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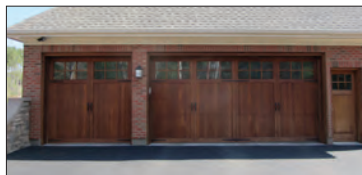
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ROCK-TOBER!

The month of October will rock – I can feel it! October possesses some of my most favorite elements about living in the Northeast like the amazing smell of fall, the awe-striking colors of the leaves with the sideways slanting light of the lowering sun shining through them, perfect temperatures, and this is the best weather to go horseback riding in. I absolutely love it!

With the excitement of October upon us, we bring you a pretty exciting (I hope you'll find) issue on the following pages. The cover is of a local beauty: Kent Falls in Kent, CT by our very own Steven Steele Cawman, who also brings you a very interesting story about the evolution of painter Steve Rosenzweig. Our healthy living column is an interview with Kristina Proper who's a wife, mother of two young boys, and a teacher at a local high school – but she's also an amazing athlete who's passionate about maintaining a healthy lifestyle.

Christine Bates brings you an interview with entrepreneur Kirk Kneller, owner of the Brad Peck Insurance company in Copake, NY. Christine also brings you a variation of her real estate series, this time examining conservation easements and what they mean for land owners, and the land.

If you're hungry, you can learn all about a restaurant in Philmont called Local 111. Memoree Joelle, our farm groupie, also brings you a story about Daisi-Hill Farm and all of their delicious and interesting products. She also included a recipe that is perfect for the month of October!

We have some celebrations this month in the form of the Millerton Antiques Center celebrating 20 years on Main Street in Millerton, and we have a great backstory on the evolution of their business.

Have you ever seen a whole building being moved down a major road? You're going to get a chance to see just such a thing, right here in Millerton in the month of October. The Irondale Schoolhouse is being moved 1.7 miles from its current location in Irondale to Millerton, to learn more take a look at the story on page 27.

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- Thorunn Kristjansdottir



OCTOBER 2013

Kent Falls in Kent, CT

Kent Falls Connecticut State Park, is located in the northeastern section of the town of Kent. The park began in 1919 with an initial gift of 200 acres by the White Memorial Foundation, additional acreage has been donated or purchased over the years and the current park is over 290 acres.

<http://www.ct.gov> and search "Kent Falls."

Cover photo by
Steven Steele Cawman

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abstract evolution

STEVE ROSENZWEIG, PAINTER



Above: *Passive Aggressive*. 2008. Oil on canvas. 24x48" – image slightly cropped.

By Steven Steele Cawman
arts@mainstreetmag.com

Tucked just behind the commercial buildings on Church Street in Copake, New York, is the studio of painter Steve Rosenzweig. His portfolio of work is as diverse and varied as the landscape that first drew him to purchase a home here in 1999. Originally, his plan was to spend only his weekends in Copake in his own "Fortress of Solitude" in order to get away from the hectic and often repetitive life in Metropolis. Soon enough however, he found himself living there full time. A strong yearning for something genuine and unique not only informs Rosenzweig's geographical choices but his artistic ones as well.

An advertising career with the Madison Avenue crowd – not for me after all ...

Steve grew up in New Jersey and studied art at SUNY Purchase, where he received a degree in Painting and Printmaking. Initially, he thought he would pursue a career in advertising and be a part of the Mad Men, Madison Avenue crowd. Much like the buzz of a three-martini lunch however, his feelings quickly changed and the novelty of a career in advertising wore off during his freshman year.

As he had already enrolled in a visual arts curriculum, his change of direction did not impact the length of his studies. The change also exposed him to a variety of new thoughts and perspectives while studying at SUNY, where he befriended a number of people in the university's large film department. He was inspired by the collaborative efforts and teamwork needed to create film and how the individualized efforts of many people

created a piece of art.

New York City, the Village Voice, and Red Grooms

After graduation, Steve moved to New York and worked in the pre-press department at the Village Voice, preparing final layouts before they went to print. When there was an opening for a studio assistant for the artist Red Grooms, a friend in New York lured Steve away from the Village Voice and back to the arts. Grooms is a well-known and prolific artist working across many disciplines including painting, drawing, printmaking and multimedia constructions. He is probably best known for his whimsical, three-dimensional, mixed media constructions of sculpto-pictoramas of frenetic cityscapes. His installation, *Tut's Fever Movie Palace*, at the Museum of the Moving Image is a monumental scaled, and whimsical interpretation of the Egyptian-style movie theaters popular in the 1920s and 1930s.

As a member of the studio team, Rosenzweig worked closely with the artist and the other assistants to bring Grooms' small, two-dimensional sketches to life as large three-dimensional pieces. This often meant fabricating elaborate frameworks and constructions out of wood, paper mache, metal, and other materials that would be incorporated into the piece.

Rosenzweig loved the years he spent working under the tutelage of Grooms, who exposed him to new and interesting challenges.

"Grooms was a great boss," Steve says. "He was incredibly successful, but totally unpretentious.

He had a way of always keeping his work fresh. He never repeated himself. That is something I really admired."

Lights. Camera. Action!

Eventually, the opportunity presented itself for Rosenzweig to transition his work away from the artist's studio and into the movie studio. One of his friends was making movies and offered him a job as a production designer. His work with Grooms using techniques and materials like latex, spray-foam, and clay gave him the perfect experience to successfully create sets and other three-dimensional pieces for productions. His innovative style, flexibility and ease in working collaboratively with other people led to a successful 20-year career as a Production Designer for the film industry. He collaborated with such directors as Ang Lee, Steve Buscemi, Hal Hartley, and Barry Levinson. In that time, he designed everything from Independent Films to Children's Television programs and even an opera at the Salzburg Opera Festival.

In 1999, Rosenzweig purchased a home in Copake not far from where his studio is now. In fact, he could often be seen on his bicycle, going from his home to the studio. Rosenzweig was drawn to Copake by the still and quiet of the area and by the abundant geographical diversity found within it. He recalls how he was astonished to drive over a small hill and come upon a valley completely different from what was passed only a mile back. He continues to be astounded by the area's natural beauty to this day. Rosenzweig is sensitive to visual changes, especially when he feels they affect the



Above top: Spidey's Day. 2010. Oil on panel. 32x80" – Above middle, L to R: Late Summer Sky. 2008. Oil on canvas. 32x47" – Am I Awake? 2011. Oil on canvas. 40x24" – Hello Yellow. 2012. Oil on canvas. 12x12" – Above bottom: Century Farm. 2010. Oil on panel. 36x80"

Above top, L to R: Sky, Farm, Cellophane. 2011. Oil on canvas. 60x48" – Bash Bish Creek. 2009. Oil on canvas. 50x41" – Pill Party. 2013. Oil on canvas. 50x36" – Above: The Taconics. 2008. Oil on panel. 14x24"

existing rural aesthetic.

"I am always the first person to notice when they clear an area for a new house or tear down an old barn," he says. So, there is something about the uniqueness and allure of the community that ties him to the area. He admits that if they ever build a strip mall with a CVS, a Starbucks, or a branch of large bank in the area, he will be the first person to put his home on the market.

Pastoral scenes to abstraction

At the time Rosenzweig settled in Copake, his work was more representational and he focused his brush on capturing landscapes inspired by the area. The eighteenth century British Romantic landscape painter J.W.M. Turner was the inspiration for many of these works. The pastoral scenes are infused with an air of the ominous by a foreboding and often stormy sky. As he began spending more and more time in the area, his work changed as well. He moved away from a palette of natural colors and began experimenting with works that emphasized more painterly qualities and stronger use of color. These transitional works have something in common with the early twentieth-century fauve painters. Take for example his 2010 piece *Century Farm*, oil on panel (see image of painting above). In it, Rosenzweig moved toward more frenetic brushwork, saturated colors, simplification and abstraction. The image depicts the high-vantage point of a view from a farm silo, looking down onto the fields below. The deconstructed landscape and sky were created with rich saturated colors.

The final evolution for Rosenzweig came as he

moved completely away from anything representational and completely embraced abstraction. To create these pieces, he starts with blank primed canvas and nothing in mind. He uses primarily oil paints but also uses wax, spray paint and varnishes to add texture to his work. Initially, he applies washes of color with no predetermined idea of where he will go. What follows is a series of reactions to what he has done in previous sessions, creating an incredible layering of paint and texture. He recognizes and celebrates the materials that he uses and will sometimes apply paint directly from the tube to the canvas and then creates additional patterns and texture by dragging his palette knife or something similar through the thick areas of paint. He repeats this process until he feels that every area of the canvas is interesting in itself, but also works in the larger piece as a whole. His work relies heavily on a trinity of contrast, balance and harmony.

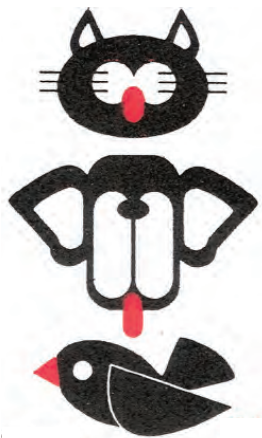
Rosenzweig continually strives to keep his work fresh and his approach and methods help ensure that each of his paintings will be unique. No two of his canvases are alike and they each display an incredible depth and range. They span the gamut from dark to light, some more organic while others have strongly geometric qualities. Currently, Rosenzweig seeks to challenge himself by working on the largest canvases he has yet tackled. These upcoming works will be so large that they will need to be assembled in his studio. One can rest assured that much like his previous works; these new creations will garner interest and make a bold statement that is uniquely Rosenzweig's. ●



How to Stay Alive in the Woods. 2012. Oil on canvas. 40x30"

If you are interested in learning more about Steve Rosenzweig and his work, visit his website www.steverosenzweig.com or you can email him at srosy@fairpoint.net.

