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see pg. 20

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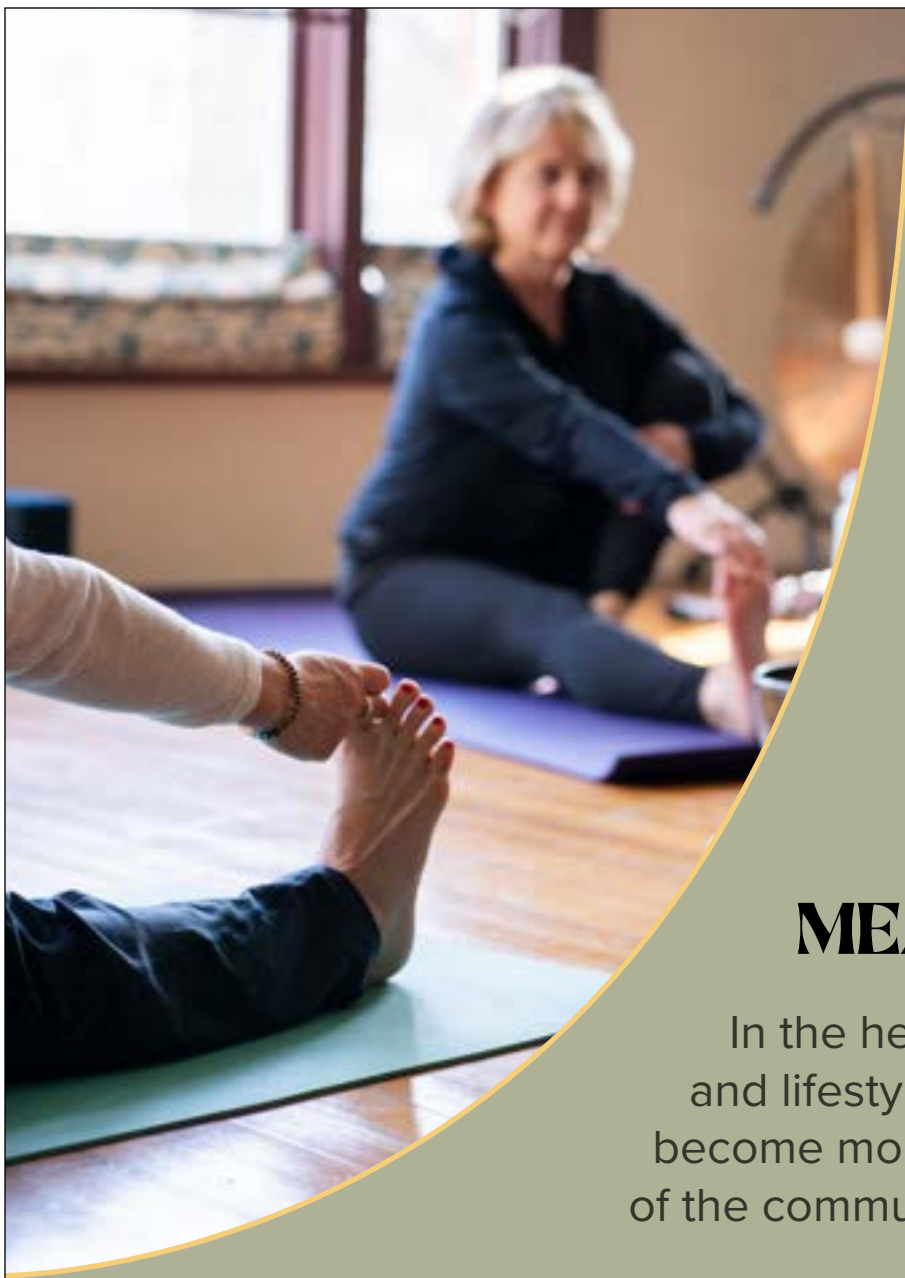
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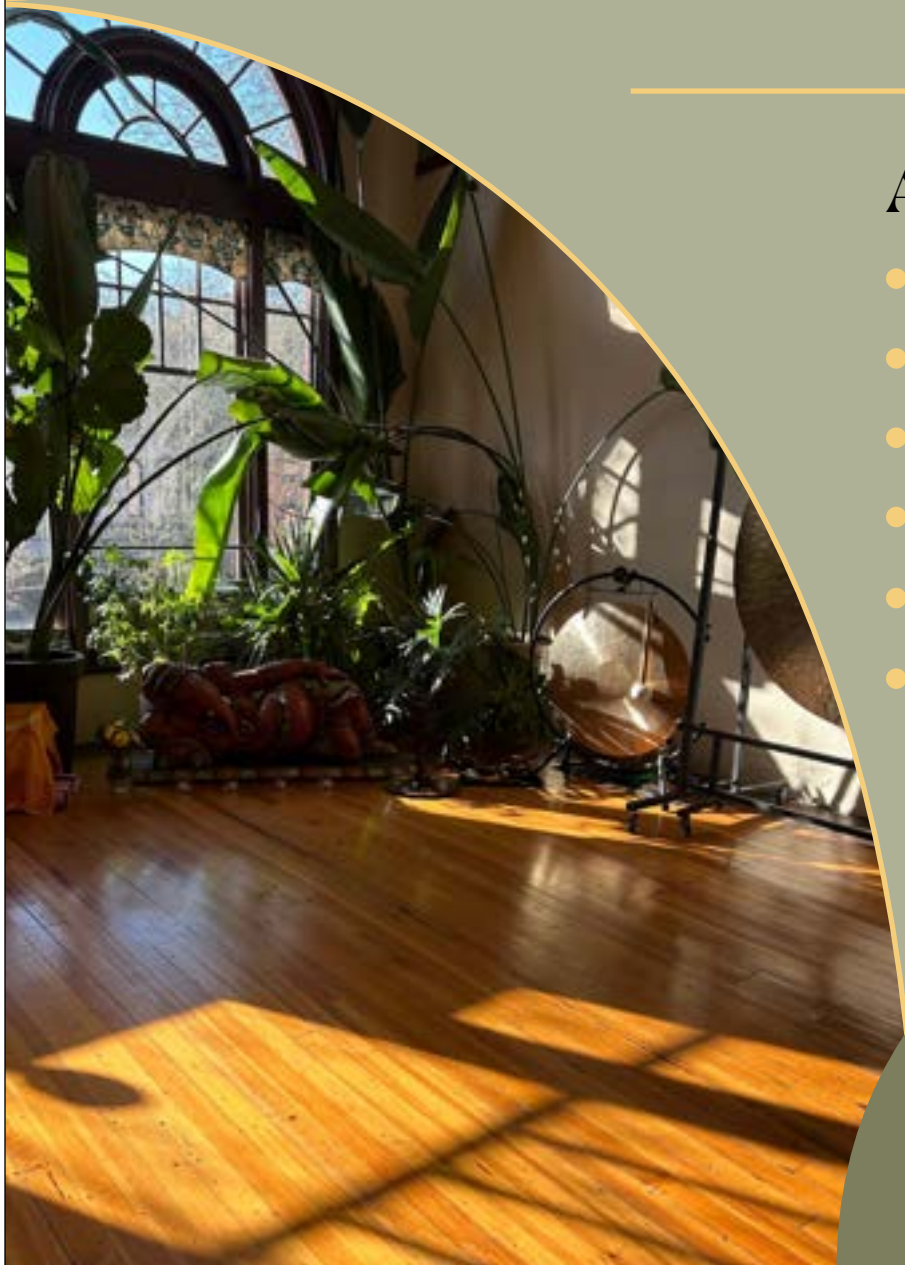
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SCORE

Contact: Richard Sellers
richard.sellers@scorevolunteer.org

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GREENFIELD CENTER'S

Cornell's Used Auto Parts Doubles Its Car Show Total, Raising Over \$21,000 for Folds of Honor



Interviewed by
Michael Nelson

Photos provided

The **fourth annual Cornell's Used Auto Parts Car Show** in Greenfield Center, NY brought together roughly 100 registered cars and a crowd that filled the lot and lined the roads for nearly a mile on May 3, turning a sunny spring Saturday into the community's **biggest celebration yet**. By the time the food line slowed and the silent auction closed, the day had raised more than **\$21,000 for Folds of Honor** — doubling last year's total and well surpassing the show's \$15,000 goal. For owner **Casey Cornell** and general manager **Mike Colvett**, who spent months organizing the event and rallying its supporters, it was the clearest sign yet of how far the show has come.

A Banner Day in Greenfield Center

Every part of the day pointed to a community showing up in force. About 100 registered cars filled the grounds, 110 T-shirts found new owners, and a food line that, in Cornell's words, “never stopped” kept the grills busy from open to close. The crowd spilled far beyond the lot — cars lined the road for roughly three-quarters of a mile, parked, as Cornell put it, “all the way down to the next road,” with visitors happily making the walk in to be part of it. Even the weather came around. “It looked like it was going to be bad in the morning, but it didn't. It was a little cool, but the weather was good,” Cornell said.

This year's growth came from a community that rallied on every front — and from months of groundwork ahead of

the show. General manager Mike Colvett put in long hours organizing the event and reaching out to sponsors, and that effort paid off well before opening day. The silent auction had its strongest showing yet — it “did really well,” Cornell said — and sponsorship commitments were rolling in strong before the gates ever opened. “We had a ton of sponsorships, that people that were donating, like, \$200 were donating thousands of dollars this year,” Cornell said, crediting the show's growing reputation in its fourth year for inspiring businesses to step up in a bigger way. That support reached well beyond Saratoga County, with sponsors and volunteers traveling from as far as New Hampshire and Maine to lend a hand.



Every Dollar to the Cause

What makes the Cornell's show special is where every dollar goes. The full amount raised is donated directly to Folds of Honor — not a cent is kept by the business. Rather than draw expenses from the fundraising total, Cornell's absorbs the costs itself, purchasing and cooking all the food so that every sale at the event goes straight to the cause. This year, the generosity of others made that even easier, as more businesses donated the shirts, lanyards, and giveaway items that Cornell had previously paid for out of pocket.

