

# MAINstreet

MAGAZINE





# Happy New Year

to all of our customers from The Sharon Country Inn and Mizza's Pizza Restaurant!



## IT'S TIME TO ENJOY OUR EASY ACCESS TO COMFORT ...

The newly renovated Sharon Country Inn is located in beautiful Litchfield County, CT. Traveling to us from any direction will take your breath away, as will the attractions surrounding us. Enjoy an array of seasonal activities from race car driving to ski jumping, Broadway to Baroque and much more! Comfortable new rooms with modern amenities are waiting for you... Come stay with us, relax and really enjoy!

### All of our rooms include:

- Complimentary continental breakfast
- Free WiFi
- LED flat screen TV with Cable
- Keurig Coffee maker
- Stainless mini fridge and freezer
- iHome clock radio with iPad/iPhone/iPod dock
- Local photography by Anne Day

**CALL NOW TO INQUIRE  
ABOUT SKI PACKAGES!**

**860-364-0036**

1 Calkinstown Road, Sharon, CT 06069

Fax: 860-397-5220 • [www.sharoncountryinn.com](http://www.sharoncountryinn.com)



SHARON  
COUNTRY  
INN

# Dutchess County, Columbia County and beyond, we're here to insure your world.

The Brad Peck Agency in Copake has long-standing ties to its community. It is one of the oldest hands-on agencies and in all of its years of operation it has provided a personalized approach to writing property, casualty, commercial, home, auto and above all, life insurance. The agency provides superior service regardless of where their customers lay their hats, the agency is registered in New York, Connecticut, Massachusetts, New Jersey, New Mexico and Florida. They are ready today, as they have always been, to insure your world.



Brad Peck, Inc.

Brad Peck Inc.  
1676 Route 7A  
Copake, N.Y. 12516  
P. 518.329.3131

The Lofgren Agency  
6 Church Street  
Chatham, N.Y. 12037  
P. 518.392.9311

Hermon T. Huntley Agency Inc.  
Tilden Place  
New Lebanon, N.Y. 12125  
P. 518.794.8982

*Warm Wishes for a Bright, Healthy, & Prosperous 2016 from everyone at Taylor Oil Inc. & Taylor Propane!*



**TAYLOR**   
**PROPANE**

**TAYLOR**   
**oil**  
**HEAT**

**1-800-553-2234 • [www.GMTaylorOil.com](http://www.GMTaylorOil.com) • "Like" us on Facebook: [www.facebook.com/TaylorOilinc](http://www.facebook.com/TaylorOilinc)**

Taylor Oil Inc., is a family owned and operated local business, serving the local communities for the past 80 years.  
Offices in Dover Plains, Pawling, Millerton, Pine Plains, Millbrook. "We're here to serve you!"



## WELCOME TO 2016!

Holy 2016! It seems crazy to me that we find ourselves in a new year already! But here we are – again. Many use this time as a way to start over, a clean slate, if you will. But I'm not talking about the diet nor the exercise routine! I'm talking about more than that, something deeper.

I had a professor in college who was really intense, so much so in fact that he scared a lot of the undergraduates. He will forever be in my memory, especially when it comes to the end of December and the start of a new year. One year he asked my class, "How many of you sit down and make your plan for the new year, and consequently a two, three, four, and five year plan?" The majority of my class didn't quite understand his deeper meaning. But I did, and it will forever stick with me.

My professor elaborated that ahead of every new year he sits down and makes a plan for himself for the coming year and the coming years. He then compares it with his plan from the year / years prior to check if he was still on track, what had changed, and where he wanted to go in the future. Having it written out, tangibly, in front of you makes it more real and clear, and perhaps more attainable for those big dreams. But his practice of doing this made so much sense to me, for you need a plan in life! You need a dream. And we can all say that we've gotten sidetracked from our plan and our dreams at times because ... well, life happens. But this practice of checking in with yourself is a nice way to keep yourself on track and keep yourself honest.

### Making changes

With all of that being said, I spent part of the month of December formulating my plans, my plots, for the coming year. That includes for this magazine. There's no time like the new year to make changes – and no better change than the apparent ones. And we've made some here at Main Street, for it was time to change things up a little bit!

We have a brand new website, please check it out and let us know what you think. And as for the magazine, we're working on tons of new material, a few new writers will be joining our ranks as well, I've come up with some new layouts for the feature stories, and I decided to get rid of the listings in the back of the magazine and replace them with different content. I hope that you'll like these changes!

Happy 2016 my friends, and I wish you the most prosperous new year – with a great plan in place of course!

- Thorunn Kristjansdottir



JANUARY 2016

Posing for a picture in the Cornwall Valley on a cold winter morning.

Cover photo by Lazlo Gyorsok

## CONTENTS

- |   |   |
|---|---|
| 6   GREG ST. JOHN<br>artist profile                                   | 35   LET IT SNOW & LET'S GO SKIING!   |
| 9   FRIENDLY FACES  | 37   THE HISTORY & BUSINESS OF ICE<br>before the fridge there was the ice box<br>and ice house. before the ice house<br>there was just ice.   |
| 11   THE IMPORTANCE OF...<br>maintaining a healthy lifestyle          | 41   UGANDA PART TWO: THE NILE<br>adventures & misadventures  |
| 13   THE STONE AGE<br>business profile                                | 43   SUSAN SWEETAPPLE &<br>COLIN CHAMBERS<br>power couples  |
| 17   COOKING IN THE NEW YEAR<br>tales of a farm groupie               | 46   A HOUSE TO A VIEW<br>local architecture  |
| 19   THE MILLION-DOLLAR HOUSE MARKET<br>luxury real estate in NY & CT | 49   BUSINESS SNAPSHOT<br>northwest lawn & landscape<br>anthony silvia signs<br>cupboards & roses swedish antiques<br>stone and tile services |
| 25   SOCIAL MEDIA 101<br>social media for small business              | 50   MONTHLY ADVICE COLUMNS   |
| 26   FORCING BULBS & BRANCHES<br>the garden                           | 51   HOROSCOPES & MORE  |
| 29   MISSION POSSIBLE:<br>aristotle the management consultant         |   |

### PUBLISHER, EDITOR, ADVERTISING, WRITING, PHOTOGRAPHY & OTHER DUTIES

**Thorunn Kristjansdottir** Publisher, Editor-in-Chief, Designer

**Ashley Kristjansson** and **Marq Reynolds** Directors of Advertising

Contributing Writers: **Allison Marchese** | **CB Wismar** | **Christine Bates** | **Claire Copley** | **John Torsiello**  
**Mary B. O'Neill** | **Melissa Batchelor Warnke** | **Memoree Joelle** | **Paige Darrah** | **Sarah Ellen Rindsberg**

Contributing Photographer: **Lazlo Gyorsok**

### ADVERTISING

**Ashley Kristjansson** and **Marq Reynolds** Call 518 592 1135 or email [info@mainstreetmag.com](mailto:info@mainstreetmag.com)

### CONTACT

**Office** 52 Main Street, Millerton, NY 12546 • **Mailing address** PO Box 165, Ancramdale, NY 12503  
**Phone** 518 592 1135 • **Email** [info@mainstreetmag.com](mailto:info@mainstreetmag.com) • **Website** [www.mainstreetmag.com](http://www.mainstreetmag.com)

### PRINT, LEGAL, ACCOUNTING & INSURANCE

Printed by **Snyder Printer, Inc.** • Legally represented by **Davis & Trotta Law Offices**

Accounting services by **Pattison, Koskey, Howe & Bucci CPAS** • Insured by **Brad Peck, Inc.**

Main Street Magazine is a monthly publication, coming out on or around the 1st of the month. It is published by Main Street Magazine, LLC. Main Street Magazine is not responsible for advertising errors whereas all ads receive final approval by the advertiser. Advertisers are legally responsible for the content and claims that are made in their ads. Main Street Magazine reserves the right to refuse advertising for any reason. The entire contents of Main Street Magazine are copyrighted and may not be reproduced without permission. All rights reserved.



## PAULA REDMOND

REAL ESTATE INCORPORATED

• • •

RHINEBECK

\$259,999



Spacious Three Bedroom Home

PINE PLAINS

\$3,947,000



Equestrian Estate

LAGRANGE

\$230,000



Four Bedroom Ranch

CLINTON CORNERS

\$199,000



Perfect Starter Home

STANFORD

\$1,195,000



Hudson River Style Farmhouse

RED HOOK

\$257,000



Enchanting Two Bedroom Cottage

Millbrook 845.677.0505 · Rhinebeck 845.876.6676

[paularedmond.com](http://paularedmond.com)

# HAMMERTOWN

PINE PLAINS • RHINEBECK • GREAT BARRINGTON

## WINTER STOREWIDE

# SALE

UP TO  
50% OFF

### LIFESTYLE MARKETPLACE · DESIGN SERVICES

*love where you live*

MORE INFO, LIFESTYLE BLOG & SHOPPING @ [hammertown.com](http://hammertown.com)

MITCHELL GOLD & BOB WILLIAMS  
LEE INDUSTRIES & CISCO BROTHERS FURNITURE





# greg st. john



By CB Wismar  
arts@mainstreetmag.com

Talking with Greg St. John for the first time, one might hear the echo-whisper of the final lines of Robert Frost's *The Road Not Taken*.

Two roads diverged in a wood, and I –  
I took the one less traveled by,  
And that has made all the difference.

Greg's comments about his life and career often begin with a wistful glance into the distance, and the hint of a smile. It's the badge of honor for someone who has, at critical points in his life and career, taken the road "less traveled."

## From archeology to art

First intrigued by the painstaking work of archaeology, with its sorting and labeling and sketching, Greg St. John took his experience as a young lab assistant at the Cleveland Natural History Museum and enrolled in Toledo University to follow his muse.

But, the roads diverged. The sketching required in his archaeology classes intrigued him more than the relics, and Greg began to take classes at the Toledo Museum of Art's School of Design.

The drawing and painting classes he took intensified his passion for art and a transfer to the Cleveland Institute of Art became a logical choice. He graduated with a Bachelor of Fine Arts degree, but not until he had taken an academic "year abroad" in both Lacoste, France and Florence, Italy. Degree in hand, he returned to France and became a teaching assistant for painting classes at L'ecole Des Beaux Arts in Lacoste.

When he returned to the United States, St. John took up residence in an 8,000 square foot loft space on the south side of Chicago. There he both lived and worked on his art. The canvases were large. He began doing large woodcuts. The paint and imagination flowed freely – so freely that he acquired a laboratory ink mill and started making his own paint. "These were great times," remembers St. John. "Lots of space. Freedom and time to create."

## And, the roads were about to diverge, again

On the ground floor of his loft building there was an architectural woodworking company. The principals had seen St. John's carvings and woodblocks and asked if



he'd like to apprentice with them. With that invitation, he started a career in architectural woodworking that would take him across country and through the complex process of building a widely respected business.

The years rolled on and included a time in New York City and a graduate degree from Hunter College and a move to Rhode Island. His painting and working in wood-blocks morphed into abstract relief wooden paintings. There were some shows in Massachusetts and New York, but working with wood was becoming dominant.

### A life in Kent

By 1995, St. John and his future wife, Jeanne, had migrated to the Kent area, and in 1996, St. John's Bridge – an art furniture and cabinetry business was established near the center of town. From strikingly dramatic tables to wall-filling custom cabinetry that graces many homes in the tri-state area, Greg St. John had followed a road not often taken, and established a reputation for artistry and craftsmanship that is widely applauded.

"I love working with people from design development through the fabrication process – be the project big or small. It's always full of challenges," comments St. John, with a knowing smile that belies the hours of planning, the inherent sense of what the wood can do, and what

artistic statement the finished piece should make.

### Something missing, a calling

A successful business career would possibly be more than fulfilling enough for most. With six employees and a reputation that has work in queue for months ahead, Greg St. John could have been well satisfied. The road he chose has taken him on a satisfying journey.

But just as things were going so well, a diverging road appeared, and St. John has decided to explore where it might take him.

"I missed painting," he admits. "I missed the process, the smells, the tactile sensation of the paint, the tools, the brushes, and the dance of creation."

In the past 18 months, that "dance" has led St. John into the open expanses of Bartholomew's Cobble and the Butternut Creek Bird Sanctuary. Although he has established a small studio behind his home in Warren, the first paintings to emanate from his return to painting are "en plein air" works – paintings done in the field with natural light and the final work on canvas expressing what the artist sees.

### Influence and style

It was, after all, the German Expressionists who influenced St. John's work from his first forays into painting. In some ways reminiscent of the bold layering of paint popularized by Frank Auerbach in his

*Looking Towards Morningside Crescent Station* as much as the peaceful ambience created by Claude Monet in *Morning on the Seine Near Givenchy*, St. John's outdoor paintings carefully bring order out of the chaos that is nature.

Bold strokes, bold colors and the overwhelming sense that the artist has "been there and seen that" characterize St.



Opposite page, L-R, top to bottom: One of St. John's plein air landscapes; a mixed media piece; Greg St. John. Above and below: A kitchen and bathroom vanity created by St. John. Photos courtesy of Greg St. John.

John's work. His plein air paintings are done at one sitting – no going back. As the light changes, as the day matures, the images reflect what he sees ... and when they are done, they are done.

### Beyond painting

St. John is not however, limited to painting. His multi-media constructions are abstract works based on the building of plaster frames and overlaying objects in paper and wood that are adhered with hot wax and colored with pigments. The results are both bold and inviting.

From Greg St. John's artistic perspective, "the paintings with plaster surround come from my interest to have a quiet white space so the painting becomes a window. One's mind can drift into a visual place where a story unfolds."

Greg St. John may yearn for that "quiet white space," but the viewer of his compositions is drawn through the window into the complexity of the picture and what it can tell us about interior spaces as much as about landscapes.

St. John's Bridge (the title comes from St. John's desire to successfully connect his artistic perspective with the discipline of fine woodworking) continues to be a successful, going

concern directed by St. John's steady hand, solid business sense, and the magical "seasoning" of wanting to have each customer entirely satisfied with every step of the creation process.

It is in the "spare time" of evenings and weekends when Greg St. John can follow this other road – the one less traveled for well over two decades – and explore what it has to offer.

There is, to be sure, a sense of "re-discovery" in engaging with his new work, for as skilled a painter and artisan as he is, Greg St. John continues to discover things long not seen. "The magic of seeing a relationship for the first time ... the running of all the energy one can muster in the moment of seeing and discovery. These are the things that make me make art."

"And that," to borrow, again, from Robert Frost, "has made all the difference." ●

*Greg St. John's work has most recently been displayed at the Gallery at Naples Studio in Kent Green. Further interest in his work can be directed to the gallery, 3 Landmark Lane, Kent, CT (napleschristopher@gmail.com) or to the artist at gregstjohn@sbcglobal.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.*







## trattoria SAN GIORGIO



Holiday specials

Live music  
every Sat

Brunch  
Sat & Sun

845 677 4566

3279 FRANKLIN AVE., MILLBROOK, NY 12545  
WWW.TRATTORIASANGIORGIO.COM



## Happy New Year!

We want to wish all of you a happy, healthy and prosperous 2016.  
Stop by our shop atop Main Street for all of your framing needs!



**GILDED MOON FRAMING & GALLERY**  
What can we frame for you?

17 John Street • Millerton, NY • 518.789.3428 • [www.gmframing.com](http://www.gmframing.com)

## 25 years of five-star banking



The Bank of Millbrook is serious about being the best place possible for your money. And, for one hundred consecutive quarters, Bauer Financial has ranked us a five-star banking institution.

Bauer has a reputation as the most trustworthy ratings institution there is. They don't get paid for their ratings, and they don't consult for the banks they rate.

And, while it's nice to be recognized for how we do business, what we value most is your trust, and that is what we are working hard to keep for the next hundred quarters and beyond.

George T. Whalen III  
President



3263 FRANKLIN AVENUE MILLBROOK  
5094 ROUTE 22 AMENIA  
2971 CHURCH STREET PINE PLAINS  
11 HUNNS LAKE ROAD STANFORDVILLE

**BANKOFMILLBROOK.COM**  
(845) 677-5321

MEMBER FDIC

## CHURCHILL BUILDING COMPANY, LLC

332 MAIN STREET | PO BOX 1749  
LAKEVILLE, CT 06039

t: 860.596.4063 | f: 860.596.4091

[www.churchillbuildingcompany.com](http://www.churchillbuildingcompany.com)



## friendly faces: meet our neighbors, visitors and friends



**Cindy Heck** has been the secretary for North East Muffler in Millerton, NY since 1987. “The people are my favorite part of the job. I meet such a variety of folks and they are really nice people, too.” Over the years it has become hard for Cindy not to become a bit car savvy herself – perhaps a hazard of the job? Although the shop sees many different makes and models of cars, Cindy is a Ford girl. Outside of the North East Muffler office she likes to work on cars, houses, and in the garden. Although Cindy doesn’t mind the down-time after the holiday season, she admits that she gets bored because there isn’t much to do outside. “I can’t wait for the sun and spring!” We’re with you on that one, Cindy!



**Dominick Calabro** opened the shop doors to Factory Lane Auto Repair in Pine Plains in 1987, where he conducts a wide variety of auto repair services. Ever since he was a young boy he has liked working on cars. Dominick recalls being drawn to the mechanical part of the business first, he then learned the customer part, and running the shop is very rewarding. “Mechanics my age tend to bridge the gap between old school car mechanics and the new high-tech stuff.” Dominick also likes various forms of racing, “I don’t drive much anymore, but I enjoy preparing the cars.” Dom was born and raised a Dutchess County resident. “I enjoy small town life, I’m not much for traffic and confusion.” The New Year? Dominick sees 2016 bringing more improvements at the shop.



**Holly Stonehill** is a Sharon, CT resident and is a co-owner and executive chef at the Country Bistro. She is the face of breakfast, lunch and brunch, and loves food and the familiar faces that she sees on a daily basis. Her duties include baking, cooking, and developing new recipes for the extensive menu. She is a graduate of The Professional Children’s School in Manhattan where her family resided when she was growing up, and she is an accomplished pianist. She spent six years in St. Croix, but loves the integrity, charm, and beauty of this surrounding area. An interesting fact: Holly attempted to sail around the world after high school with her then boyfriend, but a bad storm took the boat down, the same storm that sunk a large research lab owned by Jacques Cousteau. We’re glad Holly made it back to land safely!



**John Ciliberto** is a resident of Gaylordsville, CT and he has been the general manager of The White Hart since September of last year. His background is all about the restaurant business and he has over thirty years of experience, including twenty three years at the Mayflower Inn in Washington, CT. He enjoys everything about The White Hart including working with the staff, the community, interacting with the clientele, and marketing all that the The Inn has to offer. He sees a genuine warmth and sincerity from within the community and clientele, and support from all of those who missed The White Hart in the period that it was closed. He is married, has two children, and enjoys every outdoor activity that the Northwest Corner allows for. He studied and enjoyed playing the trumpet years ago and if you ask he might oblige?



**Peter Vosburgh** has been a resident of Geer Village in Canaan, CT for over a year and he says that he enjoys the diversity, commonality, and generosity of the friends that he has made. He likes all that the facility has to offer – especially the activities, cultural events, and the cuisine. Peter’s childhood was spent in Short Hills, NJ. He is a Yale graduate, was employed by the N.S.A., and traveled the world. Among his favorite places were London and Italy, but he enjoyed Hawaii the most because he says swimming in the waters of Honolulu was and is amazing. Upon retirement he lived in a large house on the Norfolk, CT green and sold rare books. He enjoys gardening and reading, and I think it’s safe to say that Peter has led a full and enjoyable life.



**Viviann Berlinghoff** established her landscaping company 16 years ago, and is proud to produce organic plants in her business. “I like being outside, working with my hands, and especially the design aspect of what I do.” When she isn’t landscaping she whips at the Millbrook fox hunt, and likes to go mountain biking and skiing with her son. Viviann is a local and enjoys the rural landscapes and the area’s openness, and the rich history, too. Somewhat jokingly she shared that in 2016 she wants to have six-pack abs, but in all seriousness she wants to keep moving forward with business and keep striving for perfection. Sounds like a good plan, Viviann. Best of luck to you, both with the abs and the business!



