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IRONMAN 70.3 Triathlon

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see pg. 20

DR. MICHAEL BROPHY

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PUBLISHING & ADVERTISING

Michael Nelson
michael@fivetowers.us

EDITORS

Michael Nelson

Kelsey Sherman

Taylor Stone

DESIGN

Kacie Cotter-Harrigan
Publication Design

Kelsey Sherman
kelsey@fivetowers.us
Publication, Ad & Web Design

Taylor Stone
Ad Design & Web

CONTRIBUTING WRITERS

Amanda Blanton **Michael Nelson**

Derek Foster **Stephen Tomb**

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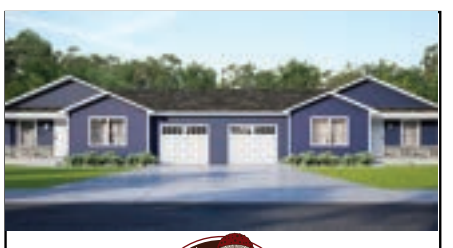
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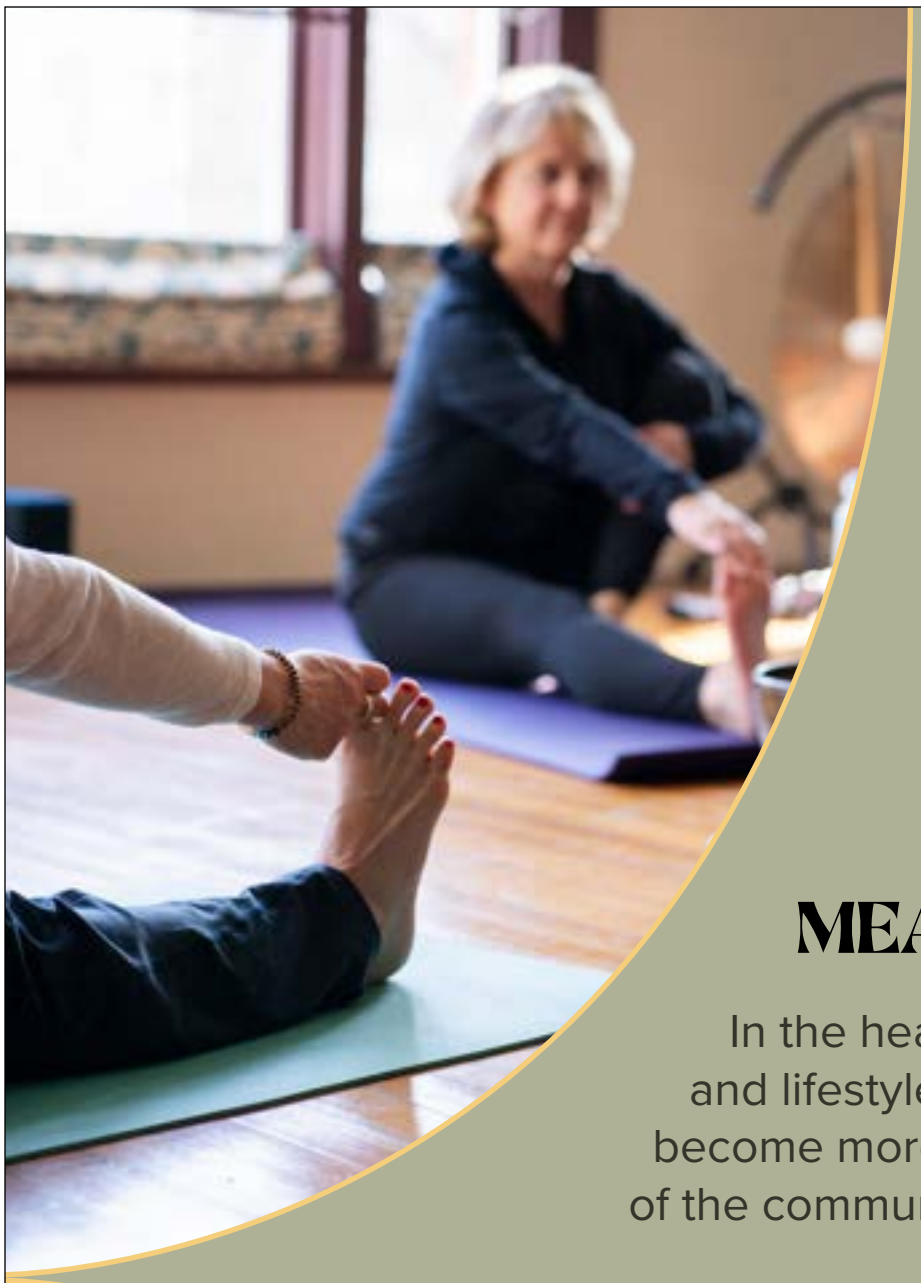
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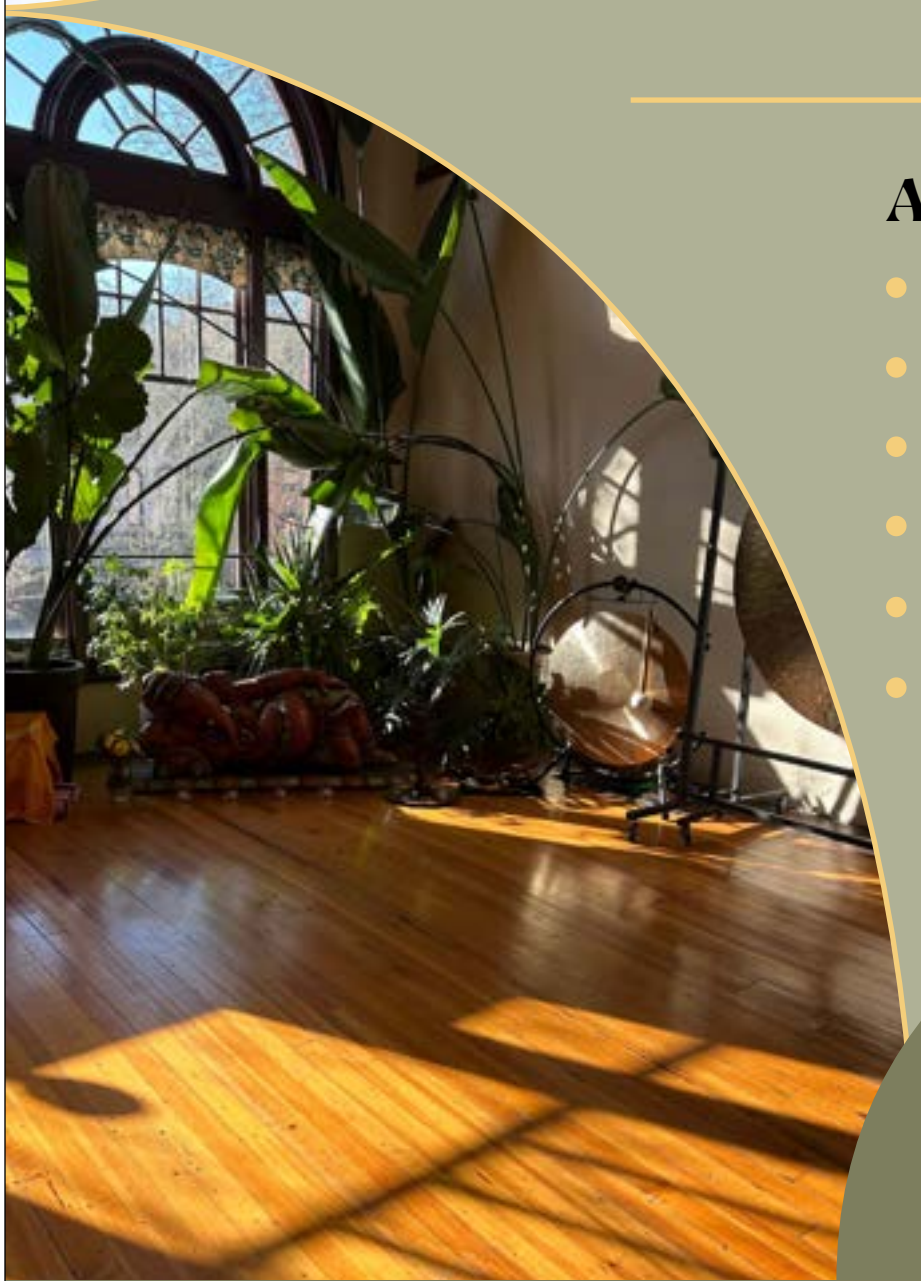


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SARATOGA ECONOMIC DEVELOPMENT CORPORATION (SEDC)

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The SEDC is a non-profit organization driving economic growth in Saratoga County since 1978. SEDC supports businesses with services like project management, incentive negotiation, site selection, workforce recruitment, and small business assistance. Backed by nearly 300 stakeholders, SEDC has facilitated over 400 projects, creating 18,500+ jobs and $18 billion in investments, all to enhance the local economy and quality of life.

SCORE

Contact: Richard Sellers
richard.sellers@scorevolunteer.org

38 local SCORE volunteer mentors help small businesses and entrepreneurs start and grow their businesses. SCORE is a nonprofit and all services are free and confidential.

LAKE GEORGE REGIONAL CHAMBER OF COMMERCE & CVB

518-668-5755 | LakeGeorgeChamber.com

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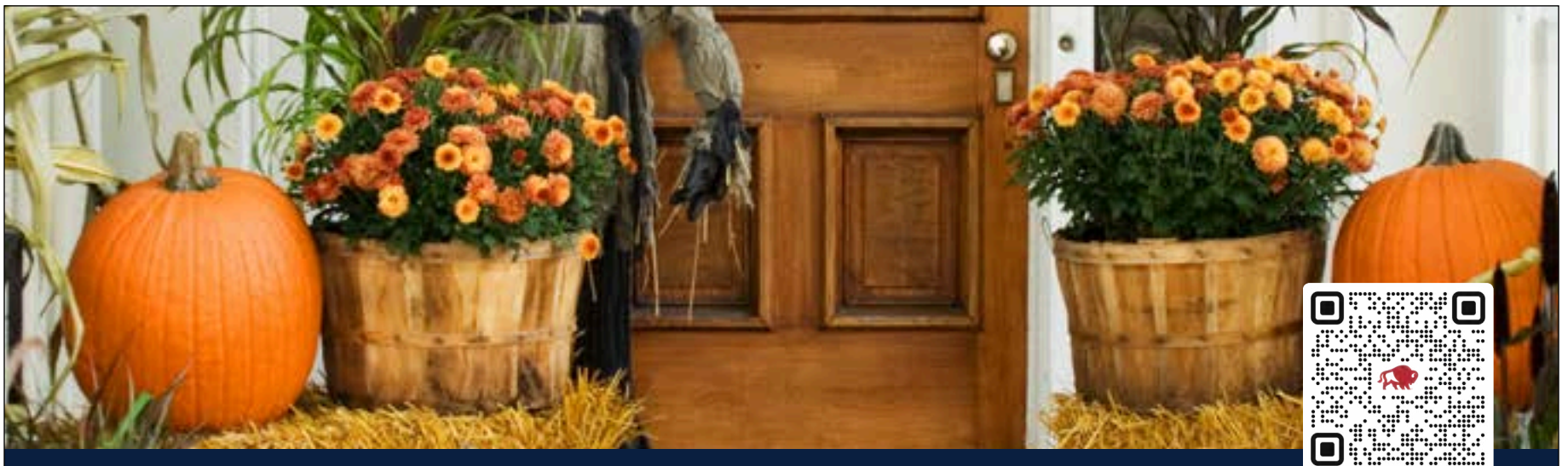


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Lake George, New York Set to Host New IRONMAN 70.3 Triathlon in 2027

Submitted by The IRONMAN Group • Proofed by the Buying Local Team

The inaugural edition of the Cuisine Solutions IRONMAN 70.3 Lake George triathlon is scheduled to take place on June 13, 2027. General registration will open on October 29, 2026, at www.ironman.com/races/im703-lake-george.

Register Here!

IRONMAN announced today that the Village of Lake George, N.Y. and the Southern Adirondack region will host the newest IRONMAN® 70.3® race in the coming year. The new Cuisine Solutions IRONMAN 70.3 Lake George triathlon is scheduled to make its debut on Sunday, June 13, 2027, beginning in the Village of Lake George and traversing the surrounding Adirondacks region. General registration for the new event will open on October 29, 2026, at www.ironman.com/races/im703-lake-george.

Located just north of the New York State Capital, Albany, the Village of Lake George is a gateway to discover the famous Adirondack Mountains. The town's warmth and authenticity make it an ideal setting for a brand-new IRONMAN 70.3 event, allowing athletes to have an experience they will never forget.