Are you an artist and interested in being featured in Main Street Magazine? Send a brief bio, artist's statement and a link to your work to arts@mainstreetmag.com.



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Nicole Downing is a head teller for the Bank of Millbrook at their Amenia branch, and has been with the bank for seven years. She loves to interact with her customers, both existing and new, that come into her branch. Nicole says it's such a friendly environment both at work and in town, making it very easy to get along with everyone. When she's not at the bank, there's a pretty good chance that you'll find her on the baseball or soccer field cheering on her two boys, ages 16 and 14. Her boys are heavily involved in sports and Nicole is their number one fan! (The Dance Moms on the Lifetime channel better watch out). With another little boy on the way (who's already been named Mason), Nicole is excited for his big debut in October. Congratulations on the new bundle of joy and good luck to the boys at their next game. Go team, go!



Tanya Brown has worked for Livingstone Dental Excellence in Canaan, CT for 14 years. She's the queen of the front desk, answering the phone and greeting everyone when they walk into the office. Tanya loves all of their patients and meeting all of the families who's dental health they are responsible for. Thus far, she says that it has been fun to watch them grow. She also really enjoys her co-workers, and they're all friends outside of work, too. When Tanya is not at the office she loves to go shopping, go to the casino, and walk her two dogs, a Pug and an English bulldog, "They are the most amazing dogs ever!" She currently lives in Canaan, but hasn't always. She smiles when reminiscing of her days when she escaped to Florida for a couple of years some years ago, and she hopes to one day escape back there. Perhaps an early retirement to Florida doesn't sound too bad!



We caught up with **Timmy Shaffer** before he hit the road. He's a proud employee of Dutchess Oil & Propane and has been with the company for 43 years, starting at age 18. His grandfather was in the oil business, too, starting in 1937. Timmy has been told that he must have oil in his veins, because of the family connection to the biz. The business has changed hands a few times, and Timmy was once a partner himself. He is proud to be part of the company and enjoys working with such a great bunch of folks. He smiled as he said, "It's been an incredible journey so far, and I hope to keep going for another four years." Timmy is very close with his family and enjoys their company. His wife Bonnie, three sons, five granddaughters, a great granddaughter, and his sisters keep him going. Timmy is also a huge Yankee fan and has gone to many games thanks to his good friend, Gary Cooper.



Marigo Brandt is all about giving back to the community. In fact in March of 2009 she had a brainstorm that turned into a reality, and she opened a thrift shop behind the Episcopal Church on Pine Street in Pine Plains. Her motto is, "We look like a boutique but we have thrift shop prices." After all, where else might you have the ease of shopping for brand name clothes with a small price tag? Marigo has the pleasure of working with members of her church as well as members from outside the church and from within the community. They welcome donations on Fridays and Saturdays from 10am to 2pm. Marigo has lived in Pine Plains for 50 years and is proud of the shop and being able to help give back to the community. She hopes it continues to have success and helps out the community for many more years to come. Best wishes Marigo, and keep up the great work!



Jeff Neumann has been painting with oil and watercolors his entire life. He feels painting enables him to communicate things that are beyond words and achieve a heightened state of awareness. Jeff was in high school when he sold his first painting and recalls it was about 1970 when he decided art was his calling; he decided to focus on subjects that were uniquely American. There is nothing better than seeing your vision realized and in 2009 he opened his gallery in Hillsdale, which doubles as his studio and place to showcase his work. In 2012, he presented his first show called *Three Visions*. Currently, Neumann Fine Art is presenting their fourth group exhibition, which is entitled *Five Local Lions*. When Jeff isn't holding a paint brush he is the lead singer and harmonica player with a rock n roll band out of Stockbridge, MA called The Whitehouse Staff. Jeff also enjoys teaching art, loves riding his bicycle, skiing, hunting and fishing, and automobile road trips in New Mexico. Busy guy!



Sarah Watson has been helping out at the Sharon Country Inn since the beginning of June, previously working at Mizza's in Lakeville. She likes meeting new people and learning about different cultures and has even picked up a couple of words in other languages. She misses seeing her regular customers at Mizza's, staying up to date on their lives, and the news around town. When not at the Inn, she works at Region One in Cornwall working with special ed children, and is a girl's middle school basketball coach at Cornwall, too. Regardless of where she is, Sarah loves working with people, talking to them, and being able to help out in any way she can. When she isn't busy working she has a nine year old daughter who keeps her going. They have a lot to look forward to as they're moving to Cornwall soon. Sarah comments how Cornwall reminds her of Sharon. She likes the small town feel and the beautiful landscaping, but with the added bonus of the covered bridge!



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WHAT MAINTAINING A HEALTHY LIFESTYLE MEANS FOR a wife, mother of 2, & a teacher

By Thorunn Kristjansdottir
info@mainstreetmag.com

Kristina Proper is in some respects your typical American woman: she's a wife, a mother of two young boys (ages three and a half and one and a half), and a high school teacher at Taconic Hills. But there's much more to this woman. To name one, she's an avid and enthusiastic spin instructor. For these reasons (and more) I sat down with Kristina to ask her what maintaining a healthy lifestyle means to her, and her young family.

What does it mean to you?

It means healthy eating, but it doesn't mean that you can't cheat every once in a while. Healthy eating involves eating things like yogurt and lots of fresh fruits and vegetables – especially raw foods like carrots, peppers, cucumbers, and celery (that are uncooked and consumed without salad dressing). Eating raw foods makes a tremendous difference in the way your digestive system works and it really helps you to lose weight. Raw foods help to flush out your system, and you lose weight, for one, because you're crunching and using calories to do that. These foods are also low calorie, and my children love to eat them so we always have fresh-cut veggies in the fridge which are easy to grab.

What's really important to me with eating, and I like to have coffee and sweet things, but I don't eat anything that's not naturally fat free. So I'll eat Greek yogurt, but I won't eat the fat free or 90 calorie yogurts – nothing with fake sweeteners. If I'm going to have sugar I either choose to have real sugar (I prefer cane sugar), or Agave Nectar (which helps your blood sugar levels, and doesn't give you a sugar high, and the consequent sugar low). When I made the change to natural sugar from Aspartame and Splenda, I didn't notice any weight gain.

And exercise is definitely a big part of healthy living! They suggest that you do 30 minutes of any type of cardio exercise five days a week, which for a lot of people is actually hard to do. But walking is one of the best things that you can do. It is better for you than running and is better on your joints. Swimming is also really good for you.

I do spin, which is an hour long cycle class. But we don't just sit on a bike and pedal, I take the people who come to my class through a ride. For example, today we climbed some steep hills, and when we got to the top of the hills we jumped like we were going over divots in the road, and we do that for up to two minutes.

Spin is a really good calorie burner and you can burn anywhere from 500 to 1,000 calories per class. I do that four days a week, along with some core exercises and exercises with my kids, like I throw my one and a half year old up in the air – working

my upper body, and I do push-ups where I lean down to kiss my kids.

A lifetime of healthy living?

I've always been active since fourth grade when I started cheerleading, which I carried through to my senior year in high school, and then in college I continued to work out in the fitness center. I joined one of the local gyms in Albany when I lived there, but there have been times too when I've fallen back and done absolutely nothing. About eight or nine years ago I started getting serious about exercise again when I moved to Columbia County. One of my co-workers was teaching a spin- and a core class, and she got me to try it. I had always been afraid of spin classes, because people would come out dripping with sweat looking like they went through the ringer, and I thought that there was no way that I could do that! But I gave it a try and started doing both spin and core classes with her. I later moved away from that gym to another where I would work out every morning at 5:30 doing my own routine, right up until the morning that my water broke and I had my first son.

After my son was born I started taking classes again, because I realized that although I like to exercise, I'm not good at pushing myself and I need a class to do that. I need to have an instructor or to have other people around me who love exercise and we push each other. So I started taking classes and I've done Zumba, step, core, and then I started taking spin again last June, after I had my second son. I realized again how much I love spin, but I'm not a cyclist – I own a bike, I own a helmet and have the gloves, and I ride it once a year on vacation – but spin class is a really wonderful class because anyone can take it. The people who take my class are anywhere from their early twenties to their late sixties, and it is wonderful for your heart, it is a great way to get your legs really shapely without bulking them up – which was one of my concerns when I started, but my legs are now in the best shape that they've ever been in. What's also great about the class, besides that it literally burns the fat off and greatly builds your strength, is that you're able to work at your own pace, and no one knows what your RPM knob or resistance is turned to. No one, but you, knows how hard you are working.

One of my students is in her sixties and started taking my class in June. She's a horseback rider and has a strong core, but wore a back brace so I was concerned about her. But! She recently told me that since she started taking my class that she's only lost four pounds, but she's lost five inches off her waist



– and she didn't change anything in her life, just added two spin classes a week. It's really awesome to hear results like that. Personally, I now fit into the clothes that I wore before I ever had children! That to me is awesome, too, that I can wear the clothes I was wearing 10 years ago, because not a lot of women can say that.

Why become an instructor?

My husband has been pushing me for a long time to get certified in one of the classes that I take, because he said that if I love it so much and spend the money to take the classes, why not get certified? I decided to do spin because it is a pricey class to take, but I thought why don't I learn about the one that's the most expensive to take, that I really love, and that way I can teach it and I don't have to spend that amount of money on the class, but will still get the exercise. The reason why the class is expensive is because the equipment itself is expensive for the gym to buy and to maintain.