Fine "Walnut Reserve" Desk  
can be seen at  
'Montage' Millerton, NY



David Bowen,  
Cabinetmaker

salisburyartisans.com 860 . 435 . 0344



*Academy Street Salon*

Your place or ours. We're honored to dedicate our day to your special day.  
-Dee, Andrea & Dana

Dee Crispino, Owner  
Ph: (860) 435-3500 • 27 Academy Street, Salisbury, CT  
academystreetsalon@gmail.com • www.academystreetsalon.com

**GORDON R. KEELER**  
**APPLIANCES**

Appliance sales & service since 1930

SUB ZERO • MONOGRAM • WOLF  
SPEED QUEEN • GE CAFÉ • GE PROFILE




3 Century Blvd., Millerton, NY 12546  
518-789-4961 • 518-789-4813 • 518-789-4252 fax




**THORNHILL  
FLOWER & GARDEN SHOP**

**DISTINCTIVE FLORAL DESIGNS**

Hours: Monday-Saturday, 9-5  
15 Academy Street, Salisbury, CT 06068  
860 435-2348 or 866 870-2348  
www.thornhillflower.com


## Rave Reviews for dinner at *Country Bistro*

- "The food and service are great...a very warm French bistro ambiance. We send all our guests there and they come back very pleased."  
- Patricia & Richard Boyle, *The Earl Grey Bed & Breakfast, Salisbury, CT*
- "We have had many great dinners at the Bistro. Love the Prix Fixe...anything crispy...and the sauteed baby spinach. A delightful and delicious experience."  
- Sally Spillane, *Salisbury, CT*
- "The Bistro is a treasure. Excellent steaks, oysters, Rowena loves the Salmon Wasabi. We had a private party recently and all of us felt very special."  
- Barry Fenstermacher, *Millerton, NY*
- "Much, much more than a casual bistro! Their dinners are superb and maybe the best value in the Northwest Corner."  
- Warren Carter, *Salisbury Wines, Salisbury, CT*
- "I have been dining at the Bistro for years and have never been disappointed. Love the escargot baked in the shells and always find myself ordering them first."  
- Jo Culver, *Thornhill Florist, Salisbury, CT*
- "I dine every weekend at the Bistro...great menu, excellent cuisine, smiling service, and the best desserts!"  
- Jack Bowman, *DMA Minister of Music, Salisbury Congregational Church*
- "Best Molten Chocolate Lava Cake Ever!"  
- Larry Power, *Lakeville, CT*



10 Academy Street  
Salisbury, CT 06068  
860.435.9420

Dinner hours: Fri., Sat., & Sun. 5-9pm



**Rafe Churchill**  
TRADITIONAL HOUSES

rafechurchill.com



# the importance of...

By Thorunn Kristjansdottir  
info@mainstreetmag.com



Air. Water. And happiness. Have you ever considered the importance of these three things when it comes to your health and overall well-being? They may not necessarily be directly connected, and we usually think about exercise and eating right when it comes to our health, but these three things are also critical to our health. For starters, they are essential to our survival! But beyond that known fact and to start us off, have you ever contemplated air quality and its impact on your health?

## Air and air quality

Earlier today I stood up from my sedentary position at my desk in front of the computer. I walked outside to just breathe! That one *fresh* air breath made a world of difference. It was as if I cleared my head and totally cleared my lungs. It was as if I had extra energy, all because of a breath of fresh air. My rule of thumb: when in doubt, get up and breathe in the fresh country air!

This got me thinking. When you Google most health-related things a plethora of links and pages fills the screen, but when I Googled the importance of air – well, not a whole lot came up. It wasn't until I searched "air quality" that links and pages began to populate my screen. One of the most interesting was from the EPA:

"You could go days without food and hours without water, but you would last only a few minutes without air. On average, each of us breathes over 3,000 gallons of air each day. You must have air to live. However, did you know that breathing polluted air can make you sick? ... Breathing polluted air can make your eyes and nose burn. It can irritate your throat and make breathing difficult. In fact, pollutants like tiny airborne particles and groundlevel ozone can trigger respiratory problems, especially for people with asthma. ... Some toxic chemicals released in the air such as benzene or vinyl chloride are highly toxic and can cause cancer, birth defects, long term injury to the lungs, as well

as brain and nerve damage. And in some cases, breathing these chemicals can even cause death."

## Drink enough water

As the EPA quote above touched upon, we could only last a few hours without water. Do you know how much fluid you lose through skin evaporation, or how much fluid you lose through such every day activities as going to the bathroom (both number one and number two), and breathing? Quite a bit!

Have you heard that you should drink eight glasses of water a day? I think that's a lot of water, and I'm a water advocate. But as WebMD states, that figure is not really based on scientific reasoning, but is more of a guideline. Regardless, we need to make sure that we drink enough water each and every day because it is vital to so many of our body's functions.

The WebMD link provided at the end of this article is terrific for it outlines the "6 Reasons to Drink Water" and explains the reasons why we need to drink water. I'll quote WebMD here and tell you the six outlined reasons, but check out the link for their explanations:

1. Drinking water helps maintain the balance of body fluids
2. Water can help control calories
3. Water helps energize muscles
4. Water helps keep skin looking good
5. Water helps your kidneys
6. Water helps maintain normal bowel function

What do you think? Perhaps water is a little more important than you gave it credit for?

We live in a society where obesity and diabetes (to name just two ailments haunting our society) are far too common. Sugary drinks are not our friends nor do they do us any favors. I'm not saying that you have to quit them cold-turkey, but you could begin by replacing one or two of them a day with a glass of water instead. I promise you that you should feel and see a difference!

## It's important to be happy

Have you ever considered how happiness affects you; your mind, body, soul and spirit? How do you feel when you're happy? (Besides obviously feeling happy). Have you noticed that your body feels better, that things seem easier and more enjoyable, that you sleep better, that you don't get sick as much, and that you have more energy?

If you Google-search "How happiness aff..." Google automatically fills in the rest and the number one thing that pops up is "How happiness affects your health," and the screen then gets populated with a wide array of articles and research, which I'm sure would take hours to read through.

One of the articles that is very interesting is from the Harvard School of Public Health (link below), but it begins by simply stating how negativity and negative feelings and emotions can change our biologic functions, in addition to increasing stress, etc. But it is a domino effect that essentially results in a worse quality of life because you don't feel good, which results in you not feeling well in all other aspects of your life. It is a vicious cycle.

Of course not all of us can simply say to ourselves, "OK! I'm going to be happy today," and then that's that. If only it were that simple. But my point in bringing this to your attention is that perhaps if we view happiness as a necessity to our overall well-being, just like eating right and exercising, well then perhaps we would take a different approach and (health) perspective when it comes our happiness and mental state.

In my opinion, water, air, and happiness are just three of the many, many components that are crucial to leading a healthy lifestyle. I wish you a very happy and healthy 2016! Take the best care of yourself. ●

### Web links:

[www3.epa.gov/airquality/peg\\_caal/concern.html](http://www3.epa.gov/airquality/peg_caal/concern.html)  
[www.webmd.com/diet/6-reasons-to-drink-water](http://www.webmd.com/diet/6-reasons-to-drink-water)  
[www.hsph.harvard.edu/news/magazine/happiness-stress-heart-disease/](http://www.hsph.harvard.edu/news/magazine/happiness-stress-heart-disease/)





**BAR • TAPAS • RESTAURANT**

518.789.0252 • 52 Main Street, Millerton • 52main.com

# Lindell Fuels, Inc.

Fuel Oil • Propane • Heating  
Air Conditioning

CT Registration # HOD.0000095  
CT License # HTG.0690604-S1 | CT License # PLM.0281220-P1



P.O. Box 609 | 59 Church Street  
Canaan, CT 06018  
860 824 5444  
860 824 7829 fax

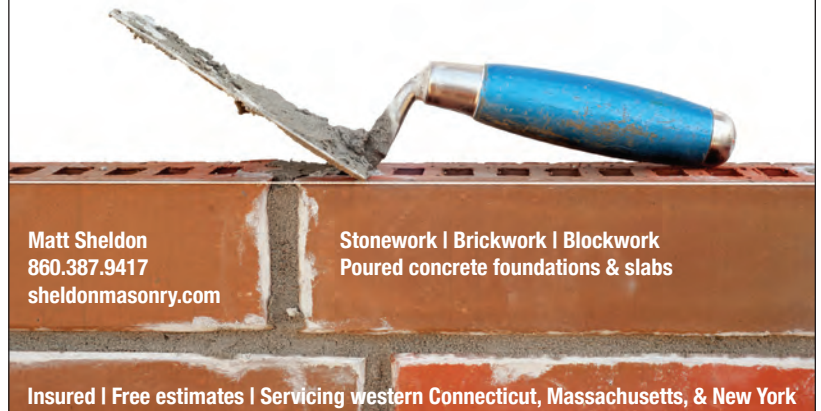
## — SHARON — AUTO BODY

Jim Young  
OWNER  
jim@sharonautobody.com

28 Amenia Road | PO Box 686 | Sharon, CT 06069  
T: 860 364 0128 | F: 860 364 0041

sharonautobody.com

## SHELDON MASONRY & CONCRETE LLC "All phases of masonry construction"



Matt Sheldon  
860.387.9417  
sheldonmasonry.com

Stonework | Brickwork | Blockwork  
Poured concrete foundations & slabs

Insured | Free estimates | Servicing western Connecticut, Massachusetts, & New York

## THE MOVIEHOUSE

48 MAIN STREET, MILLERTON, NY 518.789.0022



CINEMA \* THEATRE \* DANCE \* MUSIC \* ART

### MEMBERSHIP HAS ITS REWARDS

Save on the Purchase of All Tickets  
Receive Invitations to Special Events  
Member Prices at Art House Theaters Nationwide  
Discounts at Local Shops & Restaurants  
in our "Shop Local It's Personal" Program  
and Receive a Free Movie Pass when You Join!

JOIN AT THE THEATER OR ONLINE

[www.themoviehouse.net](http://www.themoviehouse.net)  
[facebook.com/themoviehouse.ny](https://facebook.com/themoviehouse.ny)



## UPCOUNTRY SERVICES — OF SHARON —

CELEBRATING  
30 YEARS OF  
EXCAVATION,  
LANDSCAPING,  
& GROUNDS  
MAINTENANCE

### GROUNDS MAINTENANCE:

Commercial snowplowing, sanding & magic salt •  
Lawn care • Spring & fall clean up • Edging,  
mulching, bed maintenance • Lawn fertilizer, weed  
& disease control • Field mowing • Complete  
property management

### LANDSCAPING:

Paver terraces / walkways • Retaining walls •  
Lawn renovation & Installation • Shrubbery & tree  
planting • Fencing • Landscape construction

### EXCAVATION:

Excavators, backhoes, dumptrucks • Drainage •  
Water & electric lines dug • Landclearing •  
Driveway construction & repair • Power stone rake

BBB • A+ • LICENSED/INSURED/BONDED • ALL CREDIT CARDS  
ACCEPTED • CT & NY PESTICIDE LICENSE • HOME IMPROVEMENT  
CONTRACTOR # 514325

860 364 0261 • 800 791 2916  
[www.upcountryservices.com](http://www.upcountryservices.com)



# The Stone Age



## SAM BAILEY, STONE RESOURCES, INC. IN AMENIA, NY

By Christine Bates  
christine@mainstreetmag.com

*January's featured entrepreneur is super-energetic and engaging, Sam Bailey. Main Street interviewed him at his business, Stone Resource Inc., on Route 343 in Amenia, New York, and then took a truck ride to inspect some of his hidden reclaimed stone inventory tucked away in the fields of Amenia.*

### Have you always been an entrepreneur?

I started off at an early age when I was six or seven, riding around with a livestock dealer, Ed Flood, buying and selling cattle. At age sixteen, I worked at Clove Valley Rod &

Gun Club, the exclusive hunting preserve. I didn't make much money, but I learned how to talk to very affluent, educated people, and how to be who you are around them. I still am in contact with a lot of them even today.

In eleventh grade, I dropped out of high school and started a nursery business. In hindsight this was both a terrible and great decision. I was a wild guy who played hard. Thank God I never did drugs. The first month the nursery business did \$60,000 in revenues and I learned it was much more efficient to sell large caliper trees wholesale, than

to sell potted plants retail. After less than a year, my backers bought me out for \$25,000. They gave me cash in a paper bag and it seemed like a fortune to me at the time. I was sure someone

was going to rob me.

After that, for two or three years I had a landscaping business with 14 employees catering to mostly estate clientele in Millbrook. I guess I was 18 or 19 then. Somehow I must have always had a knack for turning

natural products into paychecks, because next I started buying timber – cutting down trees and sharing the profit with the landowner. Logging during that time was a pretty lucrative business if you were willing to put in the hard work and contend with the dangers that come with it. It gave me the opportunity to do some minor investing, so I started buying and selling houses by the time I was 21 or 22.

I hit the real estate cycle just at the right time. Plus it was a passion and talent of my wife's, so we were in a position to flip some properties while the market was good. In turn, real estate investments gave me the money to start Stone Resource thirteen years ago. I know it was 2002, because my wife and I started the business the year our son was born.

Actually it was by accident. A couple of clients in Connecticut who had invested in real estate properties with us needed to move rocks off their property. I saw the glimmer of opportunity and started selling boulders for landscape applications. Then I went to a local supply yard where they wrote me a check for \$50,000 to start buying stone for their business. At that time we were more of a harvest and deliver company, bringing the raw material straight to a header to be palletized and delivering straight to

the wholesale and retail yards in the area. I bought our building from my father who had a welding business here in 2007 and dove headlong into the supply yard model at that point.

### Could you describe your business?

75% of my business is selling reclaimed stone to install in new residences. The stone is used for sills, benches, paths, pool surrounds, patios, etc. Some of these homes belong to working class folks looking to revamp a backyard, and some are \$60 million projects. As houses get smaller, the hardscaping on the outside of the home is growing more and more important.

We definitely have a supply of products that no one else has. We are a product-driven company. Our clients can be very high-end architects who design around our product to masons who use us because we make life easier for them by prefabricating the material before it hits the site. For example, one of our unique finds was 90 blue stone jail cell flooring squares, all cut to size and in whole piece form from Massachusetts. Right now I have



Above top: Reclaimed stones border a natural pool. Photo courtesy of Sam Bailey. Above: Sam Bailey on top of part of 100,00 square feet of reclaimed granite. Photo Christine Bates.

Continued on next page ...



stacks of 150 to 175 year old New York City sidewalks piled in a field waiting for the right customer.

The average price paid for one of our jobs is anywhere from \$1,000 to \$200,000, with a steady supply of larger jobs in the \$700,000 to \$1,000,000 range. And every day we have masons and contractors stopping by the yard to see what we've got to make a project a little more interesting.

### Where does this stone come from?

It comes from all over the country. Slate sidewalks from upstate New York towns, old curbs, stones from mansions. I just bought 100,000

40 subcontractors. We make more money now because we're more efficient. Having a hand in several pots all the time makes the success of one of your ventures contingent upon the success of the other. So we are always shifting gears to give ample attention to each thing we do. Out of necessity, we have become master multi-taskers.

### Have you had mentors that helped you along the way?

We are lucky to live where we live. There are so many interesting, smart people here. For six or seven years, I would ride around with a man who was a former extremely successful commodities trader,

investor, and art collector. On Saturdays we would ride around looking at real estate we might invest in together. I learned so much about business from him, although at the time it may not have felt like a business lesson, I learned a great deal nonetheless.

Carmin Luppino, who runs the biggest,

best, landscaping masonry business in Westchester, and probably on the entire East Coast, has been very important to me. I wanted his business and his big jobs in Westchester. For seven months, I called him six days a week. He said, "You're too small, you won't be able to keep up." Twelve years ago he said, "You are persistent, arrogant and ignorant, and I'm going to give you a shot." That first job we did four loads of stone a day to North Salem, six days a week with one truck. I won his respect and we have done business together consistently, and forged a great friendship. I've learned more from Carmin than probably any other craftsman I've encountered and I value his friendship and mentoring a lot.

Another icon that has been a mentor to me is architect Allan Shope. He was hugely important

to me, too, because he is so well respected in his field. He's knowledgeable on so many subjects and, of course, has been a leader in sustainable architecture, which utilizes reclaimed materials. For example, he showed me how to tell if stones are really old. There's actually a lot of fraudulent reclaimed rock around. I would say Allan is a teacher by nature, and I am lucky to have won his respect. With that comes a great relationship where you learn something new with every conversation. Plus he's just a super cool, quirky, awesome guy.

### Was it difficult starting your business?

For a person who grew up here and was raised here, it was hard to become successful. I came from nothing. For the first few years my wife and I lived in a third floor apartment in Amenia and ate Ramen noodles. In a small town everyone knows everyone and no one necessarily wants to see anyone do well. There's a saying: "They want to see you do well, but not better than them." I have found that to be a matter of truth. Given the climate of growth, or lack thereof, in this area, I fought to take my company south to Westchester where there's no BS, where people mind their own business, and there's no bickering. All that's important is that you do what you say you're going to do. I think I have established a pretty strong foothold in a fairly competitive field. I'm a little fish in a big sea, but definitely holding my own.

### Do you have advice for others starting a business?

I had great advice from a timber buyer early in my career and I pass it along to others. Three things: 1. Do what you say you are going to do. 2. You're only as good as your partner. 3. If you sell \$9 worth of product, \$3 should be your cost, \$1.50 will go to taxes, \$1.50 for your family, and the last \$3 goes back into your business.

Recently a young guy asked me about going out on his own. He was making \$900 a week working for a plumbing and heating company. I convinced him to start his own business. Now in less than five months he's making \$6,000 a week



Above: Stone Resource supplied the boulders to line the drive into an estate. Photo courtesy of Sam Bailey.

square feet of rectangular, granite slabs that came out of a 1930's mall upstate. We are one of the largest buyers of reclaimed material in the entire Northeast.

### What happened to your business during the recession?

The stone business was not so affected by the downturn, but, in 2007, my wife and I owned lots of non-income producing real estate. We downsized immediately and sold our million-dollar house in Sharon, got rid of the Lexus and regrouped.

At the height of the real estate market we had 35 full time employees, but now we have only six with



and he thanks me regularly for giving him that little kick to get going. But, ironically, I think he always had it in him, he just didn't know it. From someone who has spent their entire adulthood as a business owner, it's just second nature to encourage people to work for themselves.

Work ethic is extremely important. I'm out of bed by 4am every day. How many of my competitors get up that early? And I set yearly goals. This year it's to buy and add one more new house to our real estate holdings. Get one more thing done every day, don't leave it for tomorrow. Do it today. I work a

as much. But Chinese stones don't have history. We find that dealing with our competitors usually yields a better business environment for everyone. If we don't have it, we will send a customer to our competitor and vice versa. The big suppliers buy from us, and we use their services, as well. It makes more sense for us all to cooperate when we can so everyone gets a little piece of the pie.

**Can you think of any mistakes you've made?**

A mistake would be not getting bigger ... but not really. You can't live to work and still have a family.



110-hour week, including weekends.

And karma is important. Every December we give all of our rental tenants a month of reduced rent so they can buy Christmas presents. We have great tenants and treat them kindly.

**What's the hardest part of your business?**

Collecting money from a job can be hard. During the recession in 2008 to 2012 we lost over two million dollars to contractors who went out of business. Everything else about my business I love.

**Who's your main competitor?**

Our main competition is stone from China that is quarried, not reclaimed. They can sell stone for \$18 a square foot, and reclaimed materials in general can be twice

Family is very important to me. My wife and I have been a couple since we were 16. She's the smart, educated one. We make decisions together. And we have two kids. Every summer we take them and some of their friends out West to herd cattle on a ranch in Montana. It's important for kids to see the world. If my business were bigger I wouldn't have time for family. So growing the business when I've had the chance might have made me better off in some ways, but then again your kids are only little once.