For Cornell's, the bond with Folds of Honor runs deeper than a single event. The company has supported the organization's golf tournaments and private events for years, and the connection grew through people Cornell knows and trusts. He pointed to Sean from Tinney's Tavern, who serves on the Folds of Honor board alongside Bill Miller of Performance Industrial, as the relationship that first opened the door. The more functions they attended, the more the mission resonated: "There's good people involved, and it's a good organization, so it's something we wanted to back." Folds of Honor New York provides educational scholarships to the families of fallen and disabled service members and first responders.

Looking Toward Year Five

With four shows behind him, Cornell is already looking ahead with optimism. Asked about next year, he set the bar high — "I don't like layups, you know?" — floating a goal of \$25,000 and then nudging it higher still. It's a fitting ambition for an event that began as a modest 20-to-30-car employee gathering and has grown into one of the first major car shows of the region's season. That early-season timing draws enthusiasts eager to kick off the year, and a loyal base of exhibitors returns show after show. Together, they've turned a lot full of classic cars in Greenfield Center into a dependable source of scholarships for military and first responder families.

Closing

As the dust settles on the fourth annual show, the throughline is gratitude — for the volunteers who show up before they're even asked, the sponsors who keep raising their hands, and the families the money ultimately serves. "I keep saying every year, I don't know how we're gonna top it," Cornell said, "but it seems like we do." If the last four years are any indication, year five at 62 South Greenfield Road will find a way. ■

The Businesses Behind the Show

A day like this comes together because so many people lend their support, and this year's roster of sponsors and donors stretched across the region. Cornell's extends its thanks to:

- Belmonte & Son Tents and Events LLC
- Bend of the River
- Bradley's Septic
- Brookhaven Golf Course
- Brown Brothers Auto Service
- BW Steel
- Camelot Print & Copy Center
- Cantina
- Cartier Construction
- Childs Automotive
- Clear Stream Campground
- Dave Armstrong
- Dax Powersports
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- Performance Industrial
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- Rolling Bones Hot Rod Shop
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- The Reef Store
- Tinney's Tavern
- Tolpa's Auto Parts
- Twin Leaf
- Twisted & Tyed

PERFORMANCE INDUSTRIAL'S FREEDOM CLASSIC

Surpasses \$10,000 in Pledges Before First Ball Is Hit — Foursomes Still Open for June 5 Tournament

South Glens Falls-based commercial cleaning and coatings company has already exceeded last year's total fundraise weeks ahead of the second annual charity golf tournament at Van Patten Golf Club, with all proceeds benefiting nonprofits of the competing teams' choice.



Freedom Classic: Big Drive for Charity

**Friday, June 5 at
Van Patten Golf Club**

Registration: 1 p.m.

Shotgun Start: 2 p.m.

Entry Fee: \$500 per foursome

Register:

performanceindustrial.com
518.793.9274

Sponsor Info:

office@performanceindustrial.com



Performance Industrial, a South Glens Falls-based commercial and industrial cleaning, painting, and flooring company, has secured more than \$10,000 in pledged sponsorships and entries for the second annual *Freedom Classic: Big Drive for Charity* — already surpassing last year's total fundraise of \$8,500 before the tournament tees off Friday, June 5 at Van Patten Golf Club. Foursome registration remains open.

Last year's inaugural *Freedom Classic* raised over \$8,500 for charity, including \$6,000 that went directly to the nonprofit chosen by the winning team. With weeks still to go before this year's tournament, pledges have already eclipsed that mark — and Performance Industrial is continuing to recruit foursomes and additional sponsors to drive the final total higher. The tournament's format puts the cause at the center of the competition: all proceeds are donated directly to nonprofits of the competing teams' choice. The charity represented by the first-place team receives the largest donation, while the charities championed by second- and third-place teams also receive meaningful contributions based on overall participation.

"We started the *Freedom Classic* because we believe in giving back to the communities and causes that matter to the people in this region. To already be past \$10,000 before anyone has hit a single ball — that tells us this tournament is doing what we hoped it would. We're grateful to every sponsor and team that's already committed. Now we want to fill out the field. Every foursome that registers between now and June 5 is another nonprofit getting a check."

— Bill Miller, Owner, Performance Industrial

Foursomes may enter at \$500 per team. Sponsorship opportunities remain available at multiple levels, ranging from \$250 to \$2,500, with options including golf ball sponsorship, cocktail hour sponsorship, cart signage, hole sponsorship, and more. Several sponsorships include a team entry.

This year's tournament has drawn strong support from the local business community. Current sponsors include IA Business Advisors as the Cocktail Hour Sponsor, Cornell's Auto Parts as the Food Sponsor, and Colorize as the Golf Towel Sponsor. Additional sponsorship slots remain open.

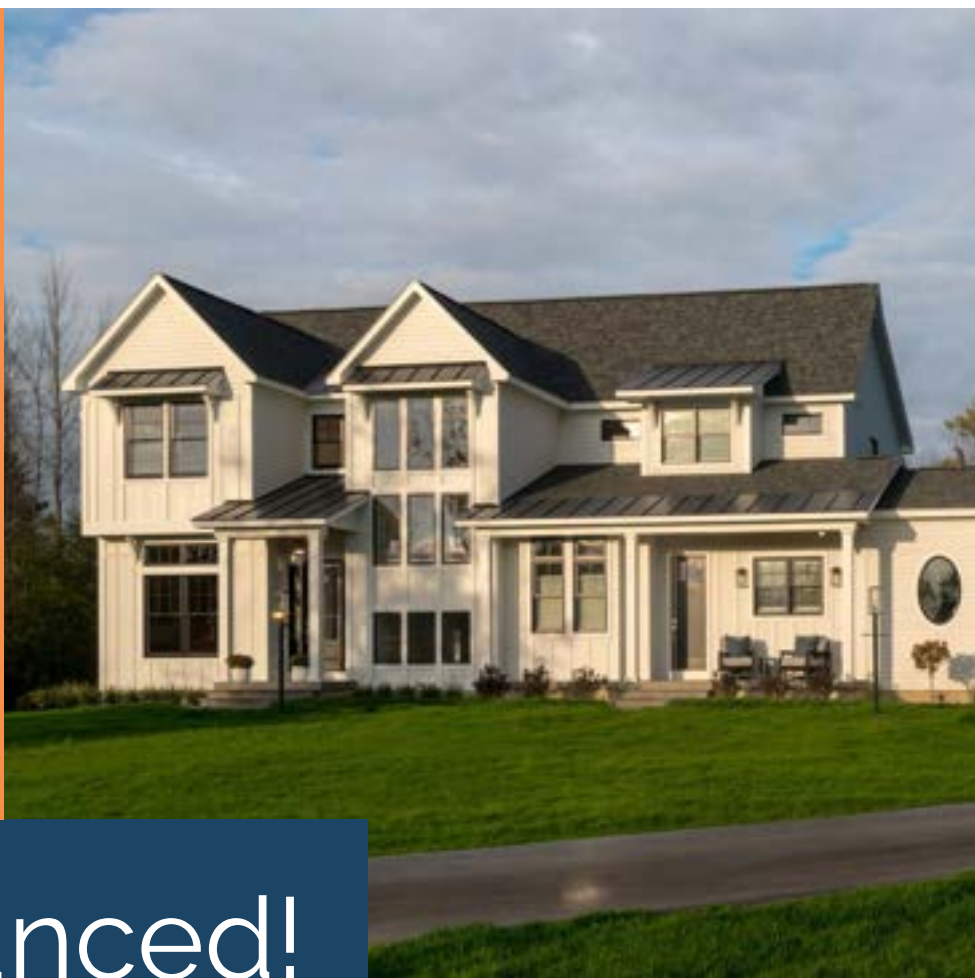
Teams and sponsors can register at performanceindustrial.com or by contacting Performance Industrial directly at 518.793.9274 or office@performanceindustrial.com. Checks for sponsorships should be made payable to Performance Industrial, 51 Harrison Ave, South Glens Falls, NY 12803.

About Performance Industrial

Founded in 1986 and headquartered in South Glens Falls, New York — with a second location in Albany — Performance Industrial is a certified women-owned commercial and industrial cleaning, painting, and flooring company serving clients across New York, New Jersey, New Hampshire, Massachusetts, and Vermont. The company specializes in kitchen exhaust cleaning, industrial cleaning, painting and epoxy floors, commercial window cleaning, and sandblasting and pressure washing. Performance Industrial holds national WBENC and WOSB women-owned business certifications and is an IKECA-certified kitchen exhaust cleaning contractor. ■

2026 Saratoga Showcase of Homes

Builders Announced!



The 2026 Saratoga Showcase of Homes Committee is proud to announce this year's dates and list of builders as of this date. **Celebrating 30 years** of exceptional homes, this annual tradition will be presented over four beautiful fall days on **October 3–4 and October 10–11**. We will have a spectacular line-up from our region's finest builders for the area's premiere new home tour event.

Thank you to all our generous sponsors and the award-winning builders committed to this year's event so far: Amedore Homes, Barbera Homes, Belmonte Builders, Kodiak Construction, Kohler Homes, Malta Development, Spa City Builders, Trojanski Builders, Urvalek Builders, Witt Construction, and a few more to come.

Last year, \$66,000 was raised, and over the past 29 years, this community event has contributed nearly \$1.7 MILLION dollars to our two local charities. Proceeds from the Showcase of Homes benefit Rebuilding Together Saratoga County (www.rtsaratoga.org) and Habitat for Humanity of Northern Saratoga, Warren, and Washington Counties (www.glensfallshabitat.org).

For more details on the 2026 Saratoga Showcase of Homes event, please visit www.saratogashowcaseofhomes.com. Follow us on Facebook and Instagram for all the updates.



Sponsorship Opportunities Now Available

Please help us celebrate this year's milestone event and consider being an important part of the 2026 Saratoga Showcase of Homes. You can download and review all the sponsorship opportunities available at our website under the Sponsorship tab at saratogashowcaseofhomes.com/sponsorship.

