

Foundations

Supporting People • Creating Homes • Improving Communities

A publication by

Rural **Ulster** 
Preservation Company

More than a
roof overhead!

www.rupco.org

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Kingston, NY 12401

telephone: 845.331.2140

Real Estate Development

Property Management

Rental Assistance

Community Development

NeighborWorks®
HomeOwnership Center

Agencies Collaborate on Rapid Re-Housing

A \$1 million grant will support a major collaborative between RUPCO and Family of Woodstock to provide emergency assistance and support for families involved in foreclosure. Federal economic stimulus funds will allow the Ulster County based agencies to keep people housed and to provide rental assistance for up to 18 months, starting this November.

(continued on page 2)

New Town Homes Ready for Buyers

Affordable prices for workforce and seniors



Families, seniors and first time homebuyers were amazed last month when they got their first look

at the 15 new town homes recently built in Ellenville. "Beautiful," "unbelievable," and "incredible" were just a few of the superlatives used to describe the New York State Energy Star® homes that for many, will be the first experience ever as a homeowner in Ulster County.

After nearly five years of planning, designing, and building, New York State Division of Housing and Community Renewal Commissioner Deborah Van Amerongen cut the ribbon on the three-bedroom homes that feature bamboo floors, granite breakfast bars, central air conditioning and off-street parking. Rural Ulster Preservation Company (RUPCO) officials, who constructed the affordable town homes, are selling the units to people earning either 80% or 100% of Ulster County's median area income.

Ellenville Mayor, Jeff Kaplan and Warwarsing Supervisor Ed Jennings were also on hand for the event and lauded the \$3.4 million project, constructed on an infill site adjacent to one of the

Ulster County Legislator Susan Cummings, RUPCO Real Estate Chuck Snyder, Ellenville Trustee Rev. Ray Younger, Warwarsing Supervisor Ed Jennings, Ellenville Mayor Jeff Kaplan, State Senator John Bonacic, DHCR Commissioner Deborah VanAmerongen, RUPCO Director Kevin O'Connor, Assemblyman Kevin Cahill, Congressman Maurice Hinchey, County Executive Michael Hein, County Comptroller Elliott Auerbach, Community Preservation Corporation Mary Paden, RUPCO President Tom Collins.

community's park areas. RUPCO Executive Director Kevin O'Connor was optimistic that units would sell quickly noting federal and state tax rebate programs that could return \$15,000 or more to buyers who close on their properties quickly. O'Connor indicated that his NeighborWorks® HomeOwnership Center would assist first time home buyers with training classes and in some cases, with grants to assist with down payment and closing costs.

"Now is a good time to buy," said O'Connor "and we've actually had many serious inquiries already." The director said that in addition to being affordable to purchase, the units will also be affordable to maintain. "In this complex, we built New York ENERGY STAR® Homes. The cooling systems here will be 30% more efficient than what is required in New York's new and stringent building

(continued on page 9)

The RUPCO Team

Kevin O'Connor

Executive Director

Kathleen Leahy

Assistant Executive Director

Sandy Altomare

HomeOwnership/Rehab Manager

Michael Berti

Senior HomeOwnership Specialist

Clayton Bowden

Maintenance Technician

Carol Buskey**

Program Services Manager

Deb Campbell

Receptionist

Janine Carchidi

HomeOwnership Preservation Counselor

Sally Dolan

Administrative Assistant, Rehab Program

Ana DeOliveira

HCV Program Specialist

Kathy Germain

Director of Housing Services

Darlene Gross

Controller

Georgette Hughes

Operations Manager

Guy Kempe

Director of Community Development

Steve Knox

Rehabilitation Specialist

Roy Kozlowski

Maintenance Supervisor

Joan Lawrence-Bauer

Director of Communication &

Resource Development

Bobbie McLaughlin

HCV Program Specialist

Teryl Mickens

Senior Project Developer

Jason Neal

Program Specialist

Laura Petit

HomeOwnership Office Manager

Frank Robusto

HomeOwnership Program Manager

Erika Rosans**

HCV Program Specialist

Vanessa Secore

Director of Rental Assistance

Laurie Smith**

Senior HCV Program Specialist

Sierra Smith**

FSS Coordinator

Chuck Snyder **

Director of Real Estate and

Construction

Tonya Stewart

HCV Program Specialist

Pat Thurston

Office Manager

Robyn Tiano

Assistant Property Manager

Carolyn Wagner

Housing Inspector

Theresa Walsh

Director of Property Management

***Denotes members of RUPCO's Green Team*

Agencies Collaborate

(continued from page 1)

In announcing the break-through program, Family Director Michael Berg and RUPCO Director Kevin O'Connor said that Family of Woodstock will provide case management services, to stabilize families in housing and RUPCO will provide actual housing funding for up to 18 months after a home is lost.