**Are you teaching your children about business?**

I think they are naturally learning because it's always in our conversations. Since they were born, they've been hanging around the business, running equipment, and watching. Now our 13-year-old wants to start a business, so we said show us a five-year plan and we'll invest. He is developing a white tail deer preserve on our farm with a resident



herd and is getting ready to allow hunters. Why not? He's found his passion and has the work ethic of any adult man I know, so he absolutely should give it a go. My daughter is very intellectual. She's more investment-savvy and made a few thousand dollars this year taking birthday money and investing in show cattle. She's ten, but if the writing on the wall is clear, she will be a "work smart, not hard" girl which is fine by me, too.

**What do you think is happening in the economy right now?**

I'm not sure. I'm beginning to feel some bumps. Oil prices at \$2 aren't a good sign. This fall, I sold my Angus cattle because I could see that prices were coming down. But what happens in the economy doesn't really affect many of my clients. Overall, I think we are coming into a new place with the economy, but I don't feel like it's still very stable quite yet. But I'm no economist.

**Do you have a plan for the future?**

My elbow is starting to hurt, and my shoulder and knees. My wife and I have decided to retire in ten years and we have a written plan to get there. Once the kids are off to college or wherever they may go, I think we will shift gears and try a new adventure. •

Above: Sam Bailey with his favorite cousin Paul Murphy who has worked for the company since 2008. Left: Old blue stone New York City sidewalks are stored in a field in Amenia. Photos by Christine Bates.



*So Delicious HomeMade*



cookies cakes cupcakes  
brownies bars biscotti  
muffins scones  
pies tarts pastries  
& so much more!  
special orders happily encouraged ☺

The Bakery on The Green  
1 Kent Green Blvd.  
Kent, CT 06757

860-592-0743

## OVER MOUNTAIN BUILDERS, LLC.

30 years and still passionate! Quality craftsmanship delivered on time & within budget.

John Crawford  
P: 518-789-6173 | C: 860-671-0054  
john@overmountainbuilders.com  
www.overmountainbuilders.com



## pieces

unique furnishings, lighting, jewelry  
and objects of interest!

Hours: Friday-Sunday 10-4  
2816 West Church Street (Rt.199), Pine Plains  
914 388 0105 • piecespineplains@gmail.com  
Like us on Facebook



*Specializing in full mechanical restoration, repair  
& maintenance of all classic cars*

**CLASSIC AMERICAN CARS**  
Sales & Service

## NORTHWEST CORNER CLASSIC CARS, LLC

860-596-4272 • OPPOSITE LIME ROCK PARK  
438 LIME ROCK ROAD, LIME ROCK, CT 06039  
WWW.FACEBOOK.COM/NORTHWESTCORNERCLASSICCARS

# \$5 off

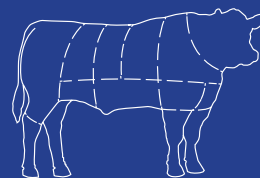
Present this ad at checkout and get \$5 off  
your total purchase of \$30 or more



**VISIT YOUR LOCAL AGWAY:**  
Route 22 in Millerton, NY • Route 23 in  
Great Barrington, MA • Route 9H in  
Claverack, NY • Route 66 in Chatham, NY

**HOURS:**  
Monday-Saturday: 8:00 AM-5:00 PM  
Sunday: 9:00 AM-3:00 PM

For more savings & information:  
(518) 789-4471 or [www.agwayny.com](http://www.agwayny.com)



## WALBRIDGE FARM MARKET



538 Route 343, Millbrook 12545 / 845.677.6221  
For hours please visit [walbridgefarm.com](http://walbridgefarm.com)



# Cooking in the New Year:

HEALTHY, EASY, AND  
BUDGET-FRIENDLY  
MEALS FOR 2016

By Memoree Joelle  
info@mainstreetmag.com

There was a time in my life when I spent hours pouring over the Julia Child series of cookbooks, preparing elaborate meals using recipes that called for a dozen or more ingredients, and hours of preparation. While I still have great respect for this way of cooking, life changes, and we all get busy, and don't always have the luxury of leisurely preparing an elaborate dinner. Still, we all want our meals to taste good and be good for us. If you Google-search easy recipes or healthy meal plans, there are hundreds of websites to turn to for help, not to mention all of the themed cookbooks out there. One-pot meals, and recipes with five or fewer ingredients are also easy to find. But what I

wanted this past year was a staple list of a few recipes that meet all of the criteria I wanted: tasty, healthy, could be made using only one pot or pan, and with at most five ingredients (not considering salt, pepper, and olive oil, which I always have on hand). After taking parts of recipes I found online and tweaking them a bit, I found a few that I have turned to time and again. These are great winter meals that can be made for a family, a couple, or just for one and then frozen for later. Without further ado, here are my top four picks from Epicurious, Martha Stewart, Oprah, and food blog Love and Lemons. •



## Simple Sweet Potato & Quinoa Bowls

This sweet potato and quinoa bowl produces a magical combination of flavors that are deceptively nutritious. Sweet, savory, and filling, this recipe uses only a few ingredients, making it a great go-to for a quick, satisfying meal that is just as lovely to look at as it is to eat. To make it even easier and cheaper to make, while still keeping all the flavor, I omit the cabbage,

scallions, and almonds in my hacked version, and I substitute the quinoa with wild rice to make it even more budget-friendly. The sweet potato and feta cheese are what really make the flavor, and for crunch, crushed peanuts add some extra texture if you're into that sort of thing. Get the recipe on the blog *Love and Lemons*: *Love and Lemons Simple Sweet Potato and Quinoa Bowls*.



## Chicken Cacciatore Made Simple by Martha Stewart

This next one is a brilliantly paired-down version of classic chicken cacciatore that uses a handful of ingredients, a single pot, and is both fragrant and full of flavor. I wouldn't change a thing about this recipe except I would be particular about what variety of mushrooms to use. Go for cremini or even plain white ones over any-

thing too flimsy or spongy, like oyster mushrooms, for example. In season, I like to get wild chicken-of-the-woods mushrooms, and I've spotted them at McEnroe's on several occasions. Go get the recipe at [marthastewart.com](http://marthastewart.com) - *Chicken With Tomatoes and Mushrooms*.



## Lemon & Smoked Mozzarella Pizza

Doesn't this picture make you swoon? This oh-so-simple, zesty homemade flatbread recipe perfectly illustrates that a few well-chosen ingredients are all you need

to turn out a gourmet experience. Combining bright citrus with smoky cheese really packs a punch, and this makes a perfect quick dinner or lunch on its own, with a side. You can find the original recipe on [oprah.com](http://oprah.com): *Lemon and Smoked Mozzarella Pizza*. I've made this with local goat's cheese in lieu of mozzarella, and added smoked sea salt to get that slightly smoky flavor. You can also try smoked Gouda.



## Skillet Roast Chicken with Fennel, Parsnips & Scallions

Never be intimidated by roasting a whole chicken! And if it doesn't sound simple, it will become so after you realize you don't need to do anything other than rub it with seasoning, put it in a roasting pan over a few veggies, and you're done! I like a ver-

sion by the folks at Epicurious, and if you search their site for roast chicken you'll come across dozens of variations. Their *Skillet Roast Chicken with Fennel, Parsnips and Scallions* is sure to both please and impress a small crowd, but in keeping with my five ingredient rule, I leave out the scallions. This time of year, I get out my dutch oven, into which I toss some chopped carrots, parsnips, and fennel up and lay my whole bird on top, which I first rub all over with sea salt, half a lemon, and parsley. Roast this on high at 425 until the skin is golden brown and crisp to a fork, then lower to 325 and cook another 30-40 minutes. See? You don't need a recipe, but if it makes you feel better, you can always log on to [epicurious.com](http://epicurious.com).

Photos clockwise from [istockphoto.com](http://istockphoto.com), contributors: A\_Lein, robynmac, robynmac, and AbbiImages.





## IN KENT'S HISTORIC DISTRICT

Wonderful antique Colonial in the historic district of Kent. The home needs a complete renovation but has good solid bones and character. There are five fireplaces, wide board floorboards, 12 over 12 windows with many original panes. Bee Hive oven and a gorgeous Palladian window. There is an antique barn attached and accessible from the house. 4 bedrooms and 2 bathrooms set on 2.19 acres. Just listed and very special! \$425,000



860-927-4646 • 860-364-4646 • 860-672-2626 • [www.bainrealestate.com](http://www.bainrealestate.com)

*The ideal venue & location for your perfect day*

# CATSKILL VIEW

WEDDINGS & EVENTS

CALL 518 592 1135 • [CATSKILLVIEWWEDDINGS.COM](http://CATSKILLVIEWWEDDINGS.COM)

## THE BOATHOUSE RESTAURANT AT LAKEVILLE



SUNDAY - THURSDAY  
11 AM - 10 PM  
FRIDAY & SATURDAY  
11 AM - 11 PM

HAPPY HOUR  
MON - WED - FRI  
5 PM - 7 PM

860.435.2111

[THEBOATHOUSEATLAKEVILLE.COM](http://THEBOATHOUSEATLAKEVILLE.COM)  
349 MAIN STREET LAKEVILLE, CT 06039

## THE ARTS AT HOTCHKISS

[HOTCHKISS.ORG/ARTS](http://HOTCHKISS.ORG/ARTS)  
(860)435 - 4423

*Ring in the new year! All events free and open to the public.*

January 8, 7 p.m.

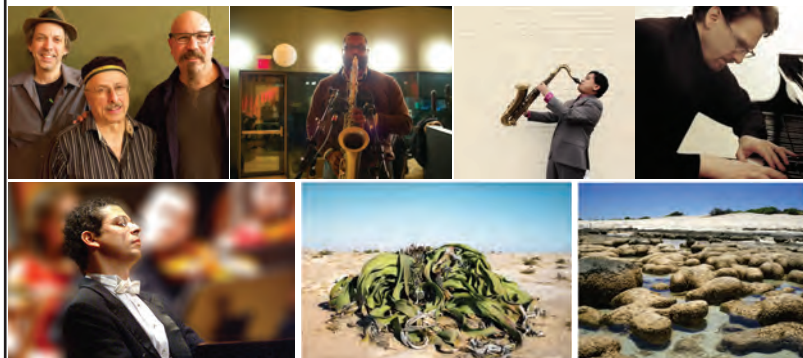
HOTCHKISS CONCERT SERIES — JAZZ WITH MICHAEL MUSILLAMI TRIO & SPECIAL GUESTS: PETER MADSEN, JIMMY GREENE, JON IRABAGON, & JASON RIGBY. Katherine M. Elfers Hall, Esther Eastman Music Center.

January 23 - March 6

TREMAINE GALLERY — *Rachel Sussman: The Oldest Living Things in the World*. Acclaimed photographs & accompanying book. Reception: Saturday, January 23, 4 - 6 p.m. Gallery talk: to be announced.

January 30, 7 p.m.

HOTCHKISS CONCERT SERIES — LEONEL MORALES, SPANISH-CUBAN PIANIST. Katherine M. Elfers Hall, Esther Eastman Music Center.



Clockwise from top left: Michael Musillami Trio, Jimmy Greene, Jon Irabagon, Peter Madsen, Leonel Morales, Rachel Sussman photos: *Llaretta*, 2,000+ years old, Atacama Desert, Chile; *Sromalities*, 2-3,000 years old, Carbla Station, Australia.

THE HOTCHKISS SCHOOL | 11 Interlaken Road, Lakeville, CT





# The MILLION DOLLAR *house market*

LUXURY REAL ESTATE IN  
NEW YORK & CONNECTICUT

**W**ith the average price of a Manhattan apartment well over a million dollars, this month's real estate column explores the ten year price history and current dynamics of the over million dollar home market in Main Street's distribution communities in New York and Connecticut. You get a lot for your money.

By Christine Bates  
christine@mainstreetmag.com



Above top: A grand entrance foyer is a selling feature of a \$4.8 million home in South Kent. There are two properties for sale in Kent for over \$6,000,000. Photo courtesy of Klemm Real Estate. Above: Overlook Farm on Belgo Road in Salisbury is an example of a well-priced property which sold quickly at \$1,400,000 – above its asking price. Photo courtesy of Elyse Harney Real Estate.

## Location, location, location

Million dollar sales are not as common as you might think from looking at real estate brokers' websites and print ads. Over the last ten years fewer than ten one million dollar homes were sold in six of the fifteen communities included in Main Street's ten year survey. That's less than one a year! While million dollar properties can be found anywhere, they are concentrated in a few towns. In Columbia County, Copake is by far and away the most active market with more million dollar sales in value and number than Ancram, Gallatin, Hillsdale, and Taghkanic combined. Similarly, in Dutchess County, the Town of Washington, which includes the Village of Millbrook, has ten year sales volume almost equal to Amenia, North East, Pine Plains, and Stanford combined. Interestingly, together these five, rural, sparsely settled towns in Northeastern Dutchess County accounted for 38% of all of the million dollar properties sold in the entire county over the last ten years.

On the other side of the border in Northwestern Litchfield County, the million dollar market in our *Main Street* coverage area is much more active with 20% more million dollar sales in five towns than ten in New York State. Connecticut luxury homes are also less concentrated in just one community. Salisbury consistently has nine or ten million dollar sales every year. These seven digit sales account for about 50% of the value of all homes sold in

the town. Sharon is slightly less active with five sales a year, and rural North Canaan and Canaan together had only three over one million dollar sales in ten years, according to William Pitt Sotheby's data. But remember that the even bigger million dollar market in Connecticut is closer to New York City and east of Route 7 in towns like Roxbury, Warren, Washington, and Washington Depot.

Why are high-end properties concentrated in certain communities and not others? Tradition plays a role, for example Millbrook, NY and Washington, CT have been second home markets for over a hundred years. Time and distance to New York City is another important contributing factor. Recreational opportunities, including lakefront homes, are responsible for the popularity of Salisbury, Kent, and Copake. Proximity to private schools is a lure, especially in Salisbury, and nearby to something – a grocery store, restaurants, shops, and movies – is desired. The most remote towns, without a supermarket or a coffee shop, like Ancram and Canaan, are less attractive. People want to live in the country, but not in the middle of nowhere. The neighborhood, the neighbors, strong zoning restrictions, and private clubs increase appeal in this bracket.

Quiet highways also increase prices. Think of Town of Washington's many gravel roads. "Nobody wants to be close to a road with a

Continued on next page ...



double yellow line on it,” said one broker.

Lower property taxes are a quantifiable benefit and attract buyers to certain communities, while higher property taxes discourage luxury buyers. For example, contrast the sales in North Canaan and Canaan, CT with property taxes over 19 mils to Salisbury’s 7.4 mils. (See April 2015 *Main Street* for full analysis of area property taxes).

### A million dollar house has lots of land

Our analysis makes it clear that buyers get a lot more land than a standard sized building lot when they purchase any \$1,000,000 plus house, especially in New York where an average of 64 acres comes with



Above: Snow Shoe Hill in the Town of North East, NY which was on the market at over \$1,000,000 was recently sold for \$800,000. Photo by Christine Bates. Right: A stone castle in Cornwall with 275 acres is listed at \$6,000,000. Photo courtesy of Bain Real Estate. Next page: A grand fireplace in a \$4 million plus home in Gallatin, NY. Photo courtesy of Elyse Harney Real Estate.

a million dollar house. With its sprawling horse farms, the average million dollar Pine Plains property comes with 169 acres. The more rural towns of Canaan and Cornwall in Connecticut average over 55 acres per sale – much more acreage than Sharon or Salisbury. Of all of the 15 towns included in our survey, Salisbury, with an average of only ten acres attached to a million dollar plus price tag, has by far the lowest acreage.

In addition to more land, the finishes of a million dollar house are more luxurious and expensive. Speaking from experience, Elyse Harney Morris of Elyse Harney Real Estate explained the distinction: “\$800,000 has historically been a challenging price point. People are definitely looking for the finishes of a million dollar house and sellers usually can’t afford this, which is why the price is less. I do

not think \$800,000 has become the new \$1 million. There is a definite difference.”

### Where are prices now?

The improving real estate market has encouraged many owners to list million dollar properties (see comparative ten-year history and market chart). In the communities with infrequent million dollar sales and large land parcels like Canaan and Pine Plains, the total dollar value of currently listed million dollar properties is four times the ten year total, although still few in number.

Popular Copake, with only \$10 million of listings, has the smallest inventory, only 20% of its ten year total. The larger more liquid towns in Connecticut still have listings whose combined sales prices equal three to four years of sales. But don’t forget that some of these listed properties will actually sell for less than a million. For example Snow Shoe Hill in the Town of North East in New York is no longer a million dollar property. It was sold for \$800,000 after over a year on the market in an estate sale. Listing broker John Friend of Houlihan Lawrence commented, “It makes a big difference if no one is living there.”

Comparing current average listing prices to historic ones provides some additional market insight. In the five Connecticut towns, listing prices are 25% to 30% higher than

break even. Overlook Farm on Belgo Road in Salisbury is a good example. It sold for \$1,175,000 in 2006 and just closed at \$1,400,000, which was above the asking price. If priced correctly in a community with similar comps available, a house should sell in six months to a year. Harney says, “Sales off of current listing prices have been holding at about 9%. Homes that sell quickly are much closer to the asking price.”

In New York communities, with the exception of Stanford and Copake, listing prices are a third to two and a half times historic ten-year average prices. For example the average million dollar listing in Amenia has jumped to \$4 million compared to a historic \$1.9 million.

Combined with high inventory levels perhaps prices on average need a reality check. Salisbury Bank’s Amy Raymond watches prices carefully and thinks that area closing prices in general are still 5% to 15% below the market peak.

In the entire market place more expensive properties are appearing on the market. In the last ten years only five properties in these 15 towns sold for more than \$5,000,000, but there are six on the market right now!

### No need to rush, especially in New York

There just aren’t that many buyers of very high-end properties. Drew

Hingson of Klemm Realty sells properties on both sides of the state line and confirmed it’s harder to sell expensive properties in New York than in Connecticut. “It can take years.”

Hingson and other brokers agreed that most properties at this level are publicly listed with brokers



and appear on [www.realtor.com](http://www.realtor.com) because private listings have much less exposure and take longer to sell. Some properties just sit on the market, like 15 Cobble Road in Falls Village which has been on the market since 2005. Originally listed at \$1.9 million, it has been on and off the market at \$1,295,000.

In Salisbury four houses, which were purchased during the bubble, are now on the market for 10% to 20% more than owners paid eight or nine years ago. After paying the broker’s fee and a 10% discount to asking price, owners will almost

Continued on next page ...



# ELYSE HARNEY REAL ESTATE

GLOBAL REACH • COMMUNITY CONNECTION • A TRADITION OF TRUST

## SPECTACULAR EQUESTRIAN PROPERTIES THROUGHOUT THE HUDSON VALLEY!

### EASY CREEK FARM ON 121 ACRES



COLUMBIA COUNTY, NY

EH#3283

### CHESTNUT RIDGE FARM ON 250 ACRES



DUTCHESS COUNTY, NY

EH#3026

MILLERTON, NY 518-789-8800 WWW.HARNEYRE.COM SALISBURY, CT 860-435-2200

## BRINGING YOU THE BEST LOCAL FOOD



### TO BUY THE BEST LOCAL FOOD IN THE HUDSON VALLEY – FROM THE HUDSON VALLEY – VISIT THESE LOCATIONS:

Millerton Agway in Millerton, NY • Bywater Bistro in Rosendale, NY • Boitson's Restaurant in Kingston, NY • Hudson Hill's in Cold Spring, NY • Phoenicia Diner in Phoenicia, NY • Red Devon in Bangall, NY • Roundout Music Lounge in Kingston, NY • The Local in Rhinebeck, NY • Jack's Meats in New Paltz, NY • Adams Fairacre Farms in Poughkeepsie, NY • Adams Fairacre Farms in Wappinger, NY • Adams Fairacre Farms in Newburgh, NY • Associated in Rosendale, NY • Bistro-To-Go in Kingston, NY • Gigi's Market in Red Hook, NY • High Falls Food Co-Op in High Falls, NY • Honest Weight Food Co-Op in Albany, NY • Nature's Pantry in Fishkill, NY • Nature's Pantry in Newburgh, NY • Otto's Market in Germantown, NY • Sunflower Natural Foods in Woodstock, NY • The Cheese Plate in New Paltz, NY

If you'd like to carry our products and see a full list of our retail locations, please visit our website.

