

James Lane

— POST —

Spring 2021

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Sailor
Brinkley-
Cook

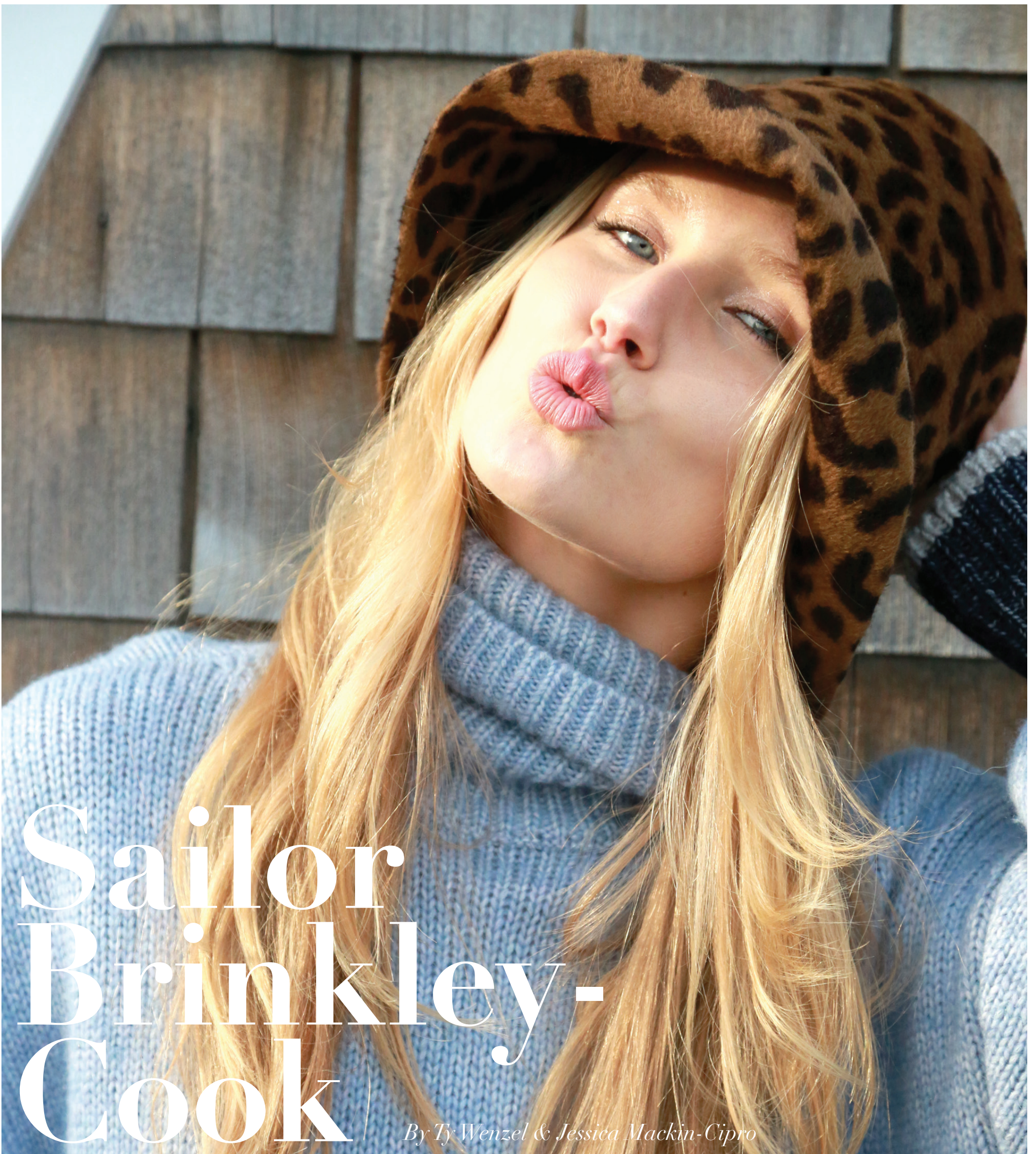
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Sailor Brinkley-Cook

By Ty Wenzel & Jessica Mackin-Cipro

Sailor Brinkley-Cook believes that a model can be not only a pretty face, but also a loud voice. She started modeling as a teenager to much success — following in her mother Christie Brinkley’s footsteps — and among her many talents, she has been an advocate for body inclusivity within the industry. She has been vocal about her struggles with body dysmorphia, and hopes to help others feel less alone. The East Ender believes in being her own hero, because “everyone should be their own hero,” she tells us.

Her photography work is impressive — she even shot her own photos for this Covid-safe James Lane Post cover shoot — and her recent stint on “Dancing With The Stars” brought much national attention just prior to the Covid-19 pandemic.

We caught up with Sailor to talk about all of it, from lessons learned through the pandemic to what’s most important in life, and how her family is her home base, her beginning, and her end.

Growing up on the East End, Sailor reflects on how it has inspired her down-to-earth, grounded mentality and how the sense of community has inspired her life.

How did growing up on the East End influence the person you are today?

I think people that don’t live out here year-round have a lot of misconceptions about the East End. Most people assume that it’s just filled with constant parties, luxury, and excess. My perception of the East End is an area filled with lovely, down-to-earth people that put their hearts and hard work into the environment and the local community. When I moved to the city after high school I came to appreciate my upbringing out here even more. Everything moves at a less rushed pace and there’s such a strong community that’s really wholesome and special. After school my friends and I would drive to Montauk and get smoothies, hike the dunes, and spend time together. Growing up out here really allowed me to have a normal childhood where I didn’t feel the pressure to grow up too fast. It really shaped me to always maintain a down-to-earth, grounded mentality no matter what happens in my life.

What does the perfect day on the East End look like to you?

My perfect day would definitely be spending the day outdoors with my friends. There’s so much natural beauty out here and so

many secret spots to hang out at and hike that feel really unaffected and organic. I love hiking the trail systems we have out here, or walking out to Cedar Point, or just going to a less popular beach that feels secluded and special.

What are a few of your favorite places on the East End (restaurants, beaches, markets)?

Right now one of my favorite food spots is out on Shelter Island, a French restaurant called Marie Eiffel. My family and I sat outside there, Covid-friendly, this summer and had the most delicious meal and Marie the owner is the sweetest woman who makes you feel right at home. I also love Tutto Il Giorno as well as Provisions in Sag Harbor. I’ve been eating Provisions since before I can remember, their food is a staple in my life and it’s all whole, organic ingredients that are so nourishing. As for my favorite beaches . . . well I’m not going to give those secret spots away!

On social media you lift up others and encourage body confidence, celebrating imperfections, and creating an authentic image. How have your followers reacted? Why is this important to you?

It’s super important to me to be transparent about my imperfections on social media because I just can’t imagine being a young person growing up in the social media age and how damaging it must be to unconsciously compare yourself to so many people daily. I dealt with a multitude of body image issues and self esteem issues growing up, so I’m super thoughtful of what I post in relativity to the young people that are looking up to me. I want them to know that they are heard, they are beautiful, and so worthy of a happy life. No matter what they might be going through, they are not alone, they have the strength to overcome anything, and they deserve to believe in the beauty of their natural selves.

I’ve struggled with how to properly use my social media for something good, outside of sharing selfies that really don’t serve much of a purpose. Recently, especially during the pandemic, I find that sharing inspiring words of self-love and overcoming hardship is the most useful way to use my social media. A lot of people have reached out to me saying thank you for sharing what I do because they didn’t think anyone else felt the way they did

and it’s comforting to know they’re not alone. That, to me, is the most fulfilling and important way to use my platform right now.

You have been open about your struggles with body dysmorphia, thank you for that. Do you believe that by speaking out, it has helped reshape the modeling industry to be more body inclusive in recent years? Where do you think we can do better?

I strongly believe in the power of talking things out and that the more that you vocalize a struggle the less power it’s capable of having over you. I think, recently, the world has become more open to truly listening to and having empathy for those “uncomfortable topics” that we all go through and because of that so many people have become more transparent on social media and in interviews saying, “Hey, I dealt with this and I don’t want you to deal with it too, so let me talk about it and how I came out the other side.” or “Hey, I deal with this and it’s okay if you deal with it too, you’re not alone.” Those are really important conversations to start having and hearing something from another person’s perspective is always eye-opening.

When it comes to my struggles with my body issues and depression; I’m in a headspace where I’m thinking “Hey, if there’s anything useful I can do with that pain that I felt at my worst, it would be to help make sure no one else feels as alone as I did when I went through it.” Not only do I hope that me being open about these things helps someone else, but it also helps me by making those demons less scary and more of what they really are, natural parts of life that with time and putting in work you can get a hold of.

I also definitely see a massive shift in the modeling industry, not only with the inclusivity of body types but also in the willingness to share a model’s story and present each model as an individual with a lot to say. That’s a really beautiful thing to see, that a model can be a pretty face *and* a loud voice.

How do you achieve healthy mind, body, and spirit balance, especially during current times?

Everything starts with gratitude. I have days where I get so upset, I miss the world, I miss my friends, I miss any shred of my normal life. But then I always remind myself how absolutely blessed I am. I am healthy, my family is healthy, I have a roof



over my head, food on my dinner table. I constantly keep myself in check and count my blessings daily. There is so much pain in the world at the moment, to keep ourselves afloat we just have to focus on the good. I've been really listening to my body and mind as well. I've been prioritizing daily movement, I like dancing or going for a run or doing yoga, really any kind of energy release that feels good at the moment. I also don't get upset with myself when the world feels heavy and I can't get as much done as I planned to. I'm moving through my days with grace and doing my personal best. I can't wait till we're all vaccinated!

The past year has been challenging. Any reflections? What has the experience taught you?

I think, first and foremost, it has taught us the fragility of life. How quickly our worlds can be turned upside down. One minute you're dancing in a crowded room with your friends and the next you're cooped up in your apartment scared and alone. This has been a heartbreaking year. I think if there's a silver lining it would be that this year of isolation has really forced me to sit with myself in a way I don't think I ever would have if it weren't for a global pandemic. I'm very reliant on my close friends and love to be around them most of the time so I hadn't truly spent this much time with myself ever. I love to travel, move around, and do multiple things at once. I never thought that was a bad thing but I realized it was a lot of distracting myself from things I didn't want to face. This year gave me the time and space to face them and figure them out. I describe the quarantine experience as like one big sauna we're all in, and we're all sweating out the things we never wanted to come out and finally detoxing our lives. It's pretty beautiful how we're all really collectively transforming.

Tell us a little about your experience on "Dancing With The Stars" - you're so talented!