"Lake George and the Adirondacks provide a great backdrop for an IRONMAN 70.3 event, with a course that is both challenging and rewarding," said Scott Straugh, Regional Director at The IRONMAN Group. "We appreciate the support and hospitality from the Village of Lake George and the surrounding communities. We look forward to creating an event that athletes enjoy and that brings lasting value to the region."

"Bringing IRONMAN 70.3 to the Lake George area has been a goal I've been proud to champion, and seeing it become a reality is incredibly rewarding," said Vinnie Crocitto, Jr., Town of Lake George Supervisor. "This opportunity reflects the commitment of our local partners and a community that knows how to welcome visitors. We're excited to introduce athletes and their families to everything that makes this region special, while creating new opportunities for our hotels, restaurants, shops and attractions. We want them to leave with wonderful memories and a reason to return."

Nicknamed the "Queen of American Lakes," Lake George has been a popular vacation spot for almost 200 years. The area of the Adirondack Mountains is known as the *Birthplace of American Vacation* and continues to attract millions of visitors every year. Lake George's warm and authentic character allows tourists to feel a great sense of hospitality while they are visiting. Lake George also offers a plethora of outdoor adventure and activities that both tourists and athletes alike may enjoy. Athletes are encouraged to extend their stay to enjoy the picturesque hiking trails, paddling, cycling, boating, and all-around exploration that the Adirondacks have to offer. Just 54 miles north of Albany, Lake George offers a peaceful mountain getaway from the state capital of New York. Lake George's welcoming outdoor lifestyle makes it an ideal venue for hosting the Cuisine Solutions IRONMAN 70.3 Lake George triathlon.

About the Course: Athletes taking on the inaugural Cuisine Solutions IRONMAN 70.3 Lake George triathlon will experience a course that will showcase the region's iconic natural beauty and vibrant lakeside atmosphere. The race begins with a single-loop swim in the crystal-clear waters of Lake George before athletes embark on a scenic one-loop, 56-mile bike course through the Adirondack region. The two-loop run course highlights some of Lake George's most recognizable landmarks and gathering spaces, providing plenty of spectator viewing opportunities and energy throughout the day. The event culminates at a memorable finish line at Charles R. Wood Park, where athletes, families, and fans can enjoy a lively race-day atmosphere just steps from the village's restaurants, shops, hotels, and waterfront attractions.

The 2027 Cuisine Solutions IRONMAN 70.3 Lake George triathlon will offer qualifying slots to the 2027 IRONMAN 70.3 World Championship race in Chattanooga, Tenn.

For more information on the 2027 Cuisine Solutions IRONMAN 70.3 Lake George triathlon, please visit ironman.com/races/im703-lake-george. Athlete inquiries may be directed to lakegeorge70.3@ironman.com.

To learn more about the IRONMAN® and IRONMAN® 70.3® brands and series of events, please visit www.ironman.com. Media inquiries may be directed to press@ironman.com.



About The IRONMAN Group

The IRONMAN Group is the world's largest operator of participation sports with a portfolio of brands, events, media, partners, merchandise, and digital platforms operating in over 50 countries worldwide. A global portfolio consisting of hundreds of events includes the IRONMAN® Triathlon Series, the IRONMAN® 70.3® Triathlon Series, 5150® Triathlon Series, IRONKIDS®, premier running events including the Rock 'n' Roll® Running Series and City2Surf®, the UTMB® World Series of trail running, the Epic Series™ of mountain biking including the Absa Cape Epic®, and a collection of road cycling and other multisport races. Since the inception of the iconic IRONMAN® brand and its first event in 1978, millions of athletes have proven that ANYTHING IS POSSIBLE® by crossing finish lines around the world. From its beginnings as a single race among friends in Hawai'i, The IRONMAN Group has become a global sensation and collection of high-growth lifestyle brands that inspire people to unlock their potential in life. For more information, visit www.ironman.com/about/ironman-group. ■

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Announces Inaugural "Battle of Saratoga" at Wilton Mall November 8

Submitted byWarrior Grappling • Proofed by the Buying Local Team

Photos provided

New Capital Region Brazilian Jiu-Jitsu tournament promotion, founded by third-degree black belts Jesse Bowman Bruchac, Edward Anthony, and James Bruchac, will feature Gi and No-Gi competition, double elimination, custom awards, team trophies, and cash prizes.

A new era of Brazilian Jiu-Jitsu competition is coming to New York's Capital Region this fall as Warrior Grappling (WarriorGrappling.com) officially launches with its inaugural tournament, The Battle of Saratoga, on Sunday, November 8, 2026, at Wilton Mall, 3066 NY-50, Saratoga Springs, New York.

Founded by third-degree Brazilian Jiu-Jitsu black belts Jesse Bowman Bruchac, Edward Anthony, and James Bruchac, Warrior Grappling was created to raise the standard of regional grappling competition while providing a professionally run tournament experience for athletes of every age and experience level—from children entering their first competition to seasoned champions and black belts.

The Battle of Saratoga will be Warrior Grappling's first major event and the beginning of a new tournament series serving competitors throughout New York's Capital Region, the Adirondacks, Hudson Valley, New York State, New England, and the greater Northeast.

"We wanted to build the kind of tournament we would want our own students and families to attend," said Warrior Grappling co-founder Edward Anthony. "That means strong competition, a professional atmosphere, opportunities for athletes of every level, and an event that competitors will want to return to. The Battle of Saratoga is our first event, but we are building Warrior Grappling for the long term."

Cash Prizes, Double Elimination, and Competition for All Levels

The Battle of Saratoga will feature Gi and No-Gi competition, with divisions for athletes across age, experience, and belt levels. Unlike the traditional single-elimination format used at many grappling tournaments, Warrior Grappling will feature double-elimination competition, giving athletes additional opportunities to compete and making the trip to Saratoga more rewarding for competitors and teams.

Warrior Grappling will also award cash prizes in the Men's and Women's Adult Absolute divisions, bringing an additional level of excitement to the promotion's inaugural event.

Competitors will vie for specially designed Battle of Saratoga awards, while top-performing academies will compete for distinctive Warrior Grappling team trophies.

The promotion is also placing a strong emphasis on athlete safety and cleanliness. Founding sponsor Matador will provide Ready, Step, Clean technology at every competition mat, helping Warrior Grappling maintain an exceptionally clean and professional competition environment throughout the event.

Bringing a New Grappling Tradition to Saratoga

Hosting the inaugural Battle of Saratoga at Wilton Mall places competitive Brazilian Jiu-Jitsu in one of the region's most accessible public venues and gives families, spectators, and members of the public an opportunity to experience the sport up close.

The tournament's name reflects its Saratoga County setting and pays tribute to the region's extraordinary history.

The Battle of Saratoga invokes the determination, courage, and fighting spirit associated with the Saratoga campaign of 1777 while establishing a new competitive tradition for today's athletes.

"We wanted our first tournament to belong to this region," Bruchac said. "Saratoga has a history recognized around the world, and the idea of the warrior—discipline, courage, resilience, respect, and the willingness to test yourself—is at the heart of grappling. We could think of no better place or name for the beginning of Warrior Grappling."

About Warrior Grappling

Warrior Grappling is a new Brazilian Jiu-Jitsu and submission grappling tournament promotion founded by third-degree black belts Jesse Bowman Bruchac, Edward Anthony, and James Bruchac.

Built by competitors, coaches, and event professionals, Warrior Grappling was created to deliver high-quality, professionally organized tournaments for athletes of every age and experience level throughout New York's Capital Region and beyond.

The Battle of Saratoga is only the beginning. A new era of competition begins November 8.



Registration Now Open

Register at: WarriorGrappling.com

Registration is now open for the inaugural Warrior Grappling Battle of Saratoga:

Sunday, November 8, 2026 Wilton Mall
3066 NY-50, Saratoga Springs, NY 12866

Register Here!

The tournament will feature Gi and No-Gi competition, youth and adult divisions, women's and masters divisions, double elimination, custom awards, team trophies, and cash prizes in the Men's and Women's Adult Absolute divisions. ■



WMHT Public Media Debuts New Learning Center Honoring the Legacy of Late PBS Visionary Executive, Dr. Sylvia M. Bugg

Submitted byWMHT Public Media • Proofed by the Buying Local Team



The Dr. Sylvia M. Bugg Learning Center at WMHT Public Media

WMHT Public Media, the premier multichannel public broadcasting provider serving Eastern New York and Western New England, is proud to launch The Dr. Sylvia M. Bugg Learning Center, named in honor of the late PBS executive.

The Dr. Sylvia M. Bugg Learning Center is a vital community hub in New York's Capital Region, dedicated to closing the digital divide and advancing educational equity for young learners. Operating in a safe, distraction-free environment, the center combines hands-on training with high-quality public media and interactive, self-paced STEM and early literacy curricula. This experiential space serves as an invaluable educational extension for local schools and alternative learning environments. It also provides a crucial community anchor for home-educated students, offering a structured, collaborative environment to socialize, conduct group experiments, and participate in peer-to-peer learning.

As Chief Programming Executive and General Manager of General Audience Programming at PBS, Dr. Sylvia M. Bugg's visionary leadership cemented public media as a trusted pillar of knowledge, inspiration, and impactful storytelling. She leaves a profound legacy as a fierce champion for diversity, ensuring that programming reflected a wide spectrum of cultural perspectives. A lifelong advocate for education, Sylvia prioritized community-enriching content while constantly pursuing her own personal and professional growth.

"I am deeply honored to celebrate Sylvia's incredible legacy through the launch of the Dr. Sylvia M. Bugg Learning Center at WMHT. Sylvia's enduring commitment to education and her selflessness in helping others align perfectly with the very core of our mission. Dedicating the Learning Center in her name felt not just fitting, but essential—a true reflection of a life beautifully lived in service to others," said Anthony V. Hayes, WMHT President and CEO. Dr. Bugg's family made the trip from her native Virginia to attend the dedication and ribbon-cutting ceremony at WMHT on October 2nd.

"Our family is deeply grateful to the President, Board of Trustees, and staff at WMHT for the beautiful tribute to Sylvia. Dedicating the Learning Center in her honor perfectly reflects her lifelong passion for education and helping others thrive," said Rita Stephenson, Sylvia Bugg's sister. "Knowing that future generations will learn and grow in a space bearing her name brings us comfort and immense joy. Sylvia would be deeply humbled and proud to see her love for learning live on. Thank you from the bottom of our hearts for your kindness, generosity, and for keeping her bright legacy alive."

Also in attendance was Susi Elkins, PBS Senior Vice President, Station Services, who led a keynote dinner address honoring WMHT's Edison Society members following the dedication.

"Sylvia spent her career creating opportunities for new storytellers, especially young and diverse voices, so they could have a seat at the table. It is deeply fitting that WMHT has named its new learning center in her honor, so that future generations will find a door open to them," said Susi Elkins, PBS Senior Vice President, Station Services.

WMHT is teaming up with Tech Valley High School's Innovative Solutions program—which pairs senior students with local business partners for a capstone project—to bring in student voices and help expand the Dr. Sylvia M. Bugg Learning Center.

WMHT's longstanding commitment to education can be found through free PBS KIDS programming, locally developed PBS LearningMedia content, station field trips, and in-community early literacy workshops. To learn more, visit wmht.org/education.

About WMHT Public Media

WMHT connects communities through educational programming, trusted storytelling, and award-winning local documentaries, while expanding its reach on the radio dial with Classical WMHT-FM, regional roots and rock on WEXT Radio, and a vital reading pipeline for the blind and print-disabled through the RISE radio information service.

Additional information can be found at wmht.org. ■

Ballston Spa Education Foundation is Seeking Youth and Adult Board Members

Submitted byBallston Spa Education Foundation • Proofed by the Buying Local Team



Are you passionate about making a difference in your community? Do you have ideas, energy, and a desire to help shape the future? We invite you to apply to become a Youth Board Member with the Ballston Spa Education Foundation.

Youth board members play a valuable role in bringing fresh perspectives, innovative ideas, and the voice of young people to our leadership team. This is an exciting opportunity to develop leadership skills, gain experience in nonprofit governance, collaborate with community leaders, and make a meaningful impact.

As a Youth Board Member, you will:

- Participate in board meetings and discussions
- Share insights and ideas from a youth perspective
- Assist with community outreach and special events
- Help support our mission and programs
- Build leadership, communication, and teamwork skills

We are seeking motivated young people who are interested in serving their community, learning about nonprofit leadership, and contributing to important initiatives. Previous board experience is not required—just enthusiasm, commitment, and a willingness to participate.