[www.hv-harvest.com](http://www.hv-harvest.com)







INDIAN MOUNTAIN SCHOOL

# Lower School Preview Morning Pre-K - Fourth Grade Monday, January 18, 2016, 8:15 AM Arrival



IMS Lower Campus  
204 Interlaken Road  
Lakeville, CT 06039  
www.indianmountain.org

For event details and to RSVP, contact  
admissions@indianmountain.org; 860-435-0871 x114



William  
Pitt

Sotheby's  
INTERNATIONAL REALTY



**Sharon** | \$1,795,000 | MLS: L10035950  
3 Bedrooms | 3.1 Baths | 4,118 SF | 20+ Acres  
Ira Goldspiel 860.927.7724



**Sharon** | \$1,660,000 | MLS: L10067583  
4 Bedrooms | 3.2 Baths | 3,539 SF | 6.3 Acres  
Mimi Harson, Tom Metzger 860.435.2400



**Lakeville** | \$985,000 | MLS: L10058992  
3 Bedrooms | 4.1 Baths | 3,186 SF | 4.9 Acres  
Susan Strickler, John Borden 860.435.2400



**Salisbury** | \$995,000 | MLS: L10044605  
5 Bedrooms | 4.1 Baths | 3,148 SF | 2 Acres  
John Harney 860.921.7910



**Alford** | \$1,295,000 | MLS: 213431  
4 Bedrooms | 4.1 Baths | 4,737 SF | 2.3 Acres  
Dawn Farley, Pat Melluzzo 413.528.4192



**Salisbury** | \$629,000 | MLS: L10079181  
4 Bedrooms | 3 Baths | 2,216 SF | 0.6 Acre  
Nancy Kahan 860.318.6950

williampitt.com

Kent 860.927.1141 • Lakeville 860.435.2400 • Litchfield 860.567.0806 • Washington Depot 860.868.6600 • Berkshires 413.528.4192

Each Office Is Independently Owned and Operated. Equal Housing Opportunity.



**10 YEAR HISTORY OF RESIDENTIAL \$1,000,000+ SALES\***

NE DUTCHESS, SW COLUMBIA COUNTY, NW LITCHFIELD

	10 year \$ total	# Sales	Average price	Average acres
<b>COLUMBIA</b>				
Ancram	\$8,217,250	6	\$1,369,542	41
Copake	\$48,271,761	26	\$1,856,606	54
Gallatin	\$10,369,420	5	\$2,073,884	76
Hillsdale	\$13,390,000	8	\$1,673,750	44
Taghkanic	\$6,682,500	3	\$2,227,500	72
<b>DUTCHESS</b>				
Amenia	\$20,657,200	11	\$1,877,927	43
North East	\$18,381,500	10	\$1,838,150	55
Pine Plains	\$11,530,000	4	\$2,882,500	169
Stanford	\$59,037,500	25	\$2,361,500	58
Washington	\$103,589,360	45	\$2,301,986	36
<b>LITCHFIELD</b>				
Canaan &				
North Canaan	\$3,135,000	2	\$1,567,500	60
Cornwall	\$32,985,000	18	\$1,832,500	57
Kent	\$72,148,500	32	\$2,254,641	31
Salisbury	\$155,124,025	87	\$1,783,035	10
Sharon	\$96,903,500	53	\$1,828,368	21

\* New York totals compiled from NYS database of good sales of residential properties. Connecticut data courtesy of William Pitt Sotheby's. Does not include vacant land sales or agricultural properties. Data is from 2006 but incomplete for 2015.

**COMPARISON OF 10 YEAR TOTAL SALES OF \$1,000,000+ HOMES AND AVERAGE LISTING PRICE ON MARKET NOW - US\$ Millions**

	10 year total \$ sales vol.	\$ vol. on market now	Total listings now as % of year total sold	Average 10 year sold price	Average listing price now	Average current listing price as % of 10 year average price
<b>5 CT TOWNS</b>						
Canaan	\$3.3	\$15.1	457.6%	\$1.5	\$1.9	126.7%
Cornwall	\$33.0	\$31.5	95.5%	\$1.8	\$4.5	250.0%
Kent	\$72.1	\$41.3	57.3%	\$2.3	\$3.0	130.4%
Salisbury	\$155.1	\$65.5	42.2%	\$1.8	\$2.2	122.2%
Sharon	\$96.9	\$31.7	32.7%	\$1.8	\$2.3	127.8%
<b>5 DUTCHESS COUNTY NY TOWNS</b>						
Amenia	\$20.7	\$27.9	134.8%	\$1.9	\$4.0	210.5%
North East	\$18.4	\$10.4	56.5%	\$1.8	\$3.5	194.4%
Pine Plains	\$11.5	\$51.7	449.6%	\$2.9	\$5.2	179.3%
Stanford	\$59.0	\$16.5	28.0%	\$2.4	\$2.3	95.8%
Washington	\$103.6	\$84.6	81.7%	\$2.3	\$3.3	143.5%
<b>5 COLUMBIA COUNTY NY TOWNS</b>						
Ancram	\$8.3	\$21.0	253.0%	\$1.4	\$3.5	250.0%
Copake	\$48.3	\$10.0	20.7%	\$1.9	\$1.6	84.2%
Gallatin	\$10.4	\$9.7	93.3%	\$2.1	\$2.4	114.3%
Hillsdale	\$13.4	\$16.4	122.4%	\$1.7	\$2.3	135.3%
Taghkanic	\$6.7	\$12.4	185.1%	\$2.2	\$3.1	140.9%

**\$1,000,000+ RESIDENTIAL PROPERTIES FOR SALE\***

NE DUTCHESS, SW COLUMBIA COUNTY, NW LITCHFIELD

	# prop- erties	Ave. sq. ft.	Ave. acreage	Ave. price	Total \$ value all listings	Ave. price per sq. ft.
<b>DUTCHESS COUNTY</b>						
Amenia	7	4,991	196	\$3,983,571	\$27,885,000	\$798
North East	3	2,972	183	\$3,480,000	\$10,440,000	\$1,171
Pine Plains	10	4,848	163	\$5,168,700	\$51,687,000	\$1,066
Stanford	7	4,314	55	\$2,354,286	\$16,480,000	\$605
Washington	26	5,245	45	\$3,253,057	\$84,579,494	\$620
<b>COLUMBIA COUNTY</b>						
Ancram	6	2,941	183	\$3,506,667	\$21,040,000	\$1,192
Copake	6	3,874	26	\$1,642,500	\$9,855,000	\$424
Gallatin	4	3,345	133	\$2,425,000	\$9,700,000	\$725
Hillsdale	7	3,885	117	\$2,343,714	\$16,405,999	\$603
Taghkanic	4	4,965	173	\$3,096,250	\$12,385,000	\$364
<b>LITCHFIELD COUNTY</b>						
Canaan & North Canaan	8	4,511	40	\$1,896,875	\$15,175,000	\$420
Cornwall	7	5,337	67	\$4,492,857	\$31,450,000	\$436
Kent	14	5,629	57	\$2,952,357	\$41,333,000	\$525
Salisbury	30	4,475	16	\$2,184,500	\$65,535,000	\$495
Sharon	14	4,144	43	\$2,262,714	\$31,678,000	\$546

\*Data compiled from listings on www.realtor.com by Main Street Magazine. Includes all residential single family properties listed for sale at \$1,000,000 or over in mid November 2015. Does not include vacant land or private sales.

**Even half a million dollar property requires a jumbo mortgage**

Buyers of million dollar properties still need financing. Salisbury Bank's Amy Raymond, who is in charge of residential mortgage activity, says that large home mortgages are a key piece of the bank's business. Not everybody is an all cash buyer. In our area any mortgage over \$417,000 is considered a "jumbo" mortgage and commands slightly higher rates than conventional mortgages. Salisbury Bank has no restrictions on whether the home is a primary or secondary residence and typically requires 20% down. "For this market our most popular product is a five year adjustable rate mortgage. Since many of these purchases are second homes, buyers don't expect to stay there forever and want to take advantage of rates between the high 2's and low 3's rather than locking in for 30 years at a higher fixed rate."

And don't expect a quick closing. As of October when new federal restrictions took effect, it takes banks 15 days longer than previously to approve a mortgage.

**It's not just the price, it's the upkeep**

Expensive properties cost a lot to maintain as well as to buy. Insurance becomes a bigger consideration and more expensive. "Most insurance carriers are great for typical tract style housing," according to Kirk Kneller of Brad Peck Insurance in Copake. "But you need to find companies that have experience adjusting claims on unique homes. Will they pay for limestone from Italy that artisans have installed? Do they understand the additional risks that livestock present?"

Most insurance experts recommend an additional \$2 to \$3 million layer of umbrella liability insurance to protect owners and their assets from damage claims. And insurance companies demand higher rates for homes without central station fire and burglar alarm systems.

For estates, like the castle in Cornwall (see photo previous page), annual operating expenses between taxes, building maintenance, heating, insurance, and yard care can easily add up to six figures, so these costs should be factored into any purchase decision.

**What's the take away?**

There is a large inventory of million dollar houses on the market, including a record number of properties with large tracts of land listed over \$5,000,000. If there are few comps in the area it may be harder to find financing and take longer down the road to sell. When considering buying, go to the assessor's office to look at recent high-end sales. And remember that you never want to own the most expensive house on the block. •



Did you know that the start of the year is a great time to create or re-vamp your business' marketing plan and graphics? Have a prosperous New Year!

**DESIGN & MARKETING SERVICES:**

Branding & Identity Systems | Print Websites | Environmental Graphics Apparel | Marketing | Hosting & SEO Social Media | Photography



518.592.1135 | 52 Main Street, Millerton, NY | [www.thorunnndesigns.com](http://www.thorunnndesigns.com)

# Housatonic

*fine art & custom framing*

ON-SITE CUSTOM FRAMING • CONSERVATION TECHNIQUE  
POSTERS • PRINTS • PHOTOGRAPHY  
TRADE PROGRAMS • FREE ESTIMATES • AFFORDABLE COST

**860.619.8097**

[sssfineart@hotmail.com](mailto:sssfineart@hotmail.com)

18 KENT ROAD SOUTH, CORNWALL BRIDGE, CT  
HOURS: SAT 10AM-4PM • BY APPOINTMENT SUN-FRI

## sweet william's bakery

pastries • espresso • desserts

buttery goodness  
and really great coffee.

**860.435.8889**

19 Main Street • Salisbury CT 06068



**By Your Side Since 1904**

# SVNA

Salisbury Visiting Nurse Association  
HOME HEALTH | HOSPICE | HOME ASSISTANCE

860-435-0816

[www.salisburyvna.org](http://www.salisburyvna.org)

HOME HEALTH • HOSPICE  
HOME ASSISTANCE SERVICES

Local, community based, professional care  
that puts the patient first

Exceptional & experienced care  
that has earned SVNA national recognition



By Your Side In The Communities Of  
Canaan, Cornwall, Falls Village, Goshen, Kent, Lakeville, Norfolk, Salisbury, Sharon, Warren

# MUSHROOM & RECLAIMED WOOD

Our selection of Mushroom Wood and reclaimed wood like Heart Pine are sure to get your creative juices flowing!  
The applications are only limited by your imagination and they will surely stand out as an accent piece.



# Ghent

WOOD PRODUCTS

(518) 828-5684 • 1262 RTE 66, GHENT, NY • [WWW.GHENTWOODPRODUCTS.COM](http://WWW.GHENTWOODPRODUCTS.COM)





# Social Media 101

PART 2

SOCIAL MEDIA FOR  
SMALL BUSINESS: FACEBOOK

By Memoree Joelle  
[info@mainstreetmag.com](mailto:info@mainstreetmag.com)

In my last installment, I introduced the basics of social media, and why it can help your business. In the next few installments, I'll go into a bit more depth about the main social media platforms, and give you a basic understanding about the benefits and potential downsides of each one so that you can make informed choices about where to spend your time and energy. If you're a small business owner, you may not have the funds or resources to hire a full-time social media manager, but that doesn't mean you can't gain some benefit from the exposure that social marketing can give you. Let's start with a look at the most popular, most long-lived social marketing platform – Facebook.

## A necessary evil

Ah, Facebook. Like it or hate it, this social site is probably here to stay, and if you run a business, you definitely need to be on it. As a business page on Facebook, there are indeed some advantages and disadvantages to be aware of.

The disadvantage is that Facebook doesn't allow your posts to show up in most people's feeds unless you pay for advertising. This is

unfortunate, but on the other hand, they offer an advertising platform that lets you customize your target audience. You can set geographical location, age range, and gender to hone in on who you most want your ads to reach. So, if you happen to be a women's clothing store in the Hudson Valley, you can make sure women who live in the area see your ads. I recommend taking advantage of this, because it's one of the cheapest ways to advertise, and definitely the easiest. And even if you don't pay for ads very often, simply being on Facebook (your business that is) and being consistent will eventually pay off.

If you're still wondering if you really need to be on Facebook, consider this. When someone searches for your business online, Facebook will most likely be the second, if not the first page, they land on after your website. So in a nutshell, yes, you should be on Facebook. Make sure your page is updated with your website link, physical address, and phone number, and of course your hours of operation! Seems obvious, right? Well, a lot of smaller businesses don't take the time to do this, so if you do, you're already ahead of the game.

Now, also consider this. The majority of the customers looking at your Facebook page got there because they were either already

looking for your information, or because they clicked on an ad. If they notice that your Facebook page hasn't been updated in a while, they won't follow you or check back. So keep your information current, and advertise your promotions and events. Beyond that, let's look at a few things you might be doing wrong.

## What you're probably doing wrong on Facebook and how to fix it

1. You aren't paying for advertising. Because of the way Facebook works, if you're a business page, most of your audience is not going to see your posts. You'll have to spend a few dollars to get your posts promoted from time to time, but you only need to do this for the posts that are the most important.
2. You're worried about getting followers and likes. This is not where you should focus your attention. Having thousands of followers is great, but what matters much more is whether the followers you do have are commenting on your stuff, and if it's positive. Focus on posting great content, and followers will come.
3. You're inconsistent, or you post too frequently. Both of these are common mistakes. People don't want their newsfeed jammed with all *you*. Once per day is generally enough. That being said, if you only post a few times a month, you'll

soon be forgotten. Make a schedule, and stick to it. That also means you need *one* person handling your page, not multiple employees. This is your reputation, remember.

4. You're posting repetitive or boring content. If all you have to say on Facebook is, "hey look what I sell" ... *no one cares*. Make sure your content is entertaining, informative, and something you yourself would care to read. Put yourself in your customers' shoes.

5. You're not interacting with your customers, or following other businesses in your area. Facebook is a social networking site. Even though your real goal is to promote yourself, it's not all about you. It's important to show that you, as a small business, are a part of a greater community. Take a few minutes each day to like and comment on other business pages in your area, and they'll return the favor (if they know what they're doing).

Here's one more bonus tip: Image quality. People naturally are drawn to images before words, so make sure you post good quality images.

In summary, my Facebook advice comes down to this: Be consistent, be interesting, and play nicely with others. ●

*Have specific questions? Contact me at [memoree@gmail.com](mailto:memoree@gmail.com) for a free consultation through January!*





# Forcing bulbs & branches

By Claire Copley  
[info@mainstreetmag.com](mailto:info@mainstreetmag.com)

There are some aspects of gardening that feel less like nurturing and more like plant manipulation. These always make me a little queasy. Like binding tree roots to keep trees miniature as in Bonsai, or tricking plants into flowering when it is clearly out of their season. But still, if it gets us through a long winter who can judge us harshly?

Forcing bulbs and branches are the most common practices that yield us blooms in the winter. “Forcing” means making a plant flower under artificially imposed conditions or at a time not normal for the plant. We can “trick” plants into brightening up our lives all winter if we know how and follow a few simple rules.

## **Bulbs, tubers, corms, and rhizomes**

In order to understand how to outwit bulbs we need to first understand how they normally function. A bulb is actually a short stem with fleshy “leaves” or scales that function as food storage organs during dormancy. Roots emerge from the underside of the bulb and new growth from the top. They are from a family of plants called geophytes, which also includes tubers, corms, and rhizomes. It is important to know the difference between these as this process deals only with bulbs, and only certain varieties of bulbs.

Tubers (think potatoes) are different. They have several growing points or “eyes” and often it is difficult to tell the bottom from the top. Tubers include tuberous begonia and cyclamen.

Corms look a lot like bulbs but are different in several key ways. Rather than being made up of layers they are solid, and they are often smaller than bulbs. Popular corms include crocosmia, gladiolus, freesia, and crocus.

Rhizomes are modified subterranean plant stems found underground, often sending out roots and shoots from their nodes. If a rhizome is separated into pieces, each piece may be able to give rise to a new plant. The plant uses the rhizome to store nutrients and uses these nutrients when the plant dies back for the winter and to form new growth. Irises are rhizomes.

## **The vegetative and reproductive cycles**

Bulbous plants cycle through vegetative and reproductive growth stages: the bulb grows to flowering size during the vegetative stage and flowers during the reproductive stage. Certain environmental conditions (that nature usually provides) are needed to trigger the transition from one stage to the next. When flowering is over, the plant enters a foliage stage of about six weeks during which the plant absorbs nutrients from the soil and energy from the sun. These nutrients are stored in the bulb and used to flower the following year. This is the reason we

should never cut off the leaves of our bulbous plants in the garden before they die back of their own accord.

After the foliage period is completed, bulbs can be dug up for replanting elsewhere. Bulbs can be dried and stored for up to three or four months.

In order to flower, most bulbs need a prolonged (12-15 weeks) of cold temperatures (35-48 degrees). Cool temperatures stimulate a biochemical response inside the bulb that “turns on” the embryonic flower so it starts developing. Nature provides this if the bulbs are left in the ground, or we can create the conditions by potting them in soil and storing the pots in a cold area or refrigerator (not the freezer). If you want to have tulips indoors in December, pot and refrigerate the bulbs in October.

Plant the bulbs at the same depth as you would outdoors. Use a commercial potting mix as is, or add sphagnum moss and perlite to it. Since the bulbs contain their own food there is no need to fertilize.

After the chilling period you can remove them to a low light, cool location and begin to water them. After a week or two, move them to a sunny spot in the house and in a few weeks they will flower.

## **The best bulbs for forcing indoors (According to the New York Botanical Garden)**

Tulip bulbs are asymmetrical – one side is slightly flattened. The largest leaf of the tulips grows from this side. Therefore, plant the flat-



tened side of the bulb facing the outside of your container. Tulips need a 14 to 16-week chilling time for best results. Good varieties for forcing: 'Apricot Beauty,' 'Bing Crosby,' 'Jingle Bells,' 'Attila,' 'White Dream,' 'Princess Irene,' 'Monsella,' and 'Estella Rijnveld.'

Dwarf irises (*Iris reticulata*) and spring crocuses (*Crocus vernus*) need to be chilled for 10 to 14 weeks, but can be forced in as few as six weeks. Good varieties of crocus for forcing: 'Pickwick,' 'Remembrance,' 'Peter Pan,' 'Flower Record,' 'Jeanne d'Arc,' and 'Purpurea Grandiflora.'

Hyacinth bulbs can be bought pre-chilled by some mail order catalogs and can be grown in water. Special hourglass jars are available for forcing hyacinths. If not pre-chilled, these bulbs need a chilling period of 10 to 12 weeks; if pre-chilled they need only 6-8 weeks in the refrigerator. Place the bulb in the jar so the bottom just touches the water beneath and store in a cool, dark place for 4 to 8 weeks, checking every so often to make sure that the water level does not drop. Once a good root system has developed, slowly bring into the warmth and light. Hyacinth stems are hollow, so if they start to bend over when flowering, you can stake them or insert a small piece of wire in them to keep upright. Good varieties for forcing: 'Amethyst,' 'Blue Jacket,' 'Jan Bos,' 'L'Innocence,' 'Pink Pearl,' 'Delft Blue,' and 'Carnegie.'