"Dancing with the Stars" was such an awesome experience. Being on the show was a really life changing moment for me. I don't think I could truly sum up the whole experience in one interview answer! I had never, ever thought I would be able to perform, let alone DANCE, on a stage in front of anyone. I'm such a big fan of dancers, musicians, and Broadway performers. I'm really obsessed with the arts but I always thought I would be on the outside of it and never thought I had the guts to do it myself. Being sort of pushed onto DWTS after my mom's injury was a push I really, really needed in my life. It changed my perception of what I'm capable of and it felt like a whole new side of my world was unveiled to me. I was paralyzingly nervous every single time I went up on that stage. But the second Val and I would finish our dance it was such a rush, like a massive adrenaline high. I wouldn't be able to stop smiling. And I loved dancing so much. I loved the whole experience. The practices were so fun and filled with the most amazing energy. Everyone on the show was so lovely and welcoming, and for the time I was on it I really felt like a part of a big, beautiful showbiz family. I cried so hard when I got voted off, not because I was pissed I was getting voted off a TV show, but because I was going to miss the people and that energy so much. Overall I'll forever be so grateful for my time on the show and will never stop telling stories about my time on it. Haha!

We love your photography! As a photographer, what inspires you?

Thank you! I've got to start taking more photos. Photography was my first love in life. Photography has always been something I've been drawn to and I'll always be drawn to. I love looking at beautiful photographs. I went to a school that was very encouraging of following your passions so I started taking daily photography classes by the time I was in 8th grade. I worked with film and developed my photos in the darkroom the first year and I think that's where I really fell in love. I loved watching the picture appear on the paper during the developing process, I think it's the closest thing to magic I've experienced. Photography is literally Latin for drawing with light. That's so cool. So from that I get really inspired by beautiful light because it reminds me of that darkroom process, the dark black tones and the light white tones. I also get inspired by people. I haven't been doing any intentionally set up shoots recently but I always bring around a disposable camera or my point and shoot and take photos of my friends. I think in the near future though, with some of the projects I'm working on, photography will definitely take up a bigger role in my life.

What do you think we can learn from the past year? How can we do better?

Wear a mask!!!! Get vaccinated! And please think of how it will affect others when you choose to make a reckless decision.

Who are your heroes and why?

My friends and my family are my heroes. And I'm my own hero. My family is my home base, my beginning, and my end. They inspire me daily and we're all so different, there's never a dull conversation in this house. And my friends are my sounding boards. Just like my family members, all my friends are so different from one another and each teach me a different lesson when I catch up with them. I don't know where I'd be if it weren't for my friends. I have like five really close friends and they've supported me in all the phases of my life and inspire me to be my best. I'm so grateful for them. And lastly, I'm my own hero because everyone should be their own hero. I could list off a bunch of inspiring celebrities as my heroes, but I think it's the people you interact with daily, especially yourself, who you learn from the most. Jane Fonda isn't going to be there for me at three in the morning when I need a pep-talk, but I'll be there!

What are you working on? What do you hope to accomplish in the next year or so?

I'm working on an exciting project right now. I'm keeping it to myself for the time being but it's something that I feel is really in tune with what I want to do in this life and I can't wait for it to be out in the world.





CMEE's Covid Response

By Jessica Mackin-Cipro



Photos
Courtesy
CMEE

Since the start of the Covid-19 pandemic, the Children's Museum of the East End has transformed into a food pantry on Thursdays, serving some of the community members most in need.

It was because of this need that the Food 2 Play food pantry at CMEE was formed. The initiative aims to ensure that the most vulnerable in our community are provided with enough to eat.

"Kids can't play if they're hungry," said Steve Long, CMEE's president.

While CMEE, like so many other non-profits, lost expected revenue in 2020 — to the tune of \$750,000 — the team remained on a mission to serve East End families and children.

Through partnerships with other local non-profits, members of the East End business community, and financial contributions from donors, CMEE has been able to provide food for over 70 families on a weekly basis — offering boxes of pantry items as well as fresh produce.

According to CMEE, "94 percent of the families participating in this food pantry are Spanish-speaking and have previously partici-

pated in the museum's outreach programs for underserved children, including its family literacy classes and Head Start preschool."

And now, a year into the pandemic, the museum has provided food to over 200 different families and over 1000 people within the community.

Many of the fundraising efforts at CMEE have gone to support the Covid-19 response mission. This includes its sold out "Egg-A-Palooza" fundraiser, and an upcoming poker night.

"Egg-A-Palooza" was modeled after the museum's popular Gingerbread House at Home Fundraiser. "Egg-A-Palooza" allows families safely enjoying one of the museum's longstanding community events, the Mad Hatter Egg Hunt.

"When I realized that we'd have to cancel the Mad Hatter Egg Hunt this year, I don't know who was more disappointed . . . me or my boys," said Long. "I'm grateful that the museum staff continues to think up innovative ideas that allow families to enjoy CMEE while allowing us to serve the East End's most vulnerable."

Families were invited to purchase and pick up take-home egg hunt kits, each including complimentary donut from Grindstone Donuts in Sag Harbor.

All money raised during "Egg-A-Palooza" goes directly to the families served by the museum's Food 2 Play initiative.

Former NBA All Star and Knicks power forward, Charles Oakley will host CMEE's Virtual Poker Night Fundraiser on Thursday, April 8. All money raised during the online event will also directly benefit museum's ongoing Covid-19 response efforts.

"I'm delighted that the 'Oak Tree' himself is joining in our efforts to ensure that the vital needs of the most vulnerable in our community are being met," said Long. "If his talent at the table is anything like his skill on the court, the night is sure to be as competitive as it is fun."

Utilizing the same poker platform used by the World Poker Tour, ClubWPT, CMEE supporters will compete in a No Limit Texas Hold'em tournament with progressive blinds. The evening's top performing players will win prizes like a rum and cigar set from Diplomati-

co, a basketball signed by NBA Hall-of-Famer Walt "Clyde" Frasier (plus a gift card to spend in his celebrated Hell's Kitchen restaurant), or dinner at Scarpetta Beach at Gurney's Montauk.

"Though it's been a tough year for everyone, CMEE has continued to offer families hope for the future," said museum trustee, Kevin Dudley. "The money raised during this event will enable the museum to make even more of an impact in the lives of children living in the East End."

Tickets start at \$300 per player. Businesses can purchase a branded, dedicated table for eight players for \$2,500.

Over the past year, the museum has also hosted virtual support groups to help families cope with the effects of the Covid-19 pandemic. To combat summer learning loss, CMEE also launched a digital Literacy Club and distributed about 200 books to low-income families.

The museum itself is now open to the public at limited capacity, following all CDC guidelines.

For more info, visit www.cmee.org.



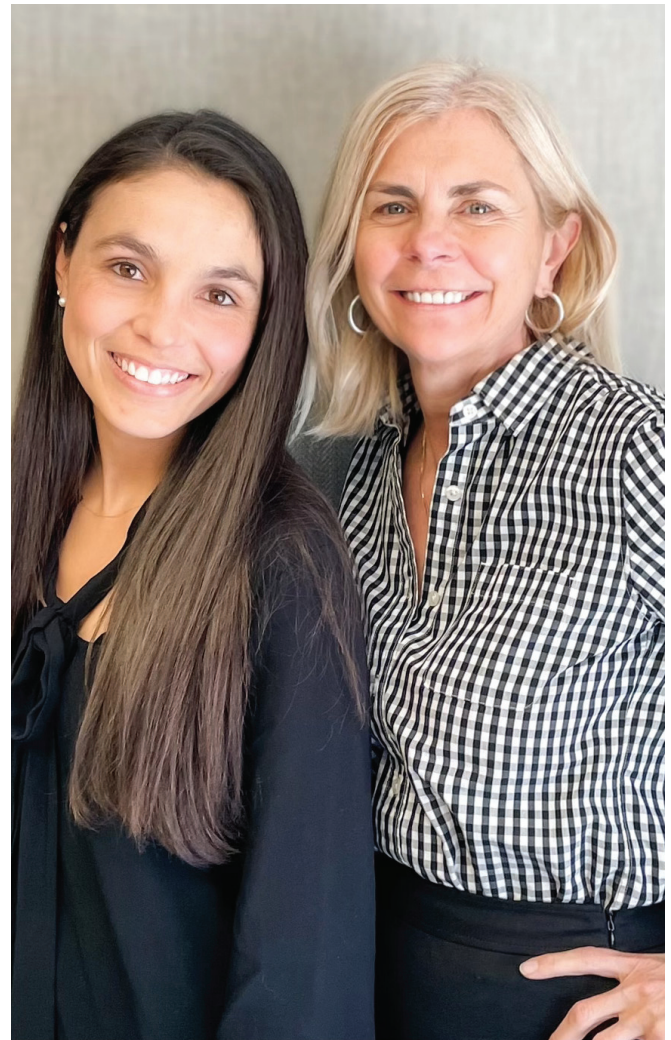
North Fork Lifestyles

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725 Terry Lane | Southold, NY
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Work With Us



Equestrian



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Rent



4800 Nassau Point Road | Cutchogue, NY
MLS# 3264953. \$10,000 - \$40,000.

Land



360 & 1080 9th Street | Greenport, NY
MLS# 3289657 & 3289661. \$650,000 & \$600,000.

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Preserving Bonac History

By Jessica Mackin-Cipro

The goal of the East Hampton Historical Farm Museum, situated on the corner of Cedar Street and North Main Street, is to preserve Bonac history and culture. The museum is focused on the Bonac families who farmed the local land between the years of 1880 and 1930.

"I'm a 12th generation Bonacker," said Prudence Carabine, the chairman of the museum's board, who spoke to James Lane Post about the museum.

The term Bonacker comes from Accabonac Harbor in Springs. Many of the original Bonac families in Springs were among the very early settlers of East Hampton, having come from England in the 17th and 18th centuries. For hundreds of years they made their living as baymen, fishermen, and farmers.

Carabine has a deep interest in East Hampton, the place she calls home, and says it is "very special in the world."

With a background in nonprofits, she has been rallying volunteers on the East End for decades. She was instrumental in starting Maureen's

Haven, a homeless shelter, and the East End's Habitat for Humanity, building homes for those in need in the mid-'90s.

Following her run for town board in 2009, when the town posed the question, "What should we do with the Lester Farm?" and its 18th century Selah Lester farmhouse, Carabine stepped in with the idea to start the Farm Museum.

At the time, the East End's maritime history had been widely celebrated, following the reopening of the Amagansett U.S. Life-Saving & Coast Guard Station, serving as a maritime museum. Carabine saw the need to focus on East Hampton's farming history, which provided a livelihood for many Bonackers during this time period.

"The fishing angle was getting lots of romantic coverage," she said. "This is not as romantic as a life on the sea, but it is a bona fide way of life. It is very difficult, but can be very rewarding."

