

# James Lane

— Real Estate —

August 2021

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



Scott Durkin &  
Todd Bourgard



# CROSSROADS

THE WATERMILL CENTER SUMMER FESTIVAL

LED BY  
**CARRIE MAE WEEMS**  
**ROBERT WILSON**

PRESENTED BY  
VAN CLEEF & ARPELS

**AUGUST 07, 2021**  
7:00 - 11:00 PM

PERFORMANCES, INSTALLATIONS, AND FILM SCREENINGS BY LAURA ANDERSON BARBATA, CRAIG HARRIS, NONA HENDRYX, DAVID LANG & SO PERCUSSION, MEMORIALIZE THE MOVEMENT, VERNON REID, CARL HANCOCK ROX, AND MORE!

**AUGUST 08, 2021**  
5:00 - 8:00 PM

PERFORMANCES AND INSTALLATIONS BY KYLE BASS, VIJAY IYER, MEMORIALIZE THE MOVEMENT, AND MORE!



THE WATERMILL CENTER  
39 WATERMILL TOWD ROAD , WATER MILL, NY, 11976  
[WWW.WATERMILLCENTER.ORG/EVENTS](http://WWW.WATERMILLCENTER.ORG/EVENTS)

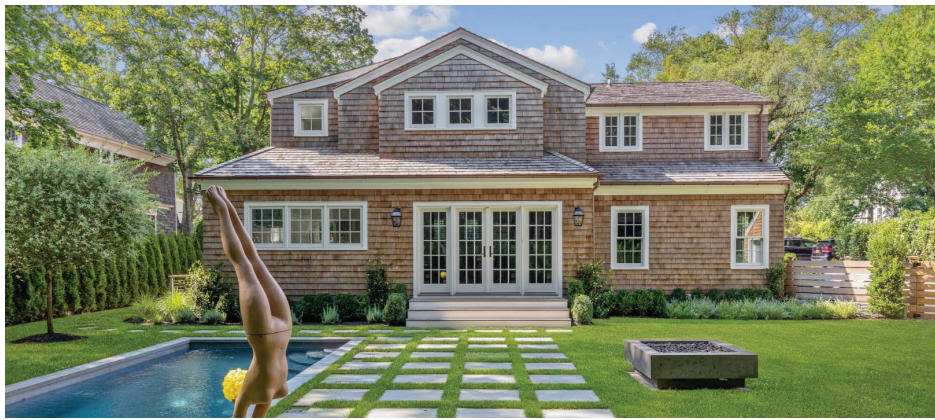
PHOTO © MARIA BARANOVA



ALEXANDER TEAM  
at Douglas Elliman Real Estate



**Selling  
Sag Harbor**  
\$20M in Sag Harbor  
In Contract or  
Sold Year to Date\*\*



**Sold** | 136 Jermain Avenue, Sag Harbor  
\$4,125,000 (Last Asking)



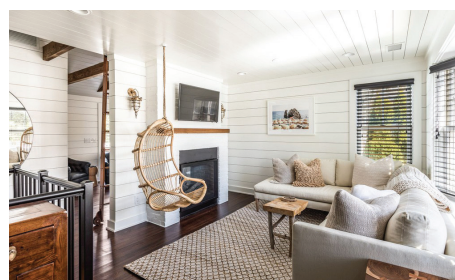
**Sold** | 21 Rogers Street, Sag Harbor  
\$2,995,000 (Last Asking)



**Sold**  
160 Ferry Road, Sag Harbor  
\$2,495,000 (Last Asking)



**In Contract**  
91 Harrison Street, Sag Harbor  
\$2,495,000 (Last Asking)



**Sold**  
57 Franklin Avenue, Sag Harbor  
\$2,095,000 (Last Asking)



**Sold**  
20 Mill Road, Sag Harbor  
\$1,950,000 (Last Asking)



**In Contract**  
28 Princeton Road, Sag Harbor  
\$1,895,000 (Last Asking)



**Sold**  
5 Bay View Drive East, Sag Harbor  
\$1,835,000 (Last Asking)



**In Contract**  
219 Ferry Road, Sag Harbor  
\$1,495,000 (Last Asking)



**Sold**  
9 Manor Road, Sag Harbor  
\$1,475,000 (Last Asking)

**Representing the #1 Team in the Nation\*** In the Hamptons  
**First Year in the Market**, Making Her Mark.  
**\$50M Sold** Across the Hamptons in 2021\*\*

*#11 Agent in the Hamptons 2020\*\*\**

Sara Goldfarb  
Lic. R. E. Salesperson  
O 631.329.9400 | M 781.799.5686  
sara.goldfarb@elliman.com



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

\*#1 TEAM IN THE NATION BY 2020 GCI AT DOUGLAS ELLIMAN REAL ESTATE. \*\* SALES VOLUME COMPILED BY DOUGLAS ELLIMAN REAL ESTATE. \*\*\* #11 AGENT IN THE HAMPTONS BY 2020 GCI AT DOUGLAS ELLIMAN REAL ESTATE. 2488 MAIN ST, P.O. BOX 1251, BRIDGEHAMPTON, NY 11932. 631.537.5900. © 2021 DOUGLAS ELLIMAN REAL ESTATE. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LIMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. EQUAL HOUSING OPPORTUNITY.