While both agencies currently have small funding streams to provide emergency assistance for security deposits, rental arrearages, and utility payments the funding just announced will be four times what is currently available and will allow for much more effective coordination of services.

The program will serve Ulster County households earning less than 50% of the area median income when faced with loss of their rental housing or who require short term rental assistance and case management services to access stable housing. The Ulster County

HPRP program funding will also target those families affected by the economic downturn, by job loss or reduction in income even if they have not needed to support services in the past.

According to Family Executive Director, Michael Berg, "Family is especially excited to implement this collaboration with RUPCO. While the agencies have worked closely on specific cases, this grant will allow us to integrate our staff, utilizing RUPCO's expertise in housing with Family's experience in providing comprehensive case management." Berg indicated that pre-application assistance would be available at each Family walk-in center (Woodstock, New Paltz, Ellenville, and Kingston) and at RUPCO's offices as well.

RUPCO's Kevin O'Connor was equally excited about the grant. "We're always happy when we can increase the resources and services we offer,"

said O'Connor. "But in this case, we're especially excited. We admire the work that Family has done throughout the county for so many years. We think this will be a great model for future collaborations."

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Company

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Community Development

More than a Market

At first glance, the Kingston Uptown Farmer's Market looks just like many other Farmer's Markets held throughout the region each year. But a closer look reveals that Wall Street is more than just a place for buyers and sellers to meet. Every Saturday between May and November, the Uptown Farmer's Market is a showcase for local growers, an educational outpost and a cultural phenomenon, right in the middle of one of the most historic districts in the State of New York. And this year, with a little help from RUPCO and Ulster Savings Bank, the market added yet another dimension.

Each Saturday when Wall Street is closed to all but pedestrian traffic, vendors do more than sell their produce. They also run Operation Front line, a project that teaches children of all income brackets how to cook with fresh fruits and vegetables, as well as other market products. All of the food for this program is donated by or purchased from farms that participate in the Kingston Farmers' Market. This program is important because it is educational in nature and it ensures that young people become aware of just how important farms are to life.

The Farmer's Market doesn't just cater to children either! Their Healthy Eating series teaches people of all ages and walks of life how to eat foods that help them remain healthy and how to make new, healthier choices in eating foods directly from the farm.

So when Market President Joe Fitzgerald wrote RUPCO asking for help, Community Development Director Guy Kempe didn't hesitate about jumping in with technical assistance on a grant application to NYS Dept. of Agriculture

& Markets. "We don't have the internal resources to write these applications and we are asking for RUPCO's technical assistance in the grant writing process," said Fitzgerald. So in July, working with Brea Bonfante, Uptown Branch Manager of Ulster Savings Bank, Kempe prepared a grant application for capital



"In rural Ulster County, farmers' markets help maintain important social ties, link rural communities to urban populations in mutually beneficial commerce."

improvements that would enhance market programs.

"They were looking to add a small shed at the end of the market to provide a safe, secure place for storing equipment necessary for the market to function, flourish and grow," said Kempe.

"They also needed

a hand washing station for vendors and food handlers so that they could continue to sell wholesome and safe agricultural products," Kempe added. "These improvements were especially important for sanitary implementation of the Operation Frontline and Healthy Eating programs too."

Watching the trees, flags and flowers that adorn the market, Kempe reflected on the importance of the initiative. "Farmers' markets help local farmers stay in business, preserving agricultural and natural resources and promoting agri-tourism" said Kempe. "In rural Ulster County, farmers' markets help maintain important social ties, and link rural

communities to urban populations in mutually beneficial commerce."

Allowing children to participate creates a fun environment for everyone and the hands-on experience is more likely to be remembered. Because kids are dealing with food for consumption directly, a hand washing station goes a long way towards creating healthy habits and helping to maintain a cleaner cooking environment.

Nothing that the Uptown Farmer's Market also serves as a magnet for historic Kingston museums and for shop owners in an important commercial district, Kempe said "Every once in a while you get a project that is just win, win, win for everyone involved. This was one of those and we were happy to help." For more information on RUPCO's technical assistance initiatives, call 331-2140 or email gkempe@rupco.org.

Community Programs Need Community Support

RUPCO appreciates the financial support of these community-minded individuals.

Joyce Arons Beymer
Nancy Barkley
Michael Berti
Ginny Bromsey
Carol Buskey
Phyllis Craft Crawford
Michael & Deborah DeWan
Dennis Doyle
Chris Fenton
Joseph & Tracy Ferraro
Stephen Finkle
John & Janet Fishkind
David L. Fletcher
Peter M. Frank
John Garesche
Angela Garnier
Kathleen Gerardi
Richard A. Gerentine
Michael & Kathy Germain
Leah Gherardi
Barbara Gill

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Executive Director's Message

Col*lab*or*a*tion. It is not something the non-profit sector has necessarily done well in the past. And there were reasons for that. All of us were dealing with tight budgets



and more often than not, found ourselves in competition with each other for limited grant dollars. I believe it has generally been the same in the private sector. We don't expect to see

Coke and Pepsi collaborating on new product development. The same can be said of the public sector as municipalities have found it difficult to work across geographical boundaries.