"You need vegetables to go with that fish," she added. With that Carabine was able to memorialize the history of the farming industry and

Bonac life in East Hampton, opening the museum in 2014.

"We haven't bought anything in the barn," she said of the museum's current display. All of the museum's items have come in the form of donations from Bonac families. And unlike most museums, you can touch most of the objects on display.

The time period that the museum focuses on was a significant time in the development of East Hampton — a time when a tremendous amount of change took place "socially, economically, and industrially," she said.

The railroad, which came to town in 1895, brought in laborers from Italy and Sicily. Many who worked for the railroad received a plot of land.

"Industrialization brought equipment that had up to that point been handmade," she said, and "the social atmosphere was changing."

Sears, Roebuck and Co. catalog started to sell equipment to farmers and fisherman, while a dusty Main Street saw its first automobile. It was a time of businesses development — Roy Lester's farm taxi, which is now at the museum, would bring people from the train to the beach. Dr. Ed-

wards, the town's first doctor, came to town, and churches began to organize — offering weddings, funerals, and Christenings.

Life became "easier than it had been" in the past, according to Carabine. "People began to have more free time with family and friends," she said, and the beach was always a draw.

And because of the influx of money, many more people came to farm and fish.

"There were all kinds of businesses that were developed to accommodate the enjoyment of free time, which added to people's bankrolls and to their enjoyment in being out here. A lot more people started coming. Even the depression did not really slow that down."

"Freetown is the only community in the United States that I am aware of where three cultures lived, worked, went to school, and partied together," she said. "The three cultures hung out."

Freetown was the area just north of East Hampton Village. After slavery was abolished in New York State in 1827, freed Black slaves were relocated to small houses in the area. In 1879 after Arthur W. Benson bought

10,000 acres around Montauk, many from the Montaukett Indian tribe were relocated to Freetown as well.

Today, the museum is used as a cultural center and a way to preserve Bonac history. What Bonac life represents, said Carabine, is "ethical ways of living by nature's standards — by land and by sea." She believes they are still "valuable life lessons."

"We have become a cultural center with activities that bring out Bonac," she said.

It's a way to show "we're still here," she added. And while staying here has become increasingly difficult in recent years, with the area's rising real estate prices, the museum is a way of preserving the past.

"There's something very special about Eastern Long Island," she said, attributing its mix of water, light, attitude, and the ability to make a living as the reasons people moved to the area in the first place.

During non-Covid-times at the museum, films are displayed on the barn door, there is live music, and clams on the half shell are served during a celebration after Labor Day. Clamming is at the heart of Bonac culture and cuisine. There's even a piano that plays music rolls from the 1920s.

The museum also pays tribute to two of its biggest supporters, who both passed away at a young age. The museum features a garden dedicated to Matthew Lester. Lester had created the garden, along with a pollinator garden for bees, as an Eagle Scout project. A flagpole, put up in memory of Peter Schaefer, was created from a 100-year-old boat mast donated by The East End Classic Boat Society of Amagansett.

What Carabine said the museum needs right now are volunteers to help.

"We need volunteers who are creative and interested in putting a little bit of time into a project that is basically run on \$15,000 per year for programs," she said. The museum welcomes volunteers to give as little or as much time as they'd like.

"This is a project where everyone who walks in the door has a gift," she said.

The museum plans to reopen in May. For more info, visit the museum's Facebook page.

Those interested in volunteering can email prudenceth@aol.com or call 631.324.3892.



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The winter issue of James Lane Post, published in February.

Editor's Letter

The past year has been a challenge for all of us. We've dealt with life-changing circumstances that none of us could have ever imagined. But it seems, stepping one very cautious toe into the water, that there may be a light at the end of this tunnel.

Most of us have spent more time with ourselves than ever before. If we look at the positive, perhaps we can think of it as a reset — a way to move forward knowing just how fortunate we are for the things we may have taken for granted prior — every coffee with a friend, every gathering we will attend in the future, every hug we give. Because as humans, connection is what we search for — and throughout the past year we've connected in ways that we didn't know would ever be possible.

As we've adapted to this "new normal," there are some things we want to remain. We hope that Zoom calls with family and friends across the country will keep going once the pandemic is over. We hope outdoor dining will continue to line our streets, bringing them to life, even when it isn't out of necessity, and that smaller, more intimate events will be the benchmark of a good time, creating long-lasting connection and memorable experiences.

At James Lane Post, we've been working hard to determine how we'd like to define our voice as a media company at a time when bad news seems to be everywhere. We want to present a positive perspective, highlighting the good, the fun, and the progress that is happening in our world. We present stories that interest us, the stories we think will interest you as well — we are thrilled to have Sailor Brinkley-Cook on the cover of our spring issue.

Our goal is to continue to cover the East End in a positive way — focusing on the non-profits, the cultural centers, and the businesses that make our region such a remarkable place in the world. We want to be inclusive to everyone on the East End. We hope to provide a variety of content that represents the community as a whole.

Along with Discover The Hamptons, we invite the community to join us for Wellness East Hampton, a variety of fitness classes in Herrick Park and panels discussions throughout East Hampton Village during the month of May.

We have also partnered with the Animal Rescue Fund of the Hamptons to host a cute pet photo contest, which will give all of us something to smile about. With this contest, we all win, because all pets are cute!

Spring is here and we couldn't be more excited to get out, in a safe way, after a long winter. We hope this issue brings you joy. It definitely brought us joy to create it.

Sincerely,
Jessica Mackin-Cipro
Editor, Jame Lane Post



James Lane

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Spring Trio

Loaves & Fishes releases set of cookbooks

The spring trio of cookbooks in the Loaves & Fishes Farm Series has been released.

The trio is the fourth and final release in the farm-to-table cookbook series by Sybille van Kempen and co-author Licia Kassim Householder. The authors published the series of 12 cookbooks, one for each month of the year, in just nine months.

The mission of the series is to support and highlight local farmers and small, family-run food businesses on Long Island, and to encourage families to cook and gather around the table together.

These messages became even more important as the series was released amid the Covid-19 pandemic.

The spring trio starts by featuring Paumanok Vineyards in Aquebogue for the month of March. It includes recipes to pair, cook, and bake using Paumanok's exceptional wines for Loaves & Fishes' favorite comfort food recipes of the spring season.

April is Braun Seafood in Cutchogue. The book features all new recipes using Braun's fine fish and shellfish including clams, oysters, scallops, lobster, tuna, swordfish, and more.

May's book highlights Satur Farms in Cutchogue, where renowned chef Eberhard Müller, who opened Le Bernardin in New York, has been for over 20 years. Müller contributed several exclusive recipes to the volume.

The series is available in-store and at LoavesandFishes.us.



Sybille van Kempen and Licia Kassim Householder. Photos by Connor Harrigan



Gurney's Bungalows By Jung Lee

Gurney's Montauk has partnered with Jung Lee, an acclaimed event designer and founder of Fête, to create a one-of-a-kind experience at the resort's seasonal Bungalows by the Sea. The new bungalows debuted recently and will be live through Labor Day.

With the backdrop of the Atlantic Ocean, the socially distant outdoor aperitif and dining experience has a chic and lush ambience, using elegant bamboo as a focal point. Each private bungalow, for up to six people, will be complete with a seasonal menu, created by Jung and Robert Hamburg, the new executive chef of Gurney's Montauk, as well as curated cocktails and an open air fire pit.

As part of the partnership, Jung will be teaching Fête floral arrangement classes to guests over the weekends of May 8 and 15. Additionally, a limited-edition Fête Florals x Gurney's bouquet Flower Box will be available for purchase on Jung's website for nationwide delivery throughout the month of May, in celebration of Mother's Day.

Jung Lee and Fête will also assist Gurney's Montauk for future weddings and events.

For more info, visit www.gurneysmontauk.com.



Photo courtesy Gurney's Montauk

The Cottage Pop-Up

The Cottage On The Hamlet Green in Hampton Bays, a pop-up French restaurant, is open and will run through Memorial Day Weekend.

The menu features classic and modern French dishes with North African and French Antilles influences.

The eatery is opened by the management team behind the newly renovated Hamlet Green in Hampton Bays and features Executive Chef Karl McDermott of Sag Harbor — formerly the Chef de Partie at Union Square Café and Tocqueville in New York City — as well as Chef de Cuisine Jean Jadou, Sous Chef Guillaume Aubert.

With a more than welcoming atmosphere, this eatery is a hidden gem that offers a lovely experience. The décor uses upcycled and reclaimed objets d'art to create a rustic bohemian feel in homage to the refurbished classic gazebo on the center of The Hamlet Green. Try the

poire rôti au fromage de chèvre (toasted pear with goat cheese) or the crevettes sautées au curry de coco (Sautéed shrimp with coconut cream, cayenne-curry, rice, and peas), both on the dinner menu.

The chefs use all-natural ingredients and there is an emphasis on sustainable practices — like sugarcane tableware and glassware and flatware produced from recycled materials.

For dessert try the Gâteau au chocolat fondant aux framboises fraîches, a chocolate Bundt cake served with fresh raspberry compote, created by Chef Pâtissière Fatima Yasin — formerly of Les Amis, Les Deux Lapins, À, and Ivo & LuLu in Manhattan and BarBú in Miami Beach.

The restaurant is also open for brunch. To view each menu, visit www.thehamletgreen.com. Seating is limited. Reservations can be made by calling 631.440.2240.



The poire rôti au fromage de chèvre



Chef Karl McDermott with Sir Paul McCartney at a past event. Photo courtesy The Hamlet Green

The Hamptons Kitchen

Celebrating the joys of locavorism



Stacy Dermont shares a recipe for Traditional Strawberry Shortcake. Photo by Barbara Lassen



Stacy Dermont. Photo by Barbara Lassen

Spring Harbor author Stacy Dermont will be signing copies of “The Hamptons Kitchen,” a book she co-wrote with Hillary Davis, at Chef Steven Amaral and Ann Corley’s North Fork Chocolate Company retail store in Aquebogue on Saturday, April 3, from noon to 4 PM.

The book features beautiful color photography depicting the East End by Barbara Lassen. The foreword, titled “Tasty Memories,” was penned by the authors’ dear friend, and internationally recognized food critic, Gael Greene.

The North Fork Chocolate Company now features signed copies of “The Hamptons Kitchen” in its retail space for \$29.99. The space is adjacent to its popular chocolate shop and ice creamery.

“I can’t wait to get out here, all safe and socially distanced, to talk with the public about the joys of locavorism!” said Dermont.

“The Hamptons Kitchen” offers simple recipes appropriate for Long Island’s different seasons and features Dermont’s suggested wine and beer pairings including a Paumanok Vineyards Festival Chardonnay paired with mashed potato flatbread topped with poached egg, or a Long Island Beer Company Celtic Ale paired with roasted black sea bass.