Daffodils (*Narcissus*) require a minimum cold treatment of 12 weeks, but do best when chilled for 16 weeks. Miniature daffodils are ideal for forcing. Most daffodils require bright light to flower well; inadequate light will result in leggy plants with few flowers. Good varieties for forcing: 'Barrett Browning,' 'Bridal Crown,' 'Dutch Master,' 'Ice Follies,' 'Salome,' 'Pink Charm,' 'Tete-a-Tete,' 'Jenny,' and 'Cheerfulness.'

### Specialty bulbs

Bulbs that do not need to be chilled for a prolonged period are far simpler when it comes to forcing. These bulbs are native to warm climates, so they don't require a cooling period to trigger blooms. Amaryllis and Paperwhite narcissus both belong in this category.

When you pot an Amaryllis bulb, choose a pot only slightly wider than the bulb and make sure to leave the top half of the bulb above the soil. Water in and then let the soil dry out. When you start to see the leaves developing you can water it more frequently, always letting the soil dry out between waterings.

You can do the same with Paperwhites or just place them in a shallow bowl and use pebbles to

hold the bulbs in place. Add water, and they'll usually bloom just four weeks after planting. To help keep stems short and sturdy, start them out with indirect light and temperatures of about 50 degrees for the first two weeks, then warmer, brighter conditions after that. If you're growing your bulbs in a bowl with pebbles or marbles, the water should cover no more than the bottom quarter to third of the bulb.

While Amaryllis come in many colors and types, and are large and dramatic, Paperwhites offer delicate beauty and an intense fragrance. Buy a couple dozen Paperwhite bulbs and store them in a cool, dry place. Start some every few weeks for blooms right through February. Paperwhites like cool nighttime temperatures and take a little longer to develop their root systems.

Hardy bulbs ("hardy" means they can withstand low winter temperatures and bloom year after year) that have been forced into flower should be planted in the garden once spring arrives. In the case of tender bulbs (Amaryllis) you can do the same and then just dig them out in late fall and start again. Even if they don't bloom the following year, don't give up hope, they may just skip a year then bloom again. Usually tulip, narcissus, crocus, and hyacinth bulbs are "spent" after forced flowering and should be discarded as they will not flower again.

### Forcing branches

You can make branches of flowering shrubs bloom indoors before they would normally in your garden. This is usually done in late winter, and is even simpler than forcing bulbs. Shrubs and trees that normally flower in early spring are the easiest to force into bloom. Forsythia, willow, witchhazel, tulip magnolia, and saucer magnolia are quick to respond. After that start a batch of Bradford pear, crabapple, spirea, and dogwood branches.

Choose a mild afternoon to cut the branches. The buds will be full of moisture inside but dry on the outside. Use sharp pruners to cut the branches 12-24 inches long. This can be part of your regular effort to thin your shrubs to allow more light into the center. Younger branches have more flower buds. Look for branches that have interesting curves. If you're taking out an entire branch, make the cut close to the trunk so it can heal faster.

My mother taught me long ago to hammer the woody stems of lilacs when bringing them



Photo source:  
istockphoto.com  
contributors  
photo168 and  
zhekos

in the house. The same hammering will open up any branch's ability to drink up the water you supply it. Covering the buds overnight in room temperature water helps them break dormancy. Putting them in the bathtub and submerging them in water would be the way to go here. Afterwards, bring the branches out of the water, and stand them upright in a bucket of water.

The branches will take a couple of weeks for the buds to swell and begin to color. During this stage a cool location with some sunlight works best. Once the buds are showing color you can arrange them in a vase and move them to a warmer room. Within a day or so the flower buds will unfurl along the branches and you'll have great looking spring flowers while it is still cold outside.

While it may seem a bit unnatural, we really can have blooms (almost) all year, especially with a little planning and forethought. Maybe next year we can all start in October and pot up a few more bulbs every couple of weeks or so. That way we can have a rolling succession of bulbs through the winter until such time, long about March, when we can begin snipping and forcing branches. ●



## SomethinsGottaGive

Featuring Local Artisans



**Kathy Wismar**  
Ceramist

340 Main Street Lakeville, CT SomethinsGottaGive.com

## High Quality Commercial Printing.

**SNYDER**



**PRINTER**

- Digital & Offset
- Newsletters
- Brochures
- Catalogs
- Stationary Packages
- Pocket Folders
- Calendars
- Invitations
- Direct Mail

691 River Street  
Troy, NY 12180

P 518.272.8881

F 518.272.8935

www.snyderprinter.com



Whatever the weather,  
you can count on  
Herrington Fuels.



**HerringtonFuels**

It's all about comfort.

(518) 325-6700

herringtonfuels.com

Servicing the Taconic Hills Area

Propane • Heating Oil • Heat Systems • Service/Repair • Tank Monitoring •  
24/7 Emergency Service • Diesel/Kerosene • Wireless Services



## tristate antique restoration

SPECIALIZING IN ANTIQUE  
FURNITURE RESTORATION



CONALL HALDANE | proprietor

191 wilsie bridge road | ancramdale, ny 12503

518 329 0411 | www.tristateantiquerestoration.com

## COPAKE LAKE REALTY CORP.



I Know You're Out There Somewhere – the next family to enjoy this waterfront home on non-motorboat Upper Rhoda Pond, that is. 4 BR, 4 BA, 4496 SF on 2.4 acres. On the main level there is the open living/dining/kitchen area, bedroom, bathroom, and access to the screened porch facing the water. Great exposure to enjoy the sunsets. The upper level has the master en-suite with a whirl bath, two more bedrooms and another bathroom. The lower level family room has a wood-burning fireplace and coal stove, office/den, flex space, bathroom, sauna, and wine cellar. Granite counters, wood floors, attached garage, outdoor shower. Brilliant! Listing Price: \$740,000

Lindsay LeBrecht, Real Estate Broker  
Copake Lake Realty Corp.

285 Lakeview Road  
Craryville, NY 12521

(518) 325-9741  
www.copakelakerealty.com

## STISSING HOUSE



### LUNCH • DINNER • EVENTS

518.398.8800 • www.stissinghouse.com

7801 South Main Street, Pine Plains, New York 12567

Located on the corner of Route 199 and 82 at the light

Dinner hours: Thursday-Sunday • Lunch served on Sundays





# Mission Possible:

## Aristotle the Management Consultant

By Mary B. O'Neill, Ph.D.  
[info@mainstreetmag.com](mailto:info@mainstreetmag.com)

**C**reating a mission statement and practicing its words are arguably the most important aspects of an organization. Whether a non-profit, a small family-owned business, an entrepreneurial start-up, or a publicly-traded company, stating who you are, what you do, and why you do it is imperative.

Defining your organizational mission with clarity and focus allows that statement to:

- Become the tangible cornerstone of your identity
- Establish a standard of excellence
- Identify relevant criteria to judge your success
- Create values that define your organization and differentiates it from the competition
- Foster accountability and a sense of common purpose for employees
- Guide your present operations and future growth

### It's all Greek to me

You could go straight to the bookstore, library, or internet for a how-to guide on crafting a mission statement.

Or you could travel back in time to ancient Athens, where how to live a life of purpose was reflected upon with passion and regularity. There you will find what you seek in the writings of Aristotle.

Arguably our earliest management consultant and career coach, Aristotle can help us create the definitions and structures we need to successfully think about purpose in our organizations and work.

### Aristotle's Theory of Excellence

For Aristotle, excellence is intentionally cultivated through experience and practice. Its aim is to actualize our highest potential, namely the exercise of our reason and intellect. It is this, and not our endless capacity for reality TV, that is our uniquely distinguishing human function.

Aristotle believed that the experiences, practices, and organizations with which we are associated should aid in cultivating our capacity for reason and knowledge. This will help us become more excellent, and in so doing create a sense of purpose.

Importantly, you cannot become excellent or be successful by merely thinking about it, reading this article, or watching a TED Talk. For Aristotle, theory and technical know-how must be combined with doing, action,

and above all, practice. With enough practice these behaviors become habitual.

### Telos and virtue

Aristotle believed that cultivating excellence depend on *telos*. Each organization, practice, or institution has its own *telos*, which is understood as the purpose or aim of that entity.

In turn, each particular *telos* has certain virtues associated with it. These virtues are the character traits, behaviors, and skills required for accomplishing the stated *telos*. The more we exhibit those virtues, the more excellent we can be judged in relation to that particular *telos*. For example, the *telos* of the Girl Scouts looks very different from the pro wrestling's WWE. Therefore, we must judge an excellent Girl Scout by the virtues relevant to the *telos* of her organization. Irrelevant virtues unnecessary to achieve a particular purpose should be disregarded as such. So the drama and brute strength valued in WWE would not be held in esteem for a Girl Scout seeking to live by the Girl Scout Law and develop virtues of honesty, fairness, courage and respect – and the highest sales of Thin Mints.

Continued on next page ...



salon & spa

# Hylton Hundt

518.789.9390

Route 44 East | Millerton  
hyltonhundtsalon.com

YONKA  
PARIS



HARNEY & SONS  
FINE TEA  
MASTER TEA BLENDERS  
EST. 1891

VISIT US - JANUARY IS HOT TEA MONTH.

HARNEY MILLERTON 1 RAILROAD PLAZA | HARNEY SOHO NYC 433 BROOME STREET  
SHOP ONLINE AT HARNEY.COM | 1.800.TEA.TIME

# Michael D. Lynch\*

ATTORNEY AT LAW

106 Upper Main Street • PO Box 1776 • Sharon, Connecticut 06069  
(860) 364-5505 • MLynch@MichaelLynchLaw.com  
www.MichaelLynchLaw.com

\* Also admitted in New York State

Visit us in our new Lakeville location, behind The Boathouse!

# ROARING OAKS FLORIST

*Unique designs created with personal attention*

(860) 364-5380 • www.roaringoaksflorist.com • 349A Main Street, Lakeville, CT



# LAKEVILLE INTERIORS

Design Consultation . Inhouse Workroom . Retail Shop

7 Holley Street, Lakeville, CT LakevilleInteriors.com  
860.435.9397

"When it comes to quality antiques in a warm and welcoming environment all roads lead to the Millerton Antiques Center."

Fodor Travel

# MILLERTON ANTIQUES CENTER

MAIN 25 STREET

More than 35 dealers.  
Open 7 Days a Week.

518-789-6004



In this way, Aristotle would make an excellent judge on NBC's *The Voice*. In that show, discerning celebrity judges sit with their backs facing the stage. Contestants sing to convince the judges to rotate their chairs and select them using only the excellence of their voices. The judges have no sense of age, physical appearance, and sometimes gender – all irrelevant when evaluating the excellence of a singer. The only pertinent standards are the singer's voice itself and the qualities therein, such as pitch, vocal register, raspiness, and depth – all terms I now know from watching the past eight seasons of the show.

### Practical wisdom

The combination of virtues necessary for a particular *telos* varies according to situation. Part of the challenge is to know how to apply the relevant virtues in a given circumstance within the *telos*. Does the present situation require honesty and courage? If so, how much of each do we need? The answer to these questions relies upon practical wisdom, which is for Aristotle the crowning virtue.

Practical wisdom, in its simplest terms, is knowing what to do, to whom, when, how much, and why. It calls for reflection and practice, making mistakes, learning, and doing better the next time.

It is these problems that faced Batman each day. In battling the unsavory criminal element of Gotham

City he was regularly stymied by the likes of Riddler, Joker, Catwoman, and Penguin. Each situation and each villain required a different approach and combination of crime-fighting virtues. It also required tools from his tool belt. This belt, so fetchingly encircling Batman's trim waist, held those items needed to grapple with any given encounter.

Whether it is a virtue or nifty invention, knowing which tool to use, when, and to what degree is the part that calls for practical wisdom. Does Batman need the shark repellent or bat boomerang? Derring-do or caution? The answers can be learned through experience and mistakes. With each misstep comes learning, greater wisdom, and an increased chance of "getting it right." The skill lies in knowing when to pull out the right combination of appropriate tools or virtues to address whatever life throws at us.

Armed with enough Aristotle to be dangerous, we can now apply his theory to the worthwhile task of crafting an organizational mission statement. When we reflect on the entity's *raison d'être* or *telos* that defines our lives as workers, we can then mindfully articulate virtues, competencies, and skills to execute the mission with purpose and excellence.

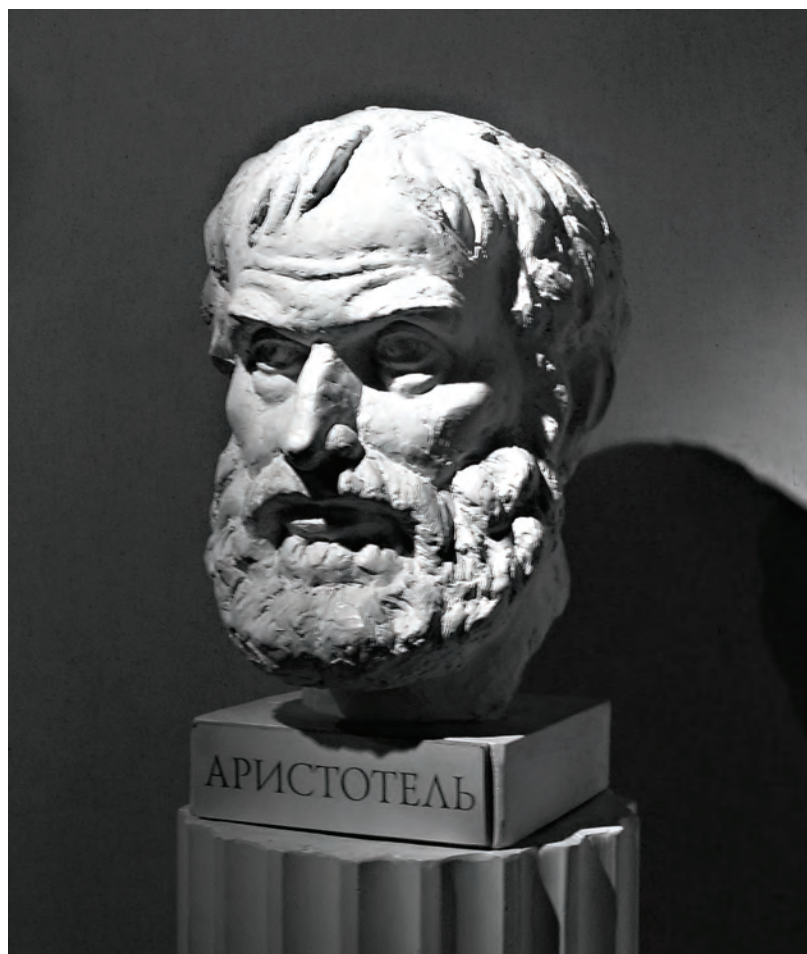
### Mission statements = *telos*

Similar to Aristotelian *telos* is the organizational mission statement.

Remember, a mission statement declares in writing the core purpose of an organization. When writing yours, consider these tips:

**Begin the process with reflection.** When writing a mission statement,

give yourself the space and time to think deeply about some very key questions. Time spent on laying this foundation will only enhance your business and make your work more focused and directed in the long run.



Ask yourself the following questions with regard to the *telos* of your organization:

- What do we do?
- How do we do it?
- Who are our customers?
- Why are we doing it?
- What value do we provide?
- What need do we fulfill?

Really dig deep for the answers and make them specific and concrete. A mission statement should not be so global in its concepts that it becomes meaningless and vague.

### Don't make claims you can't support.

There should be evidence of the mission statement's content in what you say and do each day. It should also be reflected in how you conduct yourself with employees, customers, suppliers, and other stakeholders. All parties should be able to look at your mission statement and not feel a dissonance between those words and their experience of your organization.

### Revisit your mission statement often and refer to it regularly.

As Aristotle believed, we are more excellent when we practice what we do, when we walk the walk. The mission statement is not meant to be a nice feature of your annual report or website. It ought to be embraced, discussed, and incorporated into daily work practices; inform decisions about growth and strategy; reflect and cultivate your organizational culture; and keep the company focused.

Keep asking yourself, "How does this direction, product, service, or policy illustrate or enhance our mission statement?" If you are finding it difficult to answer that question, maybe the mission statement needs reworking or you are venturing too far afield from your stated *telos*.

Continued on next page ...







Photo source: istock-photo.com contributor Rawpixel Ltd

Mary B. O'Neill, Ph.D., consults with organizations in cultivating and aligning the areas of strategic vision, mission statement and core values, as well as ethical leadership and business communications. You may contact her directly at mbopraxis@gmail.com.

### **Virtues = core values**

In keeping with Aristotelian *telos*, an entity's mission statement should reveal certain virtues, traits, behaviors or characteristics one should cultivate to accomplish the mission and be deemed excellent.

In the organizational world, these are commonly known as core values, which represent the highest priorities for the institution. Core values are the attributes and skills that contribute to fulfilling the mission statement. They should spell out to employees the criteria for excellence and motivate them to see themselves as contributors to the organization's stated purpose.

Think about what traits your mission statement dictates for employees. Again, this requires a commitment of time and reflection. Ask yourself: "What skills would an employee need to possess to be successful in my organization, based on my stated mission?" The answers to that question become your core values. They then become a tool to evaluate employees.

On the flip side, as an employee trying to live the mission statement and core values, ask yourself:

- Do I understand and agree with the stated purpose of the organization?
- Do I understand what that mission means from the perspective of my specific role in the organization, aware that when my role changes, so too might how I interact with the mission statement?
- How does the stated mission and attendant core values match with my own personal values and priorities?
- Do those values provide me with an opportunity to become more excellent as a person and a professional?

When seeking a position or staying at a job, it is important to analyze what an organization holds valuable. If the mission and core values oppose those of your own closely-held virtues, then perhaps the fit is not there. When there is too much dissonance between our work lives and our personal lives it opens the door for stress, dissatisfaction, low levels of engagement and effort, and ultimately, turnover.

### **It takes a village**

When writing your mission statement, involve your employees. They

have a valuable perspective on the organization. Allow them to voice it and feel ownership of the statement that defines what they do. It is empowering for them, creates engagement, and allows them to feel part of a larger purpose.

An organization's management should always be looking for ways to cultivate its employees beyond their stated job description. If employees identify personally with the mission of your company, they are more likely to stay, do their jobs more creatively, and voice ideas for improvement and growth.

### **Cut it out**

Crafting a mission statement, especially as part of a team exercise, can sometimes yield text that is unwieldy and lengthy. The ideal mission statement should be no more than a few lean, clear, and dynamic sentences.

Grab that red pen and start eliminating unnecessary text. Use action-oriented language that relays concrete concepts. This is where having a few Millennials on the team can help. If they can Tweet, they can help you boil down ideas into 140 concise characters, which is roughly the length of this sentence.

### **Defined by purpose, judged by actions**

Aristotle was a man of deep contemplation, action, and planning. In today's hurry-up world with an ever-decreasing capacity for reflecting before acting, he provides a template for purposefully thinking and doing in our organizations and work life. As humans, we crave purpose. As Americans, we spend many of our waking hours at work. Shouldn't we make those organizations and our work hours be filled with as much meaning as possible? ●



Landscape painter **Chris J.T. Dixon**

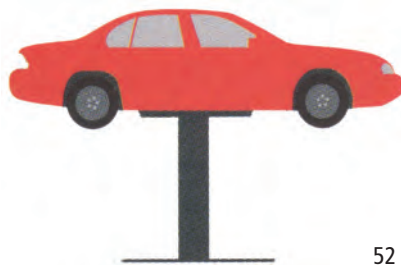


Fine Art • Paintings by commission • Dixon Studio

3 Cleveland Street, Lakeville, CT • 860-227-9205 • [www.JTDixonArt.com](http://www.JTDixonArt.com)

## Millerton Service Center

ASE Blue Seal of Excellence



**Michael D. Lyman &  
Adam M. Lyman**

Repairs & Service • Used Car Sales

518-789-3462 • 518-789-3488 fax  
52 South Center St. • Millerton, NY 12546

VKLarsonCommunications is a full service public relations company based in New York and Pine Plains specializing in Writing, Positioning and Communicating messages and news to the right audience. We offer Newsletters, Press releases, Website copy, Media Outreach, Social Media Programs tailored for your company's needs.



