

APRIL 2015

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### COMMUNITY SUBMISSIONS

Have feedback? New ideas? We would be happy to hear from you! Please contact Jenna Caputo at jcaputo@bestversionmedia.com for information on how to submit ideas, articles, updates, reminders, events, high-resolution photos and more. We will do our best to include as much community information as we can within our space limitations.

### MAGAZINE DEADLINES

Please submit your content by the 10th of each month.

Clifton Park Living will usually arrive in your mailbox within the first week of every month. Dates may vary depending on the post office.

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## Content Coordinator MESSAGE

*Happy Spring! I'm the Clifton Park Living content coordinator and I was invited to write this month's message to introduce myself and remind all of you that you're always welcome to submit stories for potential publication in this magazine. If you have a story you'd like to submit, please send it to jcaputo@bestversionmedia.com. Thank you!*

What is it that children have that allows them to see the magic in the most seemingly ordinary things? Do they have special eyes that we slowly lose over time? Or is it merely that they have not yet become jaded as adults do, and are therefore just able to see things more clearly, more purely than we can?

My daughter constantly reminds me to "see the rainbows." We have beveled glass in our front door, and when the morning sun hits it just right, it casts prisms across our front hallway. I'll never forget the day my daughter first discovered this. She squealed, pointed, drew in her breath, then yelled out, "See the Rainbows? See?" The joy and wonder on her face tugged on my heart. She pointed to them, touched them, stuck her toes in, tried to sit on them, and sometimes just stood there, holding my hand in wonder. It was a perfect moment. A perfect, ordinary, normal, magical moment.

Spring is most certainly a time when it's easier to see the magic all around us. We begin to see the plants peek their heads out through the seemingly dead ground. The birds appear once again. Sunshine feels like a long-lost friend, warm upon our face. Hope is in the air. It's easier to be positive in the spring. The extra light and signs of new life prove to us that summer is on its way and we are filled with fun thoughts of good things to come.

This spring, let's remember that there is always magic in the world even though sometimes it feels like it's gone. We're often so caught in the horrible stories on the news, the stresses of work and family life, the weather, the commute, our everyday worries and anxieties and routines that we forget to take a moment and just enjoy the moment itself. There are still so many wonderful things in this world to cherish. There's still hope for us to reach our dreams, to stretch to our true potential. There is always a reason somewhere to smile, to laugh or just to enjoy one quiet breath.

This spring, let's hold onto that feeling of hope and rebirth, find that childlike corner of our heart (no matter how small it may have become) and stay positive. Let's live life from one joy to the next. Somewhere deep inside of us is still that ability to see the rainbows. They might sometimes be behind a cloud, but they are still always there!



*Jenna Caputo*  
CONTENT COORDINATOR



### IMPORTANT TOWN PHONE NUMBERS

Town Supervisor *Phil Barrett*.....371-6651  
Town Board Members.....371-6651  
Animal Control Officer.....371-6756  
Town Attorney *Tom McCarthy*.....371-6651  
Assessor *Walter Smead*.....371-6460  
Building & Development Director  
*Steve Myers*.....371-6702  
Building & Grounds Director  
*Mike Handerman*.....371-6651  
Town Clerk *Pat O'Donnell*.....371-6681

Town Court, 5 Municipal Plaza.....371-6668  
Community Development Director  
*Barb McHugh*.....371-6651  
Town Comptroller *Mark Heggen*.....371-6651  
Storm Water Management Technician  
*Scott Reese*.....371-6054  
Director of Communications & Tech  
*Dahn Bull*.....371-6651  
Highway Superintendent  
*Rick Kukuk*.....371-7310

Parks and Recreation Director  
*Myla Kramer*.....371-6667  
Planning Director *John Scavo*.....371-6054  
Receiver of Taxes *Lorraine Varley*.....371-5720  
Director of Safety and Security  
*Lou Pasquarel*.....348-7311  
Town Security Officers.....369-6651  
Sewer Director *Mike O'Brien*.....348-7313  
Transfer Station Supervisor  
*Jeff Vedder*.....371-6669

If the person you wish to reach is not on the list above, please call 371-6651 to speak to a receptionist who will direct your call to the appropriate individual or department. The Town's office buildings are open from Monday through Friday, 9am to 5pm, excluding holidays. The Town Clerk's Office is open until 7pm every Thursday. The Building and Parks and Recreation Departments are open at 8am Monday through Friday.