“The Hamptons Kitchen,” published by Norton, is all about shopping, cooking, eating, and drinking local. Chef Amaral also incorporates local ingredients into his chocolate and catering work.

“I’m an intuitive cook and artist,” said Chef

Amaral. “I do what feels right, and that always centers on the best the North Fork has to offer — we live in a uniquely rich food shed.”

Authors Davis and Dermont were booked to host many live appearances including book signings, cooking demos, and dinners, across both forks of Long Island — then their cookbook and guide was released at the height of the pandemic. They look forward to a “do-over” to share their message — that local is best — throughout the 2021 summer, harvest, and holiday seasons.

“The Hamptons Kitchen” is also available from area bookstores and from all major online booksellers.

Stacy Shares A Recipe for Traditional Strawberry Shortcake

An excerpt from “The Hamptons Kitchen” by Hillary Davis and Stacy Dermont. Reproduced by permission of The Countryman Press, A Division of W.W. Norton & Company.

Climate change but strawberry shortcake remains a universal favorite.

When I moved to the Hamptons 20 years ago, it was risky to schedule a strawberry social in mid-June. Now local strawberries start to trickle into the South Fork farm stands right around Memorial Day.

In 2004, I volunteered to help prepare the main attraction at a strawberry social. I was shocked that the cook in charge used Bisquick

mix to make the short cakes. In the place and time I’m from (North Otto, New York, in the 1980s), scratch cooking was part of the social contract. For instance, my mom’s potato salad and Mrs. Bird’s (our old neighbor) blueberry pie and the Otto Fire Department’s barbecue chicken contained no convenience foods.

I suggest adding a cooked egg yolk to the biscuit for a touch more richness, if that appeals.

Substitute any soft summer fruit for the strawberries, such as raspberries, blueberries, or chopped peaches, adjusting sugar to taste. Blueberries need to be crushed slightly to prevent them from rolling off the cake. I cut the biscuit dough into four, or eight, rectangles for serving. I know my audience.

To get the most lift in your whipped cream, make sure that the mixing bowl and beaters are perfectly dry and chilled before you whip the cream.

Directions (Serves 4 to 8)

Dust the bottom of a loaf pan with flour.

To make the shortcake biscuits, place the flour, 3 tablespoons of the sugar, baking powder, and salt in the work bowl of a food processor. (Cover any openings so that you don’t get dusted with ingredients.) Pulse to combine. Running the processor on low, add the butter a piece at a time and mix until the dough resembles coarse crumbs. Mix in the hard-boiled egg yolk, if using. Continue to mix on low while slowly pouring in the cream, mixing just until the dough comes together. Turn the dough into the loaf pan and gently pat it flat. Cover and

refrigerate the dough for 1 hour.

Line a baking sheet with parchment paper and sprinkle it generously with the cornmeal, if using. Preheat the oven to 375°F.

Run a knife around the edge of the dough. Invert the loaf pan onto the prepared baking sheet to release the dough. Cut the dough into four to eight biscuits. If biscuits break apart at all, just recombine them with your hands. Position the biscuits at least 1 inch apart on the prepared baking sheet. Bake 20 to 25 minutes, until the biscuits are golden brown. Transfer them to a wire rack to cool.

To prepare the fruit, in a medium mixing bowl, add the sliced strawberries and gently stir in the remaining 1/3 cup sugar and the vinegar into the sliced berries. Cover and allow the fruit to macerate at room temperature for about 30 minutes.

To prepare the topping, whip the cream in a stand mixer just until it forms stiff peaks.

To serve, slice the biscuits in half horizontally and butter the cut sides of the biscuits. Drain the berries, reserving their syrup. Cover a biscuit half with berries, layer on the other biscuit half, cover that with berries and top with a dollop of whipped cream. Drizzle with the leftover syrup and garnish with mint and reserved berries. Serve immediately.

STACY’S PAIRING: Serving this dish for breakfast with tea is a family favorite at my house. When they hear the stand mixer whipping the cream, everyone is suddenly wide awake and ready to face the day.

The Coop

All things Chicken

By Jessica Mackin-Cipro

On a trip to Paris in 2019, my James Lane Post co-publisher/close friend Christine and I dubbed ourselves the “Poultry Princesses” — based solely on the amount of times we ordered the chicken option on the menu. Plans ensued for an eventual podcast, blog, book tour, but were quickly thwarted once we realized the name was already taken.

You could imagine my excitement upon hearing of The Coop opening in Southampton. A ghost kitchen with all things chicken brought to us by restaurateurs Ian Duke and David Hilty, the owners of Southampton Social Club, Union Burger Bar, and Union Sushi & Steak.

The Coop is operating out of Southampton Social Club, which is currently closed for the season. The ghost kitchen concept enables cus-



Photo courtesy The Coop

tomers to order delivery as well as offer curbside pick-up for guests who order through the website or over the phone.

The chicken served at The Coop is raised in a cage free environment — no antibiotics or hormones added. The farmers who raise the chickens served at The Coop are monitored by licensed veterinarians and trained in animal welfare. And produce served comes from local area farms.

Serving a variety of fried and rotisserie chicken, diners can choose from items like the wings,

served with the choices of Louisiana hot, mango habanero, teriyaki, or chipotle BBQ. Fried chicken comes in a variety of sizes and cuts, perfectly breaded and crispy — there are also family satchels available with eight and twelve piece options, side of potato included. It’s comfort food at its best.

The rotisserie chicken comes in a half or whole roasted chicken with side of potato and house slaw. As Duke puts it, The Coop serves chicken that is simply “scrumptious.”

There are warm biscuits, salads, and sand-

wiches as well. Sides include fries, roasted broccoli, mac and cheese, fresh cut corn, and more. And don’t skip dessert. The strawberry shortcake is a winner.

Beverages available include Two Chicks sparkling cocktails, a variety of beer, and wine by the bottle.

The Coop is open Tuesday through Sunday from 4 to 9 PM. There are also daily specials for those who order directly through the restaurant’s website.

Visit www.thecooptogo.com.

Tribe To Thrive

“Our message is unity, fairness, and hope,” said Summer Y.L., one of the creators of International Women’s Day’s “Tribe to Thrive,” during the virtual celebration on March 8.

Fyli, a female master-mind community of 6,000 women from around the world, and Double A Labs, which created a dynamic, virtual 3D environment, came together to produce a fully immersive virtual experience to celebrate women.

The 3D virtual event connected global communities and brought together men and women from around the world to honor the social, economic, cultural, and political achievements of women.

The event was held on an immersive platform called the Phygital World. The day featured interactive, gamified elements, meet-and-greets, musical and art performances, and hours of exclusive content from thought-leaders and influencers.

There were over 50 speakers and moderators that included keynotes, panel discussions, and fireside chats.

“I feel that every young lady should feel so confident in themselves and love the story that they’ve been given,” said Olympian Priscilla Frederick-Loomis, during a conversation with Stephania Schirru and Natasha Hastings.

“Choosing to engage together, not to retreat, is what’s so essential right now,” said Susan Rockefeller, during her keynote speech.

Attendees were able to network and gain knowledge to support business and career growth, while mapping out strategies and inspiration for a post-pandemic rise.

“Women need to be heard and celebrated for being what I consider the backbone of society,” said Hastings, a two-time Olympic gold medalist and entrepreneur. “So much of what we contribute goes unseen and unheard. My hope is that we continue to be trailblazers and be the decision-makers for ourselves in the generations to come.”

“It is a personal mission of mine to seek out and create more opportunities for women to collaborate, support each other, and keep each other accountable, which is a big reason why my partner Jaclynn and I founded Fyli. We look forward to gathering virtually with our global community to listen, learn, and envision how Fyli can support more women around the world,” said Summer Y.L.

“We are creating a world that aligns a feeling of fellowship and community, uniting people in a global celebration to spark hope



Jaclynn Brennan & Summer Y.L. Photo courtesy Fyli

and curiosity through empowering conversations and celebrating how far we’ve come,” said Fyli co-founder Jaclynn Brennan.

“There is strength in coming together and sharing what we have learned while building and establishing a strong foundation for all ages. Our goal is to create a platform that unites a tribe of people that want to create equality in the world and a supportive community for women,” said Amber Allen, the CEO of Double A Labs.

The collective goal of the event was to reshape the narrative, change perspectives, ignite wonder, and mark an important call to action to accelerate gender parity through support and alignment of both men and women.

“International Women’s Day is incredibly important to me because it describes me and everything I stand for. I am a Caribbean athlete, living in the US, traveling the world for my sport. Everywhere I go I represent the International Women,” said Frederick.

“To me it’s not a day but a lifestyle. I stand up for equality, I challenge stereotypes, and I want to promote more inclusivity. On this day we celebrate The International Woman who is courageous and a warrior. We fight each day to better circumstances and to open more doors,” she continued. “TWD is a day of hope and impact. I pray that all female leaders remain brave and resilient. I hope they know that they are changing the game in a positive and necessary way. I hope they know they have support and always will. I hope that there is no door closed for them, nowhere

they are not welcome. I hope they keep pushing boundaries and never apologize for being fierce warriors.”

“My hope is that a future generation of female leaders will support and lift up women’s voices and skills, and choose female colleagues to lead the way into a future that will embrace more feminine ideals of compassion, care, and community,” Rockefeller continued.

Additional participants will include Lisa Bilyeu, co-founder of Impact Theory and Quest Nutrition; Jamie Lima, founder of It Cosmetics; Kendra Scott, former CEO of Kendra Scott, LLC; Shelley Zallis, founder and CEO of The Female Quotient; Helen Aboah, CEO of Urban Zen; Joan Hornig, philanthropist and jewelry designer, Lilly Ledbetter, Fair Pay icon; Zara Tisch, founder of Terez; Lisa Gregorian, former Warner Bros. Television Group President and CMO; Kenzie Ziegler, singer, dancer, actress; Matt Szczur, professional baseball outfielder for the St. Louis Cardinals; Cate Luzio, founder of Luminary; Monica Xie, VC at Matrix Partners; Maya French, co-founder of kaia; Robin Li, principal at GGV Capital; Grace Ng, investor at The Raine Group; Paola Santana, founder of GLASS; along with many others.

There was music by Synead, Ay Wing, L’FREQ, and DJ Marley. Art was included by Sally Burns, Misfits Creative Agency, HOPE Outdoor Gallery, Katherine Boxall, Angela Viens, and Hana Flynn.



Kiss & Tell

By Heather Buchanan

I’ve Got A Crush On You

Remember that first flush when you had a crush on Scott Baio or Farrah Fawcett or in my case Bill Moyers? Before Instagram there were fan clubs and Tiger Beat Magazine ... or PBS where you could swoon over your beloved and imagine your life together. They made you, in a word, happy.