To get certified I took a full day's workshop, a full spinning day, took two classes, and at the end of it I had to take a test, which I had to pass with a certain grade. I did really well, and combined with my over a year of experience of taking classes for my own exercise, I had quite a bit of experience. But I feel that I didn't become a really good teacher until I taught a few classes. And there's so much that goes into it in the planning stages, for example, I spend over an hour to prepare each class with music and the routine. I have a Billy Joel class that's a work-out to his music, and I have a Michael Jackson class – all different kinds of music that often help you to forget about how hard you're working. It's a lot of fun.

Going forward I'll continue to teach spin four days a week, and I'd like to get my core fitness certification. I'm also contemplating reinventing a free weight class with a step that I used to take that everyone loved – but we'll see. •

To learn more about Kristina and/or her spin classes you can contact her at kristinaproper@me.com.



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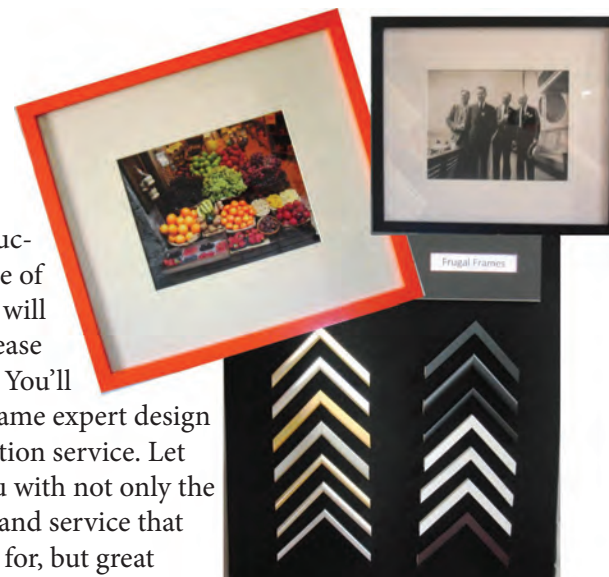
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KIRK KNELLER AND THE BRAD PECK INSURANCE AGENCY

By Christine Bates
christine@mainstreetmag.com

Passion continues to be one of the main themes of Main Street's interviews with entrepreneurs, whether they are not-for-profit founders like Bowie Zunino of the Wassaic Project, or business entrepreneurs from auto body shop owners to tea purveyors. In this issue we interviewed Kirk Kneller, who is the president of Brad Peck Insurance Inc. located in Copake, NY. Kirk has built his insurance brokerage business from one small office to an independent, regional, full service broker.

How did you become an insurance broker?

It began with farming and dairy cows. Although I was accepted into the Cornell pre-vet program, I decided to go to college at SUNY Cobleskill because of the animal science program. I got the cow bug early from working on dairy farms as a kid. When I graduated, my wife and I rented a farm and started a dairy business with 35 cows in Ghent, New York. After two and a half years we realized that we had to get bigger, which meant moving further up-state where we could afford a larger farm. We wanted to stay here and the Farm Bureau offered me a job selling insurance to farmers in the early 80's. After studying and taking the insurance exams I quickly discovered that farmers had a lot of insurance needs that the Farm Bureau couldn't meet, so I joined the Lofgren Agency in 1983, a small broker in Chatham. The owner then offered to sell me the agency, and I bought it at age 26.

Insurance is confusing. Describe your business and who is Brad Peck?

We sell every kind of insurance for business and individual needs. We have commercial insurance, life insurance, homeowners, car insurance, and



Above top: Kirk Kneller, the owner of The Brad Peck Agency in Copake, depicted in small picture on the phone with a client and in larger photo sitting atop his Allis Chalmers tractor at the Columbia County Fairgrounds, located a few doors down from his Lofgren Agency. Below left: The cow bells in Kneller's office are a constant reminder of his start with farming and cows.

group benefits. We are an independent agent, which means we deal with many different insurance companies. We cover properties in 13 states including Massachusetts, Connecticut, and New York, New Jersey and even out west in New Mexico and Wyoming. We go where our customers are.

Each agency that I have acquired has kept its original name, because of the relationship it had with its community. Brad Peck Inc. is the agency we acquired in Copake in 1998. Why should I put my name on it when clients have been dealing with this company for three generations?

How did you know how to buy a business? Where did the money come from?

My family did not give me an insurance agency. The purchase was financed over ten years with a loan from Travelers Insurance and the owner of the agency. Travelers had staff to help me value the business and prepare the documents. Since that first acquisition we have worked with local banks like Key Bank and The Bank of Greene County.

How do you find a company to buy? How many have you purchased? Are you still looking?

Usually it's word of mouth, often through the representative of an insurance company. Or someone calls me because they are ready to retire. An acquisition should be a win-win for everyone. We have acquired four agencies since the first one and we started Apollo Partners in 2003, a group benefits business. Right now we are looking to expand in northeastern Dutchess County, in Millerton or Millbrook.

Don't you receive phone calls from other larger insurance brokers wanting to buy your business? What do you say to them?

I get them all of the time from big, global insurance brokers like AON and Marsh. I tell them we have a great, thriving business and that we aren't interested. I love what I do.

How many people have been fired as the result of acquisitions?

We now have 32 full-time employees and no one has ever been let go because of an acquisition. Our employees have excellent insurance benefits, retire-

Continued on next page ...

ment accounts, and bonuses. I've only had to fire one person since I started the business and that was because of the way they interacted with customers.

What were the early days of running your own business like? Were there surprises?

I have always been a salesperson, but I had to learn how to manage and set policy, primarily in terms of employees. My biggest surprise was having nine customers die the first week after an acquisition. No one had told me to consider the age of my customers in relation to retained business.

What is the key to success in an insurance brokerage business?

Insurance is a business of personalities. Success is based on the people dealing with clients and solving problems. There's no more hard sell. People are looking for advice and a relationship. People yearn for more face-to-face to solve complex problems. If clients have a claim, they want to call and talk about it. When their teenager gets their driving license parents want someone to put the fear of God in them about safe driving and insurance rates. I can play the bad cop.

Our business is all word of mouth from clients talking to their friends, to lawyers, accountants, and real estate broker referrals. When you call any one of our offices a human being answers the phone. We value the relationship with our customers. And we support local causes from Eagle Scout projects to community runs. We feel that we have a social responsibility to our community.

Could I take a photograph of one of the properties that you help insure?

No! Confidentiality and privacy, and keeping a tight lip, are important qualities in any insurance broker.

What is the most difficult part of your business? What do you like the least?

It's always difficult to find good, qualified, sales people. The worst thing for me is having to explain to a client why a claim won't be paid. Usually it's because the risk just isn't covered, like floods, but it's still hard.

What are the biggest issues your agency faces right now?

The Affordable Care Act has been put out way too early. It needs another year. In New York State the website for the insurance exchange is not up yet. We know there is Platinum, Gold and Silver coverage but we don't know what it includes or how much it will cost. This uncertainty is impacting our small business clients with less than 50 employees.



Clockwise, above left: Depicted above are local steer. Livestock can be insured and covered through Brad Peck, Inc. under farm insurance and or under Agribusiness policies. In such policies farm machinery can be covered, along with livestock and farm buildings. Vertical image: Historical correspondence from the Brad Peck Agency throughout the years, including letters to and from Mr. Peck himself. Above left: A local view at the height of the fall foliage.

Another important issue is the hardening of insurance markets – premium rates are going up because of low interest rates and higher losses.

How has insurance brokerage changed since you began the business?

Computing power has vastly increased the amount of information we need to collect for insurance companies. It used to be that a life insurance policy was only three pages long – now it's 15 and they want details on your blood, your parents, and your driving record. New risks have been added like terrorism. And now the brokers do the work of maintaining records that insurance companies used to do. Periodically they come in and audit our files to make sure we have everything.

Where do you see ideas to start businesses around here? Does anyone ever seek your advice?

The businesses that I see succeeding are niche, and unique businesses. The whole locavore phenomenon is strong like Beneke's Willow Brook Farm's farm stand, and Berkshire Valley Holsteins. Justin Madsen started Marveled Designs, a specialty concrete counter top business that's doing really well. I helped him work through his business plan and advised him. We do a lot of that.

Editor's addendum: Kirk Kneller was a tremendous help in the starting stages of this very magazine, not just for all of the insurance needs that were required or in advertising support, but also in feedback and business advice – to which I'm eternally grateful.

What should anyone think about before starting a business?

They need to judge the market and figure out if there's enough demand for their product or service.

Are there any books, websites or classes that you would recommend to budding entrepreneurs?

Our community colleges offer great courses at reasonable prices that teach valuable business skills like how to deal with a bank.

Do you think that successful entrepreneurs have anything in common? What is your advice to any entrepreneur?

Three important things: You need an absolute all-encompassing passion to succeed, and not be afraid to work really hard. Once I got up at 2am to meet a client to put a life insurance policy in place the same day. When I started, I worked seven days a week. Second, entrepreneurs need to look at the positive – they need to see the glass half full. And three, they have to pay attention and have pride in the details.

What do you enjoy doing in your spare time?

The cow disease never leaves you. My wife and I have a 65-acre farm in Ghent called Locust Hill Farm, where we have 50 cows. The farm sells beef and eggs and has 5% of the world's pedigreed American Milking Devons. ●

To reach Kirk Kneller or the Brad Peck Agency, Inc. call 518.329.3131 or go to www.lofgrenagency.com.