Serving as a Youth Board Member is an excellent way to gain valuable experience for college applications, scholarships, resumes, and future career opportunities while making a positive difference in the lives of others.

We encourage all interested adults and students to apply. We welcome diverse backgrounds, experiences, and perspectives and look forward to hearing how you can help strengthen our organization.

The mission of the BSEF is to support educational enrichment for the students of Ballston Spa. Through grants to educators, we fund projects that are outside the scope of the Ballston Spa Central School District's budget. Specifically, projects that impact students' intellectual, emotional, physical, or social development—increasing the depth and/or variety of subjects or some other form of educational benefit.

We like to think of ourselves as the "cherry on top" of what is regularly funded by the District. We don't fill holes in school funding; we amplify the education experiences of children.

For more information or to request an application, please contact us at

bspaedfoundation@gmail.com

We hope you will consider joining us and becoming part of the next generation of community leaders. ■

Join Our Board and Make a Difference in Your Community: Adult and Youth Leaders Wanted

EVERY CHILD DESERVES THE *Opportunity to Learn*



HOW NOURISHING MINDS TUTORING IS BRINGING EDUCATORS, FAMILIES, AND COMMUNITIES TOGETHER

Article written by Fawn Montanye, Director of Strategic Partnerships & Growth • Proofed by the Buying Local Team



Written by
Fawn Montanye, Director of Strategic Partnerships & Growth Nourishing Minds Tutoring

In Saratoga Springs and throughout our region, education is something families value deeply. We understand what a great teacher means to a child, how confidence grows with the right encouragement, and the opportunities that come with a strong educational foundation.

Access to that support, however, isn't equal.

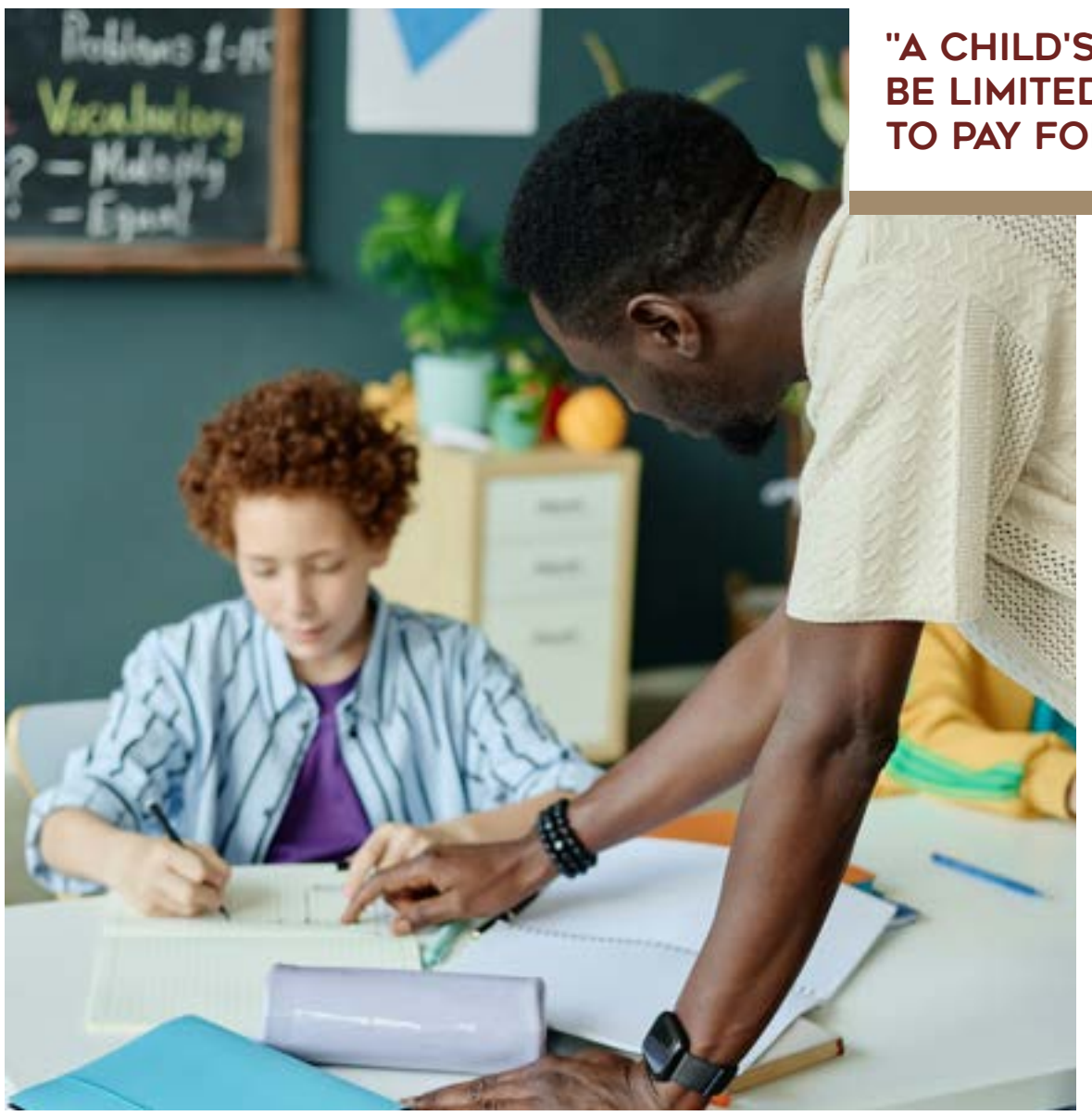
Some families can arrange tutoring as soon as their child needs additional help. Others face financial or geographic barriers. Too often, children who are struggling quietly fall behind, lose confidence, or begin to believe they aren't capable of succeeding.

Those are the children we cannot afford to overlook.

Chris and Lauren Leuzinger built Nourishing Minds Tutoring on the belief that every student deserves to be understood, encouraged, and taught in a way that works for them. Through individualized instruction from master's-level educators in general and special education, they've developed a resource that helps students strengthen academic skills, overcome challenges, and gain confidence.

Now, their vision is to bring that same quality of education to more children, regardless of their family's circumstances.

I've recently joined Nourishing Minds Tutoring as Director of Strategic Partnerships & Growth to help make that vision possible through meaningful community partnerships.



"A CHILD'S POTENTIAL SHOULD NEVER BE LIMITED BY THEIR FAMILY'S ABILITY TO PAY FOR ADDITIONAL SUPPORT."

A child's potential should never be limited by their family's ability to pay for additional support.

Chris and Lauren's vision is to make quality educational support accessible to every child who needs it. Reaching that goal will take collaboration, creativity, and a community willing to invest in its youngest members.

I'm grateful to be part of this work and look forward to reconnecting with familiar faces, meeting new partners, and putting relationships and resources to work where they can make a meaningful difference.

Every child deserves the opportunity to discover what they're capable of.

NOURISHING MINDS TUTORING. WE MAKE LEARNING HAPPEN.

Fawn Montanye is the Director of Strategic Partnerships & Growth at Nourishing Minds Tutoring. To explore school, community, employer, or philanthropic partnerships, visit nourishingmindstutoring.com or call (518) 415-2423. ■

Our focus is straightforward: ***connect more students with qualified educators and the academic support they need to succeed.***

We're exploring opportunities with independent schools, nonprofit organizations, youth programs, homeschool groups, and employers. That may mean additional teaching support for a school, tutoring within an after-school program, or academic services offered as an employee benefit.

A significant priority is developing partnerships that help fund tutoring for families who otherwise couldn't afford it.

Saratoga and the surrounding region have a remarkable tradition of generosity. Local businesses, foundations, and individuals have invested in healthcare, the arts, youth programs, and organizations that strengthen our communities.

There's an opportunity to bring that same spirit of investment to individualized education.

Imagine a local business helping provide tutoring for students referred through a community organization. Or a foundation supporting consistent instruction for a child with learning differences whose family lacks the resources to pay privately.

For that child, the impact can extend well beyond the classroom.

Having spent much of my career working alongside nonprofits, businesses, and community leaders, I've learned that meaningful partnerships begin with listening. Understanding where the needs are, recognizing the resources already available, and finding practical ways to work together.

That's how we're approaching this next chapter.

We'll be connecting with schools, community organizations, employers, and philanthropic partners throughout Saratoga County, the Capital Region, and the Adirondacks. Our goal is to strengthen the good work already happening, fill gaps, and create opportunities that wouldn't otherwise exist.



Fawn Montanye Is Expanding Access to Tutoring Through Nourishing Minds



Nourishing Minds TUTORING

Interviewed by Michael Nelson • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified.



Interviewed by
Michael Nelson
Photos Provided

For Fawn Montanye, Director of Strategic Partnerships and Growth at Nourishing Minds Tutoring, education goes far beyond report cards.

She's focused on helping kids build confidence, form real connections with educators, and find opportunities no matter where they live or what their family's income might be. In her new role, Montanye is reaching out to nonprofits, schools, and employers throughout the Capital Region and Adirondacks, all with the goal of making tutoring and educational support available to more local children and families.

"I need a position with a purpose," Montanye said during an interview on Buying Local. Her experience spans corporate, private-sector, and nonprofit work, but she said nonprofit organizations have consistently offered the connection between professional skills and community impact that matters most to her.

Nourishing Minds Tutoring Wants to Reach More Children

Montanye's work centers on opening up access to the tutoring Nourishing Minds already offers. Instead of focusing just on families who seek out private tutoring, she's looking for ways to team up with organizations that are already supporting kids across our region.

One idea is to partner with nonprofits and school districts that run after-school or K-12 programs. Nourishing Minds would bring experienced tutors right into these programs, meeting kids where they already are and adding extra educational support to what's already happening.

Montanye pointed out that resources can look very different from one school district to the next, even when families live just a few miles apart. By building partnerships, she hopes to help fill those gaps and find ways tutoring can fit into what each community already offers.

She also knows that many nonprofits are stretched thin, both in staff and funding. Montanye wants to help these organizations find grants and private funding that would make more educational services possible.

Montanye plans to spend time meeting with community groups, listening to local leaders, and learning where extra resources would really make a difference. Her goal is to build an approach that fits each community, not just offer a one-size-fits-all solution.

Scholarships and Employer Benefits Could Make Tutoring More Accessible

For many families, the cost of extra educational support can be a real hurdle. To help with that, Nourishing Minds Tutoring is looking into a scholarship fund that would make one-on-one tutoring possible for families who might not otherwise be able to afford it.

Montanye shared that the organization is hoping to work with a fiscal agent to manage the scholarship funds. This setup would let families or community groups point to a specific educational need and use scholarship support to help cover the cost.

That might mean help with test prep, building reading skills, or boosting confidence in a tough subject. Montanye emphasized that the goal is to open up the full tutoring experience to more people, not offer a scaled-back version.

"We have such generous business owners, private community members, and people who really believe what we do," she said, describing the potential for community support to help make tutoring available to more families.

Montanye is also looking at employer-sponsored tutoring benefits. Just like some workplaces offer health or dental coverage, she sees a chance for local businesses to help their employees get educational support for their kids.

She plans to reach out to HR teams and company leaders to see if tutoring could be offered as a benefit for families or through group programs. Larger employers with childcare centers would be great partners for bringing in extra educational support.

Montanye's focus covers four main areas: working with nonprofits, offering scholarships, building employer benefits, and supporting independent, homeschool, Catholic, and parochial school communities. Through all of this, she's aiming to connect tutoring resources with the kids and organizations that need them most.





> "Having the opportunity to build those relationships is instrumental for so many kids that don't always have that opportunity,"

Building Relationships Beyond the Classroom

For Montanye, making education accessible is personal. She shared her own story of raising her kids as a single mom, working while they attended before- and after-school programs. She saw firsthand how a strong education helped her daughter move from high school to an associate degree, then a bachelor's, and now plans for graduate school.

That experience shapes how she sees education—not just as grades, but as the relationships kids build with their teachers and tutors. Those connections can make all the difference in whether a child feels safe asking questions, admitting they need help, or trying something new.

"Having the opportunity to build those relationships is instrumental for so many kids that don't always have that opportunity," Montanye said.

She believes tutoring gives kids another trusted adult to talk things through with, practice new skills, and build confidence. The results might show up in a grade, but Montanye sees the real impact reaching far beyond the report card.

"It's so much more than just increasing an 86 to an 89," she said.

Montanye knows that community organizations are already working hard to meet urgent needs, from food assistance to winter coats and school supplies. She doesn't see tutoring as competing with those efforts. Instead, she hopes educational support can become part of a bigger, year-round approach to helping local kids and families.

School breaks and summer vacations can be tough for working parents. Montanye believes that planning ahead for full-day programs and ongoing educational opportunities can help families keep some consistency when school's out.