Crushes actually don’t have an age limit or an expiration date. Even if you had a big fight with Love and banished it to the pullout couch, it is still safe to have a crush. Requirement is not a requirement.

This devotion does not enter obsession territory — there are no restraining orders or boiling rabbits involved. A crush makes colors more vivid and you feel more alive and concerned about your self-care. A sign is you wear make up to the post office, each of the eight times you visit every day hoping for a “chance” encounter. (In Sag Harbor the post office is the romantic epicenter of the village where your past, present, and future love lives merge.)

In this fantasy relationship you have all of the enjoyment and none of the risk, kind of like watching The Great British Baking Show instead of having to make your own puff pastry. It may be that the object of your crush is someone you consider “outside of your league,” too young or attractive or with a better IRA. Luckily it doesn’t matter because your crush will never see the copious amounts of wrinkle cream or enough depilatory kits to de-hair a golden retriever or ever question WTF is in all those Amazon boxes. You also will never be disappointed, the blush of new love ruined by the toilet seat being left up or the beloved’s inability despite five pieces of technology to ever be on time or proudly delivering a crock pot as a proper present. (Did you not learn the dangers from “This is Us?”)

Your crush can do no wrong – you will remark casually, “I am sure sideburns are making a comeback.” Their slightest attention sets your heart aflutter. You see them running to your car and

motioning you to roll down the window only to exclaim, “Hey, your coffee cup is on the roof.”

I know those who have had a crush on me saw only my halo. None of them, unlike my IRL relationships, tried to figure out how the retractable horns worked. One very handsome man who was conducting a psychic training class answered a flirtatious student’s question for a tarot card reading, “Will we fall in love?” with the answer, “You don’t want that. Believe me.” Some relationships are meant for the ethereal and not the earth plane. The key to a successful crush is that you keep it secret so they are never put in the awkward position to turn you down.

I have had a crush on an electrician who will come to fix an errant smoke detector (I sense a metaphor here) or an Aussie restaurateur who has a penchant for photographing horses who always greets me a wink of a blue eye to a Scottish Outlander star who shares my love of dancing in a plaid skirt (en plein air shall we say) and no, no not Sam, Graham McTavish.

A crush keeps you perfectly mired in the present. You don’t have to worry about the future or search the past. This is because a crush is deeply rooted in your own personal psyche. It reminds you of your own capacity to love without fear of rejection or disappointment. You will never get his/her name tattooed on your arm because it’s not really about them.

Psychologists say a crush is healthy because it is a projection of a dormant part of yourself, a part burned or suppressed. When you are willing to venture into this territory in a safe way it feels like the first warm day when you can walk the beach barefoot. It stirs your soul.

It was expressed most succinctly to me from a Lebanese man in Rome in French when he said to me, “I am simply happy you exist.”

kissandtellbb@gmail.com

Artists As Activists



Scott Bluedorn’s “Interconnections.”

“Artists As Activists,” a timely and actionable multidisciplinary exhibition featuring artists who use their talents to focus on environmental conservation and activism, will be on display at the Southampton Arts Center, starting April 17.

The exhibit will include painting, sculpting, photography, film, music, prose, and other forms of artistic expression, curated by former SAC artistic director Amy Kirwin.

Artists include Roisin Bateman, Scott Bluedorn, Kristian Brevik, Megan Chaskey, Erica Cirino, Rossa Cole, Janet Culbertson, Tom Deininger, Alejandro Durán, Jim Gingerich, Mamoun Friedrich Grosvenor, John Haigney, Kara Hoblin, Michael Light, Pamela Longobardi, Christa Maiwald, Tucker Marder, Janine Martel, Steve Miller, Patricia Paladines, Anne Sherwood Pundyk, Aurora Robson, Cindy Pease Roe, Lauren Ruiz, Anne Seelbach, Jonathan Shlafer, Kathryn Szoka, Diane Tuft, and members of the South Fork Natural History Museum’s Young Environmentalists program.

The show will run through July 11.



Playlist Inspired by New York

After a short staycation, this is our New York City appreciation Spotify playlist. It's a mix of songs inspired by the city and/or from the musicians that came out of it — a mix that spans generations. And of course, like most everything in the Big Apple, it doesn't even scratch the surface.

New York, I Love You but You're
Bringing Me Down -
LCD Soundsystem

The Only Living Boy in New York
- **Simon & Garfunkel**

Manhattan - **Ella Fitzgerald**

Theme From New York, New York
- **Frank Sinatra**

New York State of Mind -
Billy Joel

One Way Or Another - **Blondie**

Heads Will Roll -
Yeah Yeah Yeahs

Psycho Killer - **Talking Heads**

No Sleep Till Brooklyn -
Beastie Boys

Reptilia - **The Strokes**

Juicy - **The Notorious B.I.G.**

Can I Kick It? - **A Tribe
Called Quest**

Frederick - **Patti Smith**

One Mic - **Nas**

Sunday Morning - **The Velvet
Underground, Nico**

New York, New York -
Grandmaster Flash

Let's Get Out Of Here -
Les Savy Fav

Bad Romance - **Lady Gaga**

Brooklyn Baby - **Lana Del Rey**

Around The Way Girl - **LL Cool J**

Jenny From The Block - **Jennifer
Lopez ft. Jadakiss, Styles P**

Personality Crisis -
New York Dolls

C.R.E.A.M. - **Wu-Tang Clan**

I Wanna Be Sedated - **Ramones**

Vivir Mi Vida - **Marc Anthony**

Empire State of Mind -
JAY-Z, Alicia Keys

“A welcome glass of Champagne?” Don't mind if I do.

That was the question asked upon arrival at the Soho Grand Hotel for a mini one-night vacation my husband and I took last month.

It's strange to refer to New York City as a vacation, since just a year ago it was our home. Albeit a second home — the East End has always been our home first — pre-pandemic, work was split between the two. When Covid hit, like so many, we left.

We actually left the city because of an actual dumpster fire outside of our building, unaware of the dumpster fire year that would ensue, but that's another story.

I didn't want to pack up our apartment in August and move out completely. I loved our apartment and was really proud of it — our first “grown-up” apartment in Manhattan. I didn't want to feel like I gave up on the city I loved, but unfortunately it was the only option that made sense at the time.

Now, with vaccines being administered and the infection rate in Manhattan lower than most, we thought it would be safe to get away for a night. Hand sanitizer and UV sanitizing wand in hand, we headed out on our staycation — a trip in normal-days we'd make multiple times each week.

There are deals to be had right now on New York City hotels. At \$150 for the night we secured a king sized room, the aforementioned welcome Champagne, \$50 dining credit, and an early check in/late checkout. Look for the Button Up & Boogie Downtown special.

Just ask any of my friends and family, I'm extremely Covid-safe and I take it very seriously. Like many, I've really stayed home for the better part of a year and when I'm out, it's a KN95 mask only. We eat outdoors occasionally. Mostly, I take drives to the beach, walks outside, and I work. That's life these days, so one night away gave me all the feels of going on most lavish vacation you could ever imagine.

I did want to experience New York City right now, and help support its businesses in a safe way. To see the city without many tourists was different — something I've never experienced. Economically it's not great, but what I did feel was a real sense of community. It was no ghost town — and most everyone on the street wore a mask, which is always refreshing.

Walking down a New York City street felt nice. Like they say, absence makes the heart grow fonder. It was good to be back!

We opted for daytime meals outdoors, figuring it would be the warmest time to dine al fresco. Basically, our mission for 24 hours was to eat well throughout the neighborhood.

Our first stop was the favorite, Sant Ambroeus. I really wanted the cacio e pepe after a year of no pasta. I have a rule about not eating pasta unless it's really worth it — and this one always is.

For dinner, it was room service from the Soho Diner, located at the hotel, which offers a perfect menu for in-room dining, and delivered quickly.

For our second meal out we went to La Mercerie for brunch. After having our temperature checked at the door we found our spot on the sidewalk. The vin chaud — Pinot Noir mulled with seasonal spices and served hot — was perfect for warming the chill in my bones. The brunch was fantastic as well.

We treated ourselves to chocolate from MarieBelle, a world-renowned bean-to-bar chocolate company created by Chocolatier Maribel Lieberman. Each tasty ganache is designed to tell a story, with paintings on each piece crafted by artisanal and culinary artists.

I also made sure to take copies of the latest issue of James Lane Post with me wherever we went. James Lane went great with a coffee and chocolate croissant from Brooklyn Diamond Coffee. We even took her to Times Square for a photo op — a place in the past I may have avoided because of crowds but was drawn to as we drove (yes, drove) by. The perfect way to conclude our jaunt.

New York City is resilient. It is ev-

er-changing. It's filled with some of the strongest minded and most creative people in the world. That's not to say it isn't without its faults, but that's not what this New York City appreciation-staycation article is all about.

Has it been a rougher year than

most? Of course. But to those who has ever said New York City is dead, they do not understand the heartbeat and soul of the city. New York is diverse. It's beautiful. It's rich in history. It's gone through hard times and will go through more. It's glamorous. It's gritty. It's New York City.



In Times Square with James Lane Post.



Cacio e pepe from Sant Ambroeus.

Champions Of The Environment

South Fork Natural History Museum Proves Resilience

By Nicole Teitler

When the world went completely virtual, in March of 2020, it sent panic shockwaves throughout the East End. In particular, the numerous non-profit organizations. Fears mounted over an inability to meet budgetary needs or, worse, the possibility of closing altogether. But in a time of instability, the South Fork Natural History Museum (SOFO) planted its seeds for success.

Without a system in place to work from home, the early weeks of the pandemic proved to be a challenge. However, thanks to a dedicated staff, SOFO was able to quickly adapt. As doors remained closed indefinitely, the collective team came together bi-weekly across video, phone, email, and text messages in order to design virtual programs that would benefit the community as a whole.

“Our goal was to bring nature to the people if they could not explore nature at the museum. It was a bit challenging but we made it work,” Diana Aceti, SOFO’s Director of Development, explained.

Like everywhere else, adaptation was a process, but also progress. The museum created a weekly digital newsletter, where the public could contribute to Nature News and Backyard Watch Citizen Science Program News — both served as a means to keep supporters engaged and connected. Existing programs were converted to Zoom and environmental educators swiftly adapted, thanks to regular run-throughs that ensured seamless delivery and comfortability. By the first of April, SOFO had shifted to an extensive Zoom program, across all age demographics.

SOFO Executive Director, Frank Quevedo, remembered, “The most challenging issue during the pandemic was to stay proactive in SOFO’s mission under the new restricted guidelines. The SOFO team had to learn quickly to adapt and convert in-person nature walks and on-site programs into virtual programs.” Some of those programs included the Young Environmentalists Society, for those ages 10 to 16, along with the STEAM Enrichment after-school program.