As you have read in our front page story, RUPCO and Family of Woodstock have recently partnered to deliver a Homeless Prevention Rapid Re-housing program for Ulster County. Working together, we will bring \$1 million dollars to Ulster County to keep people housed. We will provide emergency assistance, short to mid-term rental assistance and case management services to income eligible folks hit hard by this economy and facing homelessness. It is a collaborative effort that makes sense – one that makes good use of our existing capacities, experience and talent to deliver these services and one that will make the delivery of these services more seamless for those in need. The last point is very important. Any time you can deliver services to people in crisis in a more seamless, one-stop fashion, you are doing a good thing.

This marks RUPCO's second major collaborative effort in just the past year.

A year ago, we partnered with Hudson River Housing and Legal Services of the Hudson Valley to deliver foreclosure prevention services in a four County region including Ulster, Dutchess, Orange & Sullivan Counties. Known as the Hudson Valley Foreclosure

Prevention Program, it too has brought over \$1 million dollars to the region to hire two attorneys and four housing counselors to help families faced with foreclosure over a two year period. In the 2nd quarter of 2009, Orange County led the entire State in foreclosure filings - more than any County in New York City, Long Island or Upstate.

Both of these collaborations could not have come at a more opportune or needed time. Last month, poverty rates were released and showed that for Ulster County, the poverty rate in 2008 was 12.2%, up sharply from 10.6% in 2006. Sullivan County has jumped to 17.2%!

Unemployment is hovering at 10%. And while some economists are signaling that the worst is over, I think it is important to take a good look at what is really going

on with wealth in this country. Recently, I was reminded to do so by Douglas K. Smith, consultant, writer and designer of the Achieving Excellence in Community Development program in which I am participating.¹ The picture is disturbing.

The top one percent of us have 40% of the nation's wealth. The top 20% controls 80% of the nation's wealth. The bottom forty percent of us enjoys just 2/10ths of 1%. So for the top 1% or 1.2 million households in this country, the average net worth is \$18 million. For the bottom 40% or 48 million households in this country – more than 1 out of 3 of American families – the average net worth is \$3,300. Smith also points out that the recovery may be long and hard. Why? He points to the fact that

consumerism accounts for 70% of gross domestic product (GDP) and we can't keep it up. The top 1/5 is responsible for half of that spending and, financially, they are OK. But, the other half of consumerism is paid for by the bottom 80% of us and frankly, we are tapped out on credit and home equity. It is safe to say that spending will not be robust.

The disparity in wealth and the dramatic shift of wealth from the lower and middle class to an elite few is unsustainable and potentially ruinous for this country. As the nation struggles short term to end the recession and long term to create policy that contributes to a more equitable distribution of wealth, keeping Americans housed in decent, safe, healthy and

sustainable homes is critical. RUPCO will continue to work collaboratively in Ulster County and regionally to meet this basic need.

If we are to be successful, collaboration will be a key strategy. Both of our recent

We will provide emergency assistance, short to mid-term rental assistance and case management services to income eligible folks hit hard by this economy and facing homelessness.

Regional Poverty Rates

| | 2008 | 2007 | 2006 |
|-----------------|-------|-------|-------|
| Orange County | 9.1% | 10.4% | 11.6% |
| Sullivan County | 17.2% | 13.8% | 14.5% |
| Ulster County | 12.2% | 10.9% | 10.6% |

Source: U.S. Census Bureau

collaborations are formal partnerships governed by Memorandums of Understanding. Both have required countless hours of meetings, negotiations and compromise in order to learn how to work together, to maximize our effectiveness and achieve our goals. One is well underway, the other about to start. Increasingly, these collaborations represent not only what non-profit agencies need to do more of, or even what government needs to do more of. They represent something bigger. That all three sectors – public, private and non-profit need to reinvent themselves and find new ways to work together across sector boundaries to achieve better results. Our children are counting on us.

¹ For more information on Smith, go to www.DouglasKSmith.com.

Fighting Foreclosure

A pink slip in a paycheck tells Sam his job is gone. Judy gets her tax bill but the oil bill comes first. Mary learns her daughter needs surgery but she has no health insurance. When financial crisis strikes, foreclosure may be right behind it and the fear of losing a home becomes a reality for many. As each payment is later than the last, the pressure mounts. When financial sharks start circling, it's hard to know where to turn.