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GREAT GASTRONOMY

By Thorunn Kristjansdottir
info@mainstreetmag.com

This month I ventured to the northern most part of our distribution and coverage area just north of Route 23, to the quaint Village of Philmont, which occupies the northeastern corner of the Town of Claverack. In a renovated garage on Philmont's Main Street is a little restaurant that word has gotten out about, called Local 111.

I've heard a lot of buzz about this restaurant for a number of years now, and I've even attempted to dine here before only to be turned away at the time because I didn't have a reservation (totally my fault, because it was on a Friday night, so I couldn't naively expect to get a table). But in preparation for this Wednesday night's outing with my significant other and a few family members, I made a reservation for five in advance. We were seated in a cozy corner as the lightning storm outside lit up the evening sky – all of which was visible through the glass garage doors that double as the restaurant's front and entrance. And this is one of the things that's so cool about this place; in the summer months they roll up the garage doors and guests get to enjoy the fresh air, or there's also the outside dining option for the full outdoor experience.

I was quite happy to sit in my comfortable booth seat, observe the evening's guests, and watch Mother Nature's light show outside. As I relaxed, read the menu, and looked around the room, I realized that it felt like I could be in a restaurant in New York City or in Europe – the vibe and ambience were relaxing, welcoming, and hip.

The service and menu choices

I have to make a special point and say that the staff of Local 111 are delightful. They were so pleasant and attentive, and their auras greatly contribute to the restaurant's ambience.

The menu choices were vast and made it hard to choose. Their appetizer selections included three different salad choices; grilled scallops with red beet "soup," pistachios, fennel pollen butter and shaved radish salad; smoked kielbasa with corn pudding, Delicata squash, mustard vinaigrette and baby greens. Their main course options ranged from caraway crusted halibut with dill yogurt, seasonal greens, mushrooms and roasted beets; chicken leg confit with white beans, carrot and crème Fraiche puree and cabbage slaw; local grass-fed beef hamburgers; grilled cheese; house-made pasta with Bolognese with whole milk ricotta and slow cooked garlic with arugula pesto and walnut butter ... such hard decisions!

I began by ordering the kale salad which comes with beets, shaved Pecorinos, sunflower seeds and



a creamy parsley vinaigrette. My parents both ordered the arugula salad which included Quinoa, currants, Chevre, toasted walnuts and yogurt dressing. My boyfriend on the other hand ordered the mixed local greens salad with a sprinkling of bacon atop it (pictured above). I of course tasted everyone's salads and each one was delightful in their own right. My kale was fresh and had a little zest to it, which I think came from the dressing. The arugula salad was sweet and the Chevre really finished it off nicely. But the simple mixed local greens with the bacon was a perfect mixture, and was very refreshing.

Steak, pork and cream cheese tart

The men unanimously ordered steak. The grilled sirloin steak comes with Hudson red-broiled potatoes, fried onions, herb Pistou and autumn greens (depicted in large photo above). The only deviation that they made was how well (or medium) they wanted it to be cooked. My mother and I, on the other hand, both ordered the Berkshire pork chop which came with maple bacon turnips, a savory lentil waffle and spiced squash (pictured in small picture above right). And yes, you read that cor-

rectly: a waffle is served with the pork.

All conversation ceased from the gentlemen as they sunk their teeth into their steaks, which they thoroughly enjoyed. My pork and waffle combination, as strange as it sounds (and appeared), interestingly enough was the perfect pairing! The waffle brought out the sweetness in the pork and the bite became even tastier and more savory. Go figure! The vegetables were wonderfully fresh as well, and as a self-proclaimed potato connoisseur, I was able to snag one from underneath a steak on the plate next to me, and wow! That was an amazing potato: the perfect texture and sweet, too.

And after such a delightful meal is there room for dessert? But of course. We ordered the cream cheese tart which came with seasonal fruit, toasted almonds and the most amazing whipped cream that I have ever – ever – had in my entire life! We also got a scoop of the house made molasses ice cream which my father was tickled pink by. We also had the graham cracker beignets which come with marshmallow, toasted pecans and chocolate sauce, and you do have the option to add bacon it, too.

Everything was delightful, hats off to chef Josephine Proul and her staff! •



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TALES OF A FARM GROUPE

By Memoree Joelle
info@mainstreetmag.com

Fall is my favorite time of year in Millerton. Pumpkins are being carved on porches, and apples hang ripe on the trees. Root vegetables and colorful winter squashes begin to appear at farmer's markets, and there is a sense of excitement in the air as the leaves change from green to deep yellow, orange, and saffron red. It is the perfect time to take a leisurely bike ride down the rail trail, which takes you to Downey Road. Passing over a stream and by an old red barn, the road curves gently toward Indian Lake Road, and Daisi-Hill Farm.

For thirty years, Donald Totman has farmed a stretch of land that borders both sides of the Harlem Valley Rail Trail. A small, family run business, his team is made up of himself, a few family members, and long-time farmer and right hand Jim Cookingham, who has been with the farm for over twenty years.

Donald doesn't come from a family of farmers, but Daisi-Hill is wholeheartedly a family farm. The day I visited, his daughter Betsy attended the outdoor register while granddaughter Eliza delighted her grandfather with a toddler's glee. Visitors browsed bins of potatoes and garlic, and hanging baskets were being taken from the greenhouse and tucked into the trunks of cars.

'The' destination for pumpkins and squash

All summer long, Daisi-Hill is the go-to spot for plump red tomatoes, flowering plants and sweet corn. But when the air turns cooler, the farm becomes a pumpkin and squash destination. It is the only farm I know of in the vicinity that grows nearly every kind of squash imaginable, from elegantly striped delicatas to large carving pumpkins, sweet Red Kuri squash, and the delicious round, greenish Fairy-Tale squash with deep orange flesh. There are dark, smooth-skinned ones and big warty tall ones that look like they're dressed for Halloween. Not all are edible, but many are, and you can't go wrong with a lovely orange-hued Long Island Cheese pumpkin. Large and savory, mine lasted a week in the refrigerator after being sliced into thick wedges, much like a round of cheese. Similar to the Fairy-Tale and Red Kuri varieties, it is perfect for roasting with other vegetables or blending into a thick, creamy soup.



Spicy Lavender Pumpkin Soup Recipe from The Farm Groupie

- One medium Red Kuri Squash
- Chicken stock (about 4 cups)
- Dried spices – "allspice" or a mix of cinnamon, nutmeg, cardamom, clove, and ginger (at least 4 of these)
- 1 shallot, finely chopped
- 2 sprigs of lavender, chopped, plus some for garnishing
- Olive oil
- Butter
- Sea salt (just a pinch)

Halve and empty the pumpkin of its gooey insides. Save the seeds for roasting! Cut the squash into pieces for roasting on a pan, and roast until soft in a 350 oven. When it is all soft, take it out and puree. (You can omit this step if you don't mind a slightly chunkier version, which is really nice, too). Set aside. On the stove, saute the shallot in a little butter until soft, and immediately add the squash. Add in the mixture of spices, using as little or as much as you want, as long as it's a handful. Now add the lavender, a pinch of sea salt, and the chicken stock. If you are using home-made chicken stock, and I can't imagine why you wouldn't be, you should adjust the salt according to how salty your stock is. Actually, you should do this anyway. Just taste and don't add more salt until the end. Add water if needed, so that you now have enough liquid to leave about a finger's length of room at the top. Stir well from time to time, and allow the whole thing to reduce by about a quarter, around 45 minutes, until it gets thicker, or until you just can't help yourself any longer and you have to DIG IN.

P.S. The olive oil is for drizzling on top and trust me, you'll want to. I can understand if you don't have fresh nutmeg to grate on top, but not finishing it with olive oil is like telling me you don't have any red wine in the house.

Continued on next page ...



Of course, you can't forget to bring home some pie pumpkins for holiday baking, and almost all winter squash varieties contain edible seeds. Sprinkled with salt and cinnamon, they fill your home with the scent of Autumn, and make an irresistible snack.

Pumpkins as birdhouses?

Non-edible varieties of squash such as gourds (and most of the gnarly looking ones) make decorative table arrangements, and can be hollowed out and dried. Apparently, a large hollowed gourd makes an excellent birdhouse, and I do love the idea of bottleneck gourds hanging from the treetops, with tiny peeping birds nestled inside. They also make excellent hanging lights when illuminated by candles, lighting the way for trick-or-treaters on Halloween night.

Pumpkin-chuckers

But Donald and his team have thought of a much more fun activity to do with squash of the non-eating variety than just simple arts and crafts. Every weekend in October, they launch large pumpkins into the air with their pumpkin cannon and catapult show.

"We can send a thirty pound pumpkin eighty feet into the air," he told me proudly, explaining his homemade catapult, called a trebuchet. He also

added an air cannon, which is capable of producing an explosive smattering of orange shrapnel that is quite impressive. I guess if you smash it, they will come, because the spectacle draws quite a crowd of locals on weekends.

Don't pet the turkeys - feed the goats instead

If chucking giant pumpkins into the air isn't enough excitement, you can always visit the farm's petting zoo, which is open every day to visitors. Pigs, rabbits, chickens, ducks, and geese are a few of the animals that make up the menagerie. I don't recommend petting the turkeys, but I don't know anybody who can resist feeding some friendly goats. The farm also offers hay rides and an elaborate corn maize, perfect for getting lost in on a golden Autumn day. Bring your kids, or bring yourself, and remember what childhood was like when October meant jumping into piles of leaves, running through a maize of corn, and coming home to the smell of pumpkin pie baking in the oven.