A Community-Driven Approach to Educational Support

As Montanye builds partnerships across the Capital District and up through Queensbury and the Adirondacks, she plans to meet with organizations face-to-face, look for grant opportunities, and really listen to what each community says it needs. She pointed to places like Menands and Green Island as examples where local needs and resources shape what kind of support will help most.

For Montanye, the next step is turning these conversations into real partnerships that make tutoring easier to access. Families who want to learn more about Nourishing Minds Tutoring can visit the website or call or text Montanye directly at 518-466-4466. Nonprofits, schools, and employers are also welcome to reach out and talk about what might work for their community.

The organization's tagline is "We make learning happen," a phrase Montanye said reflects the work she is excited to help expand. Her goal is to make that opportunity available to more children throughout the year and across the communities where they live. ■



AI is Changing Careers, but Dr. Michael Brophy Says Trades Aren't Going Away

Interviewed by Michael Nelson and Derek Foster • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified.

Interviewed by



Michael Nelson



Derek Foster

Photos provided

Artificial intelligence is changing the way people work, but Dr. Michael Brophy believes the skilled trades will remain essential. As president of Hudson Valley Community College in Troy, NY, Brophy sees an opportunity to prepare more people for careers that build, maintain, and support the infrastructure behind a changing economy.

His message to the next generation is straightforward: technology may change the jobs available, but the need for people who can work with their hands and solve real-world problems won't go away.

"Things will have to be built. Things will have to be maintained. Humans want to create things," Brophy said during his conversation with Blue Collar StartUp. For young people considering a trade, adults looking to change careers, and business owners searching for their next employees, that perspective connects education directly to the region's workforce.

Hudson Valley Community College Connects Education With Regional Workforce Needs

Hudson Valley Community College serves students across the Capital Region through its main campus in Troy and additional campuses and training sites throughout the area. Brophy explained that the college serves approximately 20,000 students annually, with about half enrolled in degree programs and the other half participating in workforce development or community education.

That reach extends beyond traditional college classrooms. The college offers aircraft maintenance training at Albany International Airport, operates a campus in Malta that was built to train workers for GlobalFoundries, and provides programs at other locations throughout the region. These sites help connect education with the industries and employers that need skilled workers.

For Brophy, understanding those needs means listening to employers rather than assuming the college already has all the answers. He described an extensive qualitative research effort focused on regional employers that identified three priorities. One was giving students more immersive technical education experiences between 5th and 12th grade. Another was making education more accessible to people who cannot commit to two full years of full-time study. The third focused on the personal qualities employers need alongside technical knowledge.

Those findings matter to local contractors and other blue-collar business owners. Finding qualified employees is not simply a matter of waiting for students to graduate. It requires helping young people discover the trades, making training accessible, and building relationships between educators and the businesses that will eventually hire them.

> "The culture has never been more supportive of technical education."

Why the Next Generation Needs More Than Technical Skills

Learning to weld, work with electrical systems, or maintain equipment is only part of career preparation. Brophy emphasized that employers also need people who can work with others, make sound decisions, and take responsibility.

"Although there's huge demand for people who have these technical skills in different areas, there are still a lot of students coming out of high school into the programs," he explained, describing the demand for technical education and the need to expand capacity.

He also identified the qualities that employers evaluate when deciding whom to hire: "It means teamwork. It means leadership. It means discernment."

For a small blue-collar business, those qualities can matter as much as a candidate's ability to perform a particular task. Technical knowledge can be developed through instruction and practice, but employers also need people who communicate well, exercise judgment, and contribute to a team.

Brophy said Hudson Valley Community College is considering how to integrate these qualities more intentionally into its curriculum. The goal is to prepare students for the realities of the workplace, where success depends on more than what someone can demonstrate in a training environment.

He also sees a shift in how families and schools view technical education. During his first year as president, Brophy visited school superintendents throughout the region and found that they were expanding technical education by adding faculty, facilities, and coordination with the college.

Reflecting on his four decades in higher education, he said, "The culture has never been more supportive of technical education."

That shift in attitude could help more young people see the trades as a worthwhile path rather than overlooking them in favor of a traditional four-year degree.



AI, Shorter Training Programs, and the Future of Skilled Work

Brophy's outlook on artificial intelligence is grounded in how quickly careers can change. He shared the example of his 28-year-old son, who began working as a computer programmer in 2021 and is now an AI curator. The story shows how quickly an industry's skill demands can shift, even for people who have already invested in a particular career path.

For Brophy, the physical work involved in building and maintaining things offers a different kind of long-term relevance. When discussing the future of skilled trades, he said, "It's hard to imagine trades ever going away."

That does not mean the workforce will remain unchanged. New technologies and major development projects can create demand for different skills, while workers displaced from other industries may need opportunities to retrain. Brophy said the college is considering how to make education more manageable for adults and employers who cannot devote two full-time years to training.

"People may not need credits. They may just need speed," he said, describing the need for shorter, more focused learning options.

Hudson Valley Community College is also looking for ways to introduce younger students to hands-on experiences and use available training time more effectively. Brophy discussed potential opportunities to work with local school districts and support paid experiences on campus, so students do not have to choose between earning money and exploring technical careers.

For employers, the college offers a direct way to connect with emerging talent. Brophy said businesses can reach out to Hudson Valley Community College, participate in career fairs, and help shape programs through advisory councils. Employers and unions already work with the college to connect students with opportunities in their fields.

These relationships can help local businesses identify future employees while giving students a clearer picture of what a career in the trades can look like.

Brophy encourages prospective students and families to explore the college's website to learn about its programs and locations, but he believes seeing the training environment in person makes a difference. "Nothing beats just taking 3 or 4 hours and coming to campus. Be inspired. See the manufacturing, see the robotics, see the welding."

For the next generation of blue-collar entrepreneurs, that invitation also reminds them that the future of the trades begins with exposure, practical training, and connections between education and the working world. As Hudson Valley Community College continues to respond to the Capital Region's workforce needs, Brophy's message remains focused on what people will always need: skilled workers who can build, maintain, and create the things communities depend on. ■



Parking Garage Cleaning in Upstate New York: What It Involves and Why It Can't Wait

Interviewed by Michael Nelson • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified



Interviewed & Photographed by **Michael Nelson**

Nobody thinks about the floor of a parking garage until they step out of their car onto something they wish they hadn't. Tom Clark and Chris Despart of Performance Industrial think about it constantly.

The South Glens Falls, NY company has been cleaning parking garages for more than 16 years, and after a recent multi-day job at a Capital Region hospital, the two sat down to explain what the work actually involves and why the timing matters more than most property owners realize.

Why does a parking garage need professional cleaning?

The short answer is salt. In the North Country, every car that pulls into a garage between November and April brings sand, road salt, and slush with it, and all of it stays behind when the car leaves. Salt is corrosive to concrete and to the steel inside it. According to Clark, many garage builders warranty their concrete, and those warranties can depend on the owner showing records that the structure has been cleaned on a regular schedule.

"A lot of the people that build the parking garages, they're under warranty. They need to get these parking garages clean and have records of them being cleaned in the event that things go wrong with the concrete," Clark said.

The second answer is hygiene. A garage is an open structure, which means pigeons and other birds get in, and Despart said droppings can pile up in surprising quantities in certain areas. Add spilled coffee, dropped food, and the occasional mess in a stairwell, and the floor of a busy garage is not a place anyone wants to put a hand down. In some cases, Clark noted, the company has been called in specifically for bloodborne pathogen cleanup in stairwells.

The third answer is simply what a dirty garage says about the building it serves. For a hospital, the garage is the first thing an employee, patient, or visitor sees. "Parking in a disgusting parking garage is not a great look for a hospital," Despart said. For a luxury apartment building with underground parking, the concern is odor drifting up into a building the owners have spent a great deal of money to make feel upscale.

How often should a parking garage be cleaned?

At minimum, once a year, and the right time is as soon as the snow is gone. "At the end of the winter season, people should be thinking about cleaning their parking garage at minimum," Clark said. Garages that see heavy traffic, that are enclosed, or that have warranty documentation requirements may need more frequent service, but a thorough post-winter cleaning is the baseline Clark recommends for any garage in the region.

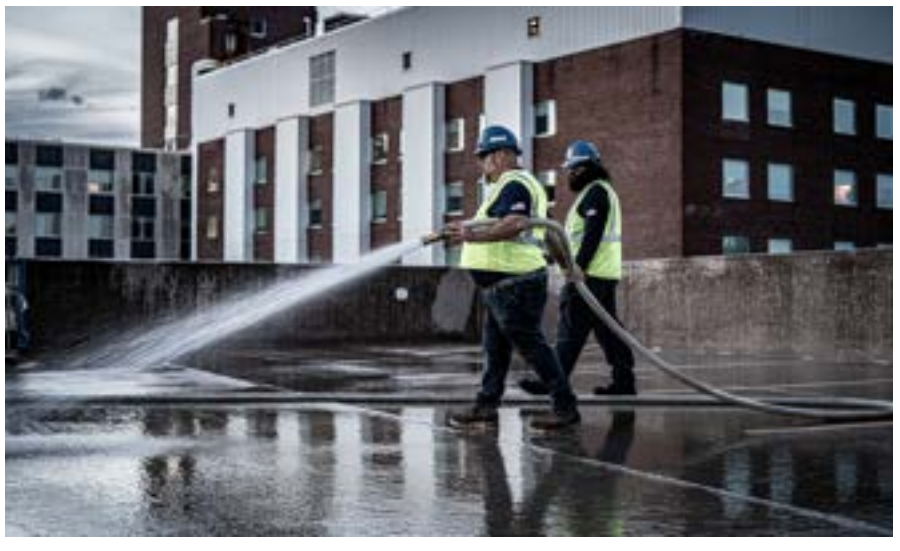
What does the parking garage cleaning process look like?

There is no single process, because no two garages have the same problem. Clark and Despart start every job by walking the structure and asking what the owner actually needs. Is it bulk sand and salt removal? Oil stains that will need chemical treatment? Tracked-in grime? Drainage trouble? Exterior walls stained with dirt and mold? Each answer changes the equipment that shows up and the order the work happens in.

The recent hospital project was primarily a bulk dirt removal job, and Despart walked through it step by step. The crew started dry. A sweeper truck, selected specifically to fit under that garage's ceiling height, pulled up the heavy sand and debris before any water touched the floor. "We did a dry debris cleanup ahead of all of that to try to get all the heavy stuff first," Despart said, which turns a huge mess into a manageable one. From there, a ride-on pressure washer covered the open deck areas while hand-operated surface cleaners handled edges and corners. Fire hoses rinsed everything down behind the washers to move loosened debris toward the drains.

One deck had a blacktop surface with almost no drainage, so the crew brought in a floor cleaner that could vacuum up pooled water and relocate it to a working drain. Without it, the water would have simply sat there. A tractor on site moved heavy equipment between levels and kept the machines fueled.

The equipment list changes with the building. A lower ceiling, tighter turns, or a smaller footprint means a smaller sweeper. A garage without hydrant access means Performance Industrial brings its own water. "We have the ability to cater to anybody's specific needs," Clark said. "We figure out the best solution."







What happens to all that dirt?

This is the detail Clark is most insistent about, because it separates a real cleaning from a fast one. Every garage drain has a basket inside it designed to keep solids out of the piping. Rinsing a floor full of sand straight into those drains fills the baskets, and then the pipes, and leaves the owner with a plumbing problem bigger than the one they started with.

Performance Industrial pulls every basket, empties and cleans it, and puts it back. Heavy debris is swept and shoveled up and hauled off site rather than pushed toward the storm system. "The only thing we're trying to push down the drains is water," Clark said.

How long does it take?

Anywhere from one day to several. Size matters, but access matters more. Some owners can close an entire garage for a few days. Others can only give up one deck at a time while the rest stays open, so the crew cleans a level, hands it back, and moves to the next. The job takes longer that way, but it means the building never loses its parking.

Who needs this service?

More properties than most people would guess. Hospitals and medical campuses are the obvious ones. But the Capital Region and North Country are full of garages that rarely get noticed: underground parking beneath condominiums and apartment buildings, municipal decks in downtown districts, and structures attached to hotels, offices, and retail centers. Every one of them collects a winter's worth of salt.

Beyond the floor

Clark was clear that the company can scope a job as narrowly or broadly as an owner wants. Some clients only need a sweeper pass. Others need the full pressure-washing treatment. For garages where dirt and mold have discolored the exterior, Performance Industrial can bring in lifts and clean the outside of the structure as well. And when the inspection turns up failing expansion joints, the company's epoxy and flooring division can handle that repair rather than sending the owner to a second contractor.