# The History of Power's Inn and Pub

By Peggy Jo Power Gifford

Power's Inn and Pub comes to you with a long and interesting history. This property was originally the hunting ground for the Mahicans Indians called Kayadrosseras (the locals pronounce it Kay-der-ros). When the Dutch came to the area, they purchased the Kayadrosseras from the Mahicans for a pittance sum. The Indians thought this was rent for a generation; the Dutch thought it was a purchase forever.

In 1693, Robert Livingston and David Schuyler filed a petition to the British Crown for a Patent License. That meant they would promise to bring 50 families to the area



Powers Inn and Pub, 130 Meyer Rd. Clifton Park, 406-5561, Hours: Sun, Tues-Thurs 11:30am-midnight (kitchen closes at 10pm), Fri-Sat: 11:30am-2am (kitchen closes at 11pm), [powersinnandpub.com](http://powersinnandpub.com).

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and develop the land. Livingston & Schuyler were denied the Patent License, but about 10 years later, in 1701, Sampson Broughton, Esquire petitioned to the Crown for a Patent License. Sampson became ill, died, and the Patent was granted to the Widow Mary Broughton who then returned home to England taking the Patent papers with her. When it came time for her son to prove he was part Patentee, no paperwork was to be found to show to the Indians. The Mahicans wanted to be paid for another generation!

The next buyer of the property was John Stevens who could not afford the property on his own, therefore he formed a partnership with 12 businessmen, surveying the land and sectioning the Kayadrosseras Patent into 25 primary sections and each primary section into 13 subsections. This old building and property is one of those 13 mini sections. During the Revolutionary War, Ephraim Schouton purchased this little subsection and built this yellow house. If you see shadows of Revolutionary War military men in the night, they were/are here!

The property has changed hands several times more since then. The Gifford Family is proud to be a part of this colorful history! ■



Paul Patterson Power (P3), Jeanne Power and Jim Cahill. **Who is P3?** He is Bryah Gifford's grandfather. Paul Patterson Power (the three P's = P3) had a larger than life personality with a big Irish heart! His influence on the family will have a many generation effect.

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## Shenendehowa District Character Education Award Seeks Nominations

By Rebecca Carman, Shenendehowa Central Schools

Shenendehowa Central School District recently created a new program to help develop and support ways to incorporate character-building activities in classroom and school programs. It was a way for good character to be instilled into the fabric of the school culture, climate and curriculum by cultivating respect and responsibility through investment, empowerment and leadership. It was also a chance to celebrate the already existing and ongoing efforts promoting good character among students, faculty, staff and the community at large.

To help achieve their goals, they have set up an award celebrating outstanding character called the District Character Education Reward and would like to invite the community to get involved! To nominate someone from the community, please visit [www.shenet.org/CelebratingOutstandingCharacterpacket.pdf](http://www.shenet.org/CelebratingOutstandingCharacterpacket.pdf). The award is sponsored in part by the Shenendehowa Education Foundation. ■



Mrs. Beth Miles was recently awarded the Shenendehowa District Character Education Reward for her volunteer work at the Northeast Regional Food Bank.



## Perform Random Acts of Kindness

By Mary Potter, Shenendehowa Central Schools



The Random Acts of Kindness program was recently piloted at Arongen Elementary School. Through this program they were able to demonstrate the extraordinary influence and importance of simple human kindness by promoting the practice of kind acts, large and small, in order to develop caring, productive community members.