Daisi-Hill Farm is open daily to visitors until October 31st, when they will close for the season. They offer seasonal produce, annuals, hanging baskets, pumpkins, straw, and hay. For more information, contact the farm at 518.789.3393.



Above: Donald Totman with his granddaughter Eliza and grandson Nathaniel in front of one of their petting-zoo goats.

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conservation easements

AND THEIR CONTRIBUTION TO THE REAL ESTATE MARKET

By Christine Bates

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This month Main Street's real estate observer, Christine Bates, takes a break from analyzing local real estate markets and looks at the often misunderstood intricacies of conservation easements.

As an individual property owner would you like to use your ownership to protect the rural beauty of your land forever? Or perhaps you are anticipating a big income or estate tax bill? A conservation easement could limit development forever and provide you with valuable federal, state, and even New York City income tax deductions right now.

Conservation easements protect our landscape from the creeping suburban sprawl of strip malls and subdivisions: 23,000 acres in the Columbia Land Conservancy, and over 36,000 acres in the Dutchess County Land Conservancy restrict future developments. In the Town of North East alone there are over 5,000 protected acres. The Weantinoge Heritage Land Trust in Kent covers over 9,000 acres in Northwest Connecticut. Easements placed voluntarily on their land by private individuals protect our natural areas, fish and wildlife, and working farms forever.

Donors and the designated land trusts work together to define the scope of a conservation easement – it's complicated

Every conservation easement is as unique as the property and the person who owns it. To some defined extent all conservation easements limit development on a particular property. An easement may prohibit subdividing the property, building houses and barns, cutting timber, or it can specify certain uses of the land for agriculture or livestock. The owner of the property remains the owner and the property may be resold with the easement in place; however, the easement restrictions are forever.

If you are considering a conservation easement, you should begin by first contacting your local



Above: Rolling landscape in Pine Plains is protected forever under a Dutchess Land Conservancy conservation easement. Photo courtesy of Dutchess Land conservancy. Below left: Stone 19th century charcoal kilns on Deep Hollow Road in Wassaic are protected by a conservation easement.

land trust before talking to your tax accountant or attorney. For a complete listing of land trusts in the United States, consult the Land Trust Alliance (landtrustalliance.org). All sorts of properties are eligible for a conservation easement.

"Our smallest is 0.23 acres south of Wassaic with two intact, beehive stone charcoal kilns," said Becky Thornton, President of the Dutchess Land Conservancy. "The largest single piece is 650 acres in Pine Plains."

The land trust guides the owner through the donation process, but like any real estate transaction it takes time and money. Professionals estimate a minimum of three months to complete the documentation in New York and Connecticut, and even longer in Massachusetts. The expense involved, all paid by the donor, depends on the complexity and size of the easement. One appraiser said it took him four or five hours to prepare a 12-page report; another said it required several weeks and 150 pages of analysis.

Every conservation easement donation is held by a land trust, which is responsible for monitoring the donated land and pursuing legal action if the easement is breached. Laws enforcing easement restrictions, and pursuing violators, can be strin-

gent. In Connecticut a person employed to cut down town trees on protected land was sent to jail and the landowner who employed him was forced to restore the trees and pay \$2,000,000 in damages. According to Joel Russell, attorney for the Dutchess Land Conservancy, violating the easement is usually inadvertent. He used an example of someone building a house on his neighbor's property that was covered by a conservation easement.

Assessors and realtors disagree about easements impact on value

Assessors in Connecticut and New York agreed that they rarely reduce the assessed value of the land because of conservation easements.

"Out of 50 easements, I might reduce the assessed value on three or four," said Barbara Bigos, Salisbury's assessor. "They have to show me that they have really given up something of value. What have you really lost?"

"There are no development pressures right now," according to North East's assessor, Katherine Johnson. "Are owners really giving up something?"

Realtors dealing with potential buyers argue that



Continued on next page ...

easements can decrease the eventual sales price of a property. New owners must live with the existing restrictions and cannot reap the benefit of the one-time only income tax deduction. John Harney, of John Harney and Associates, cited the actual example of two parcels of Lee Farm in Salisbury. One parcel of 113 acres with an easement restricting development rights, but still providing a building envelope of five acres, is on the market for less than \$10,000 an acre while an adjoining piece of 300+ acres with no restrictions is \$20,000 an acre.

“The income tax deduction is a big, big benefit to the buyer of big land,” asserted Harney. “If the land is purchased unburdened there is a world of possibilities. I had a customer back away from a property because of the easement.”

Drew Hingson of Klemm Real Estate said, “It’s fair to say it affects the value, but it depends on the nature of the easement. Buyers usually don’t start out asking about easements, but down the line they are glad to know a property doesn’t have one. They really like it when nearby properties have easements or are owned by the state.”

Determining the value of the property before and after the easement is difficult, and the IRS is watching

The size of the associated income tax deduction generated by the donation of the easement is the difference in the value of the property with and without the easement. A certified commercial real estate appraiser paid by the donor must be used to prepare this before and after valuation. George DeVoe, an experienced appraiser who has done over 600 easement appraisals, explained that the first step is to determine the potential highest and best use of the land using four criteria. First, it must be legally permissible to subdivide or build on the property under zoning or other local or environmental laws. Second, the highest and best use must be physically possible which involves considerations like road frontage, steep slopes, etc. Next, it must be financially feasible. Here the assessor will consider whether or not there is local demand for the developed property. Lastly, the assessor must estimate the potential profitability of development after all estimated expenses are deducted. These



Above: Development restrictions on this 113-acre farm in Salisbury, CT allow a single building site. It is for sale for \$995,000. Photo courtesy of John Harney Real Estate Associates. Below left: Cows graze on protected land at the Pleasant Valley Farm atop Winchell Mountain.

would include everything from broker’s fees, to engineering expenses, transfer taxes, land engineers, surveyors, etc. Market comps, which can be difficult to identify in thin markets, are then used to estimate the difference between the property’s value if it were developed and its market value at the time of the donation.

The IRS seems to have stepped up its auditing of conservation easement tax deductions, reportedly focusing on high income, heavily taxed New Yorkers. DeVoe, whose appraisals have held up under IRS scrutiny, claims that now four or five seem to be questioned every year. Bigos stated that the IRS has hired full time investigators. “There were two in my office last week.”

There’s a rush to complete transactions before year-end

“Conservation easements seem to come in waves,” observed Russell, who advises the Dutchess Land Conservancy. “Right now we have three or four a week.” The urgency may be to file easements before the current tax treatment expires at the end of the year. Although the current income tax deductibility provisions enjoy bipartisan support in Congress, there is a sense of uncertainty about the law.

“The majority of people who create a conservation easement have a long term interest in land stewardship,” said Thornton. “At the end of the day, the short term tax benefit is not the deciding factor.” ●

Local Land Trusts:

Columbia County Land Conservancy – clctrust.com

Dutchess Land Conservancy – dutchessland.org

Salisbury Association – salisburyassn.org

Sharon Land Trust – sharonlandtrust.typepad.com

Weantinoge Heritage Land Trust – weantinoge.org

FACTS ABOUT CONSERVATION EASEMENTS

- A conservation easement does not change property ownership. The land remains private and there is no public access, unless the land owner chooses to allow it.
- Conservation easements protect land from future development and preserve open spaces and important environmental resources.
- A conservation easement becomes part of the title to the property and is binding on all future owners. Only the initial donor enjoys the income tax deduction, although additional limitations could be placed on the property in the future.
- Placing a conservation easement on a property usually affords Federal and State income tax deductions to the donor. Not all easement donors take tax deductions, however, if a tax deduction is taken, the value of the easement is determined by a qualified appraiser who estimates the value of the land based upon its “highest and best use” before and after the easement is granted. Easements may also be useful in estate planning by reducing estate taxes and enabling landowners to keep land in the family rather than selling it to pay estate taxes.
- Limiting development rights through a conservation easement may, but does not necessarily, reduce the value of the assessment for local property taxes.
- Each easement is unique to the property and specifies development limitations. Details are negotiated with the land trust that will hold the conservation easement.
- Any property owner interested in exploring a conservation easement should contact a local land trust for information and then consult with his or her accountant. The land trust guides people through the process and has information about knowledgeable attorneys and appraisers.
- Although it has bipartisan support, the 2006 Federal tax law expanding the deductibility of conservation easements expires in December 2013. Even if not renewed the tax advantages will revert to pre-2006 levels, which permit a deduction of 30% of the value in any one-year and a deductibility period of six years to reduce taxes on earned income.
- A minimum of three months is normally required to put an easement in place. The associated expense of attorneys, appraisers, surveyors, and accountants, etc. is determined by the complexity of the easement and varies widely.

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THE PAST AND THE NEW FUTURE OF THE irondale schoolhouse



By Thorunn Kristjansdottir
info@mainstreetmag.com

Have you ever noticed a little light blue/purple building on Route 22 in Irondale, just a few miles north of Millerton, just before Sawchuck Road? It sits only a few feet from the road, it has a new roof but the cupola has been removed, an American flag waves in the wind above the front door, and a few boards on the front and side of the building are painted dark grey – making it look a bit like a pinto. You know which building I'm talking about?

This is the old Irondale Schoolhouse. The area used to be called Ogdensville, but it was later renamed Irondale because of the iron mine located there. In 1851 the railroad arrived in this area and with it so did more people, goods, merchandise, and movement. With the railroad came an influx of immigrants and workers, primarily Irish and Dutch. And as more folks settled here to work, their children needed schooling. For that reason one-room schoolhouses were common in small rural communities, such as Irondale, throughout the United States in the nineteenth and early twentieth centuries.