# Scott Durkin & Todd Bourgard

## A Thoughtful Conversation About Leading Through the Embers

By Ty Wenzel

**H**ow often does one get to meet with the President and Chief Operating Officer along with his Senior Executive Regional Manager of Sales for the Hamptons — of one of the nation's largest brokerages? We got just this chance when Scott Durkin, the President and COO of Douglas Elliman, and Todd Bourgard, his right-hand man in the Hamptons, were available to chat.

Durkin was a protégé of the legendary Barbara Corcoran for 26 years, which tells you all you need to know about his depth of knowledge in the real estate market. Bourgard impresses as well with over a quarter of a century with a real estate license and leading one of the most desirable regions in the country. You might be intimidated by the sheer magnitude of experience between them, but no, they are two of the most easy-going and well-versed titans of the industry.

We met for breakfast at Topping Rose House in Bridgehampton during an oppressive heatwave. Yet their broad smiles reveal their enthusiasm for the day and how they approach their daily grinds. Our inquisitiveness was ablaze much like the temperature of the day: how does top brass deal with something as catastrophic as a global pandemic when life literally comes to a halt? That's where we started and it became quickly apparent that neither men alarm easily and that their demeanor under pressure is precisely the reason why Douglas Elliman is the leader it is today.

### We are curious how you reacted when Covid took hold in March of 2020. Was there a panic?

**Todd:** Although we did not see this coming, we didn't panic. We closed down all the offices and within two or three days, the phone started ringing. At first it was all about rentals, people just wanted to come out here and rent in March and April. Rentals were gone very quickly. Then everybody decided to buy. They had a couple of months to think about it and it was a well thought out process. It went, "We're going to change our lifestyle completely." And they did — 6,500 people changed their permanent addresses from New York City to the Hamptons.

### Wow. Do you think this is a permanent migration?

**Todd:** I think they're here to stay based on the school enrollments.

### Still, it must have been a shock to consolidate and be ready for what was to come.

**Scott:** We had no warning. It was March 13, a Friday. We didn't even pack up, we just shut the offices down.

**Todd:** We then gave everyone notice to go in and get what they needed. We really thought we'd be shut down and have no business.

**Scott:** We couldn't show anything. We had no business for ninety days in Manhattan, our mothership. Our business there dropped 64 percent for those 90 days. We were shocked by that. You always have some sort of contingency plan for moments like this. You have to act quickly if something catastrophic happens with a plan to show how you will run the company. Unfortunately, we had to reduce our overhead by 35 percent, so that was incredibly hard. We shaved 10 offices out of 21.

**Todd:** We couldn't show either. But we could do virtual showings, we could send out videos, we can have the homeowner leave and have clients go in unattended by a realtor. This was new to us.

### We also learned to work remotely with amazing productivity and results.

**Scott:** Hello! The whole business changed, the way agents do business.

**Todd:** There are agents that have been doing business the same way for 20, 30 years. It was sink or swim. We changed everything and I was surprised how quickly the agents were able to adapt. They did it famously.



Todd Bourgard (left) and Scott Durkin (right). Photos by Ty Wenzel

**Scott:** Agents are natural negotiators, but here there was nothing to negotiate. These were the rules and they had to pivot. We went from black and white to color. We didn't even have print advertising because magazines were shut down, everything was shut down.

### Yet, Elliman's numbers were and are fabulous, so congratulations.

**Scott:** Yes. It was our team. There was no way we could have done this alone.

**Todd:** We did famously because of our communication from the top. There was no gray area. Agents were fined thousands of dollars for waiting in front of a home waiting to let their clients in for a tour when they weren't allowed to. We didn't want any part of that. We even had appraisals doing drive-bys.

**Scott:** We had closings online. Twenty minutes. It was amazing.

**Todd:** We couldn't be at the final walk throughs so my agents were allowed to let the clients in through FaceTime. They were given instructions to do the walk throughs, such as under cabinets, bathrooms, basements, closets.

### In hindsight, we have to take pause at how difficult it was for locals when the onslaught happened that March. We had the infrastructure and resources for an off-season population only. Like when entire supermarkets were bought out overnight.

**Scott:** Eight thousand dollars in steaks, 700 freezers from PC Richards.

### It was wild. Things have certainly settled down and become the norm with the new year-round population. There are also a lot of areas that are now real estate hotspots, such as Springs and Hampton Bays.

**Todd:** I've been in Hampton Bays since 1981. I love it there. Great restaurants, I mean, look at everything we have on the water: Canal Cafe, Cowfish, Rumba, Oakland's. I love how I can go anywhere and someone knows you and yells, "Hey Todd!"

**Scott:** If you look at it from 30,000 feet, as we looked at all of our markets, we were so caught off-guard with this. I was in Los Angeles but flew to Palm Beach where we have a place where we bring our horses. [Durkin is an accomplished dres-

sage equestrian himself, while supporting his trainer in competitions.] I was there for six weeks and then went up to the Catskills. I didn't come back to New York for 18 months. We had to be mobile but not be mobile. We set up shop in Miami and got to work.

### What was Florida like through it all?

**Scott:** Much like out here in the Hamptons, it was crazy. Everything is selling. I think we were up 247 percent last year, which is incredible.

**Todd:** The numbers are staggering. 2020 was our best year in our history. We said how will we ever beat that? Guess what? We have beat out every month of 2020 for the last six months of 2021. It's amazing.

### Besides the astounding sales numbers, what did you think of the last year and a half personally?

**Scott:** It gave you a moment to reflect. Howard (Lorber, the Chairman of Douglas Elliman) always says, "If there's one thing you would take back more of it's time."





