt  
300 Enterprise Dr.  
Kingston, New York 12401  
Level: N/A  
(845) 802-4683  
rosterhoudt@techcityny.com  
<http://www.techcityny.com>

**WOODSTOCK FILM STUDIOS**

Dean Holtermann  
601 Rte. 28  
Kingston, New York 12401  
(917) 974-8260  
dean@mindecka.com

For a full list of sound stages go to <https://esd.ny.gov/soundstage-directory>

<http://ulsterforfilm.com/incentives/mta-payroll-tax-exemption>

#### THE MTA PAYROLL TAX EXEMPTION MEANS IT IS LESS EXPENSIVE TO FILM IN ULSTER COUNTY

Production and post-production efforts based in Ulster County are exempt from the Metropolitan Transportation Authority (MTA) Payroll Tax.

The MTA Payroll Tax, officially known as the Metropolitan Commuter Transportation Mobility Tax (MCTMT) is a tax imposed on certain employers and self-employed individuals engaging in business within the metropolitan commuter transportation district (MCTD). The MCTD applies to the counties of New York, Bronx, Kings, Queens, Richmond, Rockland, Nassau, Suffolk, Orange, Putnam, Dutchess and Westchester.

Applicable MCTMT Rates are as follows:

Payroll Expense	MCTMT Rate
Under \$312,500	n/a
Over \$312,500 but not over \$375,000	.11% (.0011)
Over \$375,000 but not over \$437,500	.23% (.0023)
Over \$437,500	.34% (.0034)

<http://ulsterforfilm.com/incentives/ulster-county-film-finance-program>

In October 2017, County Executive Mike Hein unveiled the Ulster County Film Finance Program to encourage more film, television and commercial production and post-production within the County.

An initial commitment of \$8 million by four local banking institutions may be used to provide cash advances on distribution contracts with top-tier distributors of films, as well as **bridge financing on projects that have approved New York State tax credits** but are waiting for the money to arrive. The program also offers favorable loans for equipment, property, capital improvements and lease fit-outs for post-production facilities in Ulster County. Finally, there are local bank account and debit cards available for qualified production companies.

**For Film Finance Program details contact the Ulster County Film Office.**

County Executive Mike Hein Launches The Ulster County Film Finance Program In Conjunction With Financial Institutions To Grow & Attract Film, Media And Television Business

- Ulster Savings logo
- Bank of Greene County logo
- Wallkill Valley Federal Savings and Loan logo
- Catskill Hudson Bank logo

<http://ulsterforfilm.com/filming-here>



#### FILMING HERE

- FILM & MEDIA INTENT TO FILM FORM&LOCATION AGREEMENT

Filming is easy and affordable in Ulster County. The Ulster County Film Office coordinates with the Hudson Valley Film Commission to ensure successful film, TV and commercial productions and post-production experiences. Contact us for help finding financing, locations, sound stages, skilled professionals, support crews, accommodations and more.

Ulster is Camera Ready video

<http://ulsterforfilm.com/filming-here/film-media-intent-film-form>

Form is ok as is.

<http://ulsterforfilm.com/filming-here/location-agreement>

Links to forms; all OK as is.

<http://ulsterforfilm.com/in-the-news>

#### 'FURLOUGH' WITH WHOOPI GOLDBERG, TESSA THOMPSON, FILMED LOCALLY, SET TO OPEN

Posted: March 09, 2018

"Furlough" a new movie filmed in Ulster and Dutchess counties will open in theaters March 16.

Three Academy Award-winning actresses — Goldberg, Anna Paquin, and Ulster County resident Melissa Leo — filmed scenes in Kingston, Port Ewen and Town of Ulster.

#### COUNTY EXECUTIVE MIKE HEIN HOSTS EVENT FOR LOCAL COMPANIES TO DO BUSINESS WITH THE FILM INDUSTRY

Posted: October 25, 2017

Saugerties, N.Y. – More than 50 business owners and film industry professionals attended a workshop on "Doing Business With the Film Industry." It was hosted by Ulster County Executive Mike Hein as part of his ongoing commitment to help local businesses take advantage of the industry's recent expansion into Ulster County, thanks to the financial incentives in the post-production film tax credit he championed.