At RUPCO, the calls started coming in the spring of 2007, long before there was any funding or training to help the clients who called. The staff in our NeighborWorks® HomeOwnership Center did their best, but often found they had few options. Today, it's a different story. Now RUPCO is the place to go when a foreclosure crisis looms and two full-time Housing Preservation Counselors focus only on foreclosure prevention.

Local lenders stepped in to provide the first funding devoted to foreclosure prevention. By the end of 2008 RUPCO had funding from the NYS Banking Department, The Dyson Foundation and the NYS Division of Housing and Community Renewal. Today, we collaborate with Hudson River Housing and Legal Services of the Hudson Valley on a regional foreclosure prevention program that spans four counties and in less than a year has received over 1,700 calls from worried homeowners.

It's never easy according to Janine Carchidi and Frank Robusto. The tools to assist clients are limited and the process is slow and frustrating. Carchidi says, "The assistance offered to every homeowner is unique to each situation. The factors of each case determine what we can and can't do," she adds. Robusto agrees. "Sometimes a modification is the solution, sometimes forbearance, and in certain cases, leaving the home and a bad mortgage deal is actually the best



Janine Carchidi and Frank Robusto

option for a family in crisis."

Carchidi is known for creative solutions that keep people in their homes. She is a Certified Foreclosure Prevention Counselor and has attended numerous trainings and events. Her field experience provides nine years of skills including six years as the president of her own title company and work as both a Real Estate Paralegal and as a tax preparer. "Janine welcomes clients with a smile and sympathetic ear," according to Kathy Germain, HomeOwnership Center Director,

"Even though she may have 20 open cases on her desk, she is always willing to take a call to reassure clients."

Germain is equally bullish about Robusto's skills. While relatively new to the foreclosure business, Frank has 25 years of field experience in mortgage lending. The last position he held was Managing Director of American Unified Mortgage Inc. Robusto obtained multi-state lending approvals for FHA, VA and Conventional Correspondent relationships as well as being an approved FHMA seller/servicer. His work supported conventional lending practices that relied on the use of credit scoring, debt level review, statistical analysis and affordability ratios. "Frank is especially skilled in negotiating with lenders," said Germain. "He has a full understanding of what lenders are looking for, is well read on the loan modification programs and takes a no-nonsense approach in advocating for his clients."

Of all the challenges facing the counselors and their clients, the biggest is the sheer volume of calls. "It's not unusual to arrive at work in the morning to find 30 voice mails and a day full of appointments ahead," said Germain. "They juggle that, along with the much needed follow-up work on cases they already have open," the Director added. "RUPCO is proud to have these dedicated and compassionate counselors on the job."

Germain Promoted



Kathy Germain, Director of Housing Services has been promoted to the post of Director of Housing Services. Having assumed her new duties throughout the last year, Germain will continue to work with the HomeOwnership Center and to serve as the agency's coordinator for the Ulster County Housing Consortium and Continuum of Care Specialist.

In announcing the promotion, Executive Director Kevin O'Connor lauded Germain's energy, expertise and effectiveness. "Kathy has taken our homeownership efforts to new heights," said O'Connor noting that she understands the county's needs, knows how to acquire resources, and collaborates well with other human service agencies throughout the region. "Our Homeless Prevention Rapid Re-housing Program is a classic example of Kathy's ability to 'build the plane and fly it at the same time,' and all of us accomplish more because of her presence.

Germain noted that she was honored to be recognized for her efforts. The veteran staffer said "it's really great when you can work at something you love, with colleagues who share your passion. Working at RUPCO and in the Ulster County human service community is a labor of love for sure."

Supporting RUPCO

Support Continues Despite Tough Times

RUPCO's Seventh Annual Celebrate Community event at the Senate House in June demonstrated that the agency can still count on its core supporters despite tough economic times. More than 130 stalwarts gathered under the tent during one of the many spring downpours of the year and together with our phenomenal sponsors, helped raise nearly \$12,000 to continue special RUPCO programs for which no other funding is available. We are deeply grateful to everyone who supported RUPCO in any way this year.

Business Community Supports RUPCO

Above the Rest Home Improvements

Adams Fairacre Farm

Alcoa Fastening Systems

Alfandre Architecture

AmeriBag

Anaconda Sports.

Armadillo Bar and Grill

Artco Copyhut

AVR Realty

Barnabys

Belleayre Conservatory

Belleayre Mt. Ski Center.

Bistro-To-Go

Blue Barn Antique and Gift Shop

Blue-Byrd's Haberdashery & Music

Bop to Tottom

Burgevin's Florist

Cannon, Heyman & Weiss

Catholic Charities

Catskill Art and Office Supply

Central Hudson

Chefs On Fire at Depuy Canal House

Coldwater Creek

Colonial Flower Shop

Commercial Associates Realty

Community Preservation Corporation

Cornerstone Mailing Services

CRSR Designs.