# CTREE *Horses Changing Lives*

Thursday, August 26, 2021

6 pm - 9 pm

Sebonack Golf Club, Southampton, NY

Event Chairs: Amalie Bandelier and Chris Ritchey

Step out and celebrate  
with cocktails and a silent auction  
at our 1920's themed event  
toasting **10 years**  
of Horses Changing Lives !



to benefit the Center for Therapeutic Riding of the East End

Event Sponsors

Heather and Michael Nardy



HERMÈS  
AMERICANA MANHASSET

James Lane  
Post

For sponsorship and ticket information  
[www.hcl2021.givesmart.com](http://www.hcl2021.givesmart.com)  
or call 631.779.2835

# The Wilson Team

## Actualizing Success Through Friendship

By Ty Wenzel



Photo courtesy Saunders & Associates

Living and working in real estate on the East End is a staggeringly lucrative and competitive industry that requires 24/7 commitment and a hint of bullish stamina. It can make dreams come true and it can dash them as well. But it sure helps to have a BFF to stand by you while working your way to the top. Jennifer Wilson and Treacy Cotter are local to the Hamptons, raising their children and ultimately coming together to create the Wilson Team under the flagship of Saunders & Associates. The rest is history, as they say. We were excited to learn more about how a successful fashion executive turned stay-at-home mom and pharmaceutical sales maven teamed up to become one of the most successful real estate duos on the East End.

**Your partnership is a wonderful journey of two local East End women coming together to build a very impressive business. When and how did it come together?**

**Jennifer:** I started selling real estate in 2007 after a twelve year career in sales with Astra-Zeneca Pharmaceuticals. I grew up in East Hampton and I have always loved the beauty of the East End and the properties and landscape from the ocean to the bays. Treacy and I grew up together and Treacy's work ethic was always impressive to me. She has a background in design and sales, and when she was ready to go back to work after raising her boys, I asked her to join me. I was confident in her and knew she had what it takes.

**Treacy:** Jen and I have been life-long friends, we met in the second grade on the playground at John M. Marshall Elementary School here in East Hampton. We have helped each other throughout our lives with everything from work, family, you name it. Jen has been in real estate for almost fifteen years and I was a stay at home mom. When it became time for me to sell my house, I was relying heavily on Jen for advice. This started the dialogue about getting my license and coming to work with her at Saunders. It was great advice that I am so glad I listened to her.

**Do you delegate certain aspects of your business like one handles sales, the other rentals, or do you both cover the full gamut of services?**

**Jennifer:** Treacy joined me at the end of 2019, and when March 2020 hit it was all hands on deck. We cover everything together, from sales to rentals, and we have fun doing it! We are a full service, hand holding team!

**Treacy:** We share most everything. Jen has more years of experience and has taught me so much by letting me work side-by-side with her through every aspect of our business. We have a natural ebb and flow.

**Treacy, you were in the sales end of the fashion business in New York City prior to returning to the East End. Do you think that having this unique experience has elevated your eye for architecture and this aesthetic enhances your cli-**

**ents' and customer's needs?**

**Treacy:** Absolutely! Working in that industry has helped tremendously. Obviously from an aesthetic standpoint, I have developed a sharp eye and truly love helping people with all aspects of their homes—selling or buying experience — and everything in between! I had a large staff and tremendous customer base which helped me learn how to navigate through our diverse pool of clientele and getting them what they need quickly.

**You're both moms with children. How did you balance the last year and a half during the lockdowns as you were home-schooling, coupled with the unprecedented influx of Hamptons buyers looking for homes or selling them?**

**Jennifer:** My oldest daughter is going to be a senior in college and my youngest just graduated from East Hampton High School. It was a crazy year with many moving parts, but it was the best year of my fourteen-year real estate career. Treacy and I value family and we give each other permission to stop and be present for our kids. That is the greatest part of being a team of working moms — we always have each other's back.

**Treacy:** Jen and I both put family first and foremost but work was insane! During the lockdown we were both on our computers non-stop working, twelve hours a day. We were able to manage both fairly well since there are two of us and we communicate constantly. It was a challenge to keep up with the influx of buyers but I think we did more than alright.

**How else did the Covid-19 crisis affect your business? Are you getting nervous about the new variants taking hold and affecting your work?**

**Jennifer:** Covid has definitely changed the landscape in the Hamptons and the real estate market in general. I don't think that the majority of people who bought and moved out here are going to go back to New York City full time. I foresee many people splitting their time between the Hamptons and New York City, especially with the efficiency of all of the technology that we have been using over the last 15 months. New York state is over 70 percent vaccinated, so I am not worried that the new variant will affect our business.

**Treacy:** We did a lot of site unseen transactions during Covid. The beauty of real estate is that we were able to keep working during the pandemic. Saunders was so helpful with the way we had to adapt our business during that time. Things still ran very well and I am confident they will continue to no matter what may come down the road.

**So, you're both seeing a permanent migration to the East End?**

**Jennifer:** I do see a permanent migration. The people who bought and rented out here during the last year have experienced what we as locals have always known, that this is one of

the best places to live. From boating, to water sports, or enjoying our beautiful ocean beaches year round, hiking trails and great restaurants, there is so much to do out here and in such a beautiful setting. I have spoken to a lot of professionals who moved out here and say that they are never going back full time.