That range is the point. A parking garage is a working piece of a property, exposed to weather and traffic in a way no other part of the building is. Keeping it clean protects the concrete, keeps the drains open, keeps the warranty paperwork in order, and keeps the people walking through it from thinking about what they just stepped in.

Performance Industrial is headquartered in South Glens Falls, NY, with a second location in Albany, and provides commercial and industrial cleaning, painting, and flooring services across New York and New England. ***Dirty. Difficult. Done.*** *Reach the office at 518.793.9274 or office@performanceindustrial.com.* ■

Celebrating the Businesses That Strengthen Our Community



Submitted by Amanda Blanton, ARCC Vice President, Marketing & Communications • Proofed by the Buying Local Team.



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

Every community has businesses and organizations that do more than simply open their doors each day. They create jobs, solve problems, support their neighbors, invest in their employees, and find new ways to make our region a better place to live and work.

The Adirondack Regional Chamber of Commerce Business Awards provide an opportunity to pause and recognize those contributions while celebrating the people and organizations behind them.

On Thursday, October 8, more than 200 business and community leaders gathered at The Queensbury Hotel for the 2026 ARCC Business Awards breakfast celebration. The event featured 33 nominees across seven categories, highlighting businesses, nonprofit organizations, and community champions making a meaningful difference throughout our region.

This year's nominees represented an impressive cross-section of our local business and nonprofit community. From family-owned businesses and emerging entrepreneurs to major employers and organizations addressing important community needs, each nominee demonstrated the talent, resilience, and dedication found throughout our region.

"Each year, this event reminds us of the extraordinary talent, resilience, and dedication that exists throughout our business community," said Tricia Rogers, President and CEO of the Adirondack Regional Chamber of Commerce. "These organizations are creating opportunities, supporting their neighbors, and helping our communities thrive. We are honored to recognize their contributions and celebrate their success."

Celebrating Collective Impact

The Business Awards represent the culmination of months of work by ARCC staff and volunteers. Members of the Business Awards Nomination Committee volunteered their time to interview each nominee before meeting to score the nominations and determine the recipients.

While the ceremony recognizes recipients in each category, its message extends far beyond any single award. Every nominee represents a story of perseverance, innovation, teamwork, and service. Together, they illustrate the role that businesses and nonprofit organizations play in building strong communities and creating opportunities for others.

One of the most meaningful aspects of the event is the opportunity to bring people together. In a room filled with employers, entrepreneurs, nonprofit professionals, community leaders, and supporters, there is a shared understanding that success is rarely achieved alone. Local organizations rely on dedicated employees, loyal customers, committed volunteers, trusted partners, and strong community connections.

The Business Awards celebrate those relationships and the collective impact they create. They also offer a chance to recognize the accomplishments, dedication, and contributions represented by every organization nominated.

As another Business Awards celebration comes to a close, the event leaves behind more than a list of recipients. It reminds us of the important work happening every day throughout our region and the many individuals and organizations investing in our communities, supporting one another, and contributing to a thriving business environment.

Congratulations to all the 2026 ARCC Business Awards nominees and award recipients.

THE 2026 ARCC BUSINESS AWARD RECIPIENTS

Steven M. Sutton Small Business of the Year
MCCANN'S PHARMACY



McCann's Pharmacy has served residents of Warren, Washington, and Saratoga counties since 1896. Four generations of pharmacists have carried on the family tradition, providing trusted pharmacy and medication-compounding services while maintaining the hometown character for which the business is known. Its familiar sign on Main Street in Hudson Falls remains a nostalgic local landmark for generations of customers.

Large Business of the Year
THE QUEENSBURY HOTEL



Celebrating its 100th anniversary, The Queensbury Hotel has spent the past decade under new ownership investing in its property, people, and downtown community. During that period, the hotel invested more than $7 million in infrastructure, amenities, and cosmetic improvements, grew its team, increased occupancy from 40 percent to 60 percent, and partnered with other downtown businesses to create special celebrations that contribute to the local economy.

Professional Business of the Year
SARATOGA PURE WATER SYSTEMS



Saratoga Pure Water Systems provides bottle-free water and ice solutions designed to eliminate the need for heavy water jugs, deliveries, and storage. The locally owned company has grown to serve more than 600 businesses and organizations, with nearly 2,000 systems in the field. Its success is also rooted in the personal service and customer relationships it has built while helping businesses make workplace water service more convenient and manageable.

Small Nonprofit of the Year
GLENS FALLS AREA YOUTH CENTER



For more than five decades, the Glens Falls Area Youth Center has invested in the future of the community by supporting its young people. Carrying forward the work of her late father and the Center's founder, Matt Congdon, Molly Congdon-Hunsdon and her team provide a safe and supportive place where young people can learn, grow, build friendships, and discover their potential, all at no cost to their families.

Large Nonprofit of the Year
GLENS FALLS HOSPITAL



Glens Falls Hospital has cared for the health and well-being of the community for more than 125 years. Through outreach, education, partnerships, and services designed to make care more accessible, the hospital continues to invest in the people and communities it serves. The hospital employs 2,600 people across more than 20 regional locations and serves 14 counties, making it the region's largest employer.

Rookie Business of the Year
BANDSTAND BREW WORKS



Bandstand Brew Works opened its doors in Warrensburg in October 2024 and has quickly developed into a place where the community can gather. The family-friendly brew pub offers live music, trivia nights, and a variety of community events in a welcoming atmosphere. What began with a passion for brewing in a garage has grown into a business centered on connection and creating an enjoyable experience where guests can feel at home.



Community Champion
BIG BROTHERS BIG SISTERS OF THE SOUTHERN ADIRONDACKS

Big Brothers Big Sisters of the Southern Adirondacks is making a lasting difference in the lives of young people throughout the community. When traditional one-to-one mentoring could not meet the growing need, the organization developed a group mentoring model that allows it to reach more children, including many who are waiting to be matched with a mentor. The model has been successful enough to be shared with other organizations across the country. The organization also provides support and advocacy grounded in the belief that every child deserves dignity, opportunity, and the expectation that they can succeed. ■

Top 5 Real Estate Companies

Saratoga Springs • Malta • Ballston Spa • Clifton Park

Looking to buy or sell a home in Saratoga Springs, Malta, Ballston Spa, or Clifton Park? Explore this vetted list of top-rated real estate professionals offering expert guidance, market insights, property listings, and seamless transactions throughout the Capital Region.

Some businesses on this page paid for placement, which affects the order they appear in. Paid entries are labeled. Unpaid entries are selected and ranked based on online community feedback and local ratings.

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

Get Our FREE Buyers or Sellers Guide

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STERLING REAL ESTATE GROUP
YOUR LOCAL REAL ESTATE PROFESSIONALS

- ✓ **Expert team serving Capital Region from Ballston Spa**
- ✓ **Specializes in new construction communities**
- ✓ **Values integrity, ethics, and mentorship**
- ✓ **Won Best of Saratoga Region 2023–2025**

Why Sterling Real Estate Group Is Our Top Local Pick: Sterling Real Estate Group, based in Ballston Spa, has over 25 years of real estate experience, offering exceptional service whether you're buying, selling, or exploring new construction opportunities. Their boutique approach—reflecting quality over quantity—makes them a top pick for clients seeking knowledgeable, personalized guidance. The team stands out for its integrity, community mindset, and deep commitment to client success. They prioritize ethics, open communication, and continued education for both agents and clients—making the real estate process smoother and more transparent.

sterling518.com
518-688-2211
Ballston Spa

Scan Today to Get Started!

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

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- ✓ **Keller Williams-backed team in Glens Falls & Saratoga**
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- ✓ **Instant home value estimates**
- ✓ **Personalized buying & selling support**

peakrealtyny.com
518-313-3094
Latham

★★★★½

4.7 Great

4.7 average, Google reviews, August 2026.

Roohan Realty

- ✓ **Family-owned since 1969, based in Saratoga Springs.**
- ✓ **Voted Best Real Estate Company 18 years running.**
- ✓ **Offers free moving truck for clients.**
- ✓ **Expertise in residential, commercial, and rentals.**

roohanrealty.com
518-587-4500
Saratoga Springs

★★★★★

4.8 Excellent

4.8 average, Google reviews, August 2026.

The Scott Varley Team
kwPLATFORM

- ✓ **Over 30 years' experience, 5,000+ properties sold**
- ✓ **Specializes in residential, commercial and investment properties**
- ✓ **Keller Williams affiliation for global market access**
- ✓ **Highly responsive with dedicated operations support**

scottvarley.com
518-281-6808
Saratoga Springs

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

Saratoga Spa REALTY LLC

- ✓ **Veteran-owned with nearly 30 years' experience**
- ✓ **Ranked in the top 10% of agents in the Capital District for five years**
- ✓ **Provides custom home evaluation reports**
- ✓ **Offers stunning listings and personalized support**

saratogasparealty.com
518-584-6699
Ballston Spa

Top 5 Builders & Remodelers

Saratoga Springs • Malta • Ballston Spa • Clifton Park

Looking to build a custom home or start a remodeling project in Saratoga Springs, Malta, Ballston Spa, or Clifton Park — as well as nearby communities like Wilton, Gansevoort, Stillwater, and Greenfield? Explore this curated list of top-rated builders and remodeling contractors serving the Saratoga Region with craftsmanship, creativity, and decades of experience.

Some businesses on this page paid for placement, which affects the order they appear in. Paid entries are labeled.
Unpaid entries are selected and ranked based on online community feedback and local ratings.

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

Get a FREE Consultation to Discuss Your Project

PAID PARTNERSHIP

GALARNEAU Builders, Inc.

- ✓ **Building in Saratoga Springs, Malta and Ballston Spa since 1980**
- ✓ **Custom homes, kitchen remodels, baths and additions**
- ✓ **Skilled crews known for craftsmanship and lasting quality**
- ✓ **Trusted for clear communication, timelines and pricing**

Why Galarneau Builders Is Our Top Local Pick: For over 45 years, Galarneau Builders has helped homeowners across the Capital Region build and transform their dream homes. Known for high-quality craftsmanship and personal service, this locally-owned company is a go-to for everything from full-scale custom home construction to detailed interior remodels like kitchen renovations and bathroom upgrades. If you're in need of a custom home, kitchen remodeling, bathroom renovations, or full home renovations, trust the team at Galarneau Builders.

galarneaubuilders.com
518-587-8191
Saratoga Springs

Scan Today to Get Started!

★★★★½

4.5 Great

4.5 average, Google reviews, August 2026.

MICHAELS GROUP HOMES

- ✓ **Expertise in custom home building throughout the region**
- ✓ **Full design/build services for new construction & remodels**
- ✓ **Licensed, insured, and client-focused professionals**
- ✓ **Delivered on time and within budget**

michaelsgroup.com
518-899-6311
Mechanicville

★★★★½

4.7 Great

4.7 average, Google reviews, August 2026.

Kodiak CONSTRUCTION INC

- ✓ **Top-of-the-line leadership with engineering and business expertise**
- ✓ **Building high-quality homes and spaces with expert craftsmanship**
- ✓ **Renowned for providing personal attention & care to detail**
- ✓ **Providing residential and commercial construction services since 2004**

kodiakofsaratoga.com
518-587-4847
Gansevoort

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

WHITBECK CONSTRUCTION
Fine Home Builders

- ✓ **Building custom homes & completing renovations across Saratoga County**
- ✓ **Specialists in energy-efficient design & green building practices**
- ✓ **Known for detail-oriented work & client-first project management**
- ✓ **Trusted for professionalism, punctuality & transparent pricing**

whitbeckconstruction.com
518-226-0017
Gansevoort

★★★★★

5.0 Excellent

5.0 average, Google reviews, August 2026.

Teakwood
LUXURY BUILDING & REMODELING

- ✓ **Custom homes, historic restorations & high-end remodels since 1996**
- ✓ **In-house Concierge service for home maintenance & repairs**
- ✓ **Award-winning craftsmanship & detailed custom woodworking**
- ✓ **Design-build experts blending classic style with modern efficiency**

teakwoodbuilders.com
518-587-2880
Saratoga Springs

Top 5 HVAC Companies

Saratoga Springs • Malta • Ballston Spa • Clifton Park

Looking for HVAC repair or installation in Saratoga Springs, Malta, Ballston Spa, or Clifton Park? Explore this vetted list of top-rated HVAC companies offering furnace repair, air conditioning installation, ductless mini-split systems, and energy-efficient upgrades throughout the Capital Region.

Some businesses on this page paid for placement, which affects the order they appear in. Paid entries are labeled.
Unpaid entries are selected and ranked based on online community feedback and local ratings.