The early days of the schoolhouse

As far as can be seen on official documents, the schoolhouse was constructed in the 1850s. And as with most other one room schoolhouses in the U.S., one teacher taught all of the children such subjects as English, writing and cursive, spelling, science, geography, and history. The classes were made up of both girls and boys, and the classes would range from first grade through high school. Not all of the children would attend school through to high school, however. In those days, an eighth grade education was considered adequate. As for how many children would make up each grade, that would vary depending on the size of the community. But based on the Irondale schoolhouse's records, in 1867, for example, there were 32 children attending the (entire) school between the ages five and 21.

As with most other one room schoolhouses in the U.S., they had a simple frame construction, were made out of wood, and were often topped with a cupola that held the school bell. The Irondale schoolhouse was no different. The west side of the schoolhouse, which faces Route 22, was and is the front of the schoolhouse, with a window on either side of the main door. The north and south sides of the building each had three large windows. If you are familiar with the building, you may have noticed a few deviations: the cupola was removed after the roof was rebuilt in anticipation of its transport to its new home, and the middle window on the north side has been replaced with a door.



Above: The Irondale Schoolhouse as it sits on Route 22 today, meanwhile the black and white photo was taken of the building circa 1950s – notice the cupola.

But in its over a hundred and fifty year existence a few alterations aren't an unusual occurrence due to their owner's needs and desires.

A schoolhouse on wheels

Fast forward to 2013; this is the year that you may see this schoolhouse being moved the 1.7 miles from its birthplace to its new location in the center of the Village of Millerton. You see, a number of years ago Ralph Fedele (former president of the North East Historical Society) began a voyage – to save the schoolhouse. It has taken five years, but he and a number of other devoted local folks have banded together and formed a not-for-profit organization called Friends of the Irondale Schoolhouse. They completed the purchase of the building from Floyd Rosini last year, and have begun restoring the schoolhouse. To name one, the building now has a new roof, which fixed the leaky roof problem that plagued it before.

And why is the building a light blue/purple with a few boards painted in dark grey? In their work to restore and preserve the building, they were able to scrape down and find the building's original color! The dark grey is the historically correct color, and the entire building will be that color once it has been relocated.

And speaking of relocation, they are literally going to pick the schoolhouse up and move it to Millerton. There are a few technical issues that they're dealing with and working to resolve, for example telephone and electrical power lines on Route 22. In order to solve that problem they have to remove the roof off the building while it is being transported, because it is currently too high and won't clear the lines. But the schoolhouse has a well-qualified

team that is taking care of it throughout this entire process.

The Friends of the Irondale Schoolhouse's board consists of these dedicated members: Sia Arnason, Robert Cooper, John Brunese, Cathy Fenn, Dick Hermans, Ralph Fedele, Sarah Hermans, and architect and interior designer Jeanne Vanecko. The construction committee that reports to the board consists of John Crawford, Donald Najdek, David Shapiro, and architect Larry Wentz.

The schoolhouse's new home

The schoolhouse will be moved to the center of Millerton – it will be placed between the Harlem Valley Rail Trail and Brick Block Auto Parts on Main Street, where you can already see the ground-work preparation for the building's arrival.

In this new location the restoration work will continue, and upon its completion the building will be converted to a new public space and will be Millerton's new Visitor's Center.

At the date of this writing the final moving date has not yet been set, but it is anticipated to be in the month of October. So in order to be a part of history and to see when this local gem gets moved, keep your ears peeled to local buzz about it, and read The Millerton News for the official announcement. One thing is certain though, this will be a day to remember! •

Friends of the Irondale Schoolhouse is a 501(c)3 organization. If you would like to donate to the schoolhouse, they can be sent to Friends of the Irondale Schoolhouse, PO Box 876, Millerton, NY 12546. And as always, all donations are tax deductible.

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CELEBRATING 20 YEARS AT THE MILLERTON ANTIQUES CENTER

By Melissa Batchelor Warnke
info@mainstreetmag.com

The Millerton Antique Center will open its doors on Saturday, October 5th to celebrate a major anniversary: twenty years as a Main Street destination. Apple cider and snacks will be served and customers will enjoy 20% off almost everything in the store throughout the weekend.

Stepping into the Center is a distinct pleasure for the senses; there are 37 vendors selling thousands of pieces, ranging from a fifty-cent boxcar to a \$3,000 oriental rug. I recommend charting your course strategically – perhaps a trail of breadcrumbs? – so as not to miss a vintage Coach handbag (as I once found in polished black leather, for \$20) or a dyed feather pillbox hat. Also spotted: farm implements, cauldrons, kimonos, fox furs with the heads attached, and amazing Victorian shoes I could almost squeeze on. This sense of open possibility is amplified by its unique layout; a second floor balcony hugs the enormous room, allowing vendors above to peer down on those below.

From Delsen's and Riley's to antiques

Fred Radl, a dealer for 17 years, recalls that the Center building began as Delsen's Department Store and was later Riley's Furniture. In the early 1990s, Stewart Miller and Eddie Poor found the space for sale through an advertisement in *Antiques & The Arts Weekly*. After settling in, they put in new carpeting and expanded into a series of small shops. In 2000, Bill and Leslie Flood bought the center. When the Floods decided to move on in 2010, the Center was at an uncertain crossroads.

Jack Lindsey, the Center's President, said, "A lot of the business community in Millerton came together to try to ensure we stayed. They voiced how important the center was to the Main Street and to the economy. People will come shop with us and have lunch somewhere, or come shop with us and go to a movie. It was a scary prospect to think



of that big building sitting empty. The center being around as long as it has speaks really well to not only the group of dealers, but to the town."

A group of five dealers – Lindsey, Lynn Barrett, Fred Thaler, Anne McGrath and Lauren Amerighi – bound together in 2011 to form Millerton Antique Group, LLC. They asked Mary Jean Hoss, who has been with the center since 1996, to stay on as the manager. An Amenia resident and the daughter of a bottle dealer, Hoss has been a critical lifeline through the store's different stages.

Lindsey said, "When we were looking at taking over the place, Mary Jean was our one reassurance – she has been there so long. We all would have questioned trying to do it if she hadn't been willing to stay on. She really does run the place."

A new make-over and the changing economy of 9/11

The new group gave the outside a makeover – switching out the sign and putting on a new coat of paint. As one of Main Street's largest buildings, the updated look helps the Center lighten up town. Lindsey believes the Center's affordability is one of the things that has enabled it to stay in business throughout the many years and styles, from a craze for oak and walnut to painted furniture to decorative work. He recalled a family who came in this summer and furnished their son's first apartment for under \$1,500 – picking up pieces from several different vendors and blending them together. Hoss attributes this focus on value to a changing consumer landscape.

"After 9/11 hit, everything got very quiet for a while," she said. "We had to adjust to the economy and we had to have more affordable items, more useful items. People aren't just buying 18th century antiques anymore."

So while the Center has sold special pieces at the high end (an \$11,000 Welsch cupboard was the biggest sale in memory), they emphasize utility. Pulling from yard sales, estate sales, auctions and flea markets, the Center vendors hunt for antique plates or andirons – anything quirky or offbeat. Many of their pieces are bought by dealers in New York City who resell their items at a mark-up. But as each of the vendors brings in new pieces weekly, regular local customers are guaranteed to find treasures each visit.

Items on consignment

The Center also offers a consignment program for anybody who lives in the area – those who have a few things they want to sell, but not enough for a booth. They offer 35% commission and see many of their consigners coming back monthly with new items.

With community roots firmly planted and business booming, the anniversary couldn't come at a better time. Said Hoss, "we have certainly prospered and pulled back and prospered and pulled back. We have a really good group of people, everybody is very positive and the owners of the business are very involved. We're on a big upswing right now." ●





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AND ONE STRONG LEADER

By Sarah Ellen Rindsberg
info@mainstreetmag.com

What would you do if your dear friend's company was appearing at Jacob's Pillow, the hotbed for modern dance in the Berkshires? For Canaanite, Stephanie Shearer, the answer was visceral and immediate. She wanted to support her friend any way that she could, and offering housing would be easy. Then, a light bulb went off: Why not share the love – or in this case, the dance – with her neighbors?

That, in essence, is how an innovative troupe, who has also appeared at the Joyce Theater in Manhattan (another mecca for modern dance lovers), came to Canaan, CT. On Sunday, August 4, the community was treated to three works by Eidolon Ballet, choreographed by the group's founder and Shearer's friend, Melanie Cortier.

Their friendship from Indiana

The spotlight falls first on their friendship. When Shearer was growing up in Indiana, she met her friend next door where Cortier was being cared for by her aunt, Sylvia Finch.

"We spent a lot of time playing in the sandbox together," Shearer recalls. Then, Cortier's family moved away and the friendship took a hiatus, that being the pre-social media era when little kids didn't have smart phones.

When Shearer entered eighth grade, she became friends with someone named Melanie. One day, when they were hanging out at Cortier's house, Finch stopped by. "Are you Becky Lassen's daughter?" she asked Shearer. Peals of joyful laughter emanated throughout the neighborhood as the girls realized they were long-lost friends.

The Canaan performance

In March, Eidolon received an invitation to perform at Jacob's Pillow. Food and lodging would be provided by the Pillow so the friends agreed that the troupe – which includes two of Cortier's sisters – would come to Canaan afterward. When Cortier extended the offer of a performance, Shearer "jumped on it."