About Saratoga Builders Association

The Saratoga Builders Association, Inc. (SBA) is a specialized professional trade association representing an industry basic to the well-being and economy of the people of Saratoga County. Its membership includes residential and commercial builders, developers, remodelers, building material suppliers, sub-contractors, financial institutions, architects, engineers, Realtors, attorneys and other industry professionals. SBA is committed to the continued growth, prosperity and quality of life in Saratoga County. For more information, please visit www.saratogabuilders.org. ■



2025 donations to Habitat for Humanity & Rebuilding Together Saratoga from The Saratoga Builder's Association Showcase of Homes annual event. Photo provided

ValleyCats, WMHT is Hosting Daniel Tiger This Season



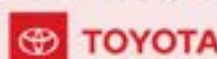
Meet Daniel Tiger!

I Love Upstate New York Night &
WMHT Family Fun Day
August 27 - Joseph L. Bruno Stadium
Gates open 5:30 p.m.; First Pitch 6:30 p.m.





Postgame Fireworks presented by Upstate New York Toyota



The Tri-City ValleyCats and WMHT Public Media are excited to announce that **Daniel Tiger** – the furry star of the award-winning kids' **PBS KIDS** program *Daniel Tiger's Neighborhood* – is coming to Joseph L. Bruno Stadium for "I Love Upstate NY Night" on **Thursday, August 27** when the ValleyCats take on the Down East Bird Dawgs. Gates open at 5:30 p.m. with first pitch scheduled for 6:30 p.m.

Through imagination, creativity, and music, Daniel Tiger and his friends learn key social skills necessary for school and for life during the live-action/animated educational musical television PBS KIDS series that debuted in 2012.

"WMHT is thrilled to partner with the ValleyCats to bring the beloved PBS KIDS character, Daniel Tiger, to The Joe," said WMHT President and CEO Anthony V. Hayes. "We invite communities across the Capital Region and beyond to join us for another unforgettable evening filled with fun, festivities, and fireworks!"

Created by Angela C. Santomero (who also created Blue's Clues), the show is based on the Neighborhood of Make-Believe from Mister Rogers's Neighborhood, the family-oriented television series created and hosted by Rogers that aired from 1968 to 2001.

Daniel's appearance highlights the third-straight WMHT Family Fun Day at the ballpark supported by the Capital Region's beloved PBS and NPR member station, following a visit from Dr. Seuss' Cat in the Hat last season. The fun goes beyond the meet-and-greet too, with

the ValleyCats wearing their alternate Collar City Cats uniforms before postgame fireworks presented by Upstate New York Toyota.

Fans are always highly encouraged to purchase tickets by visiting TCValleyCats.com, stopping by the box office at The Joe, or by calling 518-629-CATS. Individual game tickets for all 51 ValleyCats home games are on sale now, along with tickets for this summer's country concert – hosted by the ValleyCats and 107.7 WGNA – headlined by Russell Dickerson and special guest Niko Moon performing live at Joe Bruno Stadium on Saturday, August 22. Prices for that show range from \$120 for the VIP, presented by NextStep FCU, to \$40 for the Main Seats.

To stay up to date on everything ValleyCats make sure to follow the team on tcvalleycats.com, Facebook, Instagram, Twitter/X, or LinkedIn.

Over 3 million fans have supported the Tri-City ValleyCats over 24 seasons as the Capital Region's premiere professional baseball team. Join the excitement by getting your tickets today through tcvalleycats.com, 518-629-CATS (2287), or the Joseph L. Bruno Stadium Box Office. ■

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Ava Monroe's Sniffs and Snacks to The Fizzy Pup



by **Sean Palladino**

Photos provided

Childhood is a time for creativity and learning, and from the age of 12, Ava Monroe has certainly done just that. She has created unique brands of dog treats and soda mixes, cultivating large crowds at local events throughout the Capital Region. It all began, incidentally, with a desire to travel to Myrtle Beach with her friends, leading to discovering her entrepreneurial talents in marketing and culinary arts to earn money for the trip.

For the Monroe family, dogs are a part of life. They have three dogs, each with unique personalities, so Ava began crafting dog treats in her kitchen. It spurred the creation of Sniffs and Snacks, where she used simple ingredients like peanut butter, pumpkin, whole wheat flour, and turmeric, to make delectable treats for dogs. With the help of her mother, she learned how to navigate the approval process from the Department of Agriculture and the permit approvals with local cities and towns.





Outside of her entrepreneurial escapades, she is still a normal teenager with ambitions of venturing into the Information Technology field. She enthusiastically told me about SUNY Adirondack's Pathways to Technology, or PTECH, program that allows high schoolers in Washington, Saratoga, Warren, Hamilton, and Essex counties to learn practical skills and develop qualifications to get a head start in college.

But no matter what the future holds for Ava, the Monroe family have created something special for many different communities to enjoy, from

Schenectady to Glens Falls and beyond. Excitingly, Ava secured a spot at this year's LARAC Festival on June 13 to the 14th. Be sure to follow their social media to learn where Fizzy Pup will be next on Instagram or Facebook. ■

Ava would sell her Sniffs and Snacks dog treats at craft fairs alongside her grandmother, who also creates unique crafts. She doled out her homemade treats to a variety of dog owners and inspired a following on social media. Later on, she created Fizzy Pup with her father, curating a rotating variety of delectable soda mixes with humorous names.

If you have ventured to the Shirt Factory for their Thursday Night Food Truck Corral or Jay Street Marketplace's Nightmare Market in Schenectady, you will have seen their unique logo with a pug wearing sunglasses while drinking out of a mason jar. The logo, loosely based on Ava's dog, brilliantly exemplifies her personality and love of dogs.

Ava creates blends of soda mixes with unique names that relate to each event. When they attended the Whitehall Bigfoot Festival, they had the Big Foot Brew with root beer, butterscotch, and cream, while the Lower Adirondack Pride Festival inspired multicolored concoctions with edible glitter. Throughout this process, the Monroe family became friends with the vendor community, especially B&E Brew'd Creations.



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BALLSTON SPA FARMERS' MARKET RETURNS JUNE 13

LIVE MUSIC, YOGA & A GROWING ROSTER OF LOCAL VENDORS



Steve Miraglia, market manager and board secretary for the Ballston Spa Business and Professional Association, says this year's market in the Village of Ballston Spa, NY is shaping up to be its most interactive yet — with morning yoga, live music in the newly renovated Wiswall Park, and new food vendors traveling from as far as Atlanta to take part.

When the Ballston Spa Farmers' Market opens for the 2026 season on Saturday, June 13, it returns with more to offer than ever. Miraglia, who manages the market for the Ballston Spa Business and Professional Association (BSBPA), has spent the off-season building on the market's strong foundation — adding morning yoga, live music and special event days that make a Saturday morning at the market as much about the experience as the shopping.

Personal by Design

The market runs every Saturday from June 13 through October 3, from 9 a.m. to 1 p.m. in Wiswall Park in the center of the village. The only Saturday off is the Fourth of July weekend, when, as Miraglia put it, “a lot of people are out of town traveling.”

What sets the Ballston Spa Farmers' Market apart is its intimacy. With a dozen to 20 or so vendors each week, it's the kind of market where shoppers can take their time, talk with the growers and makers, and come back for their favorites week after week. “We're no Saratoga or Troy farmers' market — those go for blocks and blocks of actual cities,” Miraglia said. “We're a small village.” It's a scale he embraces, one that keeps the market personal and rooted in the community it serves.

That personal scale also makes the market a welcoming place for new businesses to launch. New this year, vendors can sign up for individual Saturdays rather than committing to a full season — a change Miraglia hopes opens the door to even more local entrepreneurs. “I like to think of us as a bit more of a developmental market for new businesses,” he said. “If you're just starting a business, or you've been around maybe a year or so, and you want to try a farmers' market, we're a great first market for you.” Backed by a steady, loyal customer base and a vendor-friendly approach, the market has become a place where local makers and growers are proud to get their start.

Local Farms, New Faces and a Wider Range of Food

Most of the market's vendors come from nearby farms and businesses. Among the anchors are My Other Garden and Buhrmaster Farms, longtime growers Miraglia describes as community mainstays. “They have been mainstays for decades here, well before I started helping with the farmers' market,” he said. “They really care about the community.”

This season the lineup is broadening. Alongside the familiar produce and a growing number of bakers, the market has drawn vendors offering Salvadoran food, Mediterranean food and pizza, as well as craft vendors selling candles, jewelry, sewn goods and handmade soap from longtime favorite White Falcon Soapery. One new arrival Miraglia is especially looking forward to is Shane Ben's Chicken, a vendor moving back to the area after several years in Atlanta. “They were the first ones to reach out when we opened up registration,” he said. “They're going to be selling their homemade comfort food — your fried chicken, things like that — and it looks so good. I'm really excited.”



More Than a Place to Shop

The biggest changes this year are aimed at giving visitors a reason to linger. For the first time, the market will open each Saturday with a yoga class led by local studio Saha Yoga. “You can come do a class out in the park before it gets too hot during the day,” Miraglia said. Once yoga wraps up, live musicians take over, performing from the new gazebo in Wiswall Park, which the village fully renovated last year.

The shift toward events follows the runaway success of the market’s first Peach Fest last summer. “We thought it was just going to maybe get a few more people to come check us out,” Miraglia recalled. “We got thousands of people interested on our social media, we did a news interview, we got a lot of press coverage, and there were lines around the block — for peaches.” He credits Tatiana, owner of vendor the Yellow Corner Shop, with the original idea. Peach Fest returns on August 15, with Autumn Fest following on October 3. “What those showed is people like more of an event than just coming to buy stuff,” he said.

The Ballston Spa Farmers’ Market is one of many free community programs the BSBPA puts on throughout the year, from February’s Chocolate Fest to the “The Way We Were” Car Show and summer concerts in the park. For Miraglia, it all comes back to the village he’s working to promote. “It’s got that small-town feel while still being big enough — there’s a lot of stuff going on, and they’ve got the historic buildings,” he said. “It’s a really nice vibe.” Updates on weekly vendors and events are posted on the BSBPA’s Facebook and Instagram pages and at ballston.org.