★★★★★

4.9 Excellent

4.9 average, Google reviews, August 2026.

Get 10% Off Labor on Your First Service Call as a New Customer

PAID PARTNERSHIP

Cerrone PLUMBING • HEATING & AIR CONDITIONING QUEENSBURY, NY

- ✓ **Plumbing & HVAC pros serving Saratoga, Queensbury, and surrounding areas.**
- ✓ **Fast, reliable service—available 24/7 for emergencies**
- ✓ **Licensed, insured, and family-owned for over 30 years**
- ✓ **Expert repairs, installations, and seasonal maintenance**

Why Cerrone Plumbing & HVAC Is Our Top Local Pick: With over 30 years of experience, Cerrone Plumbing & HVAC stands out among the top HVAC companies in Saratoga Springs, Queensbury, Clifton Park, Ballston Spa, Malta, and across the greater Capital Region. Whether you're upgrading to an energy-efficient system, need urgent repairs, or scheduling a seasonal tune-up, their certified technicians deliver dependable service with clear communication and attention to detail. Regular monthly specials and seasonal discounts make it easy to save, while services range from furnace and AC installations to smart thermostats and indoor air quality improvements for both homes and businesses.

cerroneplumbinghvac.com
518-798-6560
Queensbury

Scan Today to Get Started!

★★★★★

4.9 Excellent

4.9 average, Google reviews, August 2026.

PAID PARTNERSHIP

Highland Home Heating & Cooling
Quality Is Hard To Define But Easy To Recognize

- ✓ **Based in Saratoga County for 25+ yrs.**
- ✓ **White glove service**
- ✓ **Quality that is easy to recognize**
- ✓ **Trusted by the community**

Scan to Get Your FREE Competitive Estimate!

highlandhomeheatingcooling.com
518-583-4187
Saratoga Springs

★★★★½

4.6 Great

4.6 average, Google reviews, August 2026.

B&B PLUMBING / HEATING

- ✓ **One-stop shop for comprehensive plumbing & HVAC services**
- ✓ **Locally owned and community-recognized with continuity**
- ✓ **Expert installs using top-tier brands and certifications**
- ✓ **Competitive pricing and customer satisfaction focus**

bbphsaratoga.com
518-584-4440
Saratoga Springs

★★★★★

4.9 Excellent

4.9 average, Google reviews, August 2026.

GRASSHOPPER HEATING & COOLING PLUMBING ELECTRIC

- ✓ **Trusted, locally owned HVAC pros serving Clifton Park and the Capital Region**
- ✓ **24/7 emergency service with free estimates and financing available**
- ✓ **Licensed, insured, and woman-owned since 2016**
- ✓ **NATE- & EPA-certified technicians for expert repairs and installations**

gograsshopper.com
518-541-7979
Clifton Park

★★★★★

4.8 Excellent

4.8 average, Google reviews, August 2026.

CrisafulliBros.
PLUMBING / HEATING / COOLING / ELECTRICAL

- ✓ **Family-owned and operated with over 85 years of trusted service**
- ✓ **Voted best HVAC & plumbing company 18 years in a row**
- ✓ **Red Carpet Care with lasting, satisfaction-guaranteed solutions**
- ✓ **Full plumbing, HVAC & electrical — 24/7 emergency support**

crisbro.com
518-414-5577
Glens Falls · Albany

Top 5 Certified Public Accountants (CPA)

Saratoga Springs • Malta • Ballston Spa • Clifton Park

Looking for trusted CPA services across New York's Capital Region and Adirondack foothills? From Albany, Troy, and Saratoga Springs to Glens Falls, Queensbury, Lake George, and communities throughout Albany, Rensselaer, Saratoga, Warren, and Washington counties, this curated list highlights top local accounting professionals. Explore firms offering tax preparation, bookkeeping, payroll, financial planning, and business support backed by trusted local expertise.

Some businesses on this page paid for placement, which affects the order they appear in. Paid entries are labeled.
Unpaid entries are selected and ranked based on online community feedback and local ratings.

★★★★★
5.0 Excellent
5.0 average, Google reviews, August 2026.

Schedule a Discovery Call Today: 518-414-3242

PAID PARTNERSHIP

Stidd CPA
TAX & ADVISORY

- ✓ **Deep local expertise in Glens Falls tax matters**
- ✓ **Personalized accounting advice tailored to your business**
- ✓ **Responsive support when you need guidance quickly**
- ✓ **Transparent pricing keeps your finances predictable and managed**

Why Stidd CPA Is Our Top Pick: Stidd CPA stands out as our top choice for small business owners, entrepreneurs, and individuals with advanced tax needs. Their future-focused approach, transparent pricing, and commitment to collaboration make them one of the most innovative accounting firms in the region. Rather than offering simple annual tax filings, Stidd CPA provides a holistic, year-round advisory relationship designed to help clients anticipate change, minimize risk, and make confident financial decisions. Their fully digital workflow—from secure document collection to real-time collaboration and electronic delivery of all work—sets them apart as one of the most progressive, client-centered CPA firms in Upstate NY.

stiddcpa.com
518-414-3242
Glens Falls

Scan Today to Get Started!

★★★★★
5.0 Excellent
5.0 average, Google reviews, August 2026.

Allen B. Powers CPA
CERTIFIED PUBLIC ACCOUNTANT

- ✓ **Years of experience with small-business clients in the region**
- ✓ **Proactive tax planning reduces your long-term liabilities**
- ✓ **Clear communication turns accounting jargon into plain language**
- ✓ **Trusted advisor relationships foster reliable financial decision-making**

allenpowers.com
518-761-6054
Glens Falls

★★★★
4.0 Great
4.0 average, Google reviews, August 2026.

WDR
CPAs & Business Advisors
WHITTEMORE, DOWEN & RICCIARDELLI, LLP

- ✓ **Full-service audit, tax, advisory team covers broad needs**
- ✓ **Partner-led engagement ensures senior oversight on every job**
- ✓ **Strong reputation built on integrity and long time service**
- ✓ **Scalable solutions support clients from startup through growth**

wdrcpa.com
518-584-0770
Saratoga Springs

★★★½
3.7 Good
3.7 average, Google reviews, August 2026.

CMJ
CERTIFIED PUBLIC ACCOUNTANTS

- ✓ **Forward-looking firm uses technology to streamline processes**
- ✓ **Comprehensive financial reviews help identify growth opportunities**
- ✓ **Collaborative team culture means multiple experts support you**
- ✓ **Holistic view of your business improves decision-making outcomes**

cmjllp.com
518-798-3330
Queensbury

★★★½
3.7 Good
3.7 average, Google reviews, August 2026.

MMB+CO
BUSINESS ADVISORS AND CPAS

- ✓ **Over 50 years of distinguished regional accounting**
- ✓ **Delivers high-quality audit and tax services to corporations**
- ✓ **Consulting excellence for businesses and individuals statewide**
- ✓ **Modern-minded firm adopts cloud accounting for real-time visibility**

mmbaccounting.com
518-798-3330
Rochester · Elmira
Canandaigua
Latham · Queensbury

Top 5 Janitorial Service Providers

From the NY Capital Region to the Adirondacks

Looking for reliable janitorial services in Albany, Glens Falls, Gansevoort, or the surrounding Capital Region communities? Explore this curated list of trusted commercial cleaning companies and janitorial service providers delivering professional office cleaning, floor care, disinfecting services, and facility maintenance throughout Upstate New York.

Some businesses on this page paid for placement, which affects the order they appear in. Paid entries are labeled. Unpaid entries are selected and ranked based on online community feedback and local ratings.

★★★★½

4.6 Excellent

4.6 average, Google reviews, August 2026.

Get a FREE Estimate for Your Cleaning Needs!

PAID PARTNERSHIP

Daigle Cleaning Systems

- ✓ **CIMS Green Building Certification with Honors & Sustainability**
- ✓ **Measurable results through a client-focused approach**
- ✓ **Serving Albany and the surrounding areas since 2011**
- ✓ **Combining proven cleaning practices with modern tech**

Why Daigle Cleaning Systems Is Our Top Local Pick: Founded in 2011, Daigle Cleaning Systems has built a strong reputation throughout Upstate New York for delivering high-quality commercial cleaning, office cleaning, janitorial services, floor care, and post-construction cleaning. Daigle Cleaning Systems also holds the CIMS Green Building Certification with Honors, a nationally recognized designation awarded through the Cleaning Industry Management Standard (CIMS). This certification recognizes cleaning companies that demonstrate excellence in quality systems, service delivery, health and safety practices, environmental stewardship, and sustainable cleaning operations. The "with Honors" distinction reflects an additional commitment to green cleaning principles and environmentally responsible practices.

daigleclean.com
518-363-7887
Albany · Saratoga
Queensbury & More

Scan Today to Get Started!

★★★½

3.4 Good

3.4 average, Google reviews, August 2026.

NORTH COUNTRY JANITORIAL INC.

- ✓ **Operated in Glens Falls and the surrounding areas since 1974**
- ✓ **Provides superior work at affordable rates**
- ✓ **Emphasizes continued growth that does not compromise quality**
- ✓ **Offers free estimates on building maintenance**

northcountryjanitorial.com
518-793-8750
Glens Falls

★★★★½

4.4 Great

4.4 average, Google reviews, August 2026.

WGS
New York State Certified
Service-Disabled Veteran-Owned Business

- ✓ **Dependable, high-quality commercial cleaning tailored to your business**
- ✓ **Serves homeowners and renters across the greater Glens Falls region**
- ✓ **Exceeds expectations, using cutting-edge techniques for spotless results**
- ✓ **Offers a "Make It Right Guarantee" to assure customer satisfaction**

518whitegloveservice.com
518-741-8046
Glens Falls

★★★★★

4.9 Excellent

4.9 average, Google reviews, August 2026.

ACTS Cleaning Services LLC
Always Competent To Serve

- ✓ **Live, personalized pricing for your service, location, date, and time**
- ✓ **Rigorous training to ensure the highest level of security and safety**
- ✓ **Gives customers a healthy and safe space without a costly expense**
- ✓ **Use only plant-based products to deliver excellence without harmful chemicals**

actscleaningservices.com
518-847-2819
Albany

★★★★½

4.5 Great

4.4 average, Google reviews, August 2026.

ALLPRO Restoration & Janitorial

- ✓ **35+ years serving from Albany to the Adirondacks**
- ✓ **Handles the complete scope from emergency water extraction**
- ✓ **IICRC-certified emergency response team available 24/7**
- ✓ **Protects your property, health & insurance claim**

allprorestorationhelp.com
518-793-5311
Gansevoort

Highland Home Heating & Cooling

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GENTLE LEAF

In the North Country, where long winters and packed schedules can make it tough to get more than a rushed doctor's visit, Dr. Sandita Seecharan is offering something different. As the founder of Gentle Leaf Concierge in Glens Falls, she's weaving together traditional medicine with energy work, Reiki, somatic coaching, and other healing practices through a new online wellness platform.

Dr. Seecharan is board-certified in both family medicine and geriatrics and saw firsthand how much gets left unsaid in a typical 15 or 30 minute appointment. After years of seeing patients bump up against those limits, she decided to create a service that could offer more.

Dr. Sandita Seecharan Bridges Allopathic Care and Holistic Healing at Gentle Leaf Concierge

Interviewed by Michael Nelson • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified.



Interviewed by
Michael Nelson
Photos Provided

From Trinidad Roots to a Dual-Path Career

Seecharan was born and raised in Trinidad and Tobago, where yoga, spiritual practices, and Ayurvedic approaches were part of daily life long before she entered medical school. She trained as a Reiki practitioner before finishing her degree and later added certification as a hypnosis therapist. Those early experiences stayed with her. "I always knew that I wanted to be a physician," she said. "I remember being eight years old and saying, I want an anatomy book." Yet the energetic side of healing never left. A cousin's advice years later clarified the path: get licensed, then use that foundation to pursue holistic work. "You go to medical school, you get your degree, you become certified, you become qualified, you become licensed. And then you can take that and use that to drive your passion," she recalled him telling her.





How Gentle Leaf Concierge Matches Clients and Practitioners

Gentle Leaf Concierge now operates as an online matching service centered on the Capital District, with additional practitioners in other states and a few international members. Clients complete a free wellness assessment covering age, preferences, and desired modalities—Reiki, massage, essential oils, Hawaiian energetics, or faith-based healing. The platform then returns three matched practitioners at no cost.

Listings note whether each offering is evidence-based, evidence-informed, research-based, spiritual, or faith-based so clients can decide with clear eyes. Practitioners currently join for a limited-time fee of $111 for the year; that rate rises to $222 after October. The numbers are intentional. "They are angelic numbers, and we deal with high resonance and high frequency numbers," Seecharan explained. Early founders paid $44.40, and the goal is a Founders Circle of 111 members.