Shearer, a member of the board of the Douglas Library in Canaan, presented the idea in the spring. Because of the timing, assistance would be limited (August being a time for vacations), so Shearer marshaled her forces and got to work. Undaunted, she secured space at the Pilgrim House, the annex for the North Canaan Congregational Church, and started distributing cards to publicize the family-friendly event.



Photo by Melanie Cortier (taken in performance at Jacob's Pillow). Pictured: Caitlin Maxwell, Temple Kemezis, Danielle Cortier, Meaghan Maxwell, Valerie Cortier, Maureen Duke, and Meredith Fages.

Living next door to the Pilgrim House greatly facilitated preparations on the morning of the 4th. Shearer's sons, Tucker, Peter and Dexter, shuttled back and forth, carrying supplies.

"My kids helped all day," Shearer said. "It was a great experience."

The show began with six women simulating the structure of a bed. A sleepy riser's awakening was hastened by the evaporation of her bed, and the dancing started. In this work entitled, *Sookie Jumps*, a whirlwind of movement is beautifully orchestrated.

Accompanied by the music of Lead Belly, the women perform various feats of artistry. When Cortier took questions from the audience (a huge advantage to seeing the work in an informal setting) she acknowledged that Lead Belly's lyrics are not "particularly female-friendly." She decided to turn the tables and created "a piece about empowerment." When a dancer raises her arm straight up to the sky, it signals a plea for help in escaping an abusive relationship. Her community rallies to sustain her. The final movement is full of hope.

"She's ready to move forward," Cortier related. The group joins to celebrate "new-found freedom, independence and happiness."

The audience was most appreciative. Jean Jacquier, a teacher of dance at the Pilgrim House, had emailed her students' parents to tell them about the show and was pleased to see several of them in attendance. "Everybody loved it," Jacquier said.

Dance moves and dance parties inspiring professional dance moves

Shearer and Cortier's bond is intertwined with dance. As teens, they often gathered in Shearer's basement for impromptu dance parties. Today, Shearer is a benefactor of Eidolon and attends as many performances as she can.

Shearer also mentioned that she sometimes recognizes some of her own moves in Cortier's work. This finding was confirmed by Cortier, in her recollection of the raucous benefit party held for Eidolon in 2004. There was dancing, of course, and Shearer was having a ball. Cortier's brother and his best friend were out on the dance floor, too. At one point, Shearer decided to launch herself into the air. Fortunately, the two men were quick enough to lace their arms together to catch her.

"I thought it was so funny that I put it in a dance," Cortier said. When Shearer saw *The Prom*, there was her leap.

Dancing is also an integral part of Shearer's persona. "Dancing is the way that I transcend," she observed. "It's my spiritual experience. I love dancing. I like bringing that to a group of people."

And so, she did. ●

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Gilded Moon Framing & Gallery

Custom framing for any project. 17 John Street, Millerton, NY. (518) 789-3428. www.gildedmoonframing.com

How many of you thought that framing an important document, a beautiful piece of artwork, a family portrait, or your favorite T-shirt that your idol signed was simple? The options are endless when it comes to framing and matting choices! That's why Gilded Moon Framing & Gallery is the picture perfect place to help you with those decisions. They are a full service custom frame shop. Frames are made out of all sorts of materials such as welded steel, hand-carved and painted, acrylic, and leather, just to name a few. Matting ranges from hand painted to wrapped in a fabric. These materials (and more) can easily be mixed and matched to meet your framing desires. Paul, Jill, and their entire friendly and knowledgeable staff utilize their design counter where they collaborate with you and make sure your framed piece is unique to your style, and priced within your budget. They also have a great camera system, which allows them to show you what your finished piece can look like – eliminating the guess work. All of the work is done in-house at Gilded Moon Framing with the best equipment, and for most orders their turn around ranges from a day to two weeks. Deliveries and installs can also be accommodated. So the next time that you want something framed to fit your style and budget, stop into Gilded Moon.



Lindell Fuels, Inc.

Fuel oil, propane, heating & air conditioning. (860) 824-5444. 59 Church Street, Canaan, CT.

For the Riva family it started in 1949 when they began delivering fuel oil, and in 1988 Lindell Fuels was incorporated. Today they're a full service fuel oil and propane dealer offering 24-hour service in the tri-state area, as well as delivering bulk gasoline and low sulfur diesel fuels. Their service department installs and services propane and oil heating systems, mini-split and central air conditioning, and plumbing. They're always prepared with nine delivery trucks and eight service vans. They offer seasonal pre-buy plans for both oil and propane, and all fuel oil that's delivered is treated with Greenburn Combustion Technology; an additive that is exclusive only to them in the tri-state area. It reduces sediment formation in the oil tank, reduces clogging of filters, lowers emissions, and increases efficiency. In 2009 Russell and Leroy built a new storage facility that increased their liquid storage to 152,000 gallons of fuel oil, 90,000 gallons of propane, 30,000 gallons of diesel fuel, and 20,000 gallons of gasoline. This is a state-of-the-art tank farm that also incorporates gasoline and diesel dispensers that offers fleet fueling for their customers. Leroy's son, Buddy, runs Lindell Fuels and invites the public to come in and tour this new facility. Stay warm this winter and call the friendly staff at Lindell Fuels.



Catskill View Weddings & Events

Beautiful wedding & event venue with un-obstructed Catskill views. (518) 592-1135. www.catskillviewweddings.com

If you're planning your future fairy tale wedding or a party, and are looking for the ideal venue – you need not look any further. Catskill View Weddings & Events is part of a working-horse farm located in Claverack, NY. So for those brides who want a real true country wedding including barns, horses and breathtaking views, it is all found here. Driving through the farm gates you pass by horse-filled fields, a beautiful barn, and upon reaching the middle of the farm you enter 'the hill' which has 360° views of the Catskill Mountain range, with dramatic and breath-taking sunsets. If you're not seeking a country wedding/event, but want a beautiful and dramatic background view for your wedding/event, that too can be created to suit your every desire. Catskill View Weddings & Events offers numerous sites within the farm for events, whether it is on 'the hill' or below in a more secluded area of the farm, your event can be custom created and designed to suit your every need. And Catskill View Weddings also works very closely with local vendors to help you with your event, whether it be a local tent company, florist, photographer or caterer – they are able to help you in each and every way possible to make sure that your event exceeds your every expectation. Give them a call to make an appointment to view the location, or to book your event today.



Amore Nail Spa

Manicure, pedicure, body massage, & body waxing. (518) 592-1133. 7 Dutchess Avenue, Millerton, NY. www.amorenailspamillerton.com

It doesn't have to be a special occasion in order to pamper yourself! After all, who doesn't like some TLC, especially when it's affordable? Cindy Parker, owner of Amore Nail Spa, has been in the business for 23 years and knows just how to make her customers feel relaxed and welcomed. She offers manicures, pedicures, silk wraps, tips, UV gel, body waxing, and relaxing body massages! Cleanliness is paramount to Cindy and her staff who always make sure that they're using sanitized tools for each customer. This avoids the risk of picking up bacteria and infection. So next time you're looking to spoil yourself, stop in to see Cindy and her staff. Gift certificates are always available and they do make a nice gift! Amore Nail Spa welcomes everyone to come in and give them a try, and you won't be disappointed. Located conveniently on Dutchess Avenue with nice long hours, Tuesday through Saturday 9:30-6:30 and Sunday 10-6. With what feels like an endless amount of polish colors to choose from, the most difficult decision you'll have when you go in is what color nail polish to choose from! You can follow the crowd and pick a nice deep red for the fall season, or maybe you might want a nice pop of pink? Oo lá lá!

INSURING YOUR WORLD

As the first of the year approaches, many of you are wondering what the Affordable Health Care Act (Obamacare) may bring. New York State was a state that has adopted this federal legislation and is supposed to be live October 1, 2013. Unfortunately the State is behind and there are no rules and regulations posted on the Web as promised at the time of this article. Here are some ground rules that may help. Firstly, employer groups of 50 or more are currently exempt from all legislation until 2015. Small business owners, 1-49 employees, DO NOT have to offer or pay for health care for their employees. Employees MUST HAVE health insurance through an employer or the newly set up health care exchanges, SHOP (small business health options program) or the individual exchange which caters to individuals and sole proprietors. Everyone must have health insurance that represents "minimum creditable coverage" or be subject to a penalty, INDIVIDUALLY. Coverage may be subsidized by Federal grants depending upon personal income for individuals and small businesses may be eligible for payroll tax credits on a sliding scale, both depending upon a pre-set formula that is to be available online. Exchange sponsored coverages can be purchased through a certified broker or a State-sponsored Navigator. It is imperative that we all be aware of this new legislation to avoid potential tax penalties as the programs get rolled out. Stay tuned for more information as it is received by the writer.

Kirk Kneller
Phone 518.329.3131
1676 Route 7A, Copake, N.Y.



Brad Peck, Inc.

Fall Bird Feeding:

Many people mistakenly believe that feeding birds in the fall will keep them from migrating, but when you have full bird feeders in the autumn months you're actually doing birds a favor and helping them refuel on their long journeys south. Feeding the birds in fall will also attract unique migrating species to your yard, giving you the opportunity to see birds that might not normally be found nearby. The best foods for fall birds are full of energy-rich oil and carbohydrates that can help the birds build fat reserves as fuel for long flights. Fill your feeders with ...