For More Information

The Ballston Spa Farmers’ Market runs Saturdays from 9 a.m. to 1 p.m., June 13 through October 3, in Wiswall Park in the Village of Ballston Spa, NY. For weekly vendor lineups, event details and contact information for the Ballston Spa Business and Professional Association, visit ballston.org or follow the BSBPA on Facebook and Instagram. ■





Pitney Meadows Community Farm has been awarded a transformative three-year grant from The Hortense and Louis Rubin Community Health Fund of The Community Foundation for the Greater Capital Region to expand its Food as Medicine: Clinical program in partnership with Saratoga Community Health Center, scaling its long-running Nutrition Rx program and deepening the integration of fresh, locally grown food into healthcare.

Now entering its seventh year, this collaboration has brought fresh, locally grown food directly into patient care, demonstrating that food can function as a powerful, evidence-based component of healthcare. With this investment, Pitney Meadows and Saratoga Community Health Center will expand the program together, increasing both its reach and its measurable clinical impact.

Over the next three years, the program will double its impact each year, growing from 20 to 40 to 80 participants per year across two healthcare settings: Saratoga Community Health Center and the Saratoga Backstretch Clinic.

Each patient receives weekly prescription produce boxes over an extended six-month growing season, along with nutrition education in a group setting, and ongoing support, ensuring consistent, meaningful access to fresh, local food throughout the peak of the regional harvest. Participants also complete pre- and post-program assessments to track changes in food access, health outcomes, and behavior.

“This is a turning point for how healthcare shows up for people in our community,” said Brooke McConnell, Executive Director of Pitney Meadows Community Farm. “Over the past seven years, our partnership with Dr. Rodriguez and CHC has proven that when you connect people to fresh, nourishing, local food, health outcomes change. Now, we have the opportunity to scale that work... embedding food not as a supplement, but as a fundamental part of care and overall wellness.

A Trusted Hub for Food, Health, and Community

Over the past decade, Pitney Meadows has grown into a regional leader in nutrition-based interventions, serving low-income individuals and families, those facing chronic illness, and residents at high social risk.

Each year, the farm contributes more than 100,000 servings of fresh, nutrient-dense produce, valued at over \$90,000, to over a dozen food pantries and community partners across Saratoga County, while also offering free cooking and nutrition education to hundreds of participants.

At the center of this work is a simple but powerful idea: when people have consistent access to fresh, local food, education, and support, health outcomes improve. That belief has been tested and proven through its long-standing clinical partnership.

From Prescription to Plate: A Healthcare Partnership That Works

This deeply collaborative program between Pitney Meadows Community Farm and Saratoga Community Health Center integrates local, fresh food directly into patient care. Providers identify and refer patients experiencing food insecurity or managing chronic illness, connecting them to consistent, medically aligned nutrition support. Participants have demonstrated measurable improvements in key health indicators, including BMI, blood pressure, HbA1c, and cholesterol levels, alongside increased readiness to adopt healthier behaviors.

“This is what it looks like when healthcare expands beyond the exam room,” said Dr. Renee Rodriguez-Goodemote, Medical Director at Saratoga Community Health Center. “When patients have reliable access to fresh, nutritious food, combined with education and support, we see real, measurable changes in their health. Food is not an add-on to care. It is essential.”



Credit: Caroline Blum

Part of a Broader “Food for All” Vision

The Food as Medicine: Clinical program is one part of Pitney Meadows’ broader Food for All programming, which also includes its Farm-to-Pantry program and residential-based Food as Medicine efforts. Together, these programs form a comprehensive approach to addressing food insecurity and health inequities, linking agriculture, healthcare, and education to support those most at risk.

“This food isn’t anonymous,” said Daniel Williams, Assistant Farm Manager for Food for All Programs at Pitney Meadows Community Farm. “It’s grown right here, by people in this community. Each delivery says: you matter, your health matters, and your community is investing in your well-being. That’s where the real impact begins.”

More Than a Program: A Shift in How We Care

As food insecurity rises and healthcare systems grapple with increasing rates of diet-related disease, programs like Food as Medicine are gaining national attention as effective, preventative solutions. Here in Saratoga County, that work remains deeply rooted in the community.

Each box represents a network of farmers, healthcare providers, and community partners working together to support their neighbors. It reflects a belief that food is not just fuel, but a form of care, connection, and possibility.

With sustained investment from the Hortense and Louis Rubin Community Health Fund of The Community Foundation for the Greater Capital Region, this model will continue to expand over the next three years, reaching more patients, strengthening partnerships, and building a healthier, more connected Saratoga County. Pitney Meadows and the Saratoga Community Health Center are grateful for the Fund’s leadership in advancing solutions that recognize food as a critical component of health and for investing in models that bridge healthcare and community.

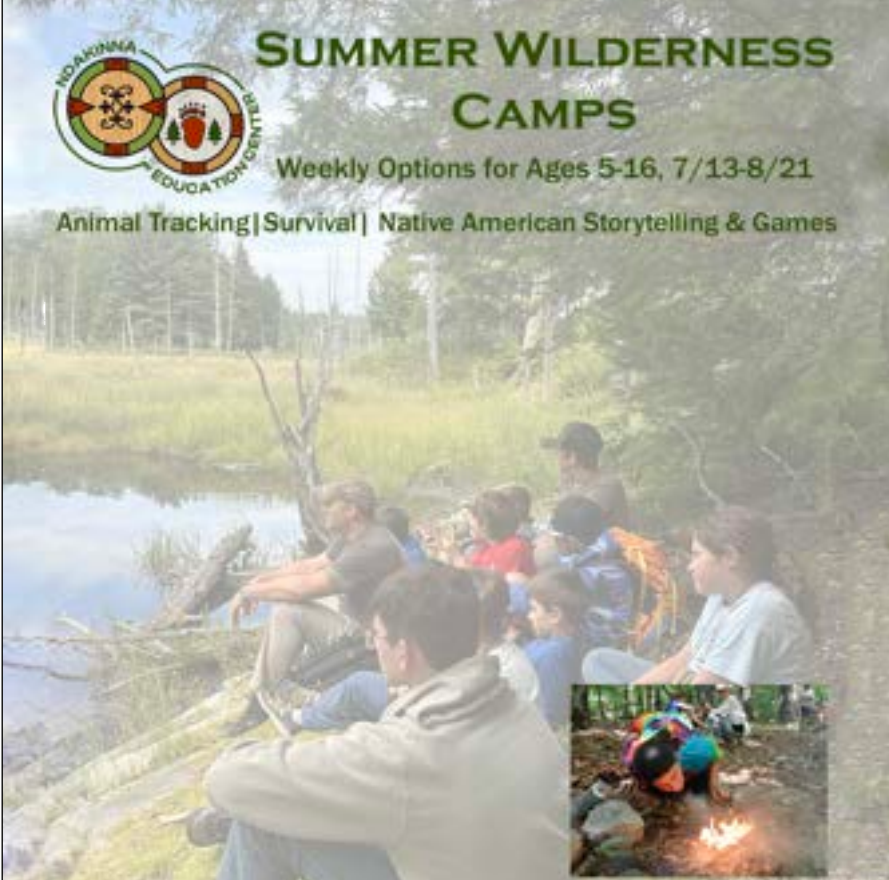
“The Rubin Advisory Committee and the Community Foundation staff recognize the important role access to nutritious food plays in an individual’s overall health,” said Bob Audi, Rubin Advisory Committee Chairperson. “The Pitney Meadows Food as Medicine program not only provides this access; it also connects individuals to clinical health services they may not otherwise be able to access. We are proud to support impactful programs in our nonprofit communities.” ■



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FARMERS'

MARKETS



SARATOGA COUNTY

Saratoga

Farmers' Market

112 High Rock Ave, Saratoga Springs

SCHEDULE:

Saturdays, May – October, 9 AM – 1 PM
Wednesdays, May – October, 3 – 6 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 812-8649

Spa City

Farmers' Market

Saratoga Spa State Park
The Warming Hut, Saratoga Springs

SCHEDULE:

Sundays, Year-round, 10 AM – 2 PM
Thursdays, June – September, 4 – 7 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 339-0958

Ballston Spa

Farmers' Market

Wiswall Park, Ballston Spa

SCHEDULE:

Saturdays, June 13 – October 3
9 AM – 1 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 885-2772

Halfmoon

Farmers' Market

Abele Memorial Park, Halfmoon OR
inside Halfmoon Town Hall, Halfmoon

SCHEDULE:

SUMMER:

Wednesdays, June – September, 3 – 6 PM

WINTER:

Wednesdays, October – May, 2 – 5 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 371-7410, ext. 2273

Clifton Park

Farmers' Market

Shenendehowa United
Methodist Church, Clifton Park

SCHEDULE:

Mondays, May – October, 2 – 5 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 664-2510



Stillwater

Farmers' Market

Stillwater Village Hall, Stillwater

SCHEDULE:

Tuesdays, May – October, 3 – 6 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 560-0089

Route 50 Green Market

(Burnt Hills)

802 Route 50, Burnt Hills

SCHEDULE:

Saturdays, June – October
9 AM – 1 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes

Town of Greenfield

Farmers' Market

Middle Grove Park,
428 Middle Grove Road

SCHEDULE:

Thursday June – September
4 – 7 PM

- FMNP Accepted: Yes
 - FreshConnect Checks: Yes
- Contact: (518) 893-7432, ext. 307

WARREN COUNTY

Bolton Landing
Farmers' Market

Blessed Sacrament Catholic Church,
Bolton Landing

SCHEDULE:

Fridays, June – September, 9 AM – 1 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 480-9118

Chestertown
Farmers' Market

Chestertown Town Hall, Chestertown

SCHEDULE:

Wednesdays, June – September
10 AM – 2 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 321-0076

Glens Falls
Farmers' Market

The Market & Event Center "The Ed",
Glens Falls

SCHEDULE:

SUMMER:

Saturdays, June – October
8 AM – 12 PM

WINTER:

Saturdays, November – May
9 AM – 12 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 879-8108