Courtney Strong, Inc

Deisings

The Difference Hair Salon and Day Spa

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Dunkin' Donuts

Electronic Control Concepts

Elena's Diner & Restaurant

Emerson Resort and Spa

Federal Home Loan Bank

Flowers by Maria

Frank's Steak House

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Grandiflora

Herzog's Home and

Garden Center

Hickory BBQ & Smokehouse

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Hoffman House

Honor's Haven Resort

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Museum

Hudson Valley Body Works

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Maxwell's

Merchant Wines and Spirits

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Michael Angelo's Pizzeria

Millhook Enterprizes

Mizuna

Modell's

Mohonk Preserve

Morris Associates

Mudlark

Ninety Nine

Pardee's Insurance

Paw Prints and Whiskers

Periwinkle Pampering

Portobella Ristorante

Potter Brothers Ski Shops

Rage

Red Lobster

Resources for

Accessible Living

Richard Murphy/Egg's Nest

Robert Tonner Dolls

Rondout Savings Bank

Rose & Kiernan

Rosendale Florist

Rositas

Roudigan's Steak House

Matthew D. Rudikoff

Associates

Ryan & Ryan Insurance

Sav On Party Centre

Savonas Trattoria

Schneider's Jewelers

Signature Fitness &

Personal Training Center

Skytop Steak House and

Brewing Co.

Smith's Store

Stella's Italian Restaurant

Stewart's Shops

Storm Photo, Inc.

Texas Roadhouse

The Rhinecliff Hotel

Therapeutic Massage -

Cornelia Logan

Toucan Productions

Treasures in the Rough

Trillium

TRUSTCO Bank

Ugly Gus Café and Bar

Ulster County YMCA

Ulster Federal Credit Union

Ulster County Board of

Realtors

Ulster Savings Bank

Victoria Gardens

Village Nails

Wapner, Koplovitz & Futerfas

Williams Lumber &

Home Centers

Wine Hutch

WKZE

Diana Lou Wolff - Benefit

Counseling Associates

Woodstock Haircutz

Robert Young Associates

Yankee Clipper

Individual Support Makes a Difference at RUPCO *continued from page 3*

James Gilpatric

Henry Gleich

Guy Kempe

Mary Hanmore

John Heard Jr.

Tom Hoffay

Joi Becker

Michael Jordan

Joy Moore

Jeff Kaiser

Kim Keizer

Robert Kennedy

Heidi Kirschner

Nikki Koenig-Nielson

Roy Kozlowski

Susan Lang

Anita Lawlis

Larry & Joan Lawrence-

Bauer

Gayle Leiching

Kathleen Mami-Moore

Gina Lupino

Josephine Mallardi

Cathleen Maloney

Margaret Fitzmaurice

Eugenia Marrero

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Tara Miller

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Richard & Gillian Murphy

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Sandra Smith

Connie & Chuck Snyder

Diane Stones

John Swanwick

Theresa Walsh

Sandy & Larry Todd

Stuart Werner

Stephanie West

Herb Wilcox

Diana & Donna Zucca

Rental Assistance

Achieving Independence

The George Heidcamp Way!

Tucked away inside RUPCO's Fair Street offices, a little known but much appreciated Family Self Sufficiency (FSS) program helps Ulster County residents be all they can be. A member of the Rental Assistance team, FSS Coordinator Sierra Smith says that while it isn't always easy to help families reach self sufficiency, "it's really gratifying when you meet someone like George Heidcamp."

George entered the FSS program in 2003 with limited earned income, spotty employment history and limited education. "The one thing he did not lack was high ambition and a desire to turn his life around," said Smith. While Heidcamp had relied for years on disability income, he was anxious to do more.

Working with Smith, Heidcamp prepared a service plan with three major goals: higher education, reliable transportation and a specific career objective. FSS worked with him to empower him to set those goals for himself and to start on steps to achieve them.

As with so many others, one hurdle often prevents accomplishment of other hurdles. For Heidcamp, getting a GED was important but without transportation, he could not get to the sites to take the courses he needed. But by accruing escrow savings within his FSS program, Heidcamp was able in 2006 to purchase a used vehicle. The rest, as they say, is history.

With reliable transportation and hard work, Heidcamp earned his GED certificate and enrolled in Ulster County Community College. In May, after just 6 years in the FSS program, Heidcamp earned an Associates Degree in Human Services. Increased education and reliable transportation meant better employment opportunities and today, Heidcamp is a full time program coordinator for the Mental Health



Jason Neal

Association in Kingston.

No longer in need of Social Security benefits, George now pays the majority of his mortgage with a Housing Assistance Payment of only \$67 a month and is well on his way to being completely independent of any public assistance of any kind.