- Sunflower seeds • Suet • Peanuts and peanut butter • Cracked corn
- Hummingbird nectar (if you have hummingbirds)

These foods will attract the greatest number of birds to your yard in the fall and will help those birds prepare for their long migration with good nutrition. It's easy to add natural food sources to your autumn yard as well by growing your own sunflowers, avoiding insecticide sprays that would kill off a vital food source, and choosing trees and shrubs that will bear fruits or nuts that birds can eat in the fall. To keep your fall birds happy and healthy, in addition to feeding them ...

- Provide a bird bath for refreshing drinks and easy bathing, even for birds that don't visit feeders.
- Allow fallen leaves to accumulate for the insects and seeds they can provide ground-foraging birds.
- Keep your feeders clean and full so all visiting birds can enjoy a treat without any risk of spreading bacteria.
- Leave bird houses up late in the season to provide roosting spots to keep traveling birds safe.

By providing the right fall foods for birds and making your yard safe and attractive, you can enjoy a wide range of bird species migrating right through your backyard.

Phone 518-789-4471
Route 22 Millerton, NY
www.agwayny.com



Health and Beauty

START HAIR-HEALTHY, STAY HAIR-HEALTHY

Hair Care products comprise a multi-billion dollar industry in today's world. Whether you have frizzy, dry, limp or otherwise damaged hair, there is a product for you - or ten. But these days, salons are evolving their approach: Keep your hair healthy when beginning chemical services, and you won't have to struggle to correct damaged hair later.

Today's professional hair color has come a long way since your mother began coloring her hair. Most professional hair color now has no or very low amounts of ammonia, the most aggressive hair color agent. In many instances, some small amount of ammonia is needed to effectively color hair, but today's 2% is a far cry from yesterday's 15%! In this way, salon color, coupled with proper at-home care, can keep your hair and new hair color in its natural state of beauty and health.

So choose your salon and hair color wisely! You wear your hair every day. It should look its best all the time!



Janice Hylton & Bonnie Hundt
Route 44 East, Millerton, NY
518.789.9390. hyltonhundtsalon.com

Natural approaches to beautiful skin

Being gentle with your skin is one of the keys to aging gracefully and maintaining that beautiful glow that so many of us crave. Many commercial cleansers are loaded with chemicals and are over-drying to your skin. I teach people to be mindful of their choices and to use natural products from the earth whenever possible. Below I list three very simple natural cleansers for your face.

Oil cleaning method (oil dissolves oil/sebum): Mix castor oil and extra-virgin olive oil, or a carrier oil of your choice, together in a small bottle. The castor oil draws dirt from your pores while the olive oil moisturizes. Play with the ratio that is right for you—more castor oil and less olive oil for acne prone skin, 1:1 ratio for normal skin, and more olive oil for dry skin.

Herbal Soapy Skin Wash: Combine 5 drops each of tea tree, peppermint, and German chamomile essential oils with 1 teaspoon of jojoba, grape seed, or apricot oil in a 16oz. bottle of unscented liquid castile soap. Shake to combine. Castile soap is highly concentrated so a very little bit goes a long way.

Lavender & Rose gentle cleanser: Combine ½ cup white clay, ½ cup finely ground oatmeal, 1 tablespoon powdered lavender buds, and 1 tablespoon powdered rose petals. Add 5 drops lavender essential oil and 1-2 drops rose scented essential oil. To use: pour 2 teaspoons of clay mixture into a small bowl or the palm of your hand, add just enough water or milk to form a smooth paste, massage into skin and rinse.



Terri Lundquist, Herbalist and Owner
The Village Herbalist
28 Main Street, Millerton, NY 12546
(518) 592-1600 www.tvhmillerton.com

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WHAT'S YOUR SIGN?

ARIES (March 21-April 19)

You need to fight for your independence both at home and at work. Put yourself forward and take the high road in situations. Listen well to all those involved because it is seldom that one person is to blame in the situation, when two or more are involved.

TAURUS (April 20-May 20)

People will talk – let them! But if you allow yourself to only feel the pain of their words for a short period of time, then you have a whole lifetime of remission ahead of you.

GEMINI (May 21-June 20)

Disagreement with a family member is likely. A debt that you considered to be outstanding has now been fully paid. That will make things much better for you.

CANCER (June 21-July 22)

You may feel like you're stuck and therefore feel that it's hard to do just about anything. Because of that you have to be open and unafraid to grab onto- and try new and exciting things.

LEO (July 23-Aug. 22)

Your plate is certainly full and you are very busy, but everything can come to a screeching halt if only one cog in your wheel is broken. Look within yourself and examine the situation in a calm and collected way.

VIRGO (Aug. 23-Sept. 22)

There's always something going on in your head. You've been feeling really good the last few weeks, and you have to remember these good times if and when things change to the negative.

LIBRA (Sept. 23-Oct. 22)

Luck is on your side! But with that being said, it is very important to discuss things so that everyone involved is content with the decision and direction that is chosen.

SCORPIO (Oct. 23-Nov. 21)

Remember that it is not just important what is said, but how it is said is just as important. And it is essential to take on life and the world that awaits you outside your front door, which doubles as your protective shelter and safe place.

SAGITTARIUS (Nov. 22-Dec. 21)

If you are going to act as the conscience of other people then you better expect to experience some battles. Be careful not to let a little disagreement ruin a big project.

CAPRICORN (Dec. 22-Jan. 19)

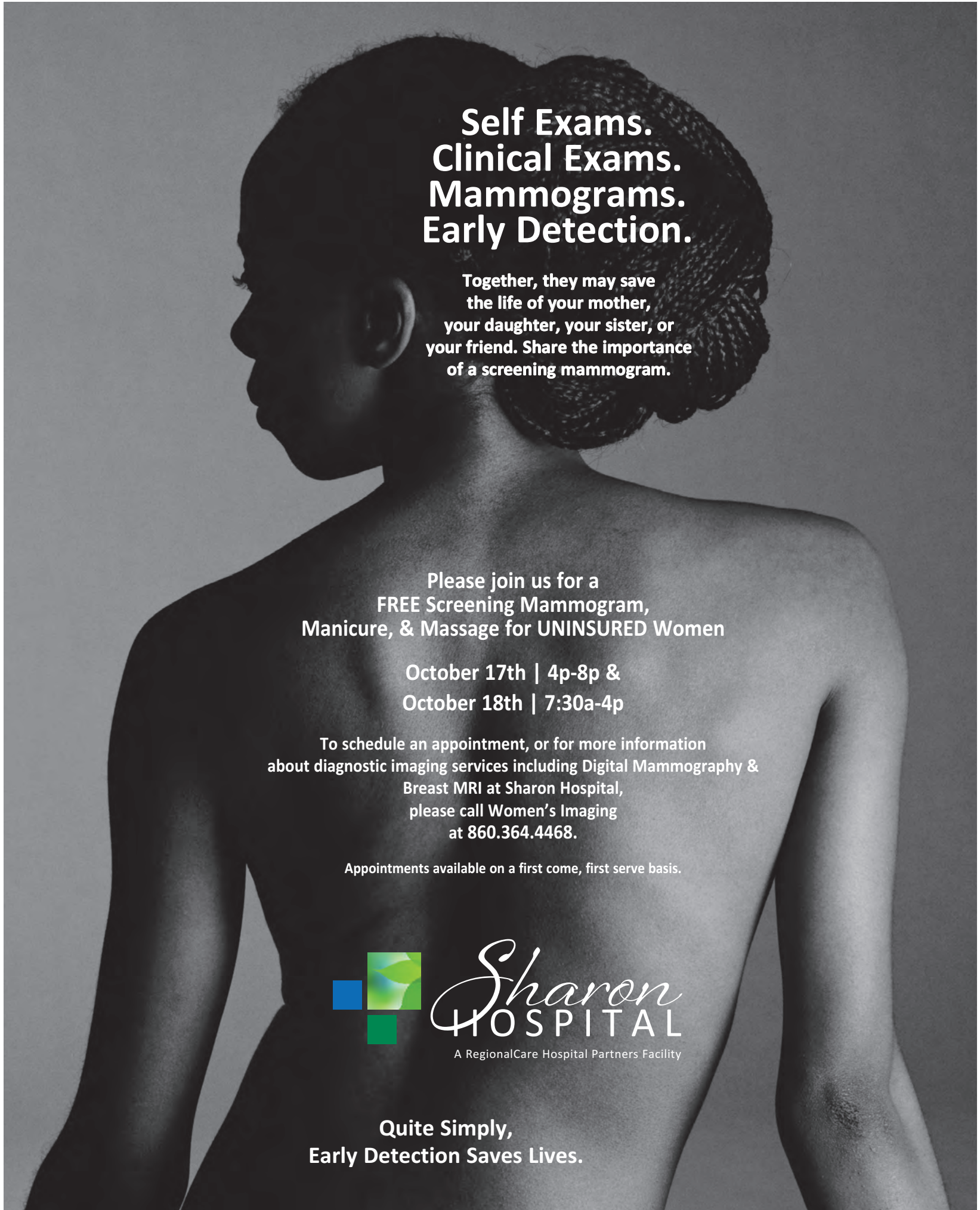
People are seeking you out from every direction, but you don't understand what is causing it. Someone will do something towards you that will move that person from your outer ring of trust into the inner ring.

AQUARIUS (Jan. 20-Feb. 18)

Don't let your rational thinking deny such things as magic and luck. And maybe it wouldn't be far-fetched or such a crazy concept to put your cards on the table in the near future.

PISCES (Feb. 19-March 20)

As hard as it is, you do have to deal with trouble-makers and difficult people. But put yourself forward to see things in a bigger perspective and in a bigger picture. Luck will be on your side.



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