**Treacy:** Yes. People are making huge life-changing decisions regarding city-living, realizing they don't have to be there full time for work. We are seeing a change in the usual work week. People are now choosing to be here on a more full time basis and hopping back into the city for a few days as opposed to the Monday through Friday city work-week that was common pre-pandemic.

**You've probably seen amenities or trends that you've never seen before become required by buyers directly caused by the pandemic. What are they and how do you deal with buyers looking for something that may not exist?**

**Jennifer:** A home office, and possibly a couple of home offices have become extremely important. That as well as a home gym, or space to create one.

**Treacy:** Simply put, I think the biggest challenge out here now: cell service and WIFI — someone please help!!!!

**Amen to that, Treacy. Have you noticed any neighborhoods that might be of interest to buyers?**

**Jennifer:** Springs has become very popular among young buyers. They would rather be in Springs than North West Woods for example because there is a lot more going on. There are fantastic waterfront restaurants, the Springs General Store, and a thriving art scene and shows at Ashawagh Hall.

**Treacy:** Every neighborhood! Due to the shortage of inventory people are looking anywhere and everywhere.

**How has the market been in 2021? Was there any slow-down? How do you see the market playing out for the rest of the year?**

**Jennifer:** The only reason we have had a slow down is because we sold all of our listings and there is not much inventory. We are working with a lot of buyers, and in the past a buyer would come out and look at ten houses. Now they come out just to see one or two.

**Treacy:** We are still very busy. It's just not as frenetic as last year. It has shifted for us as the inventory out here has shifted. We had twenty-plus listings and have sold them all. We are busier now with buyers. It will be interesting to see what the fall brings, if people will change their minds and go back to the city. I believe we will stay busy here in the Hamptons.

**The process seems to have been changed in 2021, in that the homes go so fast and above**

**the asking price. What is some advice you have right now?**

**Jennifer:** My advice to my buyers is to be prepared to act quickly. Be the first to see a property and make an offer right away. Cash is king. Even if the buyer is getting financing, their offer should not be contingent upon financing. Treacy and I look at the new listings and price reductions every morning and afternoon and call our customers right away if a property comes on that fits what they are looking for.

**Treacy:** Do not hesitate. Speak to your financial advisors and be prepared before you go look at a home. We are here to get you through the rest of the process. You have to go to a showing prepared to make an offer.

**Why Saunders & Associates and not another agency? What do they offer that appeals to you?**

**Jennifer:** Andrew and Colleen (Saunders) are so smart and hands on. I've worked for two other agencies and Saunders is truly special. We have the most creative people running our marketing department, and agents do not have to jump through hoops to get things done. We are a data driven company and Saunders positions all of their agents for success.

**Treacy:** I watched Jen during her journey with real estate and she has never been happier than she is at Saunders. Saunders treats their agents like customers. Andrew and Colleen are a pleasure to work for and they will do anything to help. My first open house I had a question and had to call Andrew. I had yet to meet him and he picked up the phone on the second ring and it was huge help and relief. The admins in all our offices are amazing as well!

**Are there any homes that you've sold that you're particularly proud of?**

**Jennifer:** Big or small, I love selling homes. The reward of finding someone a home that they love is so much fun.

**Treacy:** All of them! 73 Scotline Drive in Sagaponack was a fun one. Beautiful home!

**That is a gorgeous house and congratulations on selling it! What do you both do for fun when you're not working?**

**Jennifer:** I love boating and the beach in the summer! Treacy and I have a great group of friends that we spend time with on the beach along with all of our kids. We are so lucky to live where there are such beautiful ocean beaches. In the winter months my husband and I head out to Aspen to ski for a few weeks every year.

**Treacy:** Jen and I actually spend a lot of our down time together. The beach is our biggest go to. I teach group fitness classes at Sag Harbor Gym as well which is super fun.

To learn more about The Wilson Team or to view their current inventory and sales history, visit [www.hamptonsrealestate.com](http://www.hamptonsrealestate.com) or email [thewilson-team@saunders.com](mailto:thewilson-team@saunders.com).

# INTELLI TEC

security services



## Security with a Personal Touch™

Access Control - Video Surveillance - Intrusion Protection - Fire Protection

**"Under the same ownership since 1999!"**

**As an essential company,  
INTELLI-TEC continued  
to protect your family 24/7  
throughout these challenging  
times and we will proudly  
continue to do so!**

### Touchless Keypads

For Times Like Now



**Hamptons • 50 Station Road, Water Mill, NY • 631-500-9111**  
**Up-Island • 150 Eileen Way, Syosset, NY • 516-876-2000**  
**Florida • 1200 Clint Moore Road, Boca Raton, FL • 844-767-9922**

[www.Intelli-Tec.net](http://www.Intelli-Tec.net)



Licensed by the State of New York 12000003519  
Licensed by the State of Florida EC13009902



# CP Complete

## Luxury Built Upon A Smile

By Ty Wenzel



Photo by Kyle Hardy

Sitting down with Chris Hall of CP Complete is no small feat, particularly during high season in the Hamptons. As one of the most respected builders on the East End, he is quite busy this time of year.

Once we did get the opportunity, we learned that both he and CP Complete partner, Paul Guillo, have been leaders on the East End for decades. And they are now beautifying the region one house and yard at a time. Considering the kind of commitment Hall has given to both the North and South Forks in terms of building businesses, it's surprising to learn that he's actually a Jersey boy originally, having been raised in Union, New Jersey. It wasn't until the summers of his college years in Vermont that he landed in the Hamptons and his first summer job was collecting trash for Suburban Sanitation in Sag Harbor and washing dishes at a restaurant in Noyac.