If you haven't already heard about the "Kindness Matters. Pass it On" program, we wanted to share some important information so everyone in the community can join in. This is how it works: perform a RANDOM Act of Kindness. Give your beneficiary of that act a Kindness Matters card and ask them to pass it on. Make sure you spread the kindness around! It would also be great if you would share any act of kindness given or received on our Facebook page at ShenRAK14 or on Twitter @ShenRAK14. This is a way for everyone to be able to share their experiences and possibly encourage others to do the same, creating a ripple effect of kindness. ■



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*Mother's Day is coming up! Stop in and meet Michelle and Eric Hoff at their store at 1546 Route 9, just across from Walmart, to find the perfect gift for the special day!*



## COVER STORY

# The Hoff Family

## Giving a Personal Touch to Life's Important Moments

*By Jenna E. Caputo*

The first thing I notice when I walk into Hoff Jewelers is how bright and inviting everything is. The second thing I notice is that everyone has smiles on their faces. There is an air of comfort – like I just stepped into my friend's living room instead of being about to make what could be a stressful purchase. Despite my crazy morning, I was instantly at ease.

Eric Hoff was born in Troy and moved to Clifton Park when he was 5 years old. He has lived in Saratoga County ever since. His childhood activities were pretty typical of a kid – playing outside with friends, watching movies and snowmobiling.

But when he was a teenager, he began to sell Swarovski crystal jewelry at Clifton Country Mall and Six Flags. After meeting the manager of Kay Jewelers, he applied for the assistant manager position at 19 years old. It was while he was working there that he became fascinated with the whole jewelry industry. His interest soon focused on jewelry fabrication and repair and he took an apprenticeship at the repair shop for Kay's. After working there for three years, he bought the shop at 23 years old and started Hoff Jewelers, quickly becoming one of the largest repair stores in upstate New York, servicing

25+ other stores in addition to his own work.

Since then, he has become a Gemological Institute of America Graduate Gemologist (the most respected designation in the industry) and has continued to educate himself in many of the cutting edge technologies, including CAD/CAM design, C&C Milling and laser welding. Eric is known for being a leader in the latest technologies in this area and was the first to obtain a laser welder. Using his experience in these advances, Eric has been able to build his business into a full service store – allowing his customers full

repairs, as well as a general retail store and custom jewelry cut right on the premises.

Education is important to Eric. He continues to keep up with his own education on the latest advances and re-certifies himself every year as an AGS Certified Gemologist. Members of AGS are required to hold to the highest code of ethics and business practices in the industry. These standards are so high that only a small percentage of those who apply are actually awarded the membership.

Eric met his wife Michelle through a mutual friend and they now have two children – Mitchell, 17 and Madison, 15 and their dog, Charlie. Their family enjoys getting out and taking advantage of the many benefits of living in the Capital District, including going to the race track, Lake George and the State Museum, as well as skiing/snowboarding, kayaking, camping and traveling.

Mitchell plays recreational soccer and lacrosse, is part of the Future Business Leaders and is co-chair of the school spirit committee. He has been instrumental in increasing school community involvement and awareness in all of the school's sports activities. Madison is a part of the Best Buddies program (an organization that creates opportunities for one-to-one friends, integrated employment and leadership development for people with disabilities), participating in the group's events like dances and field trips, and also enjoys helping out at the store.

In fact, both kids have been involved in the business from a very young age and often accompany their parents to the gem shows, which can be located all around the country and abroad. The major show for the Hoffs, however, is the Vegas trip in May/June. This is where they plan their inventory for the year, learn about the

year's colors, the latest styles/trends and choose their merchandise for the store. They always try to keep things up to date and they personally hand pick everything themselves. In fact, the Hoffs are actively involved in the whole process for the customer. They even go to these shows often with a particular customer in mind to select a piece specifically for them. They have a personal interest in everything that is going on in the store. The Hoffs do not just fulfill the role of "supervisor," and it shows in all they do.

"My favorite part about this business is the ability to serve the community I have called home for



*Visit [hoffjewelers.com](http://hoffjewelers.com) for wedding proposal ideas and info on diamond selection, custom options, birthstones and jewelry care.*

almost all my life," says Eric. "Buying jewelry is almost always a very personal experience and I am happy to be a part of such important times in people's lives." In fact, community is one of the things they love most about Clifton Park. "It seems so big, but it's really small," says Michelle. "There is a lot of community support and involvement here." "It has a home town feel to it," Eric adds. "It's still really a small town."