Communicating Substance with Style

[victoria@vklarsoncommunications.com](mailto:victoria@vklarsoncommunications.com)  
[www.vklarsoncommunications.com](http://www.vklarsoncommunications.com)  
[@victorialarson](https://twitter.com/victorialarson)



Hollis Gonerka Bart LLP

Legal services  
for businesses,  
entrepreneurs  
and executives.

Pine Plains, NY | (518) 771-3031  
New York, NY | (646) 398-0066  
[www.hgbllp.com](http://www.hgbllp.com)



# WINTER SALE

## GOING ON NOW!



unique new & used furniture – reclaimed – original hand crafted artisan pieces – one of a kind finds  
mattresses – rugs – gifts – home accents – accessories

5938 North Elm Ave. • Millerton, NY 12546 • t: 518.789.3848 • f: 518.789.0234 • [www.northeasthome.com](http://www.northeasthome.com)







## Mindfulness-Based Stress Reduction

THE 8-WEEK COURSE DEVELOPED AT  
UMASS MEDICAL SCHOOL BY  
JON KABAT-ZINN, NOW IN OUR AREA

IN SHEFFIELD, MA AND MILLBROOK, NY FEBRUARY THROUGH MARCH

KATHERINE B. CRUM, PH.D  
KBC29@KBC29.COM

518-789-9635  
WWW.MINDFULNESSMEDITATIONNYC.COM

## QUATTRO'S POULTRY FARM & MARKET

### Fresh From our Farm

Chickens, Pheasants, Ducks, Geese, Turkeys & Venison

### A Unique Shop for Custom-cut prime meats

Steaks • Chops • Short Ribs • Osso Buco • Ground Beef  
Bacon Burgers • Fresh Sausages

Our own Smokehouse Specialty Meats & Sausages

Wide Variety of CRAFT BEERS & BEER ON TAP!

ITALIAN SPECIALTIES: Cheeses, Pastas, Olive Oil, Vinegars  
Also LOCAL Breads, Vegetables, Honey, Jams, Grains & More!



### VISIT OUR FARM STORE

RT. 44, PLEASANT VALLEY NY 12569

(845) 635-2018



POULTRY FARM & GOURMET MARKET

*From the bottom of the well to the top of the glass...*



*Drilled & Hydroflashed Wells  
Installation & Servicing of Pumps  
& Water Conditioning Systems  
IGSHPA Geothermal certified*

JOE FLOOD, OWNER

(518) 325-4679 • ESWD@FAIRPOINT.NET • HILLSDALE, NY  
MASS. LIC. #101, 704 & 949 • NY. LIC. #10061 • CONN. LIC. #85 & 364

LORI HOYT & Co.  
*Salon*

*"The preferred choice for clients who want to maintain healthy vibrant hair"*

High-end style without the high-end price  
Free personalized consultations for cuts, style, and color

Call for an appt. 860.435.8086 • 199 Main Street, Salisbury, CT 06068

## Íslands Hestar

Award winning photographer Gíga Einarsson



*Martina Pates*

fiftytwo main street, millerton, ny  
www.martinagatesfotoworks.com



Photos courtesy of Mohawk Mountain



# LET IT SNOW & LET'S GO SKIING!

By John Torsiello  
info@mainstreetmag.com

For 69 years, downhill skiing, and more recently snowboarding, enthusiasts have been traveling to Cornwall, Connecticut's Mohawk Mountain Ski Area for their winter snow sports fix.

It has been reported that downhill skiing on the 650-foot Mohawk Mountain may date back to 1937 or 1939, when the Connecticut Winter Sports Association was said to have cut an alpine ski trail in cooperation with what was then the Connecticut State Forest Department. It is not known if the trail was maintained during World War II, but some accounts say it was probably little used by the time the middle 1940's rolled around.

We do know that ski development at Mohawk Mountain Ski Area goes all the way back to 1947, when ski pioneer and Ski Hall of Famer Walt Schoenknecht, along with his wife, Peg, and his father began developing a ski area around the aforementioned trail on land that was leased from the state. Mohawk Mountain Ski Area featured six rope tows and 600 vertical feet of skiable terrain when it officially opened in the winter of 1947-48 with an initial \$45,000 investment. Remarkably, Mohawk was instantly one of the larger ski areas in New England when it opened in 1947-48.

## Snow business challenges

While the ski area found success, Schoenknecht's imagination and business skills were almost immediately tested in the winter of 1949-50 when a dearth of snow left the area unusable. The owner hauled in truckloads of ice and employed a large chipper to create a skiable surface. Schoenknecht was also then in the initial stages of developing a revolutionary compressed air ski-making system, which debuted on the mountain the following year with much fanfare. Snowmaking is now employed by mostly all ski areas in the country to allow skiing and snowboarding when Mother Nature does not cooperate by dropping real snow onto the ground.

Mohawk Mountain Ski Area has grown over the years, with chair lifts installed, new trails cut, and a lodge upgraded along with other amenities, and the introduction of lights and night skiing, which has become immensely popular. The area suffered between \$1.5 and \$2 million worth of damage in 1989 and had to recover quickly to be able to open the following winter, although the storm set the area back a bit monetarily.

Obviously, not ones to rest on their ski poles, the owners and operators of Mohawk Mountain Ski Area continue to upgrade their facility, which remains a popular destination for tens of thousands of skiers and snowboarders each winter. The area's president, Carol Lugar, the daughter of Walt and Peg Schoenknecht, has literally been at Mohawk Mountain her entire life, and has served in her current role the past 30 years. She explained that a new 5,000-square-foot, two level addition to the area's cozy lodge debuted this season, as well as a 4,000-square-foot stone patio, where skiers and snowboarders can hang out after their runs and enjoy refreshments. A new rental area and ski shop was established in the lower level.

"My life has revolved around Mohawk Mountain" said Lugar. "I believe the sense of family that we have here has been important to our success as we have grown over the years." Steve Hedden serves as vice president of Mohawk Mountain Ski Area and Don Hedden the general manager. Their family has also had their lives intertwined with the mountain.

## The skiers

While Mohawk Mountain Ski Area is dwarfed by today's mega-ski resorts of northern New England that are true stay and play destinations, the Cornwall mountain still draws loyal visitors locally and those living several hours away. The area sees around 100,000 visitors each winter and will stay

open well into March, weather permitting.

"We have people visit us because we are convenient," said Lugar. "We draw quite a few people from the Millerton-Amenia-Pine Plains area and actually quite a few of our staff are from over the line in New York State. One of our biggest draws here is that we are a family-friendly ski and snowboarding area. We see a lot of parents and their kids doing things on the mountain together and that is wonderful. We are also a great place for beginners to learn to ski or snowboard."

Mohawk Mountain Ski Area employs 20 year-round staff, a number that swells to around 400 during the winter. A ski patrol that makes the mountain a safe environment, numbers around 70. Lugar says the busiest times at the mountain usually begin after Martin Luther King Day in mid-January, when winter is firmly settled into place and individuals have recovered from the holidays. If the weather cooperates, the area usually opens around the beginning of December, although the mild temperatures did not permit snow-making until well into the month this year.

"We are very busy on the weekends, of course, and we will see upwards of 4,000 people on our busiest days," said Lugar.

Mohawk Mountain Ski Area features 25 trails of varying lengths and difficulty, including several short runs for beginners and children. The longest trail, called "Deer Run," measures 1.25-miles. Some 95 percent of the terrain is covered with snow-making capability. The area offers numerous programs aimed at all ages and abilities, and has ski teams for serious skiers. The area has eight lifts (five chair and three surface), including a triple chair lift installed in 2013. Dining is available in the Pine Lodge, which is serviced by a kitchen and food service section. The area offers single day lift tickets and season passes, and has daily and seasonal equipment rentals. ●



♥ From Millerton with love ♥



*We are lucky to call this beautiful place home!*

*Come to Millerton: we have it all! Visit one of these businesses to shop to your heart's content, be entertained for hours, dine and drink!*

*By shopping locally you support not only the local economy but specifically you support the local businesses that provide our services, feed our stomachs, quench our thirsts, entertain us, clothe us, and are the fabric of the communities that we live in.*

*Millerton's businesses welcome you!*



### *Eat & Drink*

52 MAIN 518-789-0252 52main.com • HARNEY & SONS TEA 518-789-2121 harney.com • IRVING FARM COFFEE HOUSE 518-789-2020 irvingfarm.com

### *Entertainment*

THE MOVIEHOUSE 518-789-3408 themovie-house.net

### *Shopping*

BRICK BLOCK AUTO PARTS 518-789-3696 brick-blockautoparts.com • COPPER STAR ALPACA 914-924-9197 copperstaralpaca.com • DAVE'S TV 518-789-3881 davestv.net • GILDED MOON FRAMING & GALLERY 518-789-3428 gmframing.com • HUNTER BEE 518-789-2127 hunterbee.com • MILLERTON'S NAPA AUTO & TRUCK SUPPLY 518-789-4474 napaonline.com • NORTH ELM HOME 518-789-3848 northelm-home.com • OBLONG BOOKS & MUSIC 518-789-3797 oblongbooks.com • TERNI'S STORE 518-789-3474 • THE VILLAGE HERBALIST 518-592-1600 tvhmillerton.com

### *Services & much more*

AMORE NAIL SPA 518-592-1133 amorenails-pamillerton.com • ASSOCIATED LIGHTNING ROD 518-789-4603 alrci.com • BATTLEHILL FORGE 860-861-9455 battlehillforge.com • CROWN ENERGY CORP. 518-789-3014 crownenergycorp.com • HAIR MODERN 518-592-1555 hairmodernllc.com • HYLTON HUNDT SALON 518-789-9390 hyltonhundtsalon.com • LESLIE HOSS FLOOD INTERIORS, INC. 518-789-0640 lestliefloodinteriors.com • MAIN STREET MAGAZINE 518-592-1135 mainstreetmag.com • MARTINA GATES FOTOWORKS 631-662-7755 martinagatesfotoworks.com • MILLERTON VETERINARY 518-789-3440 millertonvet.com • OVERMOUNTAIN BUILDERS 518-789-6173 overmountainbuilders.com • SALISBURY BANK & TRUST CO. 518-789-9802 salisburybank.com • TAYLOR OIL INC. 518-789-4600 gmtayloroil.com • THORUNN DESIGNS 518-592-1135 thorunndesigns.com



# the history & business of ice

BEFORE THE FRIDGE THERE WAS THE ICE BOX AND ICE HOUSE. BEFORE THE ICE HOUSE THERE WAS JUST ICE.

By Allison Guertin Marchese  
info@mainstreetmag.com

It's safe to say that we all know that our planet, long ago, was covered in ice. Closer to home, the most recent notable geologic event to influence Dutchess County was the advance of the colossal ice sheet known as the Laurentide, which slogged southward out of Canada, coming our way. This sheet was so large in fact, that it extended as far south as Long Island. This amazing event took place a while back, approximately 20,000 years ago. About 15,000 years ago, a glacial kettle lake was formed at Stissing Mountain.

The earth then heated up, causing the end of the Ice Age, but not before a massive chunk of glacial ice scooped out a depression in an area west of today's Pine Plains. As the ice chunk melted it filled the depression and created a sizable body of water. Time and erosion have divided this single body into Twin Island Lake, Stissing Pond, and Thompson Pond.

## Let the harvesting begin

Our relationship to ice didn't end there, in fact, it was just beginning a new very useful phase. Let it be known that ice harvesting was taking place in China before the first millennium. By the 1600s in Europe, it became popular to have cooled drinks. The method then was to dissolve saltpeter in water to make ice. For centuries, to prevent spoiling, people preserved and stored their food – especially milk and butter in places like underground cellars and even outdoor window boxes and underwater in nearby lakes, streams, or wells. Or perhaps they stored food in a



springhouse, where cool running water from a stream trickled underground. Before 1830 people pickled their food to preserve it. They also dried and salted meat and fish. After the Civil War, as populations grew, there was a demand for fresh food, so people got busy, thinking of solutions. The answer ... ice harvesting.

## Ice for sale

The first ice in New York came up Canal Street in New York City in 1799. It originated in South Carolina. The obvious problem with this system was that the ice melted.

It was then that a man named Frederick Tudor invented ways to insulate the transport of ice, thereby revolutionizing the ice industry of natural ice. By 1879 there were 35 commercial ice plants in America, more than 200 a decade later, and 2,000 by 1909. In 1907, 14-15 million tons of ice were consumed, nearly triple the amount in 1880. No pond was safe from scraping for ice production, not even Thoreau's famous Walden Pond, where 1,000

tons of ice were extracted each day in 1847.

Everyone wanted ice, especially in their homes. The household refrigerator, or icebox, was a huge business, but to keep your icebox cold, you needed ice delivered or you could have your own ice house.

In *The Pine Plains Register* in 1905, there is a sweetly situated advertisement describing a top-of-the-line Combined Creamery/Ice House. The ad reads: "The Ice-house is built of field boulders, laid in cement mortar to the ground line, and common lime mortar above. The walls are twelve inches thick and eight feet high to the belt molding, above which are two feet of board walls covered with vertical shingles." After the physical description it says: "A structure like this will not only afford the convenience

Continued on next page ...



for the care of milk and making butter, but furnish an ample supply of ice and water for general purposes. It should, if practicable, be set on ground so high that pipes leading from the tank will convey water to all parts of the dwelling house."

### Farmers and ice houses

In the *Portchester Journal* in 1885, a wise reporter asked the question why more farmers didn't have ice houses ... his rational was sound. "After a man has once had his harvest drink – water, tea, and milk – cooled, he is not apt to subject himself to warm drinks again. Ice-water is to be condemned, but water cooled by ice is as much more wholesome than warm water as it is more palatable. The coolness imparted by the ice adds as much to the palatableness and wholesomeness of the food as it does the drink."

The reporter goes on to explain that "The farmer cannot go to the market every morning and purchase fresh meat, and he cannot keep meat in summer without ice; therefore the farmer without an ice-house must eat salt pork during hot weather and that is just what a large majority of us do. An ice-house robs the swill barrel, but how much it saves for the table is hard to be realized without the aid o' practical experience."

Clearly the deterrent in those days was the cost, but the argument

was, and not unlike today's trend toward self-sufficiency, farmers and just about anyone could build an ice house himself. The article suggests that farmers can make ice houses on the cheap by using recycled boards, slabs or poles, and reuse clapboards and rail fencing, which reduced the total cost to less than \$20.

### Ice house science

The science behind ice houses was simple: the more ice the better. It was determined that a certain bulk was needed for it all to stay frozen, and that the ice had to be packed tightly together. The minimum suggested bulk was twenty-five tons. With a ton of ice occupying about forty cubic feet, so more or less, an ice house had to measure ten-by-ten to hold that much.

### Teamsters and the ice making racket

*The Register Herald* of Pine Plains also took a look back to 1895 in an article printed in 1995. The article tells the story of Lahey & Son's Ice House being filled with ice from Hunns Lake in the town of Stan-ford. The work was being done by teamsters who got paid a handsome 75 cents per ton for drawing, and in those days it took a lot of teams. In those days, teamsters weren't groups of union workers out of New York City, rather, back in the early 1900s,

"teamsters" were the people who drove the team of horses that made deliveries.

Later in that same column there's a report of a narrow drowning escape by Frank Barton. It seems that A.H. Barton's horses, driven by Frank, were on Stissing Lake drawing a sleigh filled with ice. The lake was covered in snow and the hole where the ice had been cut the week before was covered up. Both horse and driver split through the ice and got a cold bath, but they lived to tell the story. Frank was able to help himself out and fortunately for the horses, the sleigh's pole broke which let the horses swim with their heads above the icy water. It took some sturdy ropes around their necks and planks under their bodies to haul them completely out.

### Changes to the ice business

Harvesting was a cold and dangerous business for many, many years. It required heavy ice tongs, cumbersome saws, and extraordinary man power working in sub-zero temperatures. For a while, ice was once free for anyone who wanted to take it from lakes and ponds until about the 1930s when the state began forbidding companies to cut ice free of charge from places like Rudd Pond, which hurt many local residents like George Brizzi.

Ice harvesting history examples are best seen locally at the White Memorial Conservation area between Litchfield and Bantam, CT.



Images this page: Large saws used in ice block cutting on Bantam Lake. Courtesy of the Library of Congress.







*We wish you peace, prosperity, health and great happiness  
this joyous holiday season and during the year ahead*

845-373-9757  
4228 Route 22 Wassaic, New York  
[www.jacksautoservice.com](http://www.jacksautoservice.com)  
Gift Certificates Available



## DECORATING & WALLPAPERING

Interior & Exterior  
Residential, Commercial & Industrial  
State Licensed Home Improvement Contractors  
Insured & EPA Certified

Family Owned and Operated Since 1978

[www.husseypainting.com](http://www.husseypainting.com)  
emmethussey@gmail.com



Emmet Hussey

**860.435.8149**

## Horse Leap, LLC

*A specialty tack shop*



3314 ROUTE 343, AMENIA, NEW YORK 12501  
(845) 789-1177 • [www.HORSELEAP.COM](http://www.HORSELEAP.COM) • CLOSED TUESDAYS

Lightning Protection!



# ASSOCIATED LIGHTNING

Rod Company, Inc

[www.alrci.com](http://www.alrci.com)

518-789-4603  
845-373-8309

## = MADSEN = OVERHEAD DOORS

Fast, friendly service since 1954



Madsen Overhead Doors offers numerous door options to fit any budget!  
Residential, Commercial & Industrial Doors, Electric Operators,  
Radio Controls, Sales & Service.



673 Route 203, Spencertown, NY 12165  
Phone (518) 392 3883 | Fax (518) 392 3887  
[info@madsenoverheaddoors.com](mailto:info@madsenoverheaddoors.com)  
[www.MadsenOverheadDoors.com](http://www.MadsenOverheadDoors.com)



MAKE YOUR MARBLE SHINE AGAIN!

## Marble Floor Polishing

POLISHING • HONING • CLEANING • SEALING  
FLOORS • SHOWERS • COUNTERTOPS

Marble • Slate • Limestone • Granite • Terrazzo • Soapstone



## Tile Repair & Installation

- REGROUTING
- GROUT COLORING
- SEALING
- MEXICAN TILE  
REFINISHING
- CLEANING SERVICES



## STONE & TILE SERVICES

ZIGGY OSKWAREK

860 913 4473 • PO Box 1013 • CANAAN, CT 06018

VISIT US AT [WWW.STONEPOLISHINGCT.COM](http://WWW.STONEPOLISHINGCT.COM)



# **CROWN** **ENERGY CORP.**



***We're on the move!***  
*Energy for your lifestyle*

***Have a happy and safe New Year!***

***Do you have a hard to heat area? Would you like to supplement your electric heat?***

## ***SERVICES:***

Propane • Heating Oil • Diesel Fuel • Gasoline  
Kerosene • Heating Systems • Service  
Installations • 24 Hour Service

***1 John Street, Millerton, NY 12546***  
***(518) 789 3014 • (845) 635 2400***  
***www.crownenergycorp.com***

- Propane space heaters are a perfect option to boost the temperature of the rooms you are in without over heating your home or the areas that are unoccupied.
- Propane space heaters heat up an area quickly because you are only relying on them to heat a smaller area.
- Some are programmable, meaning you can set your heater to shut off at night or when you leave your home, then to automatically turn on to be warm and cozy when you get home or using the space.
- Propane space heaters are cheaper to run than their electric counterparts.
- With so many different types of propane space heaters to choose from, it can be difficult to figure out what will work best for your needs. Our service department will be happy to assist you in selecting the right propane space heater to get the job done.
- Our knowledgeable service department can explain the many safety features and efficiency options.



*Adventures & misadventures:*

# uganda part two: the Nile



By Melissa Batchelor Warnke  
info@mainstreetmag.com

*Continued from last month, when Melissa started her adventure in Kampala, Uganda, a weekend's jaunt from Kigali, Rwanda, where she lived last year.*

So, I'd taken a bus, a boda boda (a motorcycle taxi), stayed overnight at a hostel, taken another bus, another boda boda, and now I was there, at the source of the Nile River, a place I hadn't realized was a dream to see until I saw it – calm and wide at points like a lake, banked by greens, and in other parts so roaring that it couldn't be traversed by canoe or raft, only the tiny kind of spinning kayaks that indicated a severe lack of death-instinct in the men who operated them.