He was bitten by the entrepreneurial bug and, in fact, he put himself through college by starting his first company, a pool service. With the funds, he also began building and renovating homes on the East End. That was not enough, so he opened The Music Hall in Jersey, which was the area's largest collection of used CDs. It had a weekly segment on WNEW-FM and played rare selections of imported music on the program. After selling it to a retail chain, he founded Peconic Online with business partner, Ray Sanchez. If you lived on or visited the East End back in the early days of the Internet, you would have seen Peconic Online in the footer of every website based in the Hamptons. They built and hosted websites for the likes of Bridgehampton National Bank, Hamptons International Film Festival, the Hampton Jitney, Southampton Hospital, and the Hampton Classic.

From there he created Path to Success where non-profits benefited from fundraising activities, which included the Long Island Music Hall of Fame. Concurrently, he also partnered with radio legend Pete Fornatale, and produced "Mixed Bag Radio" for Sirius/XM.

That's a lot. But it was the combination of his wildly diverse entrepreneurial experiences — swimming pool construction, landscape design, technology, and music — that

brought Hall to the art of building luxury properties in the Hamptons, as well as the North Fork.

James Lane was fortunate to land valuable time with Hall — who is incredibly easy to talk to with his refreshing warm smile — to learn more about CP Complete.

**Chris, you have been a mainstay in the Hamptons in various industries. How did you start building homes and did that experience help you get started?**

The evolution to home building was quite organic. Our clients meet us based on our reputation or referrals and the projects grew in scope from interior and exterior restorations and renovations to new home construction. Having said that, many of my favorite projects remain renovations of older homes that need upgrades and some TLC.

**How did you and Paul become partners?**

My partner Paul Guillo and I have known each other for decades. We travelled in the same circles when it came to playing sports, coaching our sons and business relationships. It was a natural progression and quite fortuitous that we began working together. Paul is one of the good guys and it's a privilege to be his partner. We have different strengths and complement each other's skill sets extremely well. Among our areas of common ground is the satisfaction that we receive from a job well done.

**What kind of services does CP Complete offer?**

CP Complete was aptly named for our team's wide-ranging array of talents. We provide virtually all services to current home owners or those planning to build their own home. The ability to provide such a comprehensive service is the result of working in our community for many, many years. Paul and I have gathered, not just an extremely talented group of professionals, but incredibly nice and honest tradespeople that we can call upon at a moment's notice.

**The pandemic created such turmoil across the board, but the building trade really got walloped. How did you**

**manage 2020?**

2020 was a difficult year professionally for so many people. However, as we all lived through the pandemic together; there are far more important concerns other than business. Last year gave us a chance to provide services that were far different than years past. CP Complete has several clients that needed to adapt to year round living in the Hamptons. While they were not homeless by any means, they were displaced professionally, socially, and academically. While us "locals" experienced frustration and overcrowded stores and towns, Paul and I never lost our focus and compassion for those who had a most difficult 2020. The work that we do has many benefits, in addition to being able to work in one of the most beautiful areas of the country, Paul and I get to work with, and for, incredibly interesting clients. What I've learned from them about business and life certainly equals, or surpasses, what I have contributed. We've been happy to give back in any way we could.

**What are some features or amenities clients now request that weren't as prevalent prior to the pandemic?**

Not surprisingly, we saw an increased demand for home offices, residential gyms, finished basements, and expanded or upgraded outdoor living space. Pavilions, pool houses, spacious patios, and landscapes have become the most popular requests. Additions to existing homes, renovations to kitchens and bathrooms have also been increasingly common. It's been fun for us to take a client's wish list and turn it into something that is a spectacular, yet practical, end result.

**What projects are you currently working on?**

CP Complete has some really innovative projects in our very near future. We have worked with our clients and architects in a collaborative effort to design some incredible properties. We have just completed a home and cottage renovation on a family compound in Water Mill. This particular project was planned to be done in phases. In September, we begin phase two which is the construction of an all-season pavilion that includes state of the art audio/video, air conditioning, radiant heat on custom tile flooring, and amazing

living space for family and friends. We have partnered with nature, as the 360 degree views are breathtaking. Our team will be building a remarkable custom gunite pool and spa to compliment the pavilion. The landscape portion of this project is also quite special. To one side there are local bees in place and thriving. Looking to the west we will create will be a courtyard with a view of fruit trees and a bocce court. A half-court basketball area is under construction near rolling hills and a bucolic naturally enhanced landscape. Our client and extended family will have their own spa-like retreat to call home. Most importantly, working for this nice family, who appreciates our attention to detail and the kind approach that we bring to our craft, is tremendously rewarding. Life is too short to be around people that don't have perspective and appreciate other's hard work. All of our trades have commented on the positive atmosphere that surrounds this estate.

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

We are very adaptable to our clients tastes and desires. The architects that work with us have many years of experience and incredible imagination. The common thread of the homes that we build and renovate is that we create a home away from home. Comfortable, practical, and luxurious are words that our clients have used to describe our work. Marrying form and function is always the goal. We are working on a home renovation in Sag Harbor. Our talented team is assisting in providing advice and guidance, once again a special synergy exists with our client that allows this distinctive project to become eye-popping.