#### COUNTY EXECUTIVE MIKE HEIN LAUNCHES THE ULSTER COUNTY FILM FINANCE PROGRAM IN CONJUNCTION WITH FINANCIAL INSTITUTIONS TO GROW & ATTRACT FILM, MEDIA AND TELEVISION BUSINESS

Posted: October 10, 2017

Kerhonkson, N.Y. –Ulster County Executive Mike Hein in partnership with The Bank

of Greene County, Catskill Hudson Bank, Ulster Savings Bank, and Wallkill Valley Federal Savings & Loan today announced the launch of Ulster County's Film Finance Program. It represents an initial commitment of \$8 million for 2018, and is designed to make it easier to attract film productions and for production and post-production companies to locate their businesses in Ulster County.

<http://ulsterforfilm.com/in-the-news/case-studies>

#### HUDSON VALLEY FILM COMMISSION

Since 2000, the Hudson Valley Film Commission (H.V.F.C.) has worked consistently to develop sustainable economic initiatives in the Hudson Valley and Catskill region. Founder and director, Laurent Rejto, works directly with filmmakers to make it as easy as possible to choose Ulster County for their next project.

<< INSERT MORE BUTTON >>

*Copyright © 2017*

#### **Hudson Valley Film Commission**

Since 2000, the Hudson Valley Film Commission (H.V.F.C.) has worked consistently to develop sustainable economic initiatives in the Hudson Valley and Catskill region. Founder and director, Laurent Rejto, works directly with filmmakers to make it as easy as possible to choose Ulster County for their next project. The H.V.F.C. is a tremendous asset to any production and supports productions by helping to secure crew, cast, locations, vendors, post-production facilities and more. They have worked with more than 500 productions and tracked well over \$100-million in direct local spending.

#### **Stockade Works**

Mary Stuart Masterson (Founder) and Beth Davenport (Co-founder) established Stockade Works in 2016. The 501 c3 non-profit fosters the further potential of film and tech in the Hudson Valley at its production hub in a repurposed warehouse in Midtown Kingston.

<< INSERT MORE BUTTON >>

*Copyright © 2017*

#### **Stockade Works**

Mary Stuart Masterson (Founder) and Beth Davenport (Co-founder) established Stockade Works in 2016. The 501 c3 non-profit fosters the further potential of film and tech in the Hudson Valley at its production hub in a repurposed warehouse in Midtown Kingston. Stockade Works provides a creative environment where large-

**Commented [DB2]:** This page is set up now to 'jump' to two other pages where just a couple more sentences are added. I think all 4 of these (in their longer versions = same as what appears on UFB site) could comfortably fit on just one page with photos and links to each of their four websites. No need to jump for a couple more sentences! Agree?

scale production and tech projects may incubate and operate on a long-term basis. They train the local workforce for employment in the film industry via Crew Boot Camps and specialized workshops taught by seasoned film and television professionals.

### **Woodstock Film Festival**

Hailed as “a true American Maverick among fests,” the Woodstock Film Festival (W.F.F.) was founded in 1999 and is named among the world’s top 50 film festivals. Co-founded by Meira Blaustein and Laurent Rejto, the W.F.F. premieres exceptional films and hosts the most talented emerging and established movie industry professionals.

<< INSERT MORE BUTTON >>

[View More](#)

### **Woodstock Film Festival**

Hailed as “a true American Maverick among fests,” the Woodstock Film Festival (W.F.F.) was founded in 1999 and is named among the world’s top 50 film festivals. Co-founded by Meira Blaustein and Laurent Rejto, the W.F.F. premieres exceptional films and hosts the most talented emerging and established movie industry professionals. The W.F.F. presents an exceptional lineup of fiercely independent films, as well as A-list concerts, panels and parties at their annual festival, and creates stimulating, innovative programming throughout the year. The festival attracts visitors from all over the world to film screenings and special events in Woodstock, Rhinebeck, Kingston, Saugerties and Rosendale. The W.F.F. is a non-profit, 501 c3 located in the cultural heart of Ulster County.