That would be enough of a success story to make any agency proud, but Heidcamp won't stop there. "Fully independent people don't just set goals and achieve them, but then they set new goals and keep going," said Smith, "and George exemplifies that." With the ultimate goal of owning his own business as a Disability Advocate Counselor, Heidcamp's dream is to assist other disabled individuals as they navigate through the difficult process of obtaining the services they need to gain stability in their lives.

George Heidcamp will graduate from the FSS program in November, having spent 7 years, having earned \$10,000 in program support and having achieved a level of independence that was once, just a dream. Everyone at RUPCO will be cheering him on as he moves off into the world. And all of us look forward to helping more "George's" who don't need a hand out, just a hand up.

Neal Returns for HPRP

Jason Neal, a veteran staff member of both RUPCO and Family of Woodstock returned to RUPCO to take on the duties of Program Specialist in the new Homeless Prevention Rapid Re-housing Program (HPRP), being launched collaboratively by both agencies. Neal will perform assessment and case management tasks to implement a county wide program delivering assistance to very low income families facing homelessness and in need of emergency assistance.

About FSS

RUPCO's Family Self Sufficiency Program (FSS) Program helps people with Housing Choice Vouchers secure resources they need to achieve economic self-sufficiency. The FSS Coordinator helps participants establish goals and overcome barriers. Families are connected to resources that can assist them in locating scholarships to colleges and training programs, budgeting, job training, child-care, health services, and counseling. As families increase income, money is set-aside in an escrow account. When they graduate from the FSS program and achieve self-sufficiency, these funds may be used to achieve even higher goals. For more information about the FSS Program, contact Sierra Smith, FSS Coordinator at 845.331.2140, ext. 312 or at ssmith@rupco.org. When e-mailing please include your daytime telephone number.

RUPCO Staff Adds New Credentials

Vanessa Secore, Director of Rental Assistance and Laurie Smith, Senior Housing Choice Voucher Program Specialist were among the first at RUPCO to be trained and certified in the Housing Choice Voucher Program. The training, sponsored by Tri-County Housing Council, was given by Nan McKay and Associates.

After attending training in Big Flats, NY in June, Secore and Smith both passed the certifying exams required. The same training was held in RUPCO's John St. space for the rest of the HCV/FSS staff as well as for other housing agencies and housing authorities in the surrounding area in September. RUPCO staffers Ana DeOliveira, Bobbie McLaughlin, Erika Rosans, Tonya Stewart, and Sierra Smith all participated.

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RUPCO on Facebook

Like most social service organizations, RUPCO discovered the value of social networking. In 2009, Community Development Director Guy Kempe began integrating social media in work with community leaders, volunteers, citizens and organizers. Facebook, Linked In and Twitter are helping to build relationships, share information, advocate for housing and collaborate with others to improve our communities. Most important, they allow for immediate feedback on what we do and what we say - something we value highly. We are working now to build links to authoritative sources of housing information and data, to increase the visibility of RUPCO programs and services, and to expand the audience for us to tell our story. Connecting people, recommending resources, identifying expertise, and distributing content are at the core of RUPCO's work - and that's what social media is all about! So look for us on line and watch for our updated website and blog early next year.

Letter from the President

More Than a Roof Overhead

It is both a great honor and a humbling experience to become Chairman of the Rural Ulster Preservation Company. The honor comes in serving with some of the most talented and dedicated professionals and volunteers working in our county today. Humbling is the recognition of how far we still have to go to meet urgent housing and community development needs, made greater by current economic conditions.

I couldn't begin my term as president without taking a moment to salute past president Dennis Doyle for his leadership of RUPCO in recent years. Along with our intrepid CEO, Kevin O'Connor, steady hands and bold actions have enabled tremendous accomplishments.

The recent ribbon cutting for 15 new, sustainable and affordable townhomes in Ellenville is a boon to that community, and can serve as a model for other communities. Other business lines have also achieved dramatic results. Last year, our NeighborWorks Homeownership Center® helped thirty-four families buy their first homes and more than seventy-five properties around the county were rehabbed by seventy local contractors, all with funds secured by RUPCO grant-writers. Our Property Management team took over the beautiful Tongore Pines in Olivebridge and our Community Development unit worked on Main Street grants, Green Trail projects and



Humbling is the recognition of how far we still have to go to meet urgent housing and community development needs, made greater by current economic conditions.

assisted municipal leaders in planning for housing. Our Rental Assistance team now works with 1,400 housing choice voucher participants every month and became the first in the state to pilot a new Nursing Home Transition and Diversion program. Certainly these are tough acts to follow, but RUPCO never rests on its laurels. The forward looking members of our board, advisory council and staff have even greater heights to scale. If all goes well I'll be able to cut the ribbon at Woodstock Commons, 53 units of sustainable housing that will be one of the first affordable housing complexes in the state to achieve LEED certification for its green building techniques.