**Do you have a favorite East End village to build in?**

Not an easy question. The seasonal answer is the village with the least traffic! Each village, as well as each project, has its own character and charm. One perk of Hamptons construction is that working south of the highway gives me easy access to the ocean when that whistle blows.

**What do you prefer, custom building, remodeling, or restoration?**

My personal preference is renovation/restoration. Although knock downs are increasingly popular and new builds provide a clean canvas; there's something special about making an older building new again. Whether it's nostalgia or being environmentally conscious, it is more rewarding for me to preserve a special part of the Hamptons past while providing modern amenities and style.

**In what ways are you evolving as a Hamptons builder?**

Each year provides the opportunity to evolve. Paul and I listen to our clients. It sounds like a simple concept, but we've become better listeners. Our clients, contractors, architects, and other experts in their area of expertise have so much to offer. CP Complete brings everything together; the creative process, blueprints, permits, construction and the final product. Each aspect of our "job" involves listening, patience, and understanding.

**Are you incorporating any trends that you've seen in the homes you're currently building or remodeling? What trends are you really into?**

I'm passionate about outdoor living. Bringing the comforts of inside the home to our amazing properties is quite a thrill. Pavilion, patio, pool, spa, open space, meditation areas, and landscape features that preserve the natural environment while providing privacy and beauty are all key elements.

**When you're not building, what do you do for fun?**

There are so many things that our community has to offer. Kayaking with my family is a way we enjoy our beautiful area and spend time together. Like most folks on the East End, we entertain friends and relatives for many weekends throughout the summer. You happen to be asking me on a gorgeous day that I spent at the ocean with my wife, which was amazing. Life is good and, rest assured, my time away from building is well spent!

Learn more about CP Complete by visiting [www.cpccomplete.com](http://www.cpccomplete.com) and follow Hall on Instagram at [@cpccomplete](https://www.instagram.com/cpccomplete).





ELLEN'S RUN  
REGISTRATION

# The Ellen Hermanson FOUNDATION

*Changing Lives, Saving Lives*



BACK IN BLACK  
REGISTRATION

## JOIN US THIS SUMMER!

Advance registration required

# ELLEN'S 26<sup>TH</sup> ANNUAL Run<sup>®</sup>



**YOUR GIFT WITH  
REGISTRATION**  
ELLEN'S RUN  
PERFORMANCE  
T-SHIRT,  
COMMEMORATIVE  
BIB, AND  
FINISHER'S  
MEDAL!

### HYBRID 5K IN PERSON

Sunday, August 15, 9 AM

Southampton Intermediate School

NO RACE DAY REGISTRATION

Register at [Ellensrun.org](http://Ellensrun.org) now until Saturday, August 14 at noon.

### VIRTUAL

August 15 – August 30  
Run or walk 3.1 miles  
anytime, anywhere!

Registration for the virtual race closes on Monday, August 30 at 11:59 PM.

# BACK in BLACK

The Ellen Hermanson  
FOUNDATION  
SUMMER BENEFIT

Saturday  
August 28  
6:30 PM

THE CLUBHOUSE  
East Hampton

Proof of Covid-19 vaccination or negative test required.



Honoree  
Tovah Feldshuh  
Broadway Actress, Singer and Playwright



Honoree  
John Graham  
Executive Director, Hampton Racquet



Entertainment  
The Lynn Blue Band



Emcee/Live Auction  
Robert Altmann



Gala Chair  
Jean Shafiroff

**Host Committee**

- Ingrid Arneberg and Will Marin
- Stanley Baumbblatt and Chaz Austin
- Robert Chaloner and Oscar Mandes
- Constance Chen, MD \* and Stephen Warren, MD Ann Ciardullo\*
- Iris and Jay Dankner
- Jennifer Finkelstein and Robert Fafalak, MD
- Amanda Star Frazer, Esq. \* Lee Fryd
- Anne Tschida Gombg\*\* and Michael Gombg Monica Graham
- Jane Krieger and Neil Bersin
- Hope Klein Langer \* Emily Levin, Esq. \* Jackie Lowey and David Kuperschmid
- Hugo Moreno \* Eileen Rappaport \* Jill Rappaport
- Julie Ratner, Ed.D \* and Sam Eskenazi
- Dee Rivera \* Iris Shokoff\*
- Marguerite Smith, Esq. Cathy Tweedy \*
- Christine and Jim Weinberg
- Cathy and Norman Yohay

\*The Ellen Hermanson Foundation Board of Directors  
\*\*Executive Director

## THANK YOU ELLEN'S RUN SPONSORS



### MEDIA PARTNERS



### COMMUNITY BOOSTERS



## THANK YOU GALA SPONSORS

Ingrid Arneberg & Will Marin

The Melissa Cohn Group  
William Raveis Mortgage

Barbara Rosen & Pat Martone

Jane Krieger & Neil Bersin

The Ellen Hermanson Foundation ensures access to state-of-the-art breast health care and empowers people affected by cancer. Our mission-driven programs fund essential direct services provided through the Ellen Hermanson Breast Center at Stony Brook Southampton Hospital and Ellen's Well, as well as breast health programs in partnership with The Bridgehampton Child Care and Recreation Center, OLA (Organización Latino-Americana of the East End), The Retreat, and The Shinnecock Indian Health Center.