The Hoffs are instrumental in the community themselves, and

offer a corporate buying program for businesses that would like to buy their holiday or sales awards gifts for their company. And for the customer that is looking for a more personal gift, you can expect to gain full knowledge of your possible purchase before you walk out the door – whether if you plan to buy or not. It is important to the Hoffs that their customers are knowledgeable about what they are looking for and are educated for these very important decisions, regardless of where they are shopping.

After chatting with the Hoffs and walking around the new standalone store that was built in 2010 on Route 9 across from Walmart, the thing I noticed the most was their sincerity and their honesty. The passion for the craft behind custom jewelry and repair was certainly evident, but the honest, down-to-earth interaction was what impressed me the most. Whether if they were talking about their family activities or the business itself, it was filled with laughter and frankness. It is obvious why the Hoff family has been considered such a trusted fixture in the community for the

last 25 years! ■

Do you know a neighbor who has a story to share? Nominate your neighbor to be featured in one of our upcoming issues! Contact us at [jcaputo@bestversionmedia.com](mailto:jcaputo@bestversionmedia.com).

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# CHRONIC SINUSITIS

## New procedure helps patients breathe easier

By David Martin, MD | Ellis Ear, Nose & Throat Care

When we get a cold, it usually goes away in a week or two. For many who have chronic sinusitis, however, symptoms such as stuffiness and pressure do not go away and can be quite uncomfortable.

Chronic sinusitis causes headaches, nasal congestion and a decreased quality of life. Most sinus infections are successfully treated with medications, often antibiotics. In cases of prolonged sinusitis, topical treatments are commonly

utilized to treat the inflammation. When medical treatment fails, surgical treatment can be utilized to relieve the symptoms.

Chronic sinusitis may be caused by family history, allergies, nasal polyps, sinus disease, as an effect of asthma, or in some cases, the cilia do not cleanse the sinuses properly. When medications have failed, most patients can benefit from a surgical procedure called Balloon Sinuplasty.

This minimally invasive, outpatient procedure can alleviate blocked sinuses through the insertion of a guided catheter into the nostrils. It allows a balloon to be inflated in the sinus passageway, dilating the opening. This results in improved drainage of the treated sinuses. The balloon is inflated for approximately 10 seconds per sinus, and the entire procedure lasts less than an hour.

Compared to traditional surgical treatments for chronic sinusitis, Balloon Sinuplasty is less invasive in that little or no tissue is removed and it leads to quicker recovery. The procedure, which boasts a 97% success rate, relieves symptoms caused by chronic sinusitis, allowing patients to breathe better through their nose.

If you have, or suspect you have chronic sinusitis, talk with your doctor to determine the underlying cause or to be referred to an otolaryngologist, a doctor who specializes in ear, nose and throat conditions. ■

### Symptoms of Chronic Sinusitis

- Headaches
- Nasal congestion/discharge
- Postnasal drip (mucus drips down the throat from the nose)
- Sore throat
- Fever
- Cough
- Fatigue
- Bad breath



Dr. David Martin is an experienced, board certified otolaryngologist with Ellis Ear, Nose & Throat Care. He was among the first doctors in the Capital Region to perform the balloon sinuplasty procedure. Dr. Martin is accepting new patients at the Medical Center of Clifton Park, 103 Sitterly Road, and at 624 McClellan Street, Schenectady. For more information call 518-579-2990.



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Photos: Elio Photography | Matt Ramos Photography | Bigler Productions



# Orange Glazed Chicken Salad

By Emilie Nadler

Make the last of the winter orange season with this fresh salad! This recipe is simple and healthy; it takes 20 minutes to make and tastes delicious. Serves 2.