Although the museum itself could not welcome visitors, the outdoors remained opened — a place where social distancing has long been encouraged. Thus, through crafted email blasts, social media posts, and virtual programming, SOFO, once again, became champions of the natural environment.

The museum remained completely closed for nearly four months, until mid-July 2020 allowed for small group nature walks, where all participants remained socially distant and were required to wear masks. Despite regulations, interest not only increased but SOFO welcomed new residents from New York City. However, while doors reopened, it was bittersweet without the celebratory annual gala — which typically provides a large portion of the year-round budget.

“We felt confident that our supporters would continue to donate to help ensure the well-being of the museum during this difficult time. We are very appreciative of the great support we have received through the pandemic. As they say, it takes a village!” Aceti said.

Through the support of the Board,



Photo courtesy SOFO

Advisory Council, members, and donors, SOFO was able to meet the needs of the museum and support the 2020 budget. But, in order to achieve this, leadership and staff voluntarily took temporary pay cuts, while others were placed on a temporary layoff until the museum opened doors again.

Today, the staff is back full-time but museum visits remains at thirty-three percent capacity on a daily basis and by reservation (20 people per session). Outdoor programs are ongoing and full, up to 50 persons, with often-

times a waiting list. And Zoom presentations gather nearly 100 people per session, proving that “the community is more eager than ever to experience all that nature has to offer.”

Beyond simply recovering, the entire team remains optimistic for the future.

“It’s a credit to SOFO’s team of educators that they stayed focused in our mission and created the highest quality nature programs for families to enjoy during these difficult times,” Quevedo said.

As summer nears again, SOFO

remains up to date with Covid-19 guidelines and is in talks with officials at Southampton Town to plan the much anticipated 32nd annual gala for Saturday, July 24.

Aceti expressed, “Our staff believes in the power of nature and in our mission. They are happy to see that interest in our programs has increased during this difficult time ... We are eager to celebrate with everyone at our annual gala. We promise everyone a creative, safe experience.”

Black Art: In The Absence Of Light

The Parrish Art Museum, in collaboration with Hamptons Doc Fest, will present a premiere of HBO’s newly released film, “Black Art: In the Absence of Light.” The documentary was inspired by the late David Driskell’s landmark 1976 exhibition, “Two Centuries of Black American Art,” that first opened at LACMA.

The film offers an illuminating introduction to the work of some of the foremost Black visual artists working today. A pre-recorded conversation between the director, Sam Pollard, and the Parrish’s Senior Curator of Arts-Reach and Special Projects Corinne Erni will follow each screening.

“Black Art: In the Absence of Light” focuses on the extraordinary

impact of Driskell’s exhibition featuring generations of Black artists who have staked a claim on their rightful place within the 21st century art world. The documentary explores contributions of Black American artists to the contemporary art world by interweaving insights and context from scholars and historians. In addition, it presents interviews from a new generation of working African American curators and artists including Kerry James Marshall, Faith Ringgold, Amy Sherald, Carrie Mae Weems, and Theaster Gates, whose work “Monument in Waiting” is currently on view in the museum’s outdoor sculpture installation, “Field of Dreams.”

“It is an honor that the Parrish will be the first venue to host in-person

screenings of Sam Pollard’s imperative film, which speaks of the relentless work and struggle of Black artists to be recognized in both the historical and present day art canon, and the key players who support them — from the Studio Museum in Harlem to Michelle and Barack Obama’s portrait commissions by Amy Sherald and Kehinde Wiley, to Theaster Gates’s investment in his own community through the Rebuild Foundation — and so many more,” said Erni.

To maintain socially distanced seating in the Lichtenstein Theater, the museum will present two limited capacity screenings. The screenings take place on Friday, April 9, at 6 PM and 8:15 PM. The cost is \$20, or \$10 for Parrish members, and free for students.



A film still of artist Amy Sherald. Photo Courtesy HBO



The Vedic Perspective

By Amy Kalaczynski

The Year Of Gifting “Communing”

The Veda teaches us that the content of life is to commune, to have shared experiences with others. Art, music, poetry, dance, theater, and other forms of expression are created so that communing can occur and connections are experienced. Life would be boring if we were unable to connect and share the things we enjoy. When we have shared experiences, rela-

tionships form and life becomes interesting.

Relationships, whether they are human to human, romantic, friendly or not, human to pet, human to God, human to plant, or human to object, are necessary for evolution. However, the mistake we often make is when we perceive relationships as a place to find happiness and fulfillment.

This can never be the case.

If we look to another person or another thing to give us happiness, we are looking to accomplish the impossible. And vice versa, we cannot possibly make others happy. To behave or to remain a certain way in order to please another is exhausting and unnecessary.

What we can do though, is work on expanding our own consciousness,

find happiness within, and then bring that happiness to others. If the person you are relating to does the same, the relationship will grow to a place of creation and expansion for both people.

If we are happy, any relationship we are in, will be happy. If we are miserable, any relationship we are in, will be miserable. Our relationships simply become a showcase for

what we feel inside. If we begin to look to someone or something else to make us happy, we must correct the intellect. We study a philosophy of life that shows us that happiness is not dependent on anything outside of the Self and begin to teach ourselves that happiness lies within. When happiness is found inside, communing becomes an enjoyable shared experience.

James Lane & Discover The Hamptons

— POST —

P r e s e n t

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THE DEADLINE TO SUBMIT IS APRIL 30.

Winners will be announced in May, celebrating National Pet Month. Gift baskets will be sent to each of the winners and the grand prize winner will be featured in the next issue of James Lane Post.



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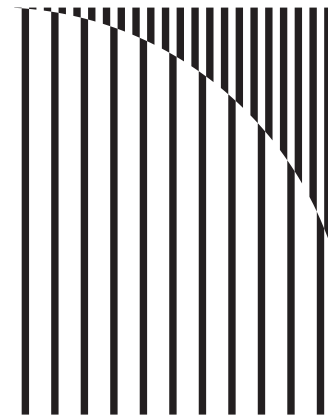
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Southampton, New York

23 KEYS / 16 COTTAGES

The only waterfront resort property in all of Southampton is a unique opportunity to create a world-class, income-producing luxury destination in the East Coast's most desirable beach enclave less than two hours from New York City. Located on a sprawling 3.25 acre parcel in a protected cove of Cold Spring Pond, this unique compound has a commanding location with sweeping views of Peconic Bay and western exposure for spectacular sunsets. Key to this offering is the pre-existing motel use which could never be recreated under today's zoning. It includes 23 rentable units: 8 two-bedroom cottages, 2 three bedroom houses and 13 studio units. There is also a 25 x 50 waterside pool, 220' of bulkheaded waterfront and a small beach from which to launch kayaks and paddle boards. The open lawn can accommodate a large event tent. In addition to an income-producing business, other potential uses are a condo conversion or one-of-a-kind residential compound. Price upon request.



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COMPASS
COMMERCIAL

Sasha Bikoff

Global Interior Design Phenom & Springs Sensation

By Ty Wenzel



Sasha Bikoff's Versace Collaboration. Photos courtesy Sasha Bikoff New York

If Marie Antoinette were the Queen of France — or wherever — today, her in-house interior designer would be Sasha Bikoff.

When we first met the international interior design phenom, it was 2018, when she won first place at the 7th Annual VIP Tabletop Competition at the Hampton Classic for her Bikoff Equestrian tablescape. We soon began following her social media channels and became die-hard fans. We wondered how our favorite interior designer was faring through the pandemic. As it turns out, it has only accelerated her drive and output of stunning work.

Let's not get ahead of ourselves. First, let's understand how someone with such an out-of-the-box design style found herself designing all over the world, collaborating with Versace, designing furniture, and so much more. From her start as a ceramacist, and a fine arts and art history major at George Washington University and the American University in Paris to being featured by Architectural Digest this summer. Wow.

"I think that I'm not a classically trained interior designer is what gives me my edge," Bikoff said. She was three years into an art gallery job when she began designing hers and her friends' apartments in New York City — Bikoff had found her calling.

Her initial foray into professional interior design was an apartment in the Dakota in Manhattan, which won her the stamp of "interior design for the young and wealthy" by the New York Times. Her style mixes the space age modern aesthetic from the 1960s — think vintage Pucci or Marimekko — with 18th-century Italian Rococo and a hint of Memphis Milano from the 1980s, to give you an idea of how her design edge is definitively hers. There are few design-

ers that can claim that, like Jonathan Adler and Vicente Wolf.

"When I first started decorating, I was buying remnant Pucci fabric from the garment district and reupholstering with it. It has that same happy, swirly color pattern and vibe that I love. It definitely brings back the 1950s Palm Beach glamorous Regency era," she said.

Yet, the work is approachable and always puts a smile on its viewers' faces. Bikoff explained how her style is inspired by so much — right from her devices, which certainly helps in a global pandemic. "I think with social media, we don't necessarily have to go to France to get inspired by the architecture and interiors, we can just scroll and be immersed."

Bikoff has exhibited her work at Art Basel Miami and Salone del Mobile in collaboration with Versace. She has also displayed at DIFFA: Design Industries Foundation Fighting Aids, the Lenox Hill Neighborhood House Gala, Holiday House, and the Kips Bay Decorator Show House.

Since her early 20s, she has found herself in the thick of the glamorous interior design circuit and drilling down into consumer goods such as a collection of carpets with her Disco Dots and Zodiac designs, as well as a wallpaper collection with Fabricut and Vervain, a mosaic tile collection with New Ravenna, and a lighting collection with a Currey & Company. We're obsessed.

We are betting that her partnership with Versace will stand the test of time historically as a design epiphany of sorts with its unconventional pattern and texture mixes.

"The Versace collaboration came about from my Kips Bay staircase. Donatella saw it and she just loved it and was super inspired by it. I got a call one day and three days later I

was on a plane to Milan to work on two collections with them. It was definitely a dream come true for me," Bikoff reminisced. "My life revolves between Miami, New York, and the Hamptons — and I always felt like my alter-ego is in Miami. Versace has always been my favorite brand. When you wear Versace you feel glamorous and sexy, you're the life of the party and that's kind of how I view my interiors with the same mix of patterns and prints and color. That was literally a dream come true for me."

The lockdown affected her business dramatically and she had to pivot and find a way to work and live in a turbulent time. "Everyone was in panic mode," Bikoff explained. "I wasn't able to enter into buildings in New York City for my projects as they were only allowing residents in. I really took this time to work on my creativity, to design furniture, draw, think about future projects. I took the time to really design and gather my creative juices. After a couple of months things really picked up and I found myself in Florida where I have a lot of projects going on. People here are really open to really splashy, creative, and personalized design where they are inspired by their spaces."