North Creek
Farmers' Market

Riverfront Park, North Creek

SCHEDULE:

Thursdays, June – September
2 – 5:30 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 251-5210

Warrensburgh Riverfront
Farmers' Market

180 River Street, Warrensburg

SCHEDULE:

Fridays, May – October, 3 – 6 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 466-5497

WASHINGTON COUNTY

Cambridge Valley
Farmers' Market
(Summer)

Owlkill Commons, Cambridge

SCHEDULE:

Sundays, May – October, 10 AM – 1 PM

Cambridge Valley
Farmers' Market
(Winter)

Canteen Coffee, Hubbard Hall,
Cambridge

SCHEDULE:

2nd & 4th Sundays,
November - December, 10 AM – 1 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 677-8128

Canal Street Marketplace
Farmers' Market

63 Canal Street, Fort Edward

SCHEDULE:

Thursdays, June – September, 4 – 7 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 747-4023

Slate Valley Farmers'
Market (Granville)

11 Main Sreet, Granville

SCHEDULE:

Thursdays, June – October, 3 – 6 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (860) 248-0336

Greenwich
Farmers' Market

99 Main Street, Greenwich

SCHEDULE:

Wednesdays, June - October
3 – 6 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes

Whitehall
Farmers' Market

Canal Park Pavilion, Whitehall

SCHEDULE:

Tuesdays, June – October, 2 – 5 PM

- FMNP Accepted: Yes
- FreshConnect Checks: Yes
- Contact: (518) 854-3750

MILESTONES IN MOTION

Celebrating Local Businesses Through Ribbon-Cuttings



Anytime Fitness

The Adirondack Regional Chamber of Commerce (ARCC) is already off to a good start in 2026, celebrating business milestones across our region through ribbon-cutting celebrations. Ribbon-cuttings are more than ceremonial celebrations — they represent growth, investment, innovation, and connection within our communities.

Every ribbon-cutting tells a story of hard work, vision, and community support. Whether celebrating a brand-new business, a refreshed space, an exciting expansion, or a meaningful collaboration, these moments showcase the momentum and resilience of our local business community.



by **Amanda Blanton**,
ARCC Vice President,
Marketing &
Communications
Photos provided

Celebrating New Businesses & Dreams Realized

Hometown Golf & Social owner Mike Gerarde has a passion for playing and teaching golf. What began as a dream to open a premier indoor golf facility (PSG Golf in Saratoga Springs) grew into a bigger dream: building a community connector centered on sports, food & drink, and socializing in Glens Falls. This new business is Hometown Golf & Social. Offering state-of-the-art multi-sport simulators, casual food, signature drinks, and a relaxed atmosphere, Hometown Golf & Social was built to bring the community together. Find them at 100 Glen Street in Glens Falls, NY.

In a tight but quaint space at 12 E. Washington Street in Glens Falls, Kevin Kroeze opened The Use Less Store. After two decades in his former career, Kevin launched a retail space focused on refillable household and personal care products to help reduce plastic waste. The store is impressive with the amount of products offered, and the concept is simple: bring your own container, fill it, and pay for the product by volume. And if you don't have a refillable container, he will likely have one lying around for you to use.

Downtown Glens Falls certainly has its charm, with restaurants, retail, entertainment, and businesses serving a variety of needs, but it was missing one thing: a wine and liquor store. Enter Tim and Rachel Ortiz, who decided to embark on the adventure of opening a wine and liquor store downtown. The story spans two years as they secured a location and were met with challenges in obtaining a liquor license. But with diligence and hard work, their dream was realized, and a grand opening was celebrated for Glens Falls Liquor. Check them out at 280 Glen Street in Glens Falls, NY.

A graduate of Queensbury High School in 2016, Brett Rodriguez went on to play Triple-A baseball with the Seattle Mariners. Today, he has returned home to open a facility that allows local athletes to train year-round. Occupying a 10,000-square-foot facility within Aviation Mall in Queensbury, On Deck Athletics aims to provide opportunities for athletes of all ages to grow, develop their skills, and increase their confidence with professional-level coaching and a supportive community.

Celebrating New Beginnings

The first ribbon-cutting of 2026 celebrated the remodel of Anytime Fitness – Glens Falls. Throughout months of careful planning and a lot of hard work by fellow ARCC member Hilltop Construction Co., Anytime Fitness remodeled its club with brand-new equipment, upgraded lighting, the addition of indoor turf for low-impact training, and more. The space looks refreshed and welcoming and certainly offers a sense of pride to owner James Lenhart. Visit them at 175 Broad Street in Glens Falls.

Beacon Bank, previously known locally as Berkshire Bank, used its merger as an opportunity to refresh its branch at 183 Quaker Road, Queensbury, NY. The updated branch is complete with new brand colors, more natural light, upgraded furnishings, and a welcoming waiting area. With more than 33 branches in the region, the team is excited for this transition and new beginnings.



Beacon Bank

Recognizing Growth Through New Locations

Stark Tech is a business that is quickly making its mark in eastern New York and, in early 2026, celebrated the opening of its newest office in Ballston Spa. Their new presence will expand local job opportunities, accelerate project delivery, and elevate levels of service and support for customers. Stark Tech is a market-leading technology provider of facilities and energy solutions serving primarily schools, government, healthcare, and large-scale commercial buildings.

A staple in downtown Glens Falls, Fountain Square Outfitters has been providing outdoor adventure gear to residents and visitors for 15 years next to the traffic circle on the corner of Ridge and Warren streets in downtown Glens Falls. But owners Nancy and Matt Turner wanted to expand their offerings, so a second, larger location was planned. What previously housed an Orvis outlet store was gutted, remodeled, and outfitted for the new Fountain Square Trading Post. Now they can offer more technical gear for your next outdoor adventure. Visit them at 1457 Route 9 in the Lake George Outlets.

Venture Fox Realty Group, a full-service, fully licensed brokerage, chose Glens Falls to open its fifth office location while simultaneously expanding its service area. Broker-owners Shane Cahill and Troy Miller have assembled a team with a combined 50 years of industry expertise and a shared passion for serving clients. Their Glens Falls office is located at 71 Bay Street in Glens Falls.



Hometown
Golf & Social



Glens Falls Liquor



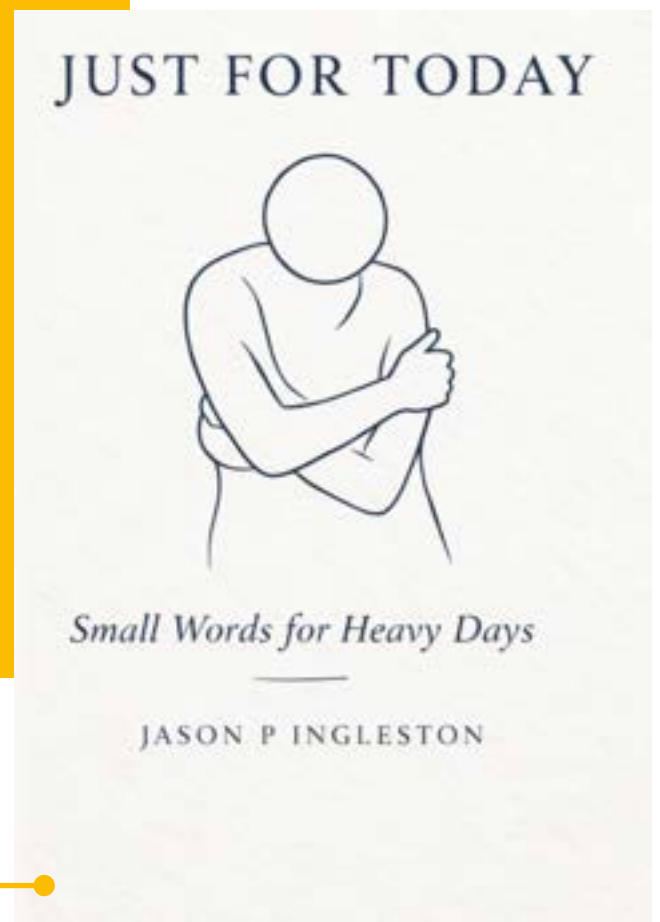
Venture Fox
Realty Group

Collaboration & Growth

On a beautiful, sunny afternoon, the ARCC had the pleasure of celebrating the combined design power of three companies with a ribbon-cutting. Designs On Glen, Gotcha Covered of Saratoga, and Window Depot of the ADK have a goal of helping their clients visualize and create their dream home. Their new studio showroom, located at 704 Upper Glen Street in Queensbury, features a pillow bar (where you design your own throw pillows), upholstery, wallpaper, rug samples, and more. Their professionals are ready to guide clients through the process of designing a dream home from floor to ceiling.

To continue celebrating the power of collaboration, a ribbon-cutting was held to recognize the new partnership between Staples and Party City. Staples, known for office supplies and printing services, has expanded to offer balloons, party decorations, supplies, and more. Through this partnership with Party City, they can offer custom products printed right in-store, making them a unique place to shop for party needs. Visit them at 752 Upper Glen Street in Queensbury.

Ribbon-cuttings provide an opportunity to celebrate the milestones that shape and strengthen our business community. From grand openings and remodels to expansions and partnerships, each event marks an exciting new chapter for the organizations serving our region. The ARCC invites the greater community to join in these celebrations. Stay tuned to the ARCC website for upcoming ribbon-cuttings: www.adirondackchamber.org/events. ■



New Book *Just for Today: Small Words for Heavy Days*

How JAY INGLESTON Turns Grief Into Words That Heal



Interviewed by
Michael Nelson

Photos provided

For Jay Ingleston, writing has never been about perfection. It has always been about connection. In his latest book, *Just for Today: Small Words for Heavy Days*, that connection takes on a deeper emotional weight, offering readers a quiet companion through grief, loss, and reflection.

Ingleston's approach is simple on the surface. The book is made up of short, digestible reflections rather than long-form narratives. But behind that simplicity is a deliberate intention. Each line is crafted to meet readers where they are, whether that is in the middle of a difficult day or during a quiet moment late at night.