## CHICKEN

2 chicken breasts, pounded to about 1/2 inch

1 tsp of olive oil

Juice of half a medium sized orange  
(any variety should work)

Salt and pepper to taste  
(about 1/4 tsp of each)

## SALAD

Lettuce  
(any greens will work)

1 medium sized orange

1/4 cup of slivered almonds

1/2 tsp of sesame seeds

Cilantro  
(if you don't like cilantro, try replacing with basil)

## DRESSING

Juice of half a medium sized orange

1 Tbsp of olive oil

2 tsp of balsamic vinegar

1/2 tsp of mustard

2 tsp of low sodium soy sauce

1 medium clove of garlic finely chopped

Sriracha or hot sauce to taste (optional)


Heat 1 teaspoon of olive oil in a pan on medium heat. Salt and pepper the chicken breasts and put them into the skillet. After you first flip over each piece of chicken, pour orange juice over the breasts. Allow the chicken to cook thoroughly as the orange juice begins to thicken (about 4 minutes on each side). Once chicken is done, put aside and let cool.

Roast the almonds and sesame seeds under the broiler for about 2 minutes or until they begin to brown. Put aside to cool.

To assemble the dressing, combine olive oil, orange juice, balsamic vinegar, soy sauce, and mustard. Whisk together ingredients and then add the garlic. Put aside.

For the garnish, segment the orange and finely chop the cilantro. Put aside. Slice the chicken breasts. Then toss the lettuce with the toasted almonds and sesame seeds, orange segments, and most of the dressing, reserving some for the top. Put chicken on top of the salad, drizzle on the extra dressing and top with cilantro. Enjoy!

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# Landscape Design Tip: Blend the Barriers

By Karen Redick, Redbud Development Inc.

As winter releases its grip, and as an antidote to cabin fever, many homeowners begin to plan improvements to their landscape spaces. You dream about having a drink with friends on the pool patio and grilling steaks on the new built-in barbeque. You imagine the smells and the colors of the lush plantings that will surround you as you enjoy the warm weather this summer.

As you begin the process, remember that landscape design is more than achieving four-season color in your planting beds. A good landscape design professional should do two basic things when working for you. First, they should ask questions (the right questions) and listen intently to your answers. Some of those questions should be: What do you like most about your property? What do you dislike? How do you want to spend time in the landscape? What is the goal? To relax? To entertain? To play with kids? How often



*Before (Above): Little thought was put toward designing the space, just a pool with a fence surrounding. After (Below): Same pool. A new liner installed, a new patio built and multiple sitting areas created including one with a roofed structure. The fence surrounds the total space. Creates a completely different experience.*



do you entertain and for how many people usually? Second, the designer should look beyond the immediate areas of interest (pool, deck, patio, etc.) and they must consider the inside of the house and how it relates to the exterior. The layout of the house, the traffic flows, the locations of doors and windows and even the location of the restroom can all impact the exterior design of your yard. Understanding both your lifestyle and your sense of style will result in a more pleasing and functional space.

Imagine you are hosting a pool party with 15 or 20 guests. All the guests will not be on the deck or in the pool at the same time. Some will be in the kitchen gathering snacks, a few will be relaxing by the fire pit with a drink, then a group will be in and around the pool. Add in a few wet children who need to use the restroom and you can see the importance of layout and traffic flow! When you can effortlessly flow between the inside and outside spaces and there are views and lines of site between the spaces, it creates a wonderful experience. When your outdoor space is beautiful and easy to use, you will be inclined to use it more often.

A good comprehensive landscape design will maximize your outdoor space and get you a better return on the investment you are making with your home improvement project. Realize that small tweaks to your interior space can have a big impact on how you enjoy your exterior space. Find a landscape designer who truly understands design and will listen to your needs and wishes.