She's currently working on a hotel in Mexico as well as homes in Florida and Connecticut and a dermatology/plastic surgeon's office. It's a real combination of commercial and residential. Prior to Covid, she was working on mostly commercial spaces and she believes that that will come back dominating her work again once the pandemic is behind us.

Eco-chic, she said is important to her generation. Up-cycled items have been important to her from an early age with family referring to her as the garbage collector. "I've always been the one rummaging through heirlooms and wanting to display my

grandma's silver and china. I'm an old soul and I have a love for antiques and vintage. I love to imagine these pieces have a history and life to them."

If one digs deep into Bikoff's work, the historical value will make itself known. In our talk, she makes note of designers from the '80s, such as Stephen Sprouce's neon graffiti prints and the vintage Louis Vuitton version. She continued, "I'm definitely most inspired by the '80s because de-

sign was very connected to what was happening in society. I always wished I was at Studio 54 in the '70s in New York City during the glam of that opulent period."

When asked about trends that she's liking, Bikoff sees a lot of interesting integrations to her work. "I'm really loving younger, contemporary brands that I'm super inspired by who look at the '70s and '80s which takes a more minimalistic approach to maximalism. I love that juxtaposition. It's taking a simplistic space with a lot of conversational statement pieces. Or a really opulent space with more minimalistic furniture. For me, that combination is great. I love that people are incorporating more wallpaper, like in a powder room or a foyer. I also love going back to the classic, iconic novelty patterns and prints from brands like Clarence House from the '80s that people are using now in more modern settings. For me it's all about that mix."

Did we mention that she's a passionate Springs resident? The East End is where she takes pause, to think and be creative. "I've been coming out to the Hamptons with my family on Cobb Road, then Deerfield in Water Mill, then Ocean Road near the beach. Eventually I had my own place in the Dunes and now in Springs. I've been coming out here to the Hamptons my whole life. It's my happy place. In Florida it's all about the glamour. In the Hamptons, it's about wearing hand-me-downs and surfing. I paddleboard and fish. It's a place that has ignited my sense of creativity."

Her favorite spots are many. "I've been in Springs for five years now and I'm a big advocate of it," she explained. "I'm trying to get all my friends to move here. I'm always throwing parties on the beach and friends pull their boats up. My favorite haunts are the Springs Farmer's Market and the General Store. I go to Balsam Farms every day and we have a trailer near Ditch Plains. We surf as a family in Montauk in the mornings. I love Bilbouquet in Sag Harbor and Duryea's in Montauk. We usually go to Moby's on Friday nights. My favorite beaches are on the Napeague stretch because they're a little more quiet. This is basically my life on the East End."

It looks to be an exciting and very meaningful time for Bikoff. "I just built my home in Springs. It's going to be in Architectural Digest this summer. I will be having my wedding there in August."

At James Lane, we can't wait to see Bikoff continue to grow her burgeoning career and life as a design maven. As a second-generation denizen of the East End, Sasha Bikoff is living her best life — with flourish.

To learn more about Sasha Bikoff New York, visit www.sashabikoff.com.



From Bikoff's wallpaper collection with Vervain. Photo courtesy Sasha Bikoff New York



Planting Bulbs

The highlight of spring gardening

By Kelli Delaney Kot, founder KDHamptons.com

Last spring the pandemic created a new generation of home gardeners who discovered that growing is good for the soul, and a record number will be back digging in the dirt in 2021.

If you haven't joined the flower frenzy yet, now is the time as we enter into the spring planting season. Don't worry if you're late to the gardening game, you can achieve the most dramatic garden results with minimal effort by planting summer-blooming bulbs right now. Flower bulbs are truly the most low-maintenance plants to work with. Bulb planting can start in April, just make sure to wait until the last risk of frost has passed. If cold temperatures persist, be patient and wait to plant — you have until the end of May.

Van Bloem Gardens and World of Choice are my favorite bulb suppliers. Each spring I plant a mix of bulbs in my garden beds and porch pots, including: Peonies, Calla Lilies, Dahlias, Foxglove, Phlox, Ranunculus, Hollyhock, and Oriental Poppies.

Some of these bulbs can survive the East End winters, but others are tender perennials and will only last for one summer . . . but I promise they're still worth the show! So get growing and enjoy beautiful flowers all season long.

Three Simple Steps for Planting Bulbs:

Step 1

Use a trowel to dig a planting hole in ground or pots. Summer bulbs are planted at a depth twice as deep as the bulb is tall.

Step 2

Gently arrange bulbs four inches apart in loose soil with their "noses" pointed upward.

Step 3

Cover the bulbs with soil and water immediately after planting. Water as needed to keep soil moist as the season progresses.

Top Performance Tips:

1. Research blooming times for each variety to ensure you will have flowers all summer long.

2. Smaller garden bed? Bulbs can be planted in layers for continuous blooms. The largest bulbs should be planted the deepest, add a couple inches of soil, then plant the next size at the next depth level.

3. Summer bulbs look best when planted in clusters, as opposed to straight rows. If you're using bulbs to skirt a walkway, plant in a staggered row for more eye appeal.

4. Fertilize with Jones Organic Bulb Food when their leaves are well out of the ground.

Where To Buy Bulbs:

• **Fowlers Garden Center**, 175 North Sea Road, Southampton

• **Marders**, 120 Snake Hollow Road, Bridgehampton

• **Lowe's**, 1461 Old Country Rd, Riverhead

• Visit www.vanbloem.com



Photos courtesy Kelli Delaney Kot



Doug Cavallo Of Cavallo Building

Discusses The Challenges And Successes Of The Past Year

By Ty Wenzel

There is no doubt that builders on the East End were devastated when the New York State on PAUSE order shut down every non-emergency building job in the state due to Covid-19. It was early last year, right as builders were scurrying to finish projects before the summer season.

By March it is usually imperative for builders to finish jobs because homeowners are anxious to be prepared for the summer ahead. Not only did the stop work order interrupt that, but it also required builders to redesign, reimplement, and rethink everything they started. Suddenly the "summer people" were becoming year-rounders at record pace with the lockdown that was required for safety reasons.

We wanted to talk with one of the most regarded builders in the Hamptons, Doug Cavallo, of Cavallo Building, to see how he pivoted and how the renowned builder thinks the market might flesh out in 2021 now that the pandemic is slowing down dramatically.

Doug, thanks for meeting with us. So much was up-ended back in March when Covid-19 restrictions hit. How did it affect you and where are you at now?

When Covid hit I was concerned not only for health and safety of everyone but about the negative impact on my business. Fortunately, so far we have remained healthy and business-wise it had the opposite effect. People who lived full-time in the city suddenly made the Hamptons a year-round community. This led to a boost in business and demand for new homes.

As a leader of luxury home building on the East End, how has the pandemic affected homes that were in progress, if at all, in the design and functionality?

I found that the owners of homes we already had in progress wanted more upgrades such as a home gym, outdoor amenities, and finer finishes all around. This is because they saw themselves spending more time here than originally planned.

Once the stop work orders were lifted, were you able to adjust quickly or did you have to relearn anything in terms of building towards a client or buyer's lifestyle? We're curious how you pivoted during this time.

Once the stop work orders were lifted the biggest challenge I found was getting the work done. The demand for labor and materials became harder and more expensive to get. The actual designs that we were in progress had not substantially changed so much to adjust to at that point.

Have you been renovating or remodeling homes lately, to accommodate all of the new year-rounders and the needs of the work-at-home and homeschool population?

I have been getting an average of one inquiry a week to renovate or add on to existing homes, but at this time, we are so busy with new construction that I have been turning it down.

What are some trends you



Photo courtesy Cavallo Building

saw that are a direct result of the pandemic?

Trends that I have seen as a result from the pandemic are that people are willing to invest more in their home, not only by setting up functional home offices, but also on leisurely items. On the inside we are building home gyms, theaters, game rooms, and bars. In the backyard people are investing in items such as jacuzzis, outdoor kitchens, tennis courts, and fire pits.

Can you tell us a little about how Cavallo Building got started? What drew you into becoming a builder?

My father was in the building business prior to me, so when I graduated from college he asked if I wanted to join the business and it seemed like a good opportunity. At a young age I started working in construction during the summer or after school, doing everything from clean up to fine carpentry.

What differentiates you from the all the rest?

We work with award-winning designers and architects so are always up on the current trends. We are always present on every project, working closely with the client to ensure their vision is met.

How would you define the homes you build in terms of their style?

I would like to define our homes as welcoming — the majority have an open layout for entertaining as well as a needed quiet space. Our exteriors tend to be more Hamptons traditional with modern finishes on the inside. Although we have built everything from ultra modern to classical.

What projects are you currently working on?

We currently have several projects in different stages. We have two foundations being built, one house midway through construction and three at the finishing stages. They are from Southampton to Sag Harbor.

What is your favorite town to build in?

Sag Harbor Village is my favorite (once you get through the permit process). The building department is easy to work with and I like the charm of the town.

What do you prefer, design/build or spec building?

I like them both in different ways. With a spec there isn't anyone to answer to and all decisions are my own. With custom homes I have built a variety of designs that I might not have

otherwise and I have also met a lot of great people and friends.

In what ways are you evolving as a Hamptons builder?

I learned to understand a client pretty quickly in terms of style and what they are trying to achieve in their budget. We have also taken on much larger and complex projects with confidence because of the knowledge gained over the years.

When you're not building

your beautiful homes, what do you do for fun?

In the summer months I like to enjoy our beautiful beaches. Also I try to get in both a ski trip and tropical vacation every year.

I look forward to a great 2021, I am optimistic that life will return back to normal very soon.

To learn more about Cavallo Building, go to www.cavallobuilding.com.



Doug Cavallo. Photo by Ty Wenzel

Spring Finds



By Zachary Weiss

As the East End begins to thaw, take this as your sign to get the ball rolling on your yearly spring cleaning. Once it's done and dusted, it's in with the new, and you'll have full license to curate a re-freshed set of essentials for your closet. Here, we've selected some of our favorites, from the a cashmere turtleneck just asking to be worn to a summer clambake to a fresh pair of Belgian Loafers for the gents.



Stacey Cablestitch
Sweater - \$925



Ralph Lauren American Flag
Crewneck Sweater - \$248



IziPizi Honey Yellow #D Sunglasses - \$50



Gigi Burris Jeanne
Hat - \$410



Belgian Loafers Lui in Suede - \$490



Anderson & Sheppard
3.5 cm Suede Belt -
\$345



Chloe Gosselin Angela Sandal - \$750



Mansur Gavriel Tulipano
Bag - \$695



Wasted Collective Upcycled Chore Jacket in
Indigo Shibori - \$300

Shop Local Spotlights

Summer Dresses on My Mind



WYLD BLUE

About: At Wyld Blue you'll find a little something for everyone. From home décor to vintage handbags, and even adorable children's clothing.

