



Livingston Fuels LLC
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Success Magazine:: Kelly, why did you and your husband Mike start Livingston Fuels?

Kelly Livingston: My husband, Mike, had worked for large oil companies for fifteen plus years. We had watched how national companies treated customers on a local level, as numbers not as people. It felt as though they wanted to make money off of the community, but not interact with the people in it. We found this troubling. On a personal level we view most of our customers as friends. We felt with his knowledge and my business experience we could meet the needs and wants of people; quality fuels, professional service, fair pricing and giving back to the community.

SM: What products and services do you offer?

KL: We deliver fuel oil, diesel fuels, kerosene and gasoline. Our customers include both the residential areas, and the agricultural and commercial markets. We refer our service work to other companies that specialize in heating, plumbing and air conditioning. I feel it's best to focus on one service to the best of our ability rather than on several things not as well.

SM: What is your role in your company?

KL: My role is to make sure that everything runs smoothly

and becomes more efficient. I brought Jessica on to help us with the daily office tasks, enabling me to do everything from secretarial work, to CEO decisions on how to best run the business. I have even helped make deliveries to meet our obligations.

SM: How do you balance your work and home family life?

KL: Being a local family-owned business does create time constraints in trying to balance work and family. We have an amazing group of dedicated friends and family that are willing to help at a moment's notice. It's been said, if you love what you do and do what you love, you'll never

work a day in your life. We enjoy what we do, is it challenging, yes; do I have any regrets – none at all.

SM: What are the future plans for Livingston Fuels?

KL: In the future, with the purchase of another truck, we hope to expand with a controlled growth. This will help us meet our customers' needs better, building on our solid relationships with our friends, customers and new friends we haven't met yet. We plan on staying true to what got us where we are today. A local family-owned company that gives back to the community.

SM: Who has been your inspiration in life?

KL: The greatest inspirations in my life are my parents and my husband. My parents both passed away at an early age. This has inspired me to make my dreams come true, and live a life that is gratifying. I believe in challenging myself, and doing what I can to help others succeed as well. When others have said you can't do that, my husband is always there to remind me you can and will.



Gloria Youmans
 Foothills Realty

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 Schoharie, NY
 PH: (518) 827-4792
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SM: What can a client expect from Foothills Realty?

GY: Buyers can expect me to put my total effort into finding them the right property to suit their needs. I also work relentlessly for sellers to ensure that their property gets maximum exposure on the market.

SM: Who has inspired you in your life?

GY: My grandparents, because they went through hard times to come to this country. My mother has also inspired me by balancing work and family so well. She always managed to give them both her full attention.

Success Magazine: Gloria, when did you begin your career in the real estate industry?

Gloria Youmans: I started in 1986, when I put my house on the market and the realtor talked me into pursuing a career in real estate.

SM: What services do you provide?

GY: I work with both buyers and sellers, as well as doing market analysis for people thinking of selling their homes.



Mike Galli
 Artisan's Gallery

322 Main Street, Middleburg
 PH: (518) 242-0987

Mike Galli, from the Schoharie Valley, has been carving masterpiece artworks from deer antlers for over five years now. Native Americans first started antler carving to create symbols among the tribes and use as piece offerings. However, Mike follows his own trend. He uses his own expression, nature, and feelings to create extraordinary works of art. He got involved with antler carving because he really likes the unique characteristics of deer antlers. Antlers all have their own distinctive shape and

flow. From an eagle design to a spider web, Mike can do it all. He has dedicated an average of sixty hours to each piece. Included in his portfolio is "The Alignment." This particular artwork is proudly displayed at the Albany International Airport. Mike spent three hundred hours creating this wonderful piece that makes travelers stop dead in their tracks. His art can be found in collections around the world, from Schoharie, New York to London, England. You can also view, perhaps, his most momentous work in the movie "Poker Run" on DVD. The directors were so enthralled by Mike's work that they asked him to carve four pieces to be used on set. Mike truly has found his calling and passion.