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THE INDEPENDENT — Traister &amp; Wachman

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Entrepreneurs bring people together. This column has analyzed the topics of networking, counseling, advising, mentoring, outsourcing, partnering and negotiating. *Détente* is the word that comes to mind for this week's topic.

Sag Harbor has been the subject of an interesting debate. The Save Sag Harbor organization has made an effort to live up to its name. I've attended a couple of open meetings and listened to their position. Basically, they like the way things are in Sag Harbor, it's a very special place. They would like to do everything they can to keep it that way.

Another group is the Sag Harbor Business Association. The group is comprised of business owners in the Village of Sag Harbor. Many of the individuals involved have lived and worked in Sag Harbor for decades and own and operate the locations on Main Street and the surrounding area. They could have named their group *We've Worked Hard All of Our Lives and We Haven't Raided Your Pensions, Please Keep Your Hands Off My Life Savings Association*.

Lest you think I lack an appreciation for Sag Harbor, I too would love to save Sag Harbor. I would like it to be kept exactly the way it is for my children. When they are grown, I want their children and their children's children to shop at the

Wharf Shop, the Variety Store, stop for pizza at *Conca D'oro*, pick up groceries at *Schiavoni's Market*; maybe see a film at the Sag Harbor Movie Theater and, the next day catch a *Kid's Street* production at Bay Street Theatre. Wait a minute. Isn't the movie theater for sale? Is Bay Street looking for a new long term lease? Things might change drastically in the next couple of years, let alone a generation or two.

Maybe, we can bring together the aforementioned organizations and convert the movie theater into a beautiful Sag Harbor centerpiece. It's been done before. Within the last 12 months, I've attended or supported fundraising events at the Westhampton Beach Performing Arts Center, The Patchogue Theatre, The Count Basie Theatre in Red Bank, NJ and The Tarrytown Theatre. Each of these wonderful venues was renovated or will soon be renovated into state-of-the-art facilities. They are all located in the midst of old-style towns that have enjoyed a renaissance. Local businesses, such as the members of the Sag Harbor Business Association thrive in this environment. Community organizations, businesses, professional fundraisers and philanthropists made it happen.

Path To Success has been involved in many similar successful challenges.



Never have I witnessed a perfect storm of events that would lead to a win-win for all involved. Save Sag Harbor would be able to partner with the Business Association in an effort that would allow the owner-operated stores in town the opportunity to thrive for years to come.

The movie theater owner would be able to sell the theater for a fair price and/or tax deduction. A newly formed non-profit group would extend a favorable lease to the Bay Street Theatre. Currently, Bay Street Theatre is being courted and has been presented several possibilities and may have quite a few enticing offers. I don't claim to know all the answers. Just sayin' I'm a dreamer and dreams do come true when people work together.

To learn more about Save Sag Harbor, Bay Street Theatre or The Sag Harbor Business Association please read the short synopses below or visit their web sites at: [savesagharbor.org](http://savesagharbor.org), [sagharborba.org](http://sagharborba.org) and [baystreettheatre.org](http://baystreettheatre.org). To com-

ment on this article or enlist the support of Path To Success, go to [pathtosuccess.com](http://pathtosuccess.com).

Save Sag Harbor. Save Sag Harbor was started as a community-based effort to keep Sag Harbor from becoming overrun by big chain stores, and to make sure that family- and locally-owned businesses can continue to thrive here. We want to protect the sustainability of Sag Harbor's many small stores and the social, cultural, and environmental aesthetics of the village. Their proprietors are our friends and neighbors, and if they are pressured to close their doors, the character, and in fact the "brandable" nature of our village, will change irrevocably.

Bay Street Theatre. Operating from March through December, Bay Street is dedicated to presenting new, classic and contemporary works, which challenge as well as entertain, speak to our diverse community and champion the human spirit. It is our mission to create an artistic haven, where an extended family of established and emerging artists may flourish in an atmosphere free from commercial pressures.

Sag Harbor Business Association. The Sag Harbor Business Association has been formed to address critical issues facing Sag Harbor commercial businesses and commercial property owners. Membership in the organization is extended to Sag Harbor Business District building owners, retail owners or those in the hospitality or service business.

For more information on how you can make your business more creative and more profitable, log on to [PathToSuccess.com](http://PathToSuccess.com).



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POB 610, 6278 RT 25A  
WADING RIVER  
(631) 929 3400  
[1kerry@allstate.com](mailto:1kerry@allstate.com)



**SANDY FABRICATORE**  
POB 610, 6278 RT 25A  
WADING RIVER  
(631) 929 3400  
[sandyfabs@allstate.com](mailto:sandyfabs@allstate.com)

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