Discover more at [redbuddevelopment.com](http://redbuddevelopment.com) or call 518-691-0428. ■

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# CALENDAR OF EVENTS

## Saturday, April 4

### CODE BLUE ANNUAL 8K RUN

@High Rock Avenue, Saratoga Springs

The Annual Code Blue 8K is a fundraiser for the Saratoga Springs Code Blue Emergency Shelter. The Shelter serves homeless people in Saratoga Springs who might otherwise remain unsheltered during periods of extreme winter weather. There is a \$2,000 cash award for the fastest time under 22:30! *Cost: \$25*

## Now through Sunday, April 19

### BUTTERFLY HOUSE AT MISCI

@Museum of Innovation and Science, Schenectady

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## Saturday, April 11

### PUPPET SHOW

@The Genius Plaza, 511 Moe Road, Clifton Park

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## Friday, April 17

### MINIATURE PAINTING WORKSHOPS

@Tang Museum, Skidmore College

Painting workshops with artists Talha Rathore and Hiba Shahbaz. Reservations are required.

*Time: Noon-2pm, 2:30pm-4:30pm | Cost: FREE | 518-580-8080*

## Weekends April 17 through May 3

### THE MAN WHO CAME TO DINNER

@The Home Made Theater at the Spa Little Theater

In this Broadway classic, it's Christmastime, 1938 in a small Ohio town when famed author and radio personality Sheridan Whiteside comes to dine at the Stanley family home.

*Cost: \$24-\$27 | 518-587-4427*

## Friday, April 17 through Sunday, May 10

### HAMLET

@Capital Repertory Theatre

See Shakespeare's Hamlet directed by Kevin McGuire.

*Time: 7:30pm-9:30pm | Cost: \$20-\$65*

## Saturday, April 18

### FREE MONTHLY CLASSIC FILM

@Ballston Spa High School Auditorium

"The Master of Suspense presents a 2000-mile chase across America!"

*Time: 6:45pm-9pm | Cost: FREE*

## Saturday, April 18

### DEBBIE FOWLER "FRAGRANCE IN THE DESERT"

@Northshire Bookstore, 424 Broadway, Saratoga Springs

Galway resident Debbie Fowler joined her husband for a two-year assignment in Kuwait and quickly began to work with victims of human trafficking there. She writes vividly of her experiences and of the women she met. *Time: 7pm | Cost: FREE*

## Saturday, April 18

### ESTHERVILLE ANIMAL SHELTER ANNUAL SPRING LUNCHEON

@Van Patten Golf Club, Clifton Park

Estherville is a privately owned "no kill" animal shelter that relies on fundraisers and donations. Please join us this April to support our continued efforts in rescuing animals. Silent Auction and Raffle table celebrating our 60th anniversary!

*Time: 12:30pm-4:30pm | Cost: \$35 per person | 518-893-7451*

## Sunday, April 19

### AUTISM INFORMATION FAIR AND CARNIVAL

@Saratoga Springs City Center

April is Autism Awareness Month. The 4th Annual Autism Information Fair assists parents, families & caregivers in their search for resources. Sponsored by the Law Offices of Wilcenski & Pleat, LLC, Saratoga Bridges, The Skidmore College Psychology Department and Parent Network of the Capital Region.

*Time: Noon-3pm | Cost: FREE*

*518-587-0723*



# Welcome to the Neighborhood

By Pete Bardunias, President/CEO, the Chamber of Southern Saratoga County



518 Acupuncture brings a new kind of clinic to 632 Plank Rd in Clifton Park – traditional Chinese medicine! On ribbon cutting day, Assemblyman Jim

Tedisco (seated) got a chance to try out some of the needles, which are seen in the photo. Owner Ashley Wells (3rd from L) joins Clifton Park Town Councilwoman Amy Standaert (3rd from R), CSSC President/CEO Pete Bardunias (2nd from R) and other local businesspeople in sharing in the celebration. Pete tried out a treatment for the first time and Ashley skillfully inserted needles in just the right places to relieve stress and tension. According to experts in the field, traditional Chinese medicine is powerful because it compliments the body's natural ability to heal itself. Ashley herself was able to greatly reduce her own need for an asthma inhaler through acupuncture.

The Chamber Spotlight is sponsored by Mangino Buick GMC, a family owned and operated business for over 36 years, now celebrating almost one year in their new state of the art Buick GMC facility on Saratoga Road in Ballston Spa.