"Grief does not follow a timeline," Ingleston explains in the book's opening. "Some days feel manageable. Others arrive with the weight you didn't expect." That guiding idea shapes the entire structure. There are no instructions, no pressure to move on, just words designed to help people make it through the day.

A Different Kind of Reading Experience

Unlike traditional books that require sustained focus, Ingleston's work is built for accessibility. Readers can open it at any page, read a single passage, and close it without losing context. That format is intentional and reflects how people often process emotion.

"You can pick it up, read a couple things, and put it back down," he says. "It's not something you have to dive all the way into."

That flexibility has made the book resonate with a wide audience. It is not just for avid readers. In fact, Ingleston notes that some of the strongest responses have come from people who do not typically read at all. The emotional clarity of the writing removes barriers, allowing the message to land without distraction.

One line in particular stands out as a defining theme. "You don't owe anybody a strong version of yourself. You're a person. You're not a performance." It is a reminder that vulnerability is not weakness, but something necessary and human.

**From Personal Experience
to Universal Themes**

The emotional depth of *Just for Today* is rooted in lived experience. Ingleston has faced loss, including the passing of close friends and family members. Rather than allowing grief to consume him, he has worked to understand it, reshape it, and ultimately express it in a way that others can relate to.

“Anger is part of grief. It is love with nowhere to go,” he writes. The line captures a complex emotional truth in a way that feels immediate and accessible.

Many of the ideas in the book began as notes. Ingleston describes constantly writing down thoughts throughout the day, sometimes even pulling over while driving to capture a phrase before it disappears. Over time, those fragments grew into a collection that naturally formed the foundation of the book.

The result is a body of work that feels both personal and universal. Readers may not share the same experiences, but they recognize the emotions behind them.

“Anger is part of grief. It is love with nowhere to go.”



Letting Go of Outcomes

One of the most significant shifts in Ingleston’s mindset has been learning to let go of expectations. Earlier in his career, he felt pressure for each project to succeed in a specific way. Now, he focuses on the act of creating rather than the result.

“If I write a book and it doesn’t track well, I can write another one,” he says. “Not being attached to the outcome changes everything.”

That perspective has influenced not only his writing but also his approach to life. By releasing the need for control, he has found more clarity and consistency in his work. It also allows him to tackle emotionally heavy subjects without being overwhelmed by them.

Impact Beyond the Page

The success of *Just for Today* is not measured solely in rankings or sales. While the book has performed well, reaching notable positions in grief and bereavement categories, Ingleston places greater value on reader response.

Messages from readers often describe the book as something they return to repeatedly. Some share that it helped them process feelings they could not previously articulate. Others simply say it made them feel less alone.

For Ingleston, that is the ultimate goal. “If one person reads something and it helps them, that’s everything,” he says.

In a world that often rushes past difficult emotions, *Just for Today* offers something rare. It slows things down. It creates space. And in that space, readers find something simple but powerful: the reassurance that they are not alone in what they feel. ■



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Interviewed by
Michael Nelson

In today's challenging economy, inflation is continuously squeezing household budgets.

However, an often overlooked barrier to financial stability is a poor credit score. During a recent interview on the Buying Local podcast, Chris Mastantuono and Ron Monaco introduced their venture, Requalify 360, which provides credit rebuilding and coaching services. By focusing on education and expert intervention, the team directly helps regular individuals navigate financial complexities, rebuild personal profiles, and permanently regain their purchasing power.

The Hidden Costs of Poor Credit

Many consumers only realize their true credit standing when they apply for a loan, crossing their fingers and hoping for a favorable outcome. Unfortunately, this lack of financial awareness is incredibly expensive. According to Mastantuono, a credit score dictates much more than just car loans or mortgages. A poor profile drastically increases everyday household expenses, negatively influencing everything from car insurance quotes to apartment rental rates.

Minor financial fluctuations also easily trigger significant credit score drops through a concept known as credit score compression. If a person's credit card utilization unexpectedly rises above thirty percent due to a single large purchase, their overall score can drop by forty points almost instantly. When attempting to secure financing with this lowered score, consumers might see interest rates jump from seven percent up to eleven percent. This dynamic leaves hardworking individuals unable to secure reliable transportation to get to work. Instead, they rely on cheap vehicles that ultimately break down quickly, restarting the stressful cycle.



Requalify 360's Credit Audit Strategy

Requalify 360 takes a proactive approach to resolving these systemic consumer issues. The process begins with Monaco conducting a deep dive into the client's financial history through a comprehensive credit audit. The primary goal is to meticulously isolate and combat discrepancies hidden within the report.

Credit reports frequently contain errors that severely damage a consumer's profile. These mistakes range from outdated balances to wrongful identity marks or wrongful death flags. Additionally, stale debt is frequently sold multiple times to different collection agencies for pennies on the dollar. This results in the same old debt appearing multiple times with varying inflated balances. To combat this, Requalify 360 formulates targeted letters, files formal disputes with the bureaus, and directly justifies debts to creditors on behalf of the client. This expert intervention ensures erroneous information is successfully corrected or eliminated from the official record.



Empowering Through Financial Literacy

While removing inaccuracies is a critical first step, the core mission of Requalify 360 is to promote long-term education. Basic financial literacy is rarely taught in high schools or colleges, leaving adults unaware of exactly how credit systems function. Because of this widespread lack of education, consumers often make avoidable mistakes, such as immediately maxing out a new credit card and never paying off the balance.

To prevent future pitfalls, Monaco provides a customized blueprint for every client. This coaching covers essential factors that bureaus closely monitor, including credit utilization, the overall age of accounts, and the direct impact of frequent hard inquiries. By giving clients certified education and a highly actionable roadmap, Requalify 360 helps individuals clearly understand what they bring to the negotiation table. This knowledge empowers consumers to stop conceding their power during major purchases and start making credit work in their favor.

Take the First Step Toward Financial Freedom

Repairing your credit is ultimately much cheaper than paying exorbitant subprime interest rates. Mastantuono noted that having excellent credit is significantly more cost-effective than simply having access to a briefcase full of cash. For those struggling to keep up with the rising cost of living, seeking professional financial guidance can be a life-changing decision. Getting started simply requires a no-obligation phone call to determine if the program is a mutually good fit.

To learn more about reclaiming your credibility and reducing your monthly expenses, visit Requalify 360 online at www.requalify360.com. ■



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TV Lessons in Estate Planning:



by David A. Kubikian

The BRADY Bunch

Season 2, EPISODE 6



Fun Facts: The show had cameos by Brooklyn/Los Angeles Dodgers' Pitcher Don Drysdale and New York Jets' Quarterback Joe Namath, as well as by Davy Jones, lead singer of The Monkees and namesake of Marcia Brady's Davy Jones Fan Club. In *The Brady Bunch* movies, Shelley Long (Cheers) portrayed a spot-on Carol Brady, replacing Florence Henderson. Since the show, there have been rumors and later confirmation that Barry Williams (Greg Brady) had a fling with Florence Henderson who, *cough cough*, was his stepmother on the show.



Background: *The Brady Bunch* is a sitcom that first aired on ABC on September 26, 1969 and ended five short years later in 1974. It went on to syndication and has gained a cult following generation after generation. The show also spawned numerous holiday/reunion specials and two major motion pictures.

The Family Tree: There is only one way to describe this family tree and please forgive me for doing this. Here's the story of a lovely lady (Carol Martin) who was bringing up three very lovely girls (Marcia, Jan, and Cindy). All of them had hair of gold, like their mother, the youngest one in curls. Here's the story of a man named Brady (first name Mike), who was busy with three boys of his own (Greg, Peter, and Bobby). They were four men, living all together, yet they were all alone. You know the rest of the story. Two parents, six children, and one maid all under a single roof. Antics ensue.

Estate Planning Angles:



1. Oh, Alice! – Alice Nelson was the live-in maid for the Brady family. She was always good for a good life lesson or corny comic relief. Alice would often reference her boyfriend, Sam the Butcher. They later married in a made for TV movie a decade later, but for purposes of this article, let's assume she had not yet made Sam an honest man by tying the knot. If Alice or Sam did not have a Last Will & Testament, Sam would not receive anything from Alice's estate and vice versa. In New York, this is the same if you have been partners with someone for decades but are not married. The statutory scheme for who gets what when there is no

Last Will & Testament is based on whether you have a spouse and then whether you have blood relatives. Being only a "main squeeze" means nothing. Do the right thing, Sam. Get down on one knee and make Alice your lawfully wedded wife. Better yet, get a will and make sure she is taken care of between now and the wedding ceremony.

2. Being Brady – When Carol decided to marry Michael, she also decided to take his name. All of the Martin girls did. It is presumed that they were adopted by Michael and that Carol became the adopted mother to the boys. The question of whether they were adopted or not makes a huge difference in determining who Michael and Carol’s heirs are. Mike Brady was a widower. Carol was presumably a widow. There is no real explanation for what happened to her first husband. If divorced, it would be far harder for Mike Brady to adopt the girls, as his adoption would remove their natural father as someone they can inherit from.

If Mike and Carol are the parents (natural or adopted) of the children, it means that for purposes of inheritance from Mr. and Mrs. Brady, Cindy is no different than Bobby, Marcia no different from Peter. If they were not adopted, however, Mike’s kids are his kids only and Carol’s hers. It would have huge ramifications if the Bradys did not do any estate planning. In this scenario, Mike dying on a job site for his architecture business would mean that his assets go to his wife and his boys with nothing going to the girls. In addition, with no adoptive mother, the boys would be minors with no guardian named for them, a huge no-no.