RUPCO has entered into collaborations with several kindred organizations. With Family of Woodstock on a new initiative to help at risk families survive our current economic plight and Poughkeepsie based Hudson River Housing and Legal Services of the Hudson Valley in a joint effort

to counsel and assist homeowners facing foreclosure. In addition to the housing and community development implementation role we play, RUPCO will also ramp up its education and advocacy efforts on affordable housing issues. Working as a member of the Ulster County Housing Consortium, we will work alongside elected and appointed officials, assisting leaders assess the housing needs of their communities and the appropriate mix of choices for residents at every spectrum of the income continuum.

It's going to be a busy year, with new initiatives every month. So please stay tuned - through our website, activities, newsletters and media coverage. We all look forward to serving the needs of Ulster County and appreciate your feedback and your support.

Tom Collins, Board President

Real Estate Development

Kirkland Hotel Offers Meeting/Conference Space

Since its restoration and re-opening in 2007, the Kirkland Hotel has served as home base for a yoga studio, a local attorney and RUPCO itself, in addition to providing apartments for Kingston residents on the upper floors. Now, the Kirkland will open its doors to the general public with a meeting and conference space with a capacity of 80 people. Individuals, businesses, government agencies and other non-profit organizations will find the space perfect for retreats and training sessions or retirement, birthday and other special occasion parties.

In announcing the availability of the new facilities, RUPCO Executive Director Kevin O'Connor noted that his organization has already used the bright and airy first floor space and looks forward to sharing it with others. "From our own experience, we believe there is a real need for a reasonably priced space that people can use when they don't have the right space



"A central location, easy accessibility for everyone, and a pleasant atmosphere all around make this a really great space whether you're doing a meeting or some sort of party,"

of their own or they want to get away from their own home base." O'Connor went on to note that RUPCO will only offer space and food service would be handled by working with local restaurants and caterers, many of whom are within easy walking distance of the Kirkland.

Real Estate Development Director Chuck Snyder has local contractors finishing the space now and believes accessibility as well as pricing will make it attractive for a whole range of business and social uses. "A central location, easy accessibility for everyone, and a pleasant atmosphere all around make this a really great space whether you're doing a meeting or some sort of party," said Snyder. "We'll make standard conference and party stuff like tables and chairs available, and for greater needs, we'll encourage people to rent from local business owners who provide full range in supplies, equipment and services."

Snyder said the facilities would probably be available by early December. For more information, contact Snyder at csnyder@rupco.org or 845-331-2140.

New Homes Ready

(continued from page 1)



codes and our heating systems will be 60% more efficient. We are really proud of the sustainability work we've done here and think it bodes well for the people who will live here and for the community as a whole."

O'Connor indicated that the town homes were the culmination of a major effort in Ellenville that included two separate Main Street rehabilitation grants, a Park Circle revitalization program and a rehab program in the Kosser Place portion of the community. "Our staff, partners and funders have invested over \$4 million in Ellenville. Today, we get to celebrate that work and invite the world to come and see what a great community this is."



Congressman Maurice Hinchey and RUPCO's Kevin O'Connor listen to DHCR Commissioner Deborah VanAmerongen at Buttermilk Falls ribbon cutting.

RUPCO's award winning Rental Assistance team features Erika Rosans, Laurie Smith and Vanessa Secore, left to right seated and Ana DeOliveira, Sierra Smith, Bobbie McLaughlin and Tonya Stewart, left to right standing.



Rental Assistance Team Wins Recognition

RUPCO's work in rental assistance for Ulster County residents was lauded by the New York State Division of Housing and Community Renewal in October when three major awards were presented by Assistant Commissioner Alan L. Smith.

Certificate of Excellence Awards for Highest Assets for Financial Independence (AFI) Participation in a Family Self Sufficiency Program, High Performer Rating for SEMAP (Section 8 Management Assessment Program) and Continued Excellence in Supporting the Housing Choice Voucher Home Ownership Program were presented to RUPCO staffers.

Assistant Executive Director Kathy Leahy, Rental Assistance Director Vanessa Secore and Family Self Sufficiency Coordinator Sierra Smith accepted the awards for the agency at the NYS Division of Housing & Community Renewal Statewide Conference in Syracuse. Coming on the heels of new certifications for all Rental Assistance staff pictured, the awards were a great point of pride for RUPCO.

Condos for sale, Just One Left!



The Pettit House, a historic, turn of the century, gothic revival country home inspired by Calvert Vaux was built in the 19th century for local attorney John Pettit. Today, thanks to RUPCO, it still stands – but now it has only one more affordable condo-

minium unit for sale. Our Pettit House Condominiums are unique in design and size. Floor plans range from 790 sq ft to 1113 sq ft. Estimated post-subsidy sale prices will be \$105,000 to \$115,000. Subsidies will be generally recorded as zero interest and deferred loans. The subsidies will be forgiven over time. Income guidelines require homebuyers be at or below 80% of the Area Median Income (AMI).