Supporting Women: Ninety percent of the inventory at Wyld Blue comes from women-owned small businesses. Wyld Blue also makes an effort to feature local vendors in each of their boutiques.

Fun Fact: Owner Sasha Benz and her husband Oliver designed their Montauk and Aspen stores. The wooden doors, shelves, racks and tables are all made by Oliver. Sasha sources the driftwood used for these projects and Oliver sands each piece.

Day Off: When Sasha isn't busy working, she enjoys hanging out at home with her husband and two young children.

Locations: 716 Montauk Highway, Level 2, Montauk; 210 S. Galena Street, Aspen

Website: wyldblue.store; Instagram: @wyldblue.store

Above: Helena Wrap Dress by Valiante, \$265



By Lisa Frohlich

Temperatures outside are slowly beginning to rise, and I have easy breezy summer dresses on my mind. This Shop Local column is your source for my favorite North and South Fork finds. As a resident of East Hampton, I am proud that many local businesses are giving back to charities; highlighting their contributions is something I am especially excited about. For now, enjoy these warm weather styles . . . and stay tuned for Father's Day!



MATRIARK

About: Matriark is a concept store featuring women-owned fashion and accessory brands. Matriark takes pride in their diverse mix of brands and their hand-picked unique items.

Giving Back: In the past year Matriark has given 5 percent of their net sales to women-focused charities such as i-tri, The Ms. Foundation, and The Retreat.

Fun Fact: Matriark is located at the beautiful Hedges House, a beloved Victorian house in the heart of Sag Harbor.

Day Off: When owner Patricia Assui Reed isn't busy at the store, you can find her walking on the beach with her husband and children.

Location: 133 Main Street, Sag Harbor

Website: matriark.com; Instagram: @matriarkofficial

Above: Maki Dress by Ulla Johnson, \$695



TENET SHOP

About: Tenet is a lifestyle boutique of thoughtfully curated collections, featuring pieces from both emerging and well-established fashion labels. Tenet also showcases art, apothecary items, home goods, and more.

Giving Back: Tenet partners with a number of Hamptons-based charities to give back to the community, including Mauren's Haven, CMEE, and Hamptons United.

Fun Facts: Tenet opened in June 2010 as a men's only lifestyle store. The Southampton location was formerly BookHampton, and still has the same wood floors and original ceiling from over a century ago.

Day Off: When owner Jesse Warren has a day off, he enjoys having lunch on Shelter Island and hiking in Mashomack Preserve.

Locations: 91 Main Street, Southampton; 21 Newtown Lane, East Hampton

Website: tenetshop.com; Instagram: @tenetshop

Above: Valley Dress by The Great, \$450



BLUE ONE

About: Blue One is a contemporary men's and women's boutique known for their great customer service and strong local following. This Bridgehampton store is curated with the newest fashion designers from around the world.

Giving Back: Blue One works with many different charities throughout the year including Every Mother Counts. Owner Crystal Willis is a new mother, so this is a charity very close to her heart.

Fun Fact: Husband and wife duo Crystal and Jarret Willis opened their store together in 2007, just before they were engaged. They were married shortly after and have kept their business growing despite all that life has thrown their way.

Day Off: Jarret also works for Bespoke Real Estate, so finding a day off can be challenging. But even on a cold winter day, they cherish their walks on the beach with their 19-month-old son.

Location: 2397 Montauk Hwy, Bridgehampton

Website: shopblueone.com; Instagram: @shopblueone

Above: Estella Blouse, \$355 and Greta Skirt, \$251 by Charo Ruiz



MINT

About: Mint is a multi-brand women's store that mixes classic styles with the latest trends. Mint stocks their boutiques with great summer styles all season long, so that women on the East End are always prepared.

Giving Back: During Breast Cancer Awareness Month and throughout the year, Mint is involved with raising money for Stony Brook University Cancer Center.

Fun Facts: Mint started over 16 years ago in Mattituck on the North Fork and they've kept growing ever since. Mint loves to highlight local designers and artisans.

Day Off: When owners Joanna and Stephan Mazzella aren't busy at one of their four Mint locations, you can find them boating on Peconic Bay during the summer.

Locations: 260 Love Lane, Mattituck; 83B Main Street, Westhampton Beach; 89 Main Street, Southampton; 119 Main Street, Stony Brook

Website: shopmint.com; Instagram: @shopmint

Above: Tiered Tilly Dress by Mint Exclusives, \$88

Storytelling With Philip Dufour

The Design Experience Event Master

By Ty Wenzel

No sector — outside of medical — was as profoundly affected by the global pandemic as was the event industry. It is where quality social interaction is the main ingredient of any memorable gathering. The East End depends so much on event design and execution for all of the philanthropic galas that support everything from the arts to healthcare to the environment and more. To survive as an industry, there needed to be fast and creative thinking.

Who better to understand this historic moment of the past year than Philip Dufour, the President and Creative Director of The Dufour Collaborative, the premiere design experience firm that has navigated the pandemic without any layoffs or furloughs. Mr. Dufour is a world-leading expert in bringing people together, having served in roles ranging from Social Secretary to the Vice President of the United States under the Clinton-Gore administration to Director of Development and Events for the Elizabeth Glaser Pediatric AIDS Foundation.

“We don’t use the term event planner — we are really considered producers of the guest experience,” Dufour explained.

It has been a while since Mr. Dufour has been in the Hamptons, like when he was the development director for three years for the Elizabeth Glaser Pediatric AIDS Foundation for whom he produced an event here.

Any great event will tell a tale — whether it’s a wedding, bat mitzvah, or a gala. “At the end of the day we’re storytellers, you know,” he exclaimed. He sounds much like a novelist, as he explained that the detailed nuances are what make a memorable story.

“You obviously have a very discerning audience in the Hamptons,” he

said. “In that people appreciate when you have taken the time to focus on the small details, even if they’re just simple nods that someone might not quite get exactly but they understand that there’s been a lot of thought that went into it. I often think that a lot of people get lost when they’re doing these things, that they fail to focus on the super-fine details. If you are thinking through an overarching theme, this makes the biggest difference.”

Covid-19 upended every element of the event industry. “I remember at the very beginning of March, we produced a big event for a group called Vital Voices. It’s a big 1,500 people event at the Kennedy Center,” he said. “We had to pivot that in about two weeks to a completely all-virtual event.”

Dufour explained that they couldn’t just sit around and cry during those early days of the pandemic.

“We have learned how to engage donors for non-profits, how to engage stakeholders for other groups,” he said.

Having an intimate relationship with politics as Tipper Gore’s Deputy Chief of Staff was the greatest professional experience of Dufour’s life. “You know, any time you work in the White House, if you take it for granted, than it’s time for you to leave. I never took that for granted. I was the first male Social Secretary — you oversee everything that happens at the Vice President’s residence. My job was to take care of all of the details of running a house but also overseeing all the events they needed so that they could, you know, take care of the business of running the country,” he laughed. “It was a family home. They had two kids still at home so it was also creating an environment that allowed them to be a family that reflects who they were as people but



Philip Dufour.
Photo courtesy
The Dufour
Collaborative

still in keeping with the job of being the Vice President and the wife of the Vice President. I was at state visits so when there was the king of Morocco over for a state visit, we would typi-

cally host a big luncheon. But also make sure their home was what they needed it to be for their family.” During the Biden-Harris transition, he advised on the Vice President’s resi-

dence, which he says hadn’t changed in twenty years.

To read more about Dufour, read our full interview on www.jameslane-post.com.

Nancy Mizrahi

And Crushing The Hamptons Real Estate Market

By Ty Wenzel

In the middle of 2020, we noticed a lot of Hamptons real estate agents closing homes at record pace — and in the luxury \$2M+ market, no less.

It was quite a boon to the region. The learning curve for agents was huge: become digitally savvy if you were not already, get creative with marketing, take your social media presence seriously, double-check your online reputation, and so on. A handful of brokers on the East End really stood out of the crowd, and were trailblazing through a global pandemic with aplomb.

Saunders & Associates broker, Nancy Mizrahi, was one of those superstars we could not stop watching. Mizrahi was recently ranked in the Wall Street Journal as one of the top 200 agents in the US. She comes from the thicket of the fashion industry and is married to developer, Michael Burns. We needed to learn more about her and her methodology that is crushing Hamptons real estate.

Nancy, you are just closing house after house! How would you describe your signature approach to selling luxury properties in the Hamptons?

The big secret to selling luxury

properties in the Hamptons, and don’t tell anyone this, is to be as knowledgeable about the area and the property that you’re representing. That’s what I do when I represent a home, I make sure to know everything that exists currently on the home and everything that can possibly exist in the future. Every situation in this market is unique, so it is imperative that you are creative with your problem-solving skills and fully knowledgeable.

How has the Covid-19 pandemic affected your business?

It’s not news that the market out here has increased in activity since the pandemic. The adjustment process was difficult, but now, of course, it is second nature to implement all of the social distancing, mask wearing, tracing, and hand sanitizing. We are all in this together with the pandemic.

Are what people looking for in a home that is different now?

One word, amenities. People need properties that have it all. It must have a large yard, a pool, a gym an office . . . everything. Clients want to create their own little worlds with their homes, so it’s important that all of that exists.

So how has business been this year?

It’s been unbelievable. The market, in terms of transaction activity has been nearly doubling every week.

Your work would be a boon to any brokerage. Why did you choose Saunders as yours?

Without question the support and the expertise that Saunders offers. It’s a great company, from top to bottom the team really knows what they are doing there and the tools that they offer always overwhelm my clients. I can’t imagine being anywhere else and feel lucky to be there.

Your background was in the fashion industry. How do you think that elevates your approach to luxury real estate?

Oh that’s great! You know the fashion business depends a lot on how the products are presented to the public. Things have to look beautiful and when people see a good fashion advertisement, they imagine themselves in that outfit and how good they feel. I definitely bring that mindset when thinking about marketing the houses that I represent.



Nancy Mizrahi.
Photo courtesy
Saunders &
Associates

Your husband is a well-known builder and developer on the East End as he owns Burns Development Corp. Are you his exclusive broker for the homes he develops?

Not always! If it makes sense for the client and that’s what they want then of course, but if it’s something that doesn’t make sense for me or the client, then no.

What do you do for fun

when you’re not killing it in Hamptons real estate?

I love going to the beaches and enjoying the outdoors in the summertime. The restaurants here are amazing as well and even after the pandemic the outdoor dining has been really great. This winter has been so nice as well, everything feels really active. My husband and I really enjoy it out here and even when we are not working we are always talking about our next project or real estate ideas for the future.