3. George Glass – Jan Brady had issues. There is no other way to put it. As if being the middle child wasn’t tough enough, Jan was second to the beautiful Marcia Brady and then was seemingly lost in the shuffle when her mother married Mr. Brady. Jan did all sorts of things to get attention, the most notorious of which was to claim she had an (imaginary) boyfriend named George Glass. Many of our estate planning documents will carve out a right for the executor (of your estate) or the trustee (of your trust) to hold back or otherwise dispose of an inheritance to a third party if they believe that the actual beneficiary is under a legal disability or is unable to use such inheritance in their best interests and advantage. It is a safety valve to make sure that your beneficiary who is dating imaginary people doesn’t receive assets just yet. ■



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What Home Inspection Reports Really Mean – and Why Buyers Often Misinterpret Them



Written by **Bryon Phelps, Lic. RE Salesperson** – Sterling Real Estate Group

Many homebuyers walk into the inspection phase believing they're about to get a clear answer: Is this house good or bad? What they usually receive is something very different.

A home inspection report is not a final judgment. It's a detailed collection of observations, written carefully and often cautiously, meant to highlight conditions that may require attention. The problem is, without proper context, those observations are frequently misunderstood — and that misunderstanding can derail otherwise solid transactions.

Having spent time both inspecting homes and working in real estate, I've seen firsthand how easily this disconnect happens.

The Language Isn't as Definitive as It Sounds

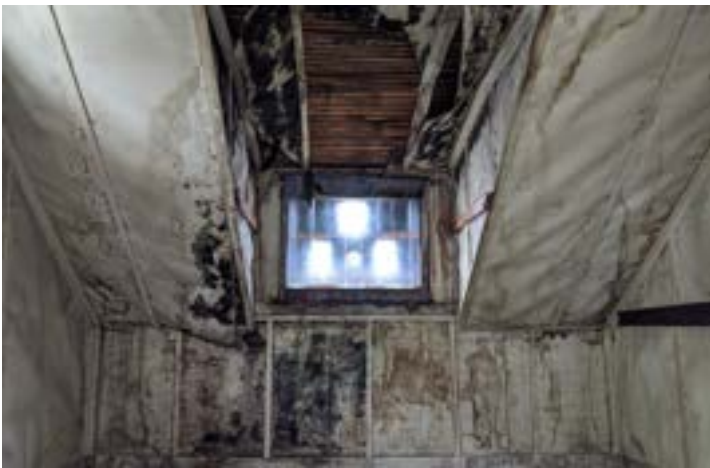
Home inspectors operate within a specific scope. They are not structural engineers, electricians, or mold remediation experts. Their role is to visually assess what is accessible and note anything that could indicate a potential issue.

Because of that, their language tends to be measured and deliberate.

Instead of declaring a structural failure, an inspector might describe visible conditions and recommend further evaluation, and this distinction matters. A statement suggesting that something “should be reviewed by a qualified professional” is not the same as confirming a serious defect, but to a buyer reading the report for the first time, it can feel that way.

This isn't designed to alarm anyone; it's the opposite. Inspectors are doing their job correctly by staying within their lane and avoiding conclusions they are not licensed to make.

The challenge is that buyers often interpret cautious wording as confirmation of worst-case scenarios.



When Uncertainty Turns Into Panic

Where things tend to go off track is in the gap between observation and diagnosis.

A report might flag something that “warrants further evaluation.” From there, buyers often turn to quick online searches, where they’re immediately met with extreme repair estimates. Numbers escalate quickly, and before long, a manageable issue starts to feel like a financial disaster.

In reality, the range of possible outcomes can range from a relatively minor fix or something more substantial, but without a proper evaluation, there’s no way to know which it is.

That step is often skipped, and it’s where unnecessary deals fall apart.

The correct approach is straightforward: bring in the right specialist, get an informed opinion, or a few opinions, and base decisions on actual data instead of assumptions.

Why Mold Comes Up So Often

In climates like upstate New York, it’s not unusual for inspectors to note the presence of mold or moisture-related concerns.

That alone can trigger concern, but not all mold situations are equal. A small, isolated area is very different from a widespread moisture issue. Both may appear in a report, but they don’t carry the same weight.

Another important point: inspectors are not the ones who determine the scope or cost of remediation. Their role is to flag the issue, not solve it.

The next step should always involve a qualified professional who can assess the situation properly and provide accurate guidance.

The Role of Good Representation

This is where experience matters. A knowledgeable agent doesn’t just forward an inspection report and wait for a reaction; they should help interpret it.

That means breaking down the findings into categories like routine maintenance, minor repairs, and items that truly warrant further attention. Most reports are already broken down this way and contain far more of the first two than buyers expect.

It also means having the right connections. Knowing which specialists to call and how to move quickly during the inspection period can make all the difference. Most importantly, it means keeping the process grounded. An inspection report is not the end of a deal. It’s part of the negotiation.

A Tool, Not a Verdict

At its core, a home inspection should help provide clarity, not create confusion. When approached with the right mindset and the right guidance, it becomes one of the most valuable tools in a real estate transaction. It helps buyers understand what they’re purchasing and gives both sides a chance to move forward with realistic expectations.

The issue isn’t the inspection itself. It’s how the information is interpreted, and getting that part right can be the difference between a deal that falls apart and one that successfully closes. ■





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Written by **Cerrone Plumbing & HVAC** ■ Photos provided

When something goes wrong in your home — whether it's a broken air conditioner during a summer heat wave, a furnace failure in the middle of winter, or a plumbing issue that can't wait — homeowners need a company they can trust to respond quickly and do the job right.

For families across Upstate New York, that trusted name has become Cerrone Plumbing, Heating & Air Conditioning.

As a locally trusted company, Cerrone Plumbing, Heating & Air Conditioning proudly provides professional plumbing, heating, cooling, and indoor comfort services for homeowners throughout the community. Our team is committed to helping local families stay safe, comfortable, and worry-free all year long.

More Than a Service Company — A Community Partner

At Cerrone, we believe being a local business means more than simply providing repairs and installations. It means building lasting relationships with the homeowners and neighborhoods we serve.

Our technicians live and work in the same communities as our customers. We understand the challenges Upstate New York homeowners face — from freezing winter temperatures to humid summer heat — and we know how important reliable home comfort systems are for your family.

That's why our team focuses on honest recommendations, dependable workmanship, and customer-first service on every call.

Complete Home Comfort Services

Cerrone Plumbing, Heating & Air Conditioning offers a full range of residential services designed to keep your home running efficiently and comfortably year-round.

Heating Services

New York winters demand dependable heating systems. Our team services and installs:

- Furnaces
- Boilers
- Heat pumps
- Ductless mini-split systems
- Smart thermostats

Whether your system needs a repair, maintenance, or replacement, Cerrone helps homeowners stay warm while improving energy efficiency.

Air Conditioning Services

Summer temperatures can place heavy strain on air conditioning systems. We provide:

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- New air conditioner installations
- Seasonal maintenance and tune-ups
- Ductless cooling systems
- Indoor air quality solutions

Preventative maintenance can help homeowners avoid costly breakdowns during the hottest months of the year.

Plumbing Services

From small leaks to major plumbing emergencies, our experienced plumbers are ready to help with:

- Water heater repair and installation
- Leak detection
- Fixture replacements
- Pipe repairs
- Emergency plumbing services

Our goal is to provide fast, reliable solutions that protect your home and give you peace of mind.



Why Homeowners Choose Cerrone

Choosing a home service company is an important decision. Homeowners want experienced professionals who respect their home, communicate clearly, and stand behind their work.

Customers continue to choose Cerrone Plumbing, Heating & Air Conditioning because of our:

- Experienced and trained technicians
- Friendly, professional service
- Honest recommendations
- Prompt response times
- Commitment to customer satisfaction
- Reliable local reputation

We understand that inviting someone into your home requires trust, and we work hard every day to earn it.

Don't Wait for a Breakdown

Many homeowners wait until a major issue occurs before calling for service. However, preventative maintenance can often help identify small problems before they turn into expensive repairs.

Scheduling seasonal inspections for your heating, cooling, and plumbing systems can improve efficiency, extend equipment life, and help your family avoid unexpected emergencies.

Proud to Serve Upstate New York

At Cerrone Plumbing, Heating & Air Conditioning, we're proud to serve the community we call home. Whether you need emergency repairs, routine maintenance, or a complete system upgrade, our team is here to help keep your home comfortable in every season.

To learn more about our services or schedule an appointment, contact Cerrone Plumbing, Heating & Air Conditioning today.

About Cerrone Plumbing, Heating & Air Conditioning

Cerrone Plumbing, Heating & Air Conditioning provides trusted plumbing, heating, cooling, and indoor comfort services for homeowners throughout Upstate New York. With a focus on quality workmanship, dependable service, and community commitment, Cerrone is proud to help local families stay comfortable year-round. ■

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#5

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3.7 Good

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#3



4.8 Excellent



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- ✓ Keller Williams affiliation for global market access
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#4



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Builders & Remodelers

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#2

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4.5 Great

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by Katie Tansey

The Biggest HR Mistakes Growing Companies Make, Before They Hit 25 Employees



As businesses grow, many leaders focus heavily on sales, operations, customer experience, and cash flow. Human Resources often becomes something handled “as needed” until a problem arises.

The reality is that many of the HR challenges companies face later are rooted in processes, policies, and practices that were never formalized during the early stages of growth.

Here are some of the most common HR mistakes growing businesses make before they hit 25 employees and why addressing them early matters.

1

Waiting Too Long to Formalize HR

Many small businesses operate successfully for years without a dedicated HR professional. In the beginning, this often works because teams are small, communication is direct, and decisions happen quickly.

But growth changes things.

As headcount increases, informal processes that once worked can quickly create inconsistencies, confusion, and risk. Hiring decisions, employee performance conversations, pay practices, PTO administration, and onboarding all become more complex.

One of the biggest misconceptions we see is the belief that HR only becomes necessary once a company reaches a certain size. In reality, HR infrastructure should evolve alongside the business, not after issues begin surfacing.



2

Inconsistent PTO and Pay Practices

Many growing businesses unintentionally create inequities by handling employee requests differently from one person to another.

One employee may be permitted to take unpaid time off while another is denied. One manager may allow flexibility while another applies policies more strictly. Over time, these inconsistencies can impact morale, create employee relations issues, and potentially expose the organization to compliance concerns.

Clear policies, manager alignment, and consistent administration are critical as organizations grow.

3

Poor Onboarding Processes

A strong onboarding experience sets the tone for the employee experience.