I'd checked out of the first, creepy hotel, having caught a case of the bad vibes, and was en route to find somewhere – anywhere – else, by foot. I wasn't quite sure how I'd meet my friend coming in from

Kenya, given that we both had nonworking phones, but no matter. About half a mile down the only dirt road that ran past my former hotel, I found a small town, the business area of which seemed to consist exclusively of a cluster of wooden shacks where young men sold chapati (an oiled flatbread). They pointed me in the direction of a clearing in the road, which opened onto a large field dotted by mid-size safari tents and opening onto the site I'd come all this way to see; the mouth of the Nile.

## Rafting the river

The place was Nile River Explorers, Jinja, a veritable heaven for the activity-inclined, with kayaking, paddle boarding, cruises, horseback riding, quad biking, and fishing safaris on offer. Nearly everyone, though, came for the white water rafting. There were at least two different ways to raft the river from where Nile River Explorers set out; the “easy way” and the “hard way.” Rapids are graded on a scale from one (a rippling, but flat, patch) to five (hang onto your hat). Well, the Nile also is home to class six, at which the International Scale of River Difficulty warns “the consequences of errors are severe, and rescue may be impossible.” Anyhow, my friend hadn't wanted to raft – she'd been quite clear on that point before we arrived.

And yet, the Nile River Explorers talk the waxy into rafting for a living, and so the very next day (having found each other via a dropped handwritten note and a prayer), we set out with little plastic hats attached to our heads and threw ourselves down the Nile – the “hard way,” naturally. I'd done quite a lot of rafting, starting back in my teens, and so I knew what I'd signed up for; the feeling of flying through the air, of landing in the waves, being churned underwater like a human piece of laundry,

of getting stuck under the low boat, with others jumping atop it in order to save themselves before the next shake. My friend didn't and so, in the five rapids we hit that day, she was largely silent, wide-eyed, taking in the environment. Of my friends in East Africa, a sizeable minority had rafted in Jinja and they all said the same thing; I loved it, you should do it, I don't know if I'd ever do it again, probably not.

## When work follows you ... to Uganda

Even on the water, I was thinking about the story. It's one of the downsides of writing for a living; the story-making part of your mind never shuts off. (“Thoreau wrote *Walden* in a shack, with nothing going on! If he can do that, you can find the story in this!” my brain says to itself in its more evil moments). I said just that to my friend, that I felt I could never escape work. And at that very minute, as if God himself was saying “No, you can't and you shan't,” I heard someone yelling my name from across the river. It was my boss, ordinarily based in Rwanda. He was also on a raft headed for oncoming rapids. I hadn't told him I'd be there.

By the end of the day, we were so used to cheating death that we were hooked on it. This is how rafters make their money, after all; they count on that adrenaline coming through. We did have the good sense to get ashore and walk our boats around the one class six we hit. But for the final rapid, we flipped the boat on purpose and I can only say that, of all the rapids I've struggled through in my life, that one was the most memorable with no close second. It was like lying in a pillow, except that pillow wants to kill you; a kiss with a fist, as Florence Welch wrote. It's not the only thing to live for, but it's one of them. Put it on your list. ●





Happy New Year!

❖ Church Street ❖  
**DELI & PIZZERIA**

BREAKFAST • LUNCH • DINNER  
SALADS • SANDWICHES • SUBS •  
WRAPS • BURGERS & DOGS •  
PIZZA • & MORE!

**(518) 329-4551**  
1677 COUNTY RT. 7A, COPAKE



sutter antiques



www.sutterantiques.com

OUR FAMILY SERVING YOUR FAMILY FOR OVER 100 YEARS

*Kenny Funeral Homes  
& Monuments Inc.*

*Brian F. Kenny*  
OWNER

PO BOX 12 • 41 MAIN STREET SHARON, CT 06069 (860) 364-5709  
PO BOX 561 • 39 MAPLE AVENUE NORFOLK, CT 06058 (860) 542-5621

BRIANKENNY@KENNYFUNERALHOMES.COM



**NORTH EAST  
MUFFLER INC.**

*Custom Bending Up to 3 Inches*

Open Mon.-Fri. 8 to 5; Sat. 8 to 1

Route 22, Millerton, NY  
John Heck (518) 789-3669 Cindy Heck

Your family or great room is the heart of movie night, the big game or your annual holiday cocktail party. KraftMaid customized entertainment centers and display cabinets invite you to entertain guests or relax in refined style.

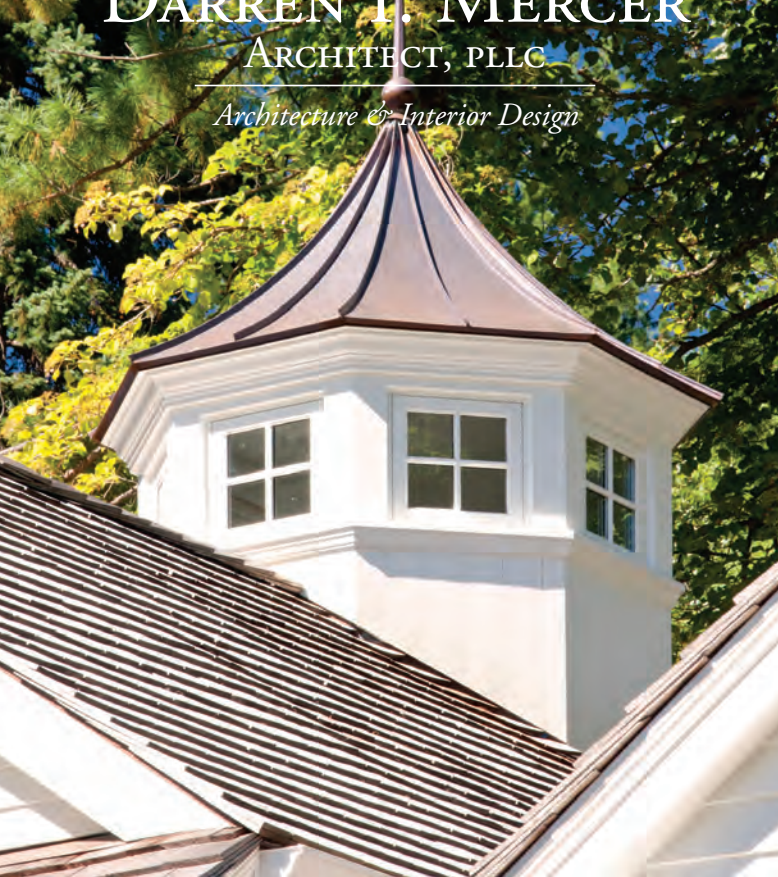


**KraftMaid**  
KITCHENS FOR THE REAL LIVING ROOM®

**HERRINGTON'S**  
LUMBER • MILLWORK • BUILDING SUPPLIES  
We share your passion.®

Hillsdale, NY: 518.325.3131 • Lakeville, CT: 860.435.2561 • Millerton, NY: 518.789.3611  
Hudson, NY: 518.828.9431 • Chatham, NY: 518.392.9201 • Sheffield, MA: 413.229.8777  
www.herringtons.com • 800.453.1311 • KITCHEN DESIGN CENTERS & COUNTERTOP FABRICATION

**DARREN P. MERCER**  
ARCHITECT, PLLC  
*Architecture & Interior Design*



32 FLINTLOCK RIDGE ROAD, KATONAH, NY 10536  
TEL: 914-391-4490 • DARRENPMERCER@GMAIL.COM



## POWER COUPLES:

# Susan Sweetapple & Colin Chambers

By CB Wismar  
info@mainstreetmag.com

From the beginning, it seemed like a very simple recipe.

Take one part experienced hotelier looking to be engaged in something of her own.

That would be Susan Sweetapple. With years of experience on the management teams of hotels up and down the East Coast including several turns at properties in Danbury, CT and Saddle River, NJ that flew the Marriott banner, Susan had thrived in some of the best hotel training available.

Take one part entrepreneur with years of advertising and marketing experience with a passion to manage his own destiny and not be subject to the whims, foibles, and instant layoffs of big brand advertising.

That would be Colin Chambers. After studying fine art, Colin had interned with the great Louis Donato, President of the Design Department at the School of Visual Arts and grown through the agency world to be an entrepreneur Creative Director whose estimable list of clients included A&P Supermarkets and Lime Rock Park. "I had made a presentation to the Madison Avenue Car Driving and Chowder Society in New York," recalls Colin. "With encouragement from Skip Barber, I explained why a lack of hotel rooms meant Lime Rock could never host a major international racing event."

## The stars aligning

Add a downturn in the economy that made real estate more accessible for those willing to take some risk ... and an historic inn sitting idle at the hub of Falls Village – since 1863 the social center of town. Colin's New York advertising club speech



Above: Susan Sweetapple and Colin Chambers. Courtesy of The Falls Village Inn.

was still fresh in his mind.

For good measure, and great fortune, capture the interest of Bunny Williams, internationally recognized interior designer who was so taken with the idea of revitalizing the property that when it was announced that a couple had purchased the inn, she offered to design the rooms of this majestic classic in order to restore its grace and character.

Add plenty of sweat, a few tears and maybe even a little blood. Stir well.

And, behold, The Falls Village Inn. Simple.

But wait. The truth is that there's more ... as there usually is. The partnership of Susan and Colin has kept the recipe fresh and that has made all the difference.

## Breathing fresh air back into the old hub

In April of 2010, Colin Chambers and Susan Sweetapple had taken down the "For Sale" sign on the Inn and began to work. With the encouragement and inspiration of

Bunny Williams and her local team of devoted experts – Emmy Award winning scriptwriter Pete Rich and Robin Cockerline of Whippoorwill Farms – the renovations had begun and amid dumpsters and deliveries of dry wall, word got out in the community that soon the Inn would be back.

"Our original plan was to have four guest rooms and leave the third floor for expansion," offers Colin. "It would take a couple people to run it, just a simple operation. We saw ourselves sitting on the front porch in rocking chairs, sipping lemonade, and running a very simple business."

Her extensive hospitality background had left Susan with a comprehensive knowledge of what it takes to put "heads in beds," in the lingo of the hospitality industry. She had managed the sales efforts of The Nevele Grande Resort, where she and Colin had met while he was playing in a golf outing "with a couple guys from the neighborhood," remembers Colin. "Eighty players" remembers Susan.

## Love, passion and community

Matching their love of the area with Colin's working closely with Skip Barber and the team at Lime Rock Park, Susan and Colin dreamed up the concept of the Inn.

"With Bunny's incredible design vision pulling the sleeping rooms together, what's now the Tap Room was going to be a simple lounge, open only to the guests," remembers Susan with the hint of a smile.

"But, from the day we started working on the renovation of the property, people in the town would stop in and ask 'what kind of food are you going to serve?'" recalls Colin. "They wanted a place to meet, have a drink or dinner and catch up on local news."

Those years on the front lines had taught Susan that being in the food service end of the hospitality business required expertise and staff that went far beyond registration

Continued on next page ...



and housekeeping. “We were never restaurateurs,” she admits with emphasis.

Years of being an entrepreneur had taught Colin that when you don’t know how to do something “you hire an expert.” So, with the assistance and support of some local culinary talent, The Falls Village Inn opened in December of 2010 with four finished rooms, the Tap Room, and the Parlor. And, true to their words, the local community came calling.

“Community is so important to us,” affirms Colin. “We understood from the beginning that we needed more than the weekenders. We needed the locals too to support us all year long – especially through the long winter.” There were charity lunches with five dollars for each check supporting Women’s Support Services or Sunday in the Country Food Drive or Housatonic Youth Services. There were sponsorships for Salisbury Winter Sports Association Ski Jumps and The Falls Village Children’s Theater.

### Community involvement

Colin and Susan took a high profile in the community and welcomed the locals who became “regulars.” But, responding to their experience they had the nagging sense that there was something missing.



After all, Millerton has Fall for Art, Canaan promotes Railroad Days, and Salisbury celebrates its annual Fall Festival.

What about Falls Village?

“Even before we opened, Denny and Judy Jacobs celebrated the 80th Anniversary off Jacobs’ Garage,” recalls Colin. “The car show that was part of the celebration was a huge draw, so we thought, ‘Let’s do this, again, next year.’” Now, every year in the summer, Falls Village becomes a destination for car owners and observers from all throughout the East.

Both Susan and Colin have a

deep love of motor racing, and with Colin’s ties to Lime Rock Park, the mid-summer car show expanded to kicking off the La-

ments came when it hosted the reception and dinner honoring NASCAR champion Jeff Gordon for the benefit of AARP’s Drive to End Hunger. “Capping off an incredible afternoon at Lime Rock Park with Jeff, Kasey Kahne, Rick Hendrick, and Alan Gustafson, all to fight senior hunger in the tri-state area, was an amazing experience,” affirms Colin with Susan in active agreement.

### Determination and press

It’s often been said that not every idea is a good idea, let alone a great one. For the Inn to be a great idea, the years of experience, the trust they have in each other and the sheer determination that Susan and Colin have to make The Falls Village Inn a local gem and a leisure destination there needed to be a boost – some break-through moment that moves a notion to a success.

Nothing can determine the future of a hospitality venture like positive feedback from the media. Certainly word-of-mouth is important. If every satisfied customer tells three friends, that’s great marketing. When the Executive Producer of NBC’s *Today Show* stays at your inn and sends a crew to cover it for national broadcast, that’s an entirely different league.

When local critics and reporters post good reviews, it’s encouraging and introduces more people to your

property. When *Travel + Leisure* magazine identifies The Falls Village Inn as one of the “five cozy inns” in a national spread, and the *New York Times* positively reviews your restaurant, that gets the phone ringing.

“We’ve been very fortunate,” offers Susan. “We’re in an area where celebrities and media professionals hide away on weekends. When they become regulars, then tell their friends, good things happen.”

“And, to keep the momentum,” adds Colin, “we have to keep re-inventing ourselves – learning as we travel the country what’s fresh and different and worth trying.”

“Recently we hired Chef Matt Fahmer who has brought our restaurant to a whole new level,” comments Susan. “The response from our customers has never been more positive.”

A simple recipe? As Colin so aptly puts it: “I never knew that showing people a good time was such hard work.”

And, both Susan and Colin laugh – because truth is often crazier than fiction. ●



Above top: Susan and Colin with four-time NASCAR Champion Jeff Gordon in the pits at Watkins Glen. Photo by CB Wismar. Above: The Falls Village Inn at dusk. Photo courtesy of The Falls Village Inn.

bor Day Historics Weekend at Lime Rock with a race car parade that winds from Lime Rock to Salisbury, loops through Noble Horizons and ends in Falls Village, lining the streets with vintage racing machines and creating a great community party on the green.

One of the Inn’s premier mo-

To learn more about Susan and Colin and The Falls Village Inn, you can visit their website at [www.thefallsvillageinn.com](http://www.thefallsvillageinn.com).





## Marq Reynolds

PHOTOGRAPHER

WEDDINGS • PORTRAITS

860 597 2870 • Lakeville, CT  
marqreynolds@sbcglobal.net  
Find me on Facebook



We're Back.



From our family to yours this holiday season.

FRESH • ALL NATURAL • HOLIDAY WARMTH

**518.398.6455**  
www.ronnybrook.com



Nature brings you joy.  
We bring you nature.



Bird feeders, bird houses,  
bird seed, & so much more

(413) 644-9007 • www.wild-birdstore.com  
783 South Main Street, Great Barrington, MA



**NAILED IT**  
Building & Construction

Complete site construction • Homes, pole barns & sheds • Specialty work: tiling, flooring, stairs & railings, kitchens & baths • Refinishing • Woodworking • Carpentry • Ice & snow damage • Fully insured

518.929.7482 • WWW.NAILEDITBUILDING.COM



William  
Pitt

**Sotheby's**  
INTERNATIONAL REALTY



### STUNNING ARCHITECT-DESIGNED HOME FASHIONED FROM HISTORIC BERKSHIRE BARN

Offering tranquility and privacy on a less-traveled road, yet convenient to culinary, cultural and other attractions in the Berkshires and northwest corner of Connecticut, this is the quintessential country home. Its intelligent design takes full advantage of the setting... \$1,675,000.



John Harney | williampitt.com  
c: 860.921.7910 e: jharney@williampitt.com  
Lakeville Brokerage 346 Main Street, Lakeville, CT

Each Office Is Independently Owned and Operated. 🏠

**COZZY'S**  
pizzeria

5916 North Elm Avenue, Millerton, NY

**518-592-1700**

**518-592-1701**

### COZZY'S MONDAY MADNESS!

**Large Cheese pie - \$9**

**Medium Cheese pie - \$7**

pick-up only, 5-7pm

### LUNCH & DINNER HOURS:

**Monday & Wednesday**

Lunch: 11am-2pm, Dinner: 4-9pm

**Thursday & Friday**

11am-9pm

**Saturdays**

12-9pm

**Sundays**

12-8pm

**Like us on Facebook!**



Tax not included in price. Toppings extra. Cannot be combined with other offers.  
Pick-up or delivery. Free delivery within 7 miles.





# A HOUSE TO A VIEW

By John Torsiello  
info@mainstreetmag.com

It's a chill afternoon, the clouds a mix of white and gray, sunlight slipping through every so often to illuminate the countryside in almost blinding fashion. Inside what is called Easy Creek Horse Farm in Gallatin, NY owner Lynn Freedman and her husband, Ted, are standing in their favorite room, a living area with large windows, a vaulted ceiling, antique chestnut flooring, comfortable, subdued furniture, and a large "rubble stone" fireplace. But it is the west-facing view that the couple has never tired of that makes the space so inviting and magical, as the Catskill Mountain range can be seen in the distance.



Above top: The Freedman house's windows allow the outside in. Above: The cozy living area of the Freedman house.

"Isn't the view incredible," says Lynn Freedman, "I wish it were a clear day." Yet, the somewhat angry sky seems to only enhance the mountains, which appear as though bathed in a steel blue color, making them look

even more majestic and imbuing the scene with a magical air that has captured the attention of writers and artists since they were first seen by early European pioneers. That the house offers up such a delicious view of the Catskills was no bit of serendipity, for the couple picked this exact spot to place their home when they began construction of their 3,163-square-foot, four bedroom, four-and-a-half-bath house in 2001.

## The inspiration

The home was built to "sublimely mirror the mountains."

To wit, large circular windows that bring the outside views into the living spaces, as well as the angular design of the interior's ceilings and walls that lend a soaring quality to the home. The outside rooflines have a 12/12 pitch, which further creates a sense of the home reaching toward the sky.

"I really think the outside of the home looks like a piece of art," says Lynn Freedman proudly.

## A career change

It is interesting to note that Lynn Freedman served as architect and general contractor for the building of Easy Creek Horse Farm (the name comes from a small creek that slides down the property and is seen when entering along a three-quarter-mile gravel driveway). She was in her

forties, had raised two sons, and her husband was working as a lawyer in the Chicago area when Freedman looked about for a new career.

"I thought, 'What am I going to do now.' We considered possible careers for me and becoming an architect seemed to fit and interest me."

She attended the Illinois Institute of Technology, studying architecture and design. She put her talents to use renovating several homes in the Chicago area prior to moving into an old Victorian home in Southport, CT, which she also renovated. She designed a number of office renovations to existing homes and served as a consultant to the real estate industry.

The couple began looking for a property upon which to build their dream home, and finally found a 121-acre parcel 20 minutes from Millerton. It was important that the property have plenty of room for horseback riding and also to allow Freedman to enjoy carriage rides. Indeed, Easy Creek Horse Farm has numerous natural and man-made trails through the woodlands for riding and driving upon.



### The landscape

Real estate agent Elyse Harney Morris took a visitor on a rambling trek over some of the trails in her sturdy Land Rover. The journey revealed the solitude and peacefulness of the Freedman's property, new growth trees, and stone walls surrounding the farm. The ride ended at a small body of water dubbed "Goose Lake," obviously for its abundant Canada geese, which numbered in the dozens on this day. The lake is ideal for water sports and fishing and is 18 feet at its deepest spot. The view up towards the barns and main house reveals the sense of order Freedman designed and sited the structures with, everything "in its place."