They are thinking big at Purebred Athletics, 11C Solar Drive, Halfmoon! With all the attention on health and wellness, is it any wonder that people of all ages (including Assemblyman Jim Tedisco, Halfmoon Town Supervisor Kevin Tollisen and Councilwoman Daphne Jordan) came out to wish owners Caleb Nelson, Ian Hogan and their team well



in their new business venture? Purebred Athletics believes that a circle of friends creates accountability as well as

comfortability, making it easier to maintain a healthy lifestyle. People train as a group and grow healthier as a community. And being healthy is affordable, since Purebred offers customizable packages to fit any budget.

Meet other business neighbors at [www.southernsaratoga.org](http://www.southernsaratoga.org).



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Here's a glimpse of the Art in Public Places featured artists who will be showing their work at the Clifton Park-Halfmoon Public Library during the month of April.

Saratoga Arts' mission is to enrich the region by cultivating a vibrant arts community and by ensuring the arts are accessible to all. Saratoga Arts' Art in Public Places program is at the core of its mission. This program displays the artwork of Saratoga

Arts' member artists in over sixty exhibitions per year in venues throughout Saratoga County, including the Clifton Park-Halfmoon Public Library.

For more information, visit Saratoga Arts online at [www.saratoga-arts.org](http://www.saratoga-arts.org). ■



*Photos by Frank Coletta*

## Frank Coletta

Frank Coletta is a long time resident of Clifton Park who left his position as an art teacher at the Shenendehowa High School to minister with the Clifton Park Church of Christ. After 35 years of ministering, he has once again taken up his love of art. His April showing at the Clifton Park/Halfmoon Public Library will feature delicate animal and landscape drawings in pen and ink and colored pencil. Many of the subjects of this exhibit come from a farm in Green, NY, and from the Black Lake area in Rossie, NY. Frank Coletta's drawings have been exhibited nationally and locally in many juried shows. ■



*Photo by Chris DeMarco*

## Chris DeMarco Wildwood Days

This image was made during the last 10 years. I've spent a lot of time photographing in resort towns along the east coast including Asbury Park, Cape May, Myrtle Beach and Atlantic Beach SC. Wildwood, New Jersey has always been one of my favorite places. I enjoy discovering the lively combinations of colors and shapes in the shops and games along the boardwalk. It's especially nice off-season when you can find weathered remnants of vintage buildings and amusement park rides. ■

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# You Have an Offer on Your Home, What's Next?

By Gerry Magoolaghan, Associate Real Estate Broker & Staging Expert

So you selected the right realtor, one who will actually "sell" your home rather than just "list" your home. You've cleaned and staged it and now you have an offer from a buyer. Time to break out the champagne and start packing, right?

Well not so fast, you're only halfway there. The professionals you choose and the advice they give can get you to the finish line or jeopardize your deal, so be very careful. A key person at this stage is an attorney. I suggest picking one who is willing to communicate and work with your realtor. Most any attorney is qualified to review a real estate contract and advise you on the legalities. However, like all aspects of the law, there are attorneys who specialize in real estate and regularly work with realtors. You may have the best estate attorney in the area, but are the attorney and their support staff experienced in handling real estate deals? I recommend using an attorney who specializes in real estate transactions.

Often, the offer that you and the buyer negotiate and accept through your realtors is not the final deal that is brought to the closing table. It is important that your attorney is comfortable with the fact that your realtor is an integral part of responding to changes asked for by the

buyer's attorney. Why? Because the attorneys are usually not privy to what it took to get an acceptable offer and the realtors can provide this valuable perspective.

Let's face it, you shouldn't ask your realtor for advice on matters of the law, and to the same degree, while your attorney needs to be the one responding to any changes to the offer, it is you, your realtor, the buyer and their realtor who should be discussing and negotiating any changes. Then, the negotiated agreement is communicated to your attorney so that she or he may respond and finalize your sale.

So remember, don't leave your realtor in the dark while your attorney negotiates your deal. It's a team effort between you, your attorney and your realtor that will get you to the closing table. And, if you want a realtor who will "sell" your home, please call me, I'd love to work with you and your attorney. ■



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