She is clear about the boundaries. Modern medicine remains essential. "If you have severe coronary artery disease with a widowmaker, I am sending you to get a cardiac catheterization," she said. Rheumatoid arthritis that does not respond to complementary approaches still requires proper diagnosis and medication. What she refuses to accept is the moment when conventional options run out, and the patient is left without further support. "We cannot keep abandoning people in that way," she noted. Trauma held in the body, gut feelings that medicine cannot fully explain, and conditions that improve through somatic release or energetic work all sit in the space Gentle Leaf aims to fill

Education, Research, and What's Next

Educational content is built into the model. Short lectures on topics such as geriatric memory assessment and the 3Ds of dementia appear in a community space called Rooted. A forthcoming "GeridocMD" podcast will offer 20 minute wellness segments tied to healthy aging. Practitioners will contribute segments on modalities with peer-reviewed support, including bio-thermal scanning. Faith-based healers and specialists in Hawaiian energetics—techniques practiced by only a small number of people—are also part of the network. Seecharan plans to experience those sessions herself. "Being someone who is intuitive and empathetic, I would like to feel what my clients are going to be exposed to," she said.

Looking ahead, Gentle Leaf Concierge is working to open up research opportunities for holistic practitioners and find bursaries, so cost doesn't stand in the way for those who need support. Anyone interested can take the free wellness assessment at GentleLeafConcierge.com, text (518) 415-0444, or email info@GentleLeafConcierge.com.

Practitioners who want to join can fill out the Tree of Life form on the website and set up a discovery call. For Dr. Seecharan, this work is both a calling and a commitment to the community—a way to bridge the gap between what medicine can offer in a short visit and what people truly need to feel whole. ■





Erin Sikopolous

Turns Gemstone Energy into Saratoga Wellness Hub

Interviewed by Michael Nelson • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified.



Interviewed by
Michael Nelson
Photos Provided

For folks in Saratoga Springs and beyond who have tried just about everything for chronic pain, migraines, or even the weight of grief, Erin Sikopolous at Turn A New Leaf offers something a little different. Her sessions combine the healing power of touch with the gentle energy of gemstones, creating a space where people can find comfort and relief.

What started as Erin's solo practice has now grown into a welcoming wellness collective on Maple Avenue. Here, neighbors can experience her Gemstone Energy sessions, connect with other local practitioners, or unwind in a vibroacoustic therapy lounge built for deep relaxation.

From Private Practice to a Maple Avenue Collective

Erin first opened Turn A New Leaf as a solo wellness practice, drawing on her skills as a licensed massage therapist, energy worker, and intuitive with a special focus on Gemstone Energy Medicine. After nearly a decade at her original spot at 648 Maple Avenue, she made the move in 2024 to a bigger space at 526 Maple Avenue, right across from the middle school on Route 9. The new location has allowed her to welcome a collective of independent practitioners, each bringing their own expertise to private offices and shared treatment rooms.

The roster has included other energy workers and massage therapists, Ayurvedic and somatic practitioners, mental health therapists, a somatic experiencing practitioner who is also studying breathwork, a holistic psychiatric nurse, and a holistic stylist. "I've expanded into this space where I'm able to host a collective of wellness practitioners," she said, creating "this wonderful home for offering the local community really awesome wellness services."





Gemstone Energy Medicine and Real-World Results

These days, Erin's sessions focus even more on energy work, with massage as a supportive piece. Her goal is to get to the root of what's causing pain or stress, whether it's physical, mental, or emotional. Erin's journey with Gemstone Energy Medicine began in 2008, when she worked a stressful job in Manhattan and dealt with her own health challenges. That experience led her to massage school in 2010, where she knew she wanted to bring stones into her practice. She later trained with Gemsisphere in Portland, Oregon, drawn to their thoughtful approach to each stone's purpose.

One example she offers is citrine. In her framework, its higher purpose is to help a person let go of what does not serve them in reaching their fullest potential; that intention then translates into

the body as unwinding tension, rigidity, and inflexibility in the physical, mental, or emotional realms. She is frank about the lack of hard research. "There's no like hard research on any of this," she noted, yet the proof for her clients is experiential. She has run three-month free case studies with people facing significant chronic conditions, so money is not a factor. One client with severe back pain and a spinal nerve stimulator eventually left the device off for most of the day; family and friends began asking when the next session was because they could see the difference.

Other clients have arrived with tinnitus that quieted enough to feel less burdensome, migraines that reduced daily medication needs, or long-held grief that became more manageable. Sikopolous welcomes open-minded skeptics. "I love working on open-minded skeptics," she said. "Someone who can walk in and be like, I don't know if this is going to do anything for me, but I'm going to at least try it." She is equally clear that she never claims a cure. Clients live in their own bodies and can tell whether something helps.

Vibroacoustic Therapy and a Growing Community Hub

The collective also features a dedicated vibroacoustic therapy room using the In Harmony system, installed in July 2025. Clients lie on a curved lounge fitted with transducers that vibrate in sync with audio delivered through headphones, often under a weighted blanket. Sessions run about 30 minutes (with roughly 22–24 minutes of audio) or longer immersive versions near 50 minutes. Research so far points to benefits for insomnia, stress, anxiety, and overall well-being. Sikopolous calls it "the laziest form of meditation you will ever try in your entire life." People drop into deep states quickly; some doze, and a few have left sessions in tears from simply feeling okay again after a long stretch of not feeling okay.

Monthly gemstone meditations and other practitioner-led events take place in the downstairs event space. Looking ahead, Sikopolous hopes to move into an even larger location that could accommodate more practitioners, additional one-off therapies such as hydrotherapy, and expanded community programming. She points to recent data showing the average American's daily socialization time has fallen from 41 minutes a decade ago to about 35 minutes now, and notes that healthy human connection is a stronger predictor of longevity than diet or exercise alone. "We need to get more connected again," she said.

To learn more, folks can visit the Turn A New Leaf website for service details, a list of current practitioners, and an event calendar. Erin also shares updates on Instagram and Facebook. At the heart of it all, her mission in Saratoga Springs is to help people find a bit more ease in their everyday lives—whether that's through stones, sound, healing touch, or simply having a welcoming place to come together. ■



WINTER FARMERS' MARKETS



SARATOGA, WARREN & WASHINGTON COUNTIES

Saratoga Farmers' Market

Wilton Mall, Saratoga Springs

SCHEDULE:
Saturdays, November – Apri
9:30 AM – 1:30 PM

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

Halfmoon Farmers' Market

Halfmoon Town Hall, Halfmoon

SCHEDULE:
Wednesdays, October - May
2 – 5 PM

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

Glens Falls Farmers' Market

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

SCHEDULE:
Saturdays, November – May
9 AM – 12 PM

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

Spa City Farmers' Market

Saratoga Spa State Park
The Warming Hut, Saratoga Springs

SCHEDULE:
Sundays, Year-round
10 AM – 2 PM

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

Clifton Park Farmers' Market

Clifton Park Center, Clifton Park

SCHEDULE:
Sundays, November – March
10 AM – 2 PM

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

Cambridge Valley Farmers' Market

Cambridge Passenger Depot, Cambridge

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

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





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Jessica Marcy Helps Small Businesses Find Order in the Chaos Through Bookkeeping



Interviewed by Michael Nelson • Article written directly from the recorded transcript using AI, editor-reviewed by Taylor Stone, and subject-verified.



Interviewed by
Michael Nelson

Photos Provided

A business can be good at what it does and still struggle with the systems, finances, and processes it needs to keep running.

Jessica Marcy, who owns Old Wisdom Bookkeeping, helps small businesses understand their numbers, organize their operations, and decide what to do next by combining bookkeeping with project management and practical business problem-solving.

"A lot of people don't start a business because they are good at business. They start a business because they're good at a thing, and then the rest of it becomes chaos," Marcy explained in her conversation with Michael Nelson on *The Fractional Operator*. Her work focuses on that often-overlooked side of entrepreneurship: helping business owners manage the behind-the-scenes details so they can concentrate on the work that built their business in the first place.

From Construction Project Management to Bookkeeping

The route Marcy took to owning Old Wisdom Bookkeeping wasn't direct. For about 10 years, she worked as an estimator and project manager in the construction industry before turning to other work, including a business called Old Wisdom Wellness, where she made teas and tinctures and also helped clients as an herbalist.

When her children got older and began attending school full time, Marcy decided to return to work without taking on the 50- or 60-hour weeks she had in her previous job as an engineer. She had already been handling the bookkeeping for her own business and had gained project management experience with job costs and project finances. Moreover, she took a part-time bookkeeping job with an accounting firm to improve her knowledge.

At the same time, she was assisting friends with their businesses. They brought her their problems, and she helped solve them. Eventually, some of them told her they should pay her for the help.

That was the turning point. Marcy recognized that the problem-solving work she was already doing could become a business of its own.

The Old Wisdom name came from her previous venture. Rather than start over with a new identity, she kept a name that people in her business circles already recognized. The business has since developed into a flexible practice that lets her combine financial organization with the project-based work she enjoys.

More Than Bookkeeping: Making the Numbers Useful

Old Wisdom Bookkeeping offers routine bookkeeping services, such as handling transactions and carrying out account reconciliations, on a monthly retainer basis. However, Marcy's services also include business strategy, project management, data organization, and preparing standard operating procedures (SOPs).

When describing her role, she is careful. Although she helps clients understand what their finances can afford, she does not call herself a fractional CFO because she is not a CPA and does not claim to have that kind of experience.

Instead, she draws on her engineering and project management background to break complicated problems into manageable steps. A business considering hiring an employee, changing its operations, or expanding its offerings may need more than accurate books. It may also need documented processes, organized information, and a realistic understanding of what its finances can support.

Many of the business owners Marcy comes across want to hire someone but haven't figured out how to train them. By creating standard operating procedures, owners can overcome this problem because these procedures show the correct way to carry out tasks and reduce the need to explain each process from scratch.

She also helps clients untangle software and bookkeeping challenges. QuickBooks, for example, does not always integrate neatly with other programs, particularly when businesses use cash-basis accounting, but their software connections produce accrual-based accounting information. The resulting accounts and reports can confuse owners without an accounting background.

Marcy began by helping friends solve these kinds of problems. Once two or three people asked her to take over the work, she saw an opportunity to build a business around it. Since then, she said, referrals and word of mouth have been the primary source of new work.

Her method is flexible and not confined to a single industry; she deals with clients such as hairdressers and retail businesses as well as consultants and construction companies. With one of her construction clients, she provides estimating support when needed, helping set prices when the team is busy in the field.

Better Financial Habits, Clearer Decisions, and Sustainable Growth

For Marcy, speaking is not merely about preparing reports; it is about helping business owners understand what the reports mean and use that information to make decisions.

She regards financial organization as particularly important when businesses expand. Owners might have to decide if they can afford to employ people, figure out how to organize a new project, or determine how to separate the finances of several related businesses. Marcy likes to handle those complex situations, especially when business operations and ownership overlap.

She also sees common habits that can make financial management harder than it needs to be. One is using a business card for frequent personal purchases and trying to sort everything out later. As she explained, those transactions can make it difficult to track how much an owner is actually taking from the business, potentially leaving too little cash available for inventory or other business expenses.

Her advice is to determine what the business can afford to pay its owner and make those payments consistently, whether weekly or monthly. Clearer records can help owners understand their spending and avoid surprises.

Marcy has also learned to be more careful about how she prices her own work. Reflecting on her first years in business, she said, “The biggest thing was that I had undervalued my time.” She described giving clients discounts, doing work before invoices were paid, and taking on tasks for free because solving the problem seemed easier than stopping to price the work properly.

This tendency is particularly difficult for fractional operators and consultants who like solving problems. Marcy's experience has taught her that assisting clients doesn't mean every additional task should remain unpaid.

Her own client arrangements reflect that distinction. Routine bookkeeping generally comes with a monthly fee, while larger projects are priced separately with the scope and expected hours agreed upon in advance. She often tries to structure project work so the client can eventually manage the process without paying for the same help indefinitely.

“A lot of the projects I do, I work myself out of a job, because I want to solve the problem,” she said.

In the future, Marcy intends to keep going with Old Wisdom Bookkeeping and at the same time will take on new clients as projects start and finish; she also hopes one day to expand the business and have a team employed, while still maintaining the flexibility which was the reason that originally attracted her to this method of working.

She also shares educational material through her Old Wisdom Bookkeeping Substack, including guidance on understanding balance sheets and cash flow statements. Her goal is to help business owners learn to read their financial reports before they need outside help. For fractional professionals and growing businesses alike, her approach is straightforward: organize the information, solve the underlying problem, and build systems that make the next decision easier. ■

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Is My Business Ready to Sell?