Registration & More Info at  
[EllenHermanson.org](http://EllenHermanson.org) • 631-907-1950

# Your Concierge

## A Talk With Lifestyle Management Experts Gail Kresge And Robert Altmann

By Jessica Mackin-Cipro

**Y**our Concierge NYC offers membership-based personal concierge services and lifestyle management throughout New York City and the Hamptons. We caught up founder Gail Kresge and director of sales and marketing Robert Altmann to learn more about the company's background and its services.

### What inspired you to start Your Concierge NYC?

**Gail:** In 2016, I left behind a long career in Mortgage Finance to pursue entrepreneurship and my passion for helping people. During my career I was an executive, wife, and mother who struggled to balance the demands of everyday life. My inspiration was to create a company designed around meeting the needs of busy people. We are known as personal concierge and lifestyle managers because we step in to help those we serve accomplish their personal and professional goals while creatively solving their everyday needs. Our existing client

roster tends to be high-net-worth individuals and families and high-profile individuals and families, but our services are open to everybody.

**Robert:** I merged my event and production company Third Wave Events with Your Concierge NYC about three years ago. I received a call from my older sister Sharon who coincidentally is my partner Gail's best friend from grade school and a close friend to my whole family for years growing up. She had told me about Gail's company and how she truly believed we should meet and talk about working together. At the time of the call, I was emceeing a fundraiser at the NBA store in New York City and gave Gail a call to see if we could meet up when I finished the event.

We met and shared both, fond memories and what our vision for a combined business could look like. You could say, she was the Ying to my Yang!

All my strengths and creativity are a perfect fit for the business. I am a

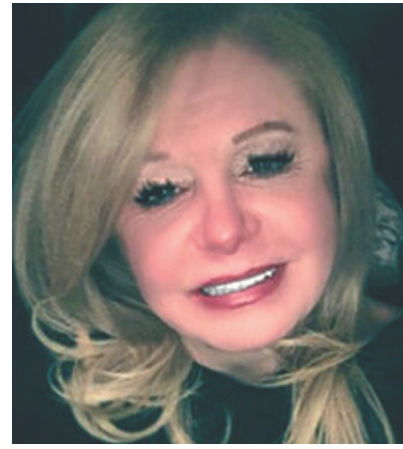
people person and really enjoy providing both friends and clients with things that bring joy and happiness. Our clients become our friends and it gives me a continued attitude of gratitude.

### Tell us a little about your business and the services you offer.

**Gail:** We have several monthly clients who have entrusted their needs to us for several years. For these valued folks we have a philosophy that there is no task too big or too small. They can ask us for anything, and we'll get it done. We greatly value the relationships we've created, and we are continually excited to create more. We are experts in private travel and jet charter. We love to curate unique and personally tailored itineraries. We serve as property managers for clients whom either expect to be away from their primary residence for an extended period, have a second home needing supervision, or need a chief of staff to manage their home, affairs and staff. We love to create special events, bringing our creativity and attention to detail to everything from backyard parties to lavish celebrations. We come along side our clients and provide them exactly what they need at exactly the right time.

### Tell us a little about your background and what brought you to this point.

**Gail:** I have a business background, coupled with the experience gained by raising a family. The struggles are real, and I've seen many of them. When I decided to leave the business world and pursue my passion as an entrepreneur, while creating the business infrastructure, one of the preparatory steps I took was to attend the British Butler Institute. I wanted to become an expert in the



domestic arena. It was a joy to learn and apply many aspects of home management. In the spring of 2019, Rob and I joined forces blending Third Wave Events into Your Concierge NYC, Inc. to create an unstoppable collaboration.

**Robert:** My background, forte and strengths include being a certified national motivational sales trainer for Sprint, professional voice-over, and public speaker. I have worked closely with several marketing and advertising teams over the years allowing me to showcase my creativity and ability to captivate audiences on a grand scale. Along with being a lifestyle management company we can provide extraordinary events and experiences for people from backyard celebrations to hosting fundraisers that give back to those in need. It's rewarding and fulfilling to really do what you love and go the extra mile. Something Gail and I both feel deeply committed to.

### How have you had to pivot your business due to Covid-19?

**Gail:** We are so happy to see the world returning to normal and will be more thrilled to see Covid-19 in the rear-view mirror. The nature of our business is one that provides personal service. That said, at a time when the world was shutting down and infection rates rising, we like

many others, were forced to look for creative ways to pivot our services. During that time, we offered many of our services virtually, we also collaborated with Broadway experts to provide unique virtual Broadway experiences, we arranged private and safe air travel for clients who needed to travel, and when it was safe to do so, we followed our clients out-of-town to better support them.

### What's next for you and Your Concierge NYC?

**Gail:** We are growing and expanding our service areas. While we initially followed our clients out-of-town, we have found great reception in both the Hamptons and South Florida. Our current areas of focus are New York City and the Hamptons, with further expansion to South Florida in the future. We are very excited by the new friends and contacts we have made in the Hamptons market and the opportunities are amazing. It's our pleasure to look for ways to be of value to the community in addition to supporting our clients. This summer we are offering our time to various non-profit groups with events in town, while also participating in events that are grass roots to the community.

To learn more, visit [yourconciergenyc.com](http://yourconciergenyc.com).