Unfortunately, onboarding is often treated as a checklist rather than a structured process. New hires may arrive without proper communication, system access, training plans, or clarity around expectations.

This creates frustration not only for the employee, but also for the managers and teams supporting them.

Effective onboarding should help employees:

- Understand the organization and culture
- Complete required documentation
- Gain clarity around expectations
- Access systems and tools
- Feel connected and supported early on

A strong onboarding process can positively impact retention, engagement, and productivity.

4

Missing or Incomplete Documentation

Documentation tends to become a problem only after an issue arises.

We frequently see growing businesses without:

- Updated employee handbooks
- Signed policies
- Accurate I-9 documentation
- Wage notices
- Consistent performance documentation
- Clear job descriptions

When documentation practices are inconsistent, organizations often struggle to support employment decisions or demonstrate compliance.

Building strong documentation habits early creates structure and helps support both employees and leadership teams.

5

Managers Handling Employee Relations Without Guidance

As organizations grow, managers often become responsible for employee conversations they've never navigated.

Performance concerns, attendance issues, accommodations, interpersonal conflict, and disciplinary conversations require consistency, professionalism, and awareness of employment laws.

Without guidance, even well-intentioned managers may unintentionally create risk through inconsistent communication or emotional decision-making.

Manager support and HR partnership become increasingly important as businesses scale.

6

Hiring Without Structure

Many businesses hire within the 'friend circle' or reactively early on and during periods of growth. Positions may be posted quickly, interview processes vary between candidates, and compensation decisions are made inconsistently.

Over time, this can create:

- Internal pay inequities
- Poor hiring decisions
- Weak candidate experiences
- Confusion around responsibilities
- Difficulty scaling teams effectively

A structured hiring process does not need to be overly corporate. Even simple improvements like consistent interview questions, clear job descriptions, and defined compensation ranges can create better hiring outcomes.

Growth Creates Complexity

Growing businesses face enough operational challenges without preventable HR issues creating additional friction.

The good news is that many of these challenges can be addressed proactively with the right systems, structure, and support in place.

At HR Resolved, we work with growing businesses to help build practical HR processes that support compliance, employee experience, and long-term operational success. Because HR should grow with your business, not behind it. ■

JUNE

UPCOMING NETWORKING EVENTS



SARATOGA COUNTY CHAMBER OF COMMERCE

Wellness Expo Mixer

4:30 – 6:30 PM
The Roosevelt Baths
39 Roosevelt Drive,
Saratoga Springs
Free Admission



Register Here!

**11
JUNE**

Chamber Golf Tournament

9 AM – 1 PM
Brookhaven Golf Course
333 Alpine Meadows Road,
Porter Corners

Fees & Admission: \$150 Per Player

*Presented by BPI Mechanical Service, this
is a half day, 9 hole tournament with plenty
of networking possibilities!*

**17
JUNE**


Register Here!

CAPITAL REGION CHAMBER

Business After Hours at The Bunker Latham

5 – 7 PM

The Bunker Latham
195 Troy-Schenectady Road, Latham

Fees/Admission:

Open to Chamber Members Only
\$15 Online pre-registration,
\$20 Walk-in (day of)

**10
JUNE**


Register Here!

Women's Business Council: Homecoming, A Journey Back to Yourself

11:30 AM – 1 PM

Fairways of Halfmoon
17 Johnson Road, Halfmoon

Fees/Admission:

\$48 Chamber Members,
\$58 Non-members

**16
JUNE**


Register Here!

MEETING POINT

Glens Falls Chapter

11 AM
EOS Office -
9 Broad Street
Union Square -
2nd Floor, Glens Falls

**15
JUNE**

Saratoga Springs Chapter

8:30 AM
Saratoga National
Bank, 171 S Broadway,
Saratoga Springs

**18
JUNE**

MeetingPoint Happy Hour

4 – 6 PM
Druthers Brewery
Clifton Park 12 Southside Drive,
Clifton Park

**18
JUNE**

Albany Chapter

8:30 AM
22 Corporate
Woods Blvd,
Suite 501, Albany

**18
JUNE**

ARCC EVENTS

Triple Chamber Mixer with the ARCC, Lake George & Bolton Landing Chambers of Commerce

**04
JUNE**

5 – 7 PM
The Sagamore Resort
110 Sagamore Road, Bolton Landing
Fees & Admission: \$20 per person

ARCC Women's Business Council Collaborative Ladies Mixer at Wiawaka

**11
JUNE**

4 – 6 PM
Wiawaka Center for Women
3778 NY-9L, Lake George

Young Professionals Network Spring Mixer

**25
JUNE**

4 – 6 PM
Dancing Grain
Farm Brewery
180 Old West Road, Moreau
Fees & Admission:
\$15 for ARCC Members and
\$25 for Not-Yet Members

LAKE GEORGE REGIONAL CHAMBER OF COMMERCE & CVB

Spring Economic Outlook Breakfast Industry Conversation

8 – 10 AM
Courtyard by Marriott Lake George
365 Canada, Lake George

Registration Required



Register Here!

**16
JUNE**

ADDITIONAL EVENTS

FRI

BNI

Meets every Friday at 7:30 AM
Southern Adirondack Realtors
296 Bay Road, Queensbury

12
JUNE

HR Caf : Networking & Connections

Work That Works — For People and Profits

9:15 – 11:15 AM
Crandall Public Library
Holden Room - Second Floor
251 Glen Street, Glens Falls
Free Admission



Reserve A Spot!

24
JUNE

Business Networking: Elevating Your Potential with Strive Networking

6 – 8 PM
The Loft @205
205 Lark Street, #2nd Floor, Albany

Fees & Admission:
\$18 Online pre-registration,
\$23 Walk-in (day of)



Reserve A Spot!

AMERICAN MARKETING ASSOCIATION
NY CAPITAL REGION

AMA Summer Mixer

6 – 8 PM
Wolff's Biergarten, 165 Erie Blvd, Schenectady

Fees & Admission:
AMA Members \$15, General Public \$25



Get Tickets!

04
JUNE

**AMA Coffee and Connections
New York Capital Region - Albany**

8:30 – 9:30 AM
Amped Coffee House
652 Albany Shaker Road, Floor 1, Albany

Free Admission



Reserve A Spot!

11
JUNE

**AMA Coffee and Connections
New York Capital Region - Clifton Park**

8:30 – 9:30 AM
Mocha Lisa's Caff  & Books
22 Clifton Country Road #78, Clifton Park

Free Admission



Reserve A Spot!

23
JUNE

FIVETOWERS
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Facilitating the growth and development of Blue Collar businesses. We will showcase REAL Blue Collar businesses in interviews, and use these stories to help educate and empower the next generation of trades workers to become Blue Collar business owners.



EPISODE 126

Simple Marketing for Blue Collar Businesses

In this episode, hosts Michael Nelson and Derek Foster break down what marketing actually looks like when you're starting a blue-collar business, from building a simple website to leveraging personal social media for real leads. Listen in as they discuss what's worth your time, what's a waste of money, and how to grow your visibility without overcomplicating the process.



SCAN TO LISTEN!



EPISODE 127

Define the Problem, Fix the Fire

In this episode, hosts Michael Nelson and Derek Foster sit down with Bill Tansey to discuss bringing structure to a chaotic business and defining the real root of your operational fires. They dive into the critical differences between just being busy and actually being productive, and how to know when wearing every hat becomes a liability instead of a hustle.



SCAN TO LISTEN!



EPISODE 128

How a Father-Son Team Built a \$25M Trade Business

In this episode, Scott Sypniewski and Scott Sypniewski Jr. share how they built SSLC Plumbing into a \$25M+ plumbing business by combining extreme ownership, leadership development, and strong company culture. From overcoming personal struggles to scaling fast in the trades, this father-son team breaks down real strategies for growing a service business, implementing EOS, and creating a team that drives long-term success.



SCAN TO LISTEN!



EPISODE 129

HVAC Business Growth Strategies That Work

In this episode, hosts Michael Nelson and Derek Foster sit down with Lawrence Castillo to talk about scaling an HVAC business through customer service, recruiting, training, and operational structure. Lawrence shares how Brody-Pennell HVAC grew from a legacy company with 250 Google reviews into a dominant Southern California brand with over 5,000 five-star reviews while building a people-first culture focused on long-term growth.



SCAN TO LISTEN!

LISTEN ON





Saratoga, Warren, and Washington County have no shortage of fantastic goods & services to offer! In this podcast, our host Mike Nelson will clue you in on the gems hidden **in your very own community!**



EPISODE 73

Inside the World Awareness Children’s Museum

In this episode, host Mike Nelson sits down with Bethanie Lawrence to explore how the World Awareness Children’s Museum is bringing global culture and creativity to kids in the local community. They dive into nonprofit leadership, navigating challenges like the pandemic, and the importance of arts education in childhood development.



SCAN TO LISTEN!



EPISODE 74

How Jay Ingleston Emotionally Connects With Readers

In this episode, Author Jay Ingleston returns to the show to talk about his latest book, *Just for Today: Small Words for Heavy Days*, his evolving writing process, and the emotional impact of creating work centered around grief, growth, and connection. The conversation dives into everything from self-publishing and AI tools to the challenges of writing fiction and the mindset shifts that have shaped his career.



SCAN TO LISTEN!



EPISODE 75

30 Years of Impact: Inside Ndakinna Education Center

In this episode, James Bruchac returns to the show to talk about over 30 years of youth camps, survival education, and cultural storytelling at Ndakinna Education Center. From wilderness skills to Native traditions, he shares how hands-on outdoor experiences are shaping more confident, capable kids in today’s world.



SCAN TO LISTEN!



EPISODE 76

The Secret to Repairing Bad Credit

In this episode, host Mike Nelson sits down with Chris Mastantuono and Ron Monaco of Requalify 360 to uncover how everyday Americans are combating the affordability crisis by repairing their credit scores. Discover expert strategies for disputing report inaccuracies, understanding credit utilization, and taking back your financial buying power.



SCAN TO LISTEN!



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