How to Know and How to Get There

Every business owner eventually asks some version of the same question: Is my business ready to sell? The honest answer is usually no, not yet. Readiness is not a feeling. It's a set of measurable conditions, and most owners need help getting there.



by **Stephen Tomb**

TRANSWORLD Business Advisors

Submitted by Stephen Tomb of Transworld Business Advisors • Proofed by the Buying Local team

What "Ready" Actually Means

A ready business has clean, well-organized financials that a buyer's lender can verify without having to hunt for answers. It has documented systems and processes that don't live only in the owner's head. It has a management team, or at least key employees, who can run operations if the owner steps back. It has diversified revenue, so no single customer or contract represents an outsized share of income. And it has a realistic, defensible valuation, not a number pulled from a rumor at the golf course.

Few businesses check every box on their own. That gap between where a business stands and where it needs to be is exactly where preparation work happens, and it often takes months or years, not weeks.

The Cost of Selling Too Soon

Owners who skip the readiness assessment and go straight to market tend to leave money on the table. A business with disorganized books takes longer to sell and draws lower offers, because buyers and lenders price in the uncertainty. A business overly dependent on the owner personally is harder to transition and riskier to finance. Rushing the process, or trying to handle it without professional guidance, is one of the most common reasons deals stall or fall apart during due diligence.

How Transworld Business Advisors Approaches Readiness

We at Transworld Business Advisors Albany build our process around answering the readiness question honestly before a listing ever goes to market.

The engagement starts with a confidential, no-obligation conversation. We review the business and the owner's goals, then offer a frank second opinion on where things stand. From there, valuation work begins in earnest. Transworld advisors normalize the financials, calculate seller's discretionary earnings, and compare the business against market multiples and risk factors, producing not just a number but a clear picture of what is driving that number up or down.

That picture becomes a roadmap. We work with owners to identify the specific weaknesses dragging down value, whether that's customer concentration, thin documentation, or an operation too dependent on one person. We work to help owners address the weaknesses. The goal is a company that is positioned, not rushed: priced accurately, marketed confidentially, and presented to buyers only once it can withstand scrutiny.

Throughout this process, we at Transworld Business Advisors Albany take on the marketing, buyer screening, and negotiation work, so the owner can keep running the business at full strength rather than splitting attention between operations and a sale.



The Bottom Line

Readiness isn't a single checklist item; it's the result of deliberate preparation. Owners who get an honest assessment, address the gaps, and only then go to market tend to sell faster, at a better price, and with far less stress. The question isn't whether your business is ready today. It's whether you've found out and started closing the gap before you need to sell. Please reach out if you wish to discuss preparing your business for sale. ■

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What Is *Website Hosting?*

FIVETOWERS MEDIA

Website hosting is what keeps your site live and accessible on the internet. Here's what it actually means — and what to look for when choosing a host.

Submitted by Five Towers Media • Proofed by the Buying Local Team



If you've ever built or bought a website, someone along the way mentioned hosting. Like most small business owners, you probably nodded and moved on without fully understanding what it meant. That's more common than you'd think, and it matters more than most people realize.

Here's a straightforward explanation of what website hosting is, what it does, and why it matters for your business beyond just keeping your site online.

The Simple Version

Websites are made up of different files like code, images, text, and databases. For people to access these files when they type your web address into their browser, the files need to be stored somewhere. Website hosting is the service that stores these files on a server and makes them available to anyone who visits your site.

Think of it this way: your domain, or the URL people type to find you, is like a PO Box. It's an address that points to a specific place. Hosting is the building itself, where everything for your website is actually stored.

Without hosting, your website doesn't exist online. With poor hosting, your site might be slow, unreliable, or not secure.

What Hosting Actually Affects

A lot of business owners see hosting as something in the background that just works and isn't very important. But your hosting setup actually affects several key things:

Speed: How fast your site loads depends on the server it's hosted on. If the server is slow, your site will be slow too, and visitors may leave before seeing what you offer. Page speed also affects your Google ranking, so poor hosting can hurt your SEO.

Security: Keeping servers updated and monitored is key for security. Hackers, bots, and malware often target servers that aren't maintained. If your site gets hacked, it could end up on Google's blacklist, your email might stop working, and fixing everything could take days or weeks.

Uptime: If the server goes down, your website goes down too. Good hosting providers promise high uptime, which means your site is available to visitors all the time, not just when the server happens to be working.

Backups: If something goes wrong, like a bad update, a hack, or an accidental deletion, having a recent backup can mean a quick fix instead of starting over. Good hosting includes regular, automatic backups.

Support: When something breaks, who do you contact? Some hosts use a ticket system, so you have to wait. Others let you talk to a real person who understands your site.

What is the difference between shared, VPS, and managed hosting?

Not all hosting works the same way. Here are the three most common types you'll come across:

Shared hosting is the simplest and least expensive option. Your site shares a server with hundreds or even thousands of other sites. It's fine for sites with very little traffic, but if other sites on the server have issues, your site's performance and security can suffer.

With VPS (Virtual Private Server) hosting, you get your own section of a server. This gives you more resources, better performance, and more separation from other users. It's better than shared hosting, but you still need to handle some technical tasks.

Managed hosting is usually the best choice for small businesses. A third party, like your web agency or a specialist provider, handles all the technical work, including server maintenance, updates, security checks, and backups. This way, you get the benefits of good performance and security without needing to know the technical details.

What Most People Get Wrong About Hosting

The biggest mistake people make is treating hosting like any other commodity, picking the cheapest option and assuming it doesn't matter much. But it actually makes a big difference.

If your website gets hacked, it can disappear from Google's search results. If your site is on a slow server, visitors may leave before seeing your content. If you don't have backups and your site gets corrupted, you'll have to rebuild it from scratch. These problems aren't rare; they happen often to small business websites.

Hosting is the base your website depends on. Choosing the right hosting is one of the most important decisions for your online presence.

Choosing the right hosting is one of the most *important decisions* for your online presence.

Is hosting enough to keep your site secure?

Good hosting keeps your server in good shape. But many attacks skip the server and go straight for your website. Bots try to guess your login passwords, look for plugins with known problems, and scan thousands of sites every day to find one with a weakness.

Protecting the site takes a few more layers:

- A firewall that blocks malicious traffic before it does damage
- Two-factor login, so a stolen password isn't enough to get in
- Plugin and theme updates, applied soon after security fixes come out
- Offsite backups you can restore from if something goes wrong

If your website takes orders or collects customer information, these extra security steps are even more important.

What Five Towers Media Offers

All our clients get managed hosting, starting at $39.95 per month. This means your website is hosted on a server we actively maintain, not one left unattended. We handle updates, monitor security, and take automatic monthly backups with our basic plan.

If you want more protection, we offer two security add-ons. Watchtower includes a premium firewall, two-factor login, weekly backups, malware cleaning, and a monthly security report. Fortress adds a second firewall in front of your site, daily backups, and priority support.

If you have any questions about how your site is hosted or want to learn more about managed hosting, feel free to book a free call with us. ■

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UPCOMING NETWORKING EVENTS

NOVEMBER

BSBPA

November Networking Breakfast

03 NOV

8 – 9:30 AM
The Medberry Spa & Wellness
48 Front Street, Ballston Spa

Fees & Admission:
$10 with RSVP

RSVP Here!

ARCC

2026 ARCC Business Expo

04 NOV

4 – 6 PM
The Queensbury Hotel
88 Ridge Street, Glens Falls

Free to attend

Meet and mingle with 85 exhibitors, explore new products and services, and make valuable connections at this business showcase.

Register Here!

CAPITAL REGION CHAMBER

Network by 9 at Max 410

12 NOV

7:45 – 9 AM
Max 410 @ The Waters Edge
2 Freemans Bridge Road, Glenville

Fees & Admission:
Open to Chamber members only

$15/member

Online registration will close at Noon on 11/11. Due to the nature of this event, we are unable to accommodate walk-ins.

Register Here!

CEG 2026 Annual Meeting

18 NOV

3:45 – 6:30 PM
NY Creates Albany Nanotech Complex
257 Fuller Road, Albany

Fees & Admission:
Open to Capital Region and Colonie Chamber members

CEG Investors: $125
Non-Investors: $175

Register Here!

FRI

BNI

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

Networking @ Night Mixer & Thanksgiving Food Drive

19 NOV

5:30 – 7:30 PM
The Parting Glass
40-42 Lake Avenue, Saratoga Springs

Free to Attend

Reserve a Spot!

SARATOGA COUNTY CHAMBER OF COMMERCE

VBC Annual Breakfast Honoring Veterans

04 NOV

8 – 9:15 AM
The Holiday Inn
232 Broadway, Saratoga Springs

Fees & Admission: $45/member

Register Here!

Monthly Mixer at The Cock N Bull

12 NOV

4:30 – 6:30 PM
The Cock N Bull Restaurant
5342 Parkis Mills Road, Galway

Fees & Admission: $10/member

Register Here!

AMA Capital Region Chapter Coffee & Connections - Schenectady

19 NOV

8:30 – 9:30 AM
Ambition Coffee & Eatery, Inc.
154 Jay Street, Schenectady

Free to Attend

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EPISODE 144

The Business Lessons Behind Duke's Nationwide Growth

Matt Fishbune, CEO of Duke's, joins Blue Collar StartUp to discuss how a specialized sewer root control company grew from its Syracuse, New York roots into a nationwide business through acquisitions, market expansion, skilled labor, leadership development, and a focus on its core business. Matt also shares lessons from Duke's growth, including how to evaluate new markets, build teams across multiple regions, develop future leaders, and why the trades should never be viewed as a fallback career.

SCAN TO LISTEN!



EPISODE 145

The Real Cost of Building a Successful Plumbing Business

What does it take to turn a plumbing business into a thriving company? Pete and Alicia Green of Go Green Plumbing share how they grew from one service truck into a multimillion-dollar operation through financial discipline, business systems, leadership, and community investment. They also explain why knowing your break-even costs, separating salary from profit, and learning how to run a business are essential for long-term success in the trades.

SCAN TO LISTEN!



EPISODE 146

The Future of Trades Education Is Changing

Dr. Michael Brophy, President of Hudson Valley Community College, joins Mike Nelson and Derek Foster on Blue Collar StartUp to discuss the skilled labor shortage, the future of trades education, workforce development, and the growing demand for technical skills across New York's Capital Region. From AI's impact on traditional careers to hands-on training, shorter certificate programs, and employer partnerships, discover how technical education is preparing workers for new opportunities in the trades.

SCAN TO LISTEN!



EPISODE 147

The Hard Truth About Taking Over a Family Business

What happens when you take over a 45-year-old family business and discover that growing it means rebuilding almost everything? Daniella Devine, President & CEO of Peacock Floors, shares lessons on business succession, commercial flooring, cash flow, hiring, customer retention, business acquisitions, and using AI to streamline operations and grow a traditional trades business.

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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 89

Saratoga Showcase of Homes 2026: 30 Years of Giving Back

The 2026 Saratoga Showcase of Homes celebrates its 30th anniversary on with 13 homes across Saratoga County, showcasing local builders, new construction, design trends and renovations while raising money for local charities. Lisa Licata and Barry Potoker join Buying Local to explain what visitors can expect, how the People's Choice and professional judging work, and why the event has become a Saratoga-area fall tradition.

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EPISODE 90

Building Your Dream Home Without the Bidding War

What does the current real estate market look like, and could new construction offer buyers a way around bidding wars and costly repairs? Mike Nelson talks with Sarah Itterman and Michael Caruso of Sterling Real Estate Group about the Capital Region housing market, modular home construction, customization, pricing, factory-built quality, and the new construction communities they represent.

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EPISODE 91

Siege Weekend Returns for Victory Season

Saratoga 250 Executive Director Bill Teator joins Buying Local to explain Victory Season, Siege Weekend, living history events, and the Saratoga Revolutionary Experience taking shape across Saratoga County. The conversation covers the October 10–11 Siege Weekend in Schuylerville, the Turning Point Passport, the upcoming 2027 250th anniversary reenactments, and new ways for families and visitors to experience Saratoga's Revolutionary history.

SCAN TO LISTEN!



EPISODE 92

How Purpose Drives Community Impact & Education

In this episode of Buying Local, Mike Nelson speaks with Fawn Montanye, Director of Strategic Partnerships and Growth at Nourishing Minds Tutoring, about expanding access to quality tutoring, building nonprofit and employer partnerships, developing scholarship support for families, and helping children across the Capital Region and Adirondacks build confidence through education.

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