### **B.C.D.F. PICTURES**

B.C.D.F. Pictures is an internationally recognized film production and post-production organization headquartered in Kerhonkson. B.C.D.F.'s New York facilities span more than 50,000 sq. ft. and were created through meticulous renovation of a 35-acre horse farm—including an equestrian barn and arena—into a Hudson Valley epicenter for state-of-the-art filmmaking.

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<http://ulsterforfilm.com/news/bcdf-pictures>

### **B.C.D.F. Pictures**

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<http://ulsterforfilm.com/in-the-news/production-examples>

#### RECENT FILM PROJECTS

• Panic • High Maintenance • Appalachin • The Climb • Shirley • The Dead Don't Die • Driveways • Crypto • Christmas Camp • Last Vermont Christmas • Skin • Depraved • Burn • Love Comes After • The Mountain • Upload • A Quiet Place • Fabled • #Like • Big Dogs • Medeski Martin and Wood Doc • The Escape of Prisoner 614 • Maniac

<< INSERT MORE BUTTON with link to: <http://ulsterforfilm.com/news/recent-film-projects> >>

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Room • Jamie Marks Is Dead • True Story • The Sisterhood of Night • The Better Angels • Dovid Meyer • We Are What We Are • Doomsdays • Deep Powder • The Bourne Legacy • Franny • Bottled Up • Frances Ha • Why Stop Now • Happy House • Happy & Bleeding • Brass Teapot • Keep the Lights On • In Our Nature • Marwencol • Harriets Traum • Our Idiot Brother • Rhymes With Banana • Another Kind • First Winter • The Last Keepers • Francine • Peace, Love, & Misunderstanding • Martha Marcy May Marlene • Higher Ground • Return • Rocksteady • Bitter Feast • Stake Land • Man on Wire • Whisper Me a Lullaby • Taking Woodstock • Meskada • Handsome Harry • American Gangster • Michael Clayton • Splinterheads • Against the Current • The Human Footprint • The Cake Eaters • Racing Daylight • The Night Listener • Stephanie Daley • War of the Worlds • Down to the Bone • Personal Velocity

<http://ulsterforfilm.com/request-assistance>

OK as is.

LOGO/PHOTO AT TOP:

Ulster County/Camera Ready starburst

TEXT

Are you considering making your next indie or major feature film here? Looking for diverse locations, experienced on-screen talent and an expert crew? Pre- and post-production facilities? All the amenities and services needed to keep everyone happy? Ulster County has it all—and with NYS Film Tax Credits of up to 45% (the highest in NYS), you won't find a more affordable place to bring your dream project to final cut. Check out [UlsterForFilm.com](http://UlsterForFilm.com), visit us at the WFF hospitality lounge or call (845) 340-3556 to get rolling today.

The Ulster County Film Office is a proud sponsor of the 2018 Woodstock Film Festival.

LINK AT END

[UlsterForFilm.com](http://UlsterForFilm.com)

## **VISIT THE #ULSTERFORFILM BOOTH AT WOODSTOCK FILM FESTIVAL**

Posted: October 10, 2018

Woodstock, NY – Are you coming to the 2019 Woodstock Film Festival? Are you considering making your next film in Ulster County? Please come chat with us about it at the #UlsterForFilm hospitality booth at Woodstock Artists Association Museum (WAAM) on Friday afternoon.

With up to 45% NYS Film Tax Credits and a variety of other funding options and incentives, making your film here is affordable. Ulster County offers a stunning array of perfect locations and we can help you locate the professionals and services you need.

We'll have free popcorn and Hudson Valley apples. And, while you're at our booth, make sure you sign up for your chance to win a free night at the Emerson Resort and Spa!