



Messages from . . .

*James Griffis,
Supervisor, Town of Saugerties*

The Economic Development Zone continues to play a role in the makeup of Saugerties' industrial landscape. Stainless Design Concepts Ltd, a division of CVD Equipment Corporation of Ronkonkoma, N.Y. has bought the assets of the closed Stainless Design Corp. from Fleet Bank. As Stainless Design readies for full production of gas and chemical systems, it will likely take advantage of the human resources in the Saugerties/Ulster area as well as EDZ's tax credits according to the company.

Atlantic Detroit Diesel-Allison lists EDZ benefits and central location near the New York State Thruway, as prime reasons to locate in Saugerties. In 1998, the company, which rebuilds bus and truck transmissions, invested \$804,449 for start up costs and since has made two to three reconfigurations in its plant. It officially opened in January of 1999 and now employs seven people, with plans to add more.

The EDZ continues to work to reach its full potential, and by having the designation here it benefits the town of Saugerties and affects what takes place in our industrial zone in the future. It will draw clients to the area.

*Joseph P. Stoeckeler, Jr.,
Supervisor, Town of Wawarsing*

Our two major businesses, V.A.W. of America, Inc. and Imperial Schrade Corp., both acknowledge benefit from their location in the Kingston/Ulster Economic Development Zone (EDZ). In 1998, V.A.W., an aluminum extruder, invested \$1,885,921 in its 550,000 square foot plant and added 15 jobs. It was able to take advantage of wage and real property tax investments. This fall, it plans further plant upgrades and can do so because of EDZ benefits, says Leon A. Smith, its vice president of operations.

The international cutlery manufacturer, Imperial Schrade Corp., invested over \$2 million in its manufacturing plant in 1998 and expanded its workforce by 54 and now employs 675. It is the largest private employer in the EDZ. James Economos, Vice President of Operations at Imperial Schrade Corp. acknowledges that the zone's tax credits will help the bottom line.

Last fall, in cooperation with the Town of Rochester and the Town of Wawarsing, Imperial Schrade Corp. received a \$630,000 Community Development Block Grant for the expansion of its newest product, the multi-purpose Schrade Tough Tool. It was a good community effort, Economos said.

Wawarsing, with its population of 2,300 may not be considered a major business center. But within the two-square mile EDZ, it pulls its weight and adds to the economic stability of the region. EDZ benefits can be used to attract new businesses as well as continue to support the expansion of our two major employers, Imperial Schrade and V.A.W. It's a resource we will continue to use.

Kingston-Ulster EDZ Businesses

*Aldi Inc.
AmeriBag, Inc.
Carole Amper Inc.
Anaconda Sports
Atlantic Detroit Diesel-Allison
BC's Foreign Car Parts Inc. II
Bailey Pottery Equipment Corp.
Benkert Brothers, Inc.
Berardi & Lindgren CPAs, PC
Big Matt Associates Inc
Boice Brothers Dairy Inc.
Broadway Donuts LLC
Canfield Supply Co.
Canfield Supply, A Division of
N&S Supply of Fishkill, Inc.
Cars Plus of Ulster, Inc
Catskill Custom Carpentry Inc.
CCMR Advertising, Inc.
CGA of New York, Inc.
Colonial Indemnity Insurance Co.
Colony Liquor & Wine
Distr. LLC
Custom Dental Lab, Inc.
Deising's Bakery & Pastry Shop
Dirt "T" Shirts
F&K Supply Inc.
Fala Technologies Inc.
Thomas J. Feeney Enterprises Inc.
Metro Nik-Naks
dba Flashback & Freedom
Fox Commercial Cleaning Corp.
Huck International Inc.
Hudson River Valley, LLC
Hudson Trading Post Ltd.
Hudson Valley Orthopedic Center
Hunter Panels LLC
Imperial Schrade Corp.
Informed Sources Inc.
J&A Roofing Company, Inc.
JAF Partners Inc.
Jango's Juices, Inc.
J&C's Fine Furniture
Repair/Refinishing
Kaare's Roadhouse Grill, Inc.
Kingston Alteration Center
Kingston Neurological Associates
Kingston Restaurant and
Kitchen Supply Inc.
KRNH Inc d/b/a Hudson River
Valley Care Center
John La Torre Construction Co.*