The Pettit House condominiums offer:

- 2 bedrooms, 1 bath
- vaulted ceilings
- hardwood floors & ceramic tile baths
- solid wood cabinetry
- central air
- Energy Star appliances; dishwasher, range, hood, and refrigerator
- washer/dryer hook ups
- direct vent, gas fired furnaces & hot water heaters
- 7 day programmable thermostats
- cable and phone ready

(Below) Guy Kempe, left, Kevin O'Connor right and Sandy Altomare, second from right, present a Main Street program grant check to Chris Silva for rehab work done at the Ulster Performing Arts Center. RUPCO has active Main Street grant programs in several Ulster County communities.



GiveHousingaVoice.com

coming
January 2010

Carr to Address Ulster Community

The Tri-County Housing study supported by the Dyson Foundation and released this past summer is a fascinating document from a wide variety of different perspectives. While many community leaders are somewhat familiar with the social aspects of a good housing mix, others continue to seek information. Adding the economic and political perspectives to the dialogue can make it difficult for everyone to understand what their own community needs and how they might achieve it.

Carr's firm provides objective research, analysis, forecasting, and advisory services across a broad spectrum of economic-public policy questions and issues. Completed projects range from comprehensive and complex economic-job-fiscal impact assessment analysis to developing effective solutions for housing needs assessment studies and for the most complex of economic, financial, and public policy problems.

RUPCO is pleased to be taking a lead in creating dialogue on these issues and proud to have Jeffrey Carr delivering the keynote address at our annual Community Luncheon. Carr serves as the President and Economist at Economic and Policy Resources, Inc. in Williston, VT. The Ulster County native understands rural housing issues and led the team that conducted the Tri-County Housing study. In his keynote address, he will detail how the study, which covers Dutchess, Orange and Ulster County was done and what the numbers mean. Both macro and micro views will help Ulster County leaders from all walks of life to understand the housing impact what it means for the county.

...he will detail how the study... was done and what the numbers mean.

Tongore Pines Now Managed by RUPCO

Getting affordable housing approved and built is a Herculean effort in most parts of New York State. But those in Property Management know that getting it built is just the beginning in the housing choice continuum. Once properties are constructed, the way they are managed will determine how well they meet a community's need and by all standards, Tongore Pines is poised to be a winner.

The 19 units of HUD Section 202 supportive housing for very low-income elderly persons in Olivebridge helps expand the supply of affordable housing with supportive services for the elderly. Tongore Pines provides very low-income elderly, including frail elderly, with options that allow them to live independently but in an environment that provides support activities such as cleaning, cooking, and transportation among others.

Built brand new by Shandaken's SHARP Project, Tongore Pines is now being managed by RUPCO. A beautiful residential offering in a setting described by many as "breath taking," SHARP was anxious to be sure residents and



the community at large enjoyed the best property management possible. Said SHARP Director, Buffy Kibe, "while SHARP is extremely proud of this development, it has become apparent over the last several years that this is too big an undertaking for an organization as small as ours. RUPCO has developed an outstanding reputation for service to Ulster County and I can think of no other organization I would rather have to oversee the future of this development."

Property Manager Theresa Walsh said her team is excited about managing Tongore Pines. "We've developed a real competency in this field," said Walsh. "This brings us to 274 units in our management portfolio and gives us a scale from which we can provide top quality services to every property in a way that smaller organizations just can't."

Kozlowski to Study Energy Management



Roy Kozlowski will further RUPCO's work in sustainability and green operation when he undertakes training to become a Certified Energy Manager (CEM®). Property Management Director, Theresa Walsh says that the credential has become widely accepted and used as a measure of professional accomplishment within the energy management field. "We're happy Roy will have this opportunity to educate himself and then others at RUPCO."

To achieve the certification, Kozlowski will attend a five-day training session with an in-depth, comprehensive learning and problem-solving forum for those who want a broader understanding of the latest energy cost reduction techniques and strategies. Fundamentals within all key areas of energy management will help develop a working-level knowledge of specific techniques. Students gain the knowledge and confidence it takes to apply the principles of energy management and to achieve control over energy costs. RUPCO salutes Kozlowski's efforts and looks forward to being more energy efficient.

www.rupco.org

Register NOW!!

Community Lunch

Friday, November 20, 2009
12:30 – 2:00 at Wiltwyck Country Club!

You've seen the headlines and heard the issues, now get the facts!
Join us when Jeffrey Carr, President & Economist with Economic Policy Resources, Inc.
presents

***The Tri-County Regional Housing Needs Assessment
and tells us what the numbers mean.***

Advance reservations are required so call or email today!

845-331-2140 x268 or e-mail jlb@rupco.org
\$25 in advance/\$30 at the door

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