# CP COMPLETE

HAMPTONS CONSTRUCTION & RENOVATION



### SERVICES

Design / Build  
Kitchen & Bath Remodel  
Addition / Renovation  
Landscaping / Irrigation  
Pavilion, Pool House, Pergola  
Tennis / Pickleball / Basketball Courts  
Swimming Pool / Patio / Deck  
All Masonry Work

### CP COMPLETE

631.283.9098  
[chris@cpcomplete.com](mailto:chris@cpcomplete.com)  
[www.cpcomplete.com](http://www.cpcomplete.com) • @cpcomplete

# James Lane

— Real Estate —

August 2021 www.jameslane.com

**Scott Durkin & Todd Bourgard**

# James Lane

— Real Estate & Design —

Spring 2021 www.jameslane.com

**Sasha Bikoff**

# James Lane

— Real Estate —

June 2021 www.jameslane.com

**Breitenbach With A Capital B**

## The Ultimate Real Estate Power Squad: The Terry Cohen Team

**By El Wood**

There's a reason why the Terry Cohen Team is consistently ranked as one of the top real estate teams in the Hamptons. It's not just their track record of success, but their collaborative spirit and commitment to their clients. The team, led by Terry Cohen, includes several other top-performing agents who work together to provide exceptional service to their clients.

Over the years, the team has built a reputation for integrity, hard work, and a deep understanding of the local market. They have successfully helped countless families find their dream homes in the Hamptons, and their clients continue to praise their expertise and dedication.

The Terry Cohen Team is a true power squad, and their success is a testament to their teamwork and shared passion for real estate. They are proud to be part of the James Lane Post community and to continue to serve their clients with the highest level of professionalism.

## Manifesting With Corcoran's Timothy Davis

**By El Wood**

Timothy Davis, a top-performing agent with Corcoran, shares his insights on how to manifest success in the real estate market. He discusses the importance of setting clear goals, staying motivated, and leveraging your network to achieve your dreams.

Timothy emphasizes the power of visualization and positive thinking in creating a successful real estate career. He shares practical tips on how to attract high-quality leads and close deals more effectively. His expertise and guidance are invaluable for anyone looking to excel in the competitive real estate market.

Through his experiences, Timothy has learned that success in real estate is not just about hard work, but also about believing in yourself and your ability to overcome challenges. He encourages his clients and colleagues to stay focused, stay positive, and stay committed to their goals.

Timothy Davis is a true leader in the industry, and his insights are a valuable resource for anyone looking to manifest their success in real estate. He is proud to be part of the James Lane Post community and to continue to inspire others to achieve their dreams.

# REAL ESTATE & DESIGN LEADERS OF THE EAST END ADVERTISE IN JAMES LANE POST

Exclusive interviews, features, DEEDS, and content featuring real estate and design on the East End

Brokers & Agents • Real Estate Leaders  
 Builders & Trade • Architects  
 Landscape Architects  
 Interior Designers  
 Retail Establishments • Event Designers

PRINT • DIGITAL • EMAIL ADVERTISING  
 Contact [sales@jameslane.com](mailto:sales@jameslane.com) to get started today.

## The Masters Of Main Street: Hal Zwick And Jeff Sztore

**By El Wood**

Hal Zwick and Jeff Sztore are the masters of Main Street in the Hamptons. Their expertise in real estate and design has helped them build a successful business and a reputation for excellence. They share their insights on how to navigate the competitive market and provide exceptional service to their clients.

Hal and Jeff discuss the importance of staying up-to-date on market trends and the local economy. They emphasize the value of building strong relationships with clients and the importance of providing personalized service. Their success is a testament to their hard work, dedication, and expertise in the industry.

The Masters of Main Street are proud to be part of the James Lane Post community and to continue to serve their clients with the highest level of professionalism. Their insights and experiences are a valuable resource for anyone looking to succeed in the real estate market.

## Chris Mead: The Maestro Of Beautifying The Hamptons

**By El Wood**

Chris Mead is the maestro of beautifying the Hamptons. His expertise in interior design and real estate has helped him create stunning homes and a reputation for excellence. He shares his insights on how to create a beautiful and functional living space.

Chris discusses the importance of understanding the client's needs and preferences, and the value of attention to detail. He emphasizes the importance of creating a cohesive design that reflects the client's style and the unique character of the Hamptons. His expertise and guidance are invaluable for anyone looking to beautify their home.

Chris Mead is a true maestro in the industry, and his insights are a valuable resource for anyone looking to create a beautiful and functional living space. He is proud to be part of the James Lane Post community and to continue to inspire others to create their dream homes.

# James Lane

— Real Estate & Design —

Winter 2021 www.jameslane.com

**Hidden Gem**

# James Lane

— Style & Design —

June 2021 www.jameslane.com

**Jung Dee**

# James Lane

— Real Estate —

July 2021 www.jameslane.com

**The Atlantic Team**



# THE VILLA AT WESTHAMPTON

*Premier Assisted Living*



Moments away from the majestic Hamptons beaches and Westhampton Beach Performing Arts Center, The Villa at Westhampton is an exclusive assisted living community.

## **Independence and Sophistication – A Place You Call Home**

- 24 Hour Supervision • Case Management
- Medication Management
- Restaurant Style Dining & Country Kitchen
- Social & Recreational Activities • Housekeeping & Laundry Services
- Personal Care Assistance • Nursing Services
- Legacy Memory Care Suites • Short Term Stays Are Welcome

**68 Old Country Road, Westhampton, NY 11977**

**631.240.8100**

Email us: [info@hamptonvilla.com](mailto:info@hamptonvilla.com) | [hamptonvilla.com](http://hamptonvilla.com)