*Living Tree Restorations Inc.
Lewis + Hubener
Lunch at the Ritz Earwear, Inc.
M&E Manufacturing Co., Inc.
Material Damage
Adjustment Corp.
Richard W. Moscovitz,
MD, PA, PC
NMA Construction, Inc.
Nekos-Dedrick's Pharmacy
Netstep Access Services
Not Fade Away Graphics Inc.
Don Oakley & Co. Inc.
Wendy R. Parish, MD, PC
Pattison, Koskey & Rath, P.C.
Philips Components
Pididdly Links II
Frank Rahm & Son, Inc.
Remote Connections, Inc.
R & F Handmade Paints, Inc.
Roberti Motor Cars, Ltd.
Schabot's Auto Body
Joan Schuman Associates, Ltd.
Stainless Design Concepts
a Div. of CVD Equipment
Corporation
Security Supply Corporation
Segal Home Recreations Ltd.
ServiceMaster of Kingston
D.K. Shah, MD, PC
Snippers of Kingston, Inc.
Spiegel Woodworks Inc.
Stavo Industries, Inc.
SunWize Technologies, Inc.
Taco Land Co.
Tech Industries, Inc.
Technical Coatings Corp.
Teletrade, Inc.
Timely Signs of Kingston, Inc.
Robert Tonner Doll Co., Inc.
Tri-State Associated
Services, Inc.
Ulster Uniform Service, Inc.
V.A.W. Of America, Inc.
ValCam, Inc.
WTI, Inc.
Wolf-tec, Inc.
The Wonderly Company, Inc.
Woodstock Brewing
Company Inc.*

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in California which were stars and moons hammered out of silver and brass. People would walk by and say, what are those, fishing lures? It wasn't really the environment for high fashion jewelry. So we decided to have fun with it and we designed a Chinese take-out earring."

Chinese food led to seafood which led to a line of 30 different funky pieces initially shown to a Bendel's buyer who ordered \$900 of the merchandise on sight. That order to the upscale Manhattan store meant the two were in business which they established in Elizaville in 1983. The business boomed and two years later, with seven employees, they moved from their manufacturing site in a small house to a 2,500 square foot building further north in Germantown. For the next ten years, Lunch at the Ritz - a name that lives up to its jewelry line - developed a clientele world wide, increased its employees more than six-fold and outgrew its location. "We couldn't attract mid-level management, so we had to move," Hecht said. With eyes on the Kingston EDZ area they started looking.

Lake Katrine suited. "It was a good location for our long term employees who were coming mostly from the other side of the river," Hecht said. "Logistically it made sense for us to be right here and we were able to build a building exactly to our needs instead of having to modify." For Tom Collins, president of Commercial Associates Realty, Inc., who sold the property to Hecht and Watts, the transaction meant a boon to the area. "You're helping a place grow their business," Collins said. "You're watching a building go up, a parking lot being filled and production begin."

Gerald Davidson, executive director of the Ulster County Development Corporation said he was also happy to help. "We helped them secure financing for their building," Davidson said. Finkle noted that cooperation is key to get a business operational. "The Kingston/Ulster EDZ is a powerful tool that complements the efforts of the City of Kingston Economic Development Office and that of the UCDC," Finkle said. "The cooperation between the two offices goes a long way to make new businesses feel welcome and to provide the greatest number of services available. We are happy to help them succeed."