### The home's design

Lynn Freedman designed the main home to be contemporary, yet with an interior that also includes such warm and traditional touches as antique chestnut flooring, repurposed wood, and antique hardware throughout the house, all lending impeccable quality and timelessness to the dwelling. She also designed much of the furniture and cabinets in the home, using antique wood and hardware, as well as ample copper.

The light fixtures in the home are also antique and the windows are graced by sturdy ledges. By the way, copper was used on the home's roof, a stunning touch that lends further distinction to the abode.

Robert Reed Associates served as the builder and design consultant for

the house. Reed is well known in the area for his design and construction of high-end homes.

The first floor of the home contains a the aforementioned living room, dining room, kitchen, a walk-in pantry, a 16-by-14-foot master bedroom that features antique chestnut flooring, beamed ceilings, two walk-in closets, a master bath, a half-bath and a charming 12-by-12-foot "hidden" playroom that the Freedman's grandchildren have put to good use over the years.

The second floor has another master bedroom, 19-by-18 feet in size, with painted pine wide board floors and a vaulted ceiling, a master bath

that contains an antique porcelain tube and painted pine floors, a large, 30-by-16 foot office with a vaulted ceiling, painted beams, pickled wide board floors and a book case accessed by a sliding ladder, and a walk-out balcony. The

room could easily be divided into two spaces.

A lower level has a large mud room, a family room, a wine cellar



that can hold up to 100 bottles, a small kitchen, and a full bath with antique chestnut floors.

### But wait, there's more!

The property also has a guest cottage, a four-bay garage, a barn, stables, a riding ring and horse pastures, and a heated gunite pool, with a natural stone patio and sitting area serving as an ideal outdoor space to view the mountains in the distance and the surrounding countryside.

It seems those stunning views and nature are all around Easy Creek Horse Farm, just the way Lynn Freedman designed them to be. ●

Above top: Goose Lake offers sublime relaxation. Above: A bookshelf accessed by a sliding ladder. Left: A place to graze.



# W.B. CASE

PLUMBING HEATING & AIR CONDITIONING

LLC

15 years in business • Oil, Propane, Solar Thermal, Geothermal and Biomass heating systems • HVAC system design and installation • HS Tarm and Froling wood boiler dealer and installer • New construction, renovations and service of all Heating, Air Conditioning, Plumbing systems and well services

Williston B. Case III, Owner

SHARON, CT 860 364-2169

Fully Insured / License # P1 0280455 SI 0390683 STC 0000179 HIC 0634668



Ruge's has 2 locations in Rhinebeck & also in Copake • New & Used Subarus, Chrysler, Dodge, Jeep, RAM, GMC & other fine vehicles • Personal & Commercial • Sales, Service, Parts • Family operated since 1935 • [www.rugesauto.com](http://www.rugesauto.com)



## George Lagonia Jr, Inc.

FINE HOME BUILDERS & CUSTOM CABINETRY

[WWW.LAGONIACONSTRUCTION.COM](http://WWW.LAGONIACONSTRUCTION.COM)

E-MAIL: [GEORGE@LAGONIACONSTRUCTION.COM](mailto:GEORGE@LAGONIACONSTRUCTION.COM)

PHONE (518) 672-7712 • FAX (518) 672-7578 • P.O. BOX 201 • SPENCERTOWN, NY



## FACTORY LANE AUTO REPAIR, INC.

FOREIGN & DOMESTIC AUTO REPAIR

Dominick Calabro - owner

(518) 398-5360 | 3 Factory Lane, Pine Plains, NY 12567

# KOHLER Generators

POWER FOR TODAY. AND EVERY DAY AFTER.



Certified Authorized dealer for

**KOHLER® GENERATORS**

### Service your generator before Winter

Generator sales, installation, servicing & repairs.

We service all brands of generators including  
KOHLER, Briggs & Stratton, Generac,  
Winco, Siemens, Honeywell, & GE.

(518) 398-0810 • 40 Myrtle Avenue, Pine Plains, NY • [Berlinghoffelectrical.com](http://Berlinghoffelectrical.com)

### Quality Electrical Services

Residential & Commercial Electric  
New Construction & Renovations  
Generator Installation





## Northwest Lawn & Landscape

Commercial and residential property management. (518) 789-0672. 16 Century Blvd., Millerton, NY

In 1993 Northwest Lawn & Landscape started as a part-time business. Today, proprietor Frank Duncan and his trustworthy crew are a full-time, four season landscaping company, offering full commercial and residential property management at the highest level. Additionally, they offer a full assessment of properties, inside and out. Their goal is to provide year-round service, taking away some of the stress of being a homeowner. Their vast knowledge of every trade and their experience sets them apart, handling all projects in a prompt and professional manner. Honored by serving all of Dutchess and Columbia, upper Putnam, Litchfield, and Ulster counties, Frank's approach has always been to educate his clients, explaining why the correct way is the better approach. Seasonal contracts are welcome as are free estimates. Even if you choose not to use their services, Frank cares about seeing a homeowner enhance their property and get the biggest bang for their buck. All projects are examined as a whole, always mindful of the budget. Being proactive is also important, bringing concerns to your attention that will need to be tended to in the future. Many solid long-lasting relationships have been formed over the years and their longevity in the community speaks for itself. "We like to give back in any way that we can."



## Anthony Silvia Signs

Sign maker and sign restorations. 7711 Route 82, Pine Plains, NY. (518) 821-1250. [silvia.anthony@gmail.com](mailto:silvia.anthony@gmail.com)

Anthony Silvia of Anthony Silvia Signs opened his shop this past spring in Pine Plains, NY. After being in the carpentry business for 20 years, he felt it was the perfect time and place to continue working with his hands and being creative, just in sign-making form. His hands are 100% on every project, creating signs of all shapes and sizes. Sign restoration is no problem either, and his carpentry background helps him take care of old and delicate materials, sandblasting if necessary, and mounting new signs too. Anthony stays current with new techniques and always uses the best materials and products that are made to last. Signs aren't just for buildings. Truck and trailer lettering, vehicle magnets and trademark images, interior wall treatments, stenciling, borders and frosted glass, such as shower doors, are all on Anthony's can-do-list. Bringing a project to life is no problem, it's as easy as receiving files from a designer or sitting down and speaking with his clients to come up with a great idea. In 2016, he hopes to master gold leafing, developing a website, and continuing to grow his work radius. Eventually Anthony would like to build a larger shop for his son to one day take over – if he so chooses.



## Cupboards & Roses Swedish Antiques

296 South Main St., Rt. 7, Sheffield, MA. (413) 229-3070. [www.cupboardsandroses.com](http://www.cupboardsandroses.com)

Cupboards & Roses Swedish Antiques is known for its extensive collection of 18th and 19th century painted furniture from Sweden and Europe. Featured Swedish antiques include Gustavian chests of drawers (commodes), tables and chairs, Mora and Bornholmer clocks, and Swedish secretaries and writing desks. Edith Gilson, the owner of Cupboards & Roses Antiques, has built her reputation on her discerning eye, her inclination for the unusual, and her expertise in the field of antique painted furniture. Since 1990 she has traveled extensively in Scandinavia and Europe, developing relationships with people whose families have spent years studying and collecting painted furniture from specific regions. Through her store, she brings the collective knowledge of these specialists to her clientele. "Each of these pieces is unique, and it is when one speaks to me through its form and color and decoration that I buy it for the store." Pieces from Cupboards & Roses Antiques have been featured in *Architectural Digest*, *Elle Décor*, *House Beautiful*, *Country Living*, *Florida Design*, *The New York Times*, and *Better Homes and Gardens*. Arthur Dunnam, design director at Jed Johnson Associates was quoted in *Architectural Digest* as saying, "These pieces work well in a country setting but are sophisticated enough for the city."



## Stone and Tile Services

37 Old Tpke., Rd. S, E. Canaan, CT. (860) 913-4473. Find them on Facebook. [www.stonepolishingct.com](http://www.stonepolishingct.com)

Stone and Tile Services specializes in natural stone restoration, polishing of existing floors, countertops and showers, and offers new installations, too. They offer both residential and commercial services and cover the CT, NY, and MA areas. They are very precise and won't leave your stone or tile looking less than 110% new. The highly skilled staff of specialists understand how important it is to flawlessly carry out each assignment. Quality assurance procedures, experienced professionals, and a client's high expectations are your assurance of a job well done. Why waste more time and effort "trying" to clean your hard surfaces the old fashion way? They offer fast, affordable, and effective solutions that work on any hard surface: marble, natural stone, ceramic, brick, concrete, and stucco. And they can do it all; vertical and horizontal. One of their specialties is high pressure steam cleaning service for stone, tile, and concrete surfaces that sanitizes and disinfects. Some of the other surfaces that they can clean with specialized equipment include slate, travertine, marble, granite, and porcelain. Take a look at their website to see the complete list of services.



## INSURING YOUR WORLD

The New Year brings many things to families, one of which is travel! Traveling to different parts of the country or world brings many unexpected insurance related issues. First and foremost one must consider health insurance coverage. As Obamacare evolves, many folks are signing on with the Public Exchange which features HMO style policies that limit coverage to specific service areas which may not include areas that you may be traveling to, so call your carrier and seek clarification as to if you are covered. If you are traveling overseas or outside the USA, most plans, including HMO's, have severe limitations to their coverage options. In these cases, a Short Term Hospital-Medical policy should be secured for the period that you will be away to ensure that some sort of coverage is available, these policies are quite affordable and easily secured. So, call your agent and make sure you don't have any unexpected surprises. Safe travels!

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



Brad Peck, Inc.

## Canine degenerative joint disease?

Winter has set in and you're noticing that your beloved canine companion is having trouble getting up and down, is reluctant to go up the stairs, has a stiff gait, and decreased activity. These symptoms may be an indication of osteoarthritis (OA) or its chronic manifestation, degenerative joint disease. If you notice these symptoms, consult your veterinarian who will discern this disease from others which may be causing similar symptoms, such as the tick borne diseases.

What does OA mean for our companions and how can we help them combat the aches and pains? It can affect the joints in a variety of ways: inflammation often leading to pain, swelling and stiffness. These conditions are often associated with our elderly dogs, however, younger pets may also be predisposed based on their anatomy and circumstances which may include large or giant breeds and those with birth defects. Obesity, long periods of inactivity, over activity and, you guessed it, cold or damp weather may exacerbate the condition. In general, the earlier the disease is detected, the more successful the treatment.

Prevention and treatment options: 1) Weight loss which decreases strain on joints and promotes healthy activity. 2) Supplements (neutraceuticals) such as glucosamine and chondroitin sulfate help lubricate the joints. Not all supplements are created equal. Consult your veterinarian for supplements that may encourage the best results. 3) Pharmaceuticals such as Nonsteroidal Anti-Inflammatories (NSAIDS) treat both inflammation and pain. 4) Acupuncture enhances blood circulation, nervous system stimulation, and the release of anti-inflammatory and pain relieving hormones. 5) Hydrotherapy (swimming or underwater treadmills) is a more comfortable form of exercise that helps build muscle mass without the side effects of other exercise that may aggravate symptoms. 6) Chiropractic which restores normal, balanced movement of the joints, essential to nerve, joint surface, ligament, tendon and muscle health. 7) Therapeutic Laser Treatment is the use of an intense beam of laser light directed into tissues to reduce pain, increase blood flow, decrease inflammation and promote healing.

The above treatments may be used alone but are often combined in what is termed a multi-modal approach to pain control and healing. Ask your veterinarian about the appropriate treatment for your canine companion.

Phone 518-789-3440  
199 Route 44 East, Millerton, NY  
www.millertonvet.com



## DOES YOUR BRAND IDENTITY RIGHTFULLY REPRESENT YOU?

A logo is one part of a business' overall brand, but a brand is not *just* a logo. A logo is often the symbol that people and consumers will associate with your company (with your brand), like the "VW" symbol for Volkswagen or the five interconnected rings that are the logo of the Olympics. But these logos are a part of the company's overall brand, for they oftentimes include the chromo-type, font(s), and overall "feel" of a company's brand. Plus they are the visual cue and what we associate as the "face" of the company.

A company's brand should (ideally) portray how the owner would like his/her company to be viewed – is your company professional or artsy? Is it institutional or casual? Is it high tech or low tech? It wouldn't make much sense for a high tech bank to have a brand that would be more fitting for a really laid-back surf shop, now would it?

This brings us to the next point: does a company's logo rightfully represent the business? Let's begin by saying that you can't hold a company's brand responsible for the reputation of a company, for some logos and identities are misleading. Sometimes an identity can present a company in a more / less favorable light than the company actually is. This is where a company's ethos is so important, and for the head of the company to have a vision and goal and to make sure that the company's brand = that mission and ethos. If you take the identity of a bank or hospital, for example, yes you'd like those institutions' identities to feel welcoming and approachable, but at the same time, the consumer has an expectation of a certain level of rigidity and professionalism. For that reason, the two institutions should have identities to match that expectation and service.

Take a look at your own brand: does it match your overall ethos?



518.592.1135 | thorunn@thorunn designs.com  
www.thorunn designs.com | 52 Main Street, Millerton, NY

## AN "ON DEMAND" MARKET

As Millennials begin to seek homeownership, they come equipped with a lifetime of experience in having abundant information available on demand – and a heightened ability to quickly filter through listings of interest. Due to this trend, professional real estate agents have become especially crucial in helping Sellers effectively market their home. Developing a wholesome marketing plan that addresses the expectations of today's buyers requires a multi-faceted approach – photography, pricing and strategic exposure are pivotal factors in planning a strong entrance into the real estate market.

Listings with professional photography receive up to 71% more web views than those without. Culturally we have increased our reliance on mobile devices. This shift, paired with the plethora of knowledge that is available demands strong images which leave a lasting impression. Similarly, consistent follow-through once a viewer is intrigued is equally as important to bringing them to make the next step in contacting an agent.

With public data at our fingertips, proper pricing is more important than ever. Before a Buyer even contacts a Real Estate professional, they are often familiar with the market inventory – and questioning the financial outliers. "Testing the market" or creating a "negotiation buffer" has become irrelevant. Overpricing or repeated price reductions increases a home's days-on-market and risks losing credibility and attention.

Just as each Buyer has his/her own personality, so does each home. Buyers and Sellers need a strong, established, and responsible Brokerage Firm to achieve the best representation. Agents work at the forefront of client needs day-in and day-out – and fully understand where each individual home will receive the most effective market exposure. Powerful and deliberate marketing yields dramatic exposure and prolonged interest through local, printed, web-based, and social media advertising.

In an era that seems to have become increasingly casual, it is ironic, but first impressions are now more important than ever. Abundant information paired with our expedited lifestyles means that we often only have one shot to leave a lasting impression – real estate follows suit.

ELYSE HARNEY REAL ESTATE

www.HARNEYRE.com

Elyse Harney, broker  
11 East Main Street, Salisbury, CT • (860) 435-2200



# WHAT'S YOUR SIGN?

## ARIES (March 21–April 19)

Sit down and make a plan to make your dreams come true! You should keep some of your opinions for a select crowd, the ones who get your humor.

## TAURUS (April 20–May 20)

You feel compassion for those less fortunate and would like to lend a helping hand. Help and see how much better things are when you are part of a team.

## GEMINI (May 21–June 20)

Mind the details even if you don't think that they are that important. Try to stand on your own two feet!

## CANCER (June 21–July 22)

Pull yourself together and get out of your rut and routine, even if it's just doing things in a different order than yesterday.

## LEO (July 23–Aug. 22)

"Things" are not the core of the issue, but the one who speaks and gets their agenda to the forefront.

## VIRGO (Aug. 23–Sept. 22)

It is just as important to cater to your feelings as it is to your body. Celebrate your feelings because it will pay off. Use your strength and power.

## LIBRA (Sept. 23–Oct. 22)

If you expect and exude your brilliance, then others will think that of you too. Project what you want to be.

## SCORPIO (Oct. 23–Nov. 21)

You can always seek help from your friends. As long as you don't let it get to your head, business will keep blooming.

## SAGITTARIUS

(Nov. 22–Dec. 21)

Who's rich? It's the person who enjoys what they do have. The most beautiful part of the day is when you discover something new.

## CAPRICORN

(Dec. 22–Jan. 19)

Showing consideration will help you tremendously with both yourself and others. But be careful with the level you take it to.

## AQUARIUS (Jan. 20–Feb. 18)

It's never easy to get everyone to agree or get along. Speak clearly and positivity will help you. Build your future.

## PISCES (Feb. 19–March 20)

It's not your position but your patience and perseverance that show what an awesome person you are. Show consideration in all aspects.

# UNIQUE FINDS

## Marilyn was spotted in town!

Have you noticed Marilyn Monroe beaming her famous smile in the windows of Finds & Design at 22 Main Street in Millerton? We certainly did and therefore thought we'd bring her to your attention as well! Marilyn was a show-stopper at the height of her career and she still is today in so many ways. For us she steals the show with this oversized and famous image of the beautiful movie and culture icon. Stop by and check out this unique and eye-catching piece in person!



# DID YOU KNOW?

## The highest waterfall in the state is...

Bash Bish Falls! The falls are part of Bash Bish Falls State Park and are located in the southwest corner of Massachusetts, just over the New York State border. That's right, they're in Mass! The water cascades for a distance of about 200 feet, finally splitting into two waterfalls, plummeting 80 feet to the cup-shaped pool below. And this is what we call Bash Bish Falls.

The water originates in a spring on Mount Washington, but the 4,000-acre Mount Washington State Forest is just "above" the falls. After the water plummets over the falls it goes to the pool below, and then it continues its journey into New York State and eventually joins the Hudson River via Copake. The water, after leaving the pool, is part of Bash Bish Brook.

In this issue, Allison Guertin Marchese wrote a story about ice harvesting, but at the start of her article she speaks about the last ice age and how it shaped our region. Bash Bish Falls, including the waterfall, were created during that very ice age.

For most of us who grew up in this region, we may have many of our own memories, fascinations, and associations with the falls, or heard the stories about it. For me, as a child, I heard the story of a Native American princess who jumped to her death from the top of the falls, and every time I visit the falls I think about her – and whether or not that story/myth is actually true. The falls can be dangerous though, and swimming is prohibited. It might also be curious to learn that AOL Travel named Bash Bish Falls one of the "Most Dangerous Tourist Attractions" in 2009 and 2010. But safety measures have been taken and the falls are, in my opinion, one of the area's most beautiful natural attractions.

# SPOTTED ON MAIN ST.



## Have you met Charlie?

We here at Main Street Magazine are animal lovers. We've met a few cool cats and dogs while out doing magazine-related things. We had the recent pleasure of meeting Charlie. This is one awesome dog! Charlie is soooo incredibly sweet and he even has his own sign so that he can say hello to everyone who passes him by. After meeting Charlie we learned that he is only two years old, but he's a very sophisticated two year old. Plus his coat is so incredibly soft. Keep an eye out for him, and make sure you say hello!

# TELL US YOUR STORY

## Do you have a unique, fun, special, or quirky story?

We are always interested in learning about fun, unique, quirky, special, crazy, inspirational, and just plain-old-fun things! Shoot us an email or give us a call, or even snail mail us, and tell us your story! We'd be so happy to hear from you!

And don't forget to follow us on Facebook, Instagram and Twitter! We post a lot of fun and interesting things on our social media, too!



discover banking from a  
convenient perspective:

yours



- ✓ personal banking
- ✓ personal loans
- ✓ business banking
- ✓ business loans
- ✓ mortgages & equity loans
- ✓ community investment

### Salisbury Trust Wealth Advisory Services



A personal investment plan  
created with *you* in mind.

Securities and investment products offered through Salisbury Trust Wealth Advisory Services, a division of Salisbury Bank and Trust Company are not insured by the FDIC or any other government agency of the United States and are not deposits or obligations of, nor guaranteed or insured by, any bank or bank affiliate. These products are subject to investment risk, including the possible loss of value.



Connecticut  
860.435.9801

Massachusetts  
413.528.1201

New York  
845.877.9850

[salisburybank.com](http://salisburybank.com)