Help from the private and public sectors lead to community benefit. Lunch at the Ritz employs 50 people who get health insurance and 401(k) plan benefits. In addition, the company also uses local vendors for its insurance, accounting, landscaping and building maintenance. The 15,000 square foot one-story building in cool white adds interest to the landscape. Details include a purple and red tower and a corner of the building painted in turquoise and deep blue. Step inside and the sparkle of the jewelry line that has cars dangling from a necklace or glittery shoes hanging from earrings, provides a counterpoint to the serene gray walls and the black octagon shaped goldfish pool that calm nerves. The company used a Feng Shui consultant versed in the Chinese art of energy flow to help design the building and choose the colors and a floor design that effortlessly take you from one section of the manufacturing complex to another.

The facility can also be expanded, which is a likely prospect. "For the last 15 years, we have been doing wholesale exclusively and we want to do retail on the Internet and we want to mail out a catalogue," Hecht said. "We want to see if we can grow that substantially because our line is very wacky and this way we won't have to convince a store to carry it."

Not that pushing product is a problem. Although Lunch at the Ritz jewelry is not carried locally except at its showroom, it's big everywhere else from New Mexico to California to Hawaii. And just as quirky as the jewelry itself, the single store that sells the most product is located in Kimmswick, Missouri, a town with a population of 150 located 20 minutes outside of St. Louis. The speciality store Kimmswick Korner owned by Shirley Berving, has a customer list of 900 for Lunch at the Ritz jewelry.

Berving began carrying the line four years ago and her marketing savvy has built her business. "We have everything Lunch at the Ritz offers, including retired pieces in the line," Berving said. "Some customers own 200 to 300 pieces. It gets to be an obsession. Esme Hecht and Alexis Watts came out here last fall and there were lines around block to see them."

Lunch at the Ritz also has an Internet site. "There are pockets all over the world that haven't heard of Lunch at the Ritz," Hecht said. "The Internet site has been selling to people in Switzerland, Australia, Germany and Great Britain," Hecht said. "We also tell people to come and visit the beautiful Hudson Valley." That's fine with Andrus J. LaBarge, Supervisor for the Town of Ulster where the Lunch of the Ritz is located. "We've worked very closely with them and with Northeast Center for Special Care across the street," LaBarge said. "We were able to get \$460,000 in New York State assistance for sewer upgrades, a new road and improved traffic signals for the care center which also benefit Lunch at the Ritz. And the business is different. We still have people who want to go to lunch there."

Job Updates

Facts & Figures

The Kingston/Ulster Economic Development Zone (EDZ) counts its successes not only in the number of businesses that open in its boundaries, but in the number of jobs these businesses create. The cumulative employment figure for Zone Certified Businesses over EDZ's four-year life, numbers 3,110. The net increase in employment for the EDZ since 1994 totals 491 and the net increase numbers 117 for 1998.

Specifically, cutlery manufacturer Imperial Schrade added 54 jobs; the jewelry manufacturer Lunch at the Ritz Earwear, Inc. in Lake Katrine added 50 jobs; Hunter Panels which makes roofing insulation panels, added 30 jobs; Colonial Indemnity Insurance in Kingston added 32 jobs; The Wonderly Company, Inc. in Kingston, a manufacturer of custom window treatments, added 24 jobs; and Frank Rahm & Son, Inc. in Kingston, an industrial and commercial construction company, also added 24 jobs.

The EDZ also may recoup 95 jobs lost when Stainless Design Corp. of Saugerties, closed in 1998 after 11 years in business. A new company, Stainless Design Concepts Ltd., a division of CVD Equipment Corporation of Ronkonkoma, N.Y., plans to continue production of gas and chemical distribution systems for the semiconductor industry. It purchased the defunct company's assets and anticipates recruiting workers from the former company. A firm schedule for full production will be developed.

The overall job stability shown by these Zone Certified Businesses provides the value of certification under EDZ, Catherine A. Maloney, EDZ Program Manager said. "To be certified, a business has to show it is reasonably likely to create new employment and/or prevent a loss of employment within the zone," Maloney said. "Excepting unforeseen circumstances, this is the case."