

Chestwood Remodeling Co. LLC

Owner - Dan Snyder



Success Magazine: Dan, what does success mean to you?

Dan Snyder: Above all, making sure the client is happy.

SM: You were born in Saratoga Springs. How has your connection to the town affected your business?

DS: Being raised here has led me to make a lot of friends and through the years many have turned into clients.

SM: Your interest in this line of work was sparked at a very early age. What was it about the construction industry that appealed to you?

DS: That is a tough one. I used building blocks to build houses for mine and my sister's toys; I knew it was what I wanted to do from then on.

SM: You come from a large family... one of seven kids. How did your experience growing up help prepare you for success as an entrepreneur?

DS: My father started his own law firm. At the time, there were seven of us. He found a way to balance his priorities, and it was his support that really inspired me to go out on my own.

SM: You started Chestwood Remodeling about seventeen years ago. Why was it important for you to start your own business?

DS: It was something I always wanted to do.

“ **My first priority is always making sure my clients are happy with their remodel.** ”

Working for someone else never appealed to me; I always aspired to be my own boss.

SM: What were your goals for Chestwood Remodeling, at that time?

DS: At the time, I just wanted to do what I loved, and hoped I would be successful at it.

SM: How have your goals changed over the years?

DS: They really haven't. My first priority is always making sure my clients are happy with their remodel.

SM: Where did you get the name Chestwood Remodeling?

DS: It was the name of my house growing up on Grand Avenue in Saratoga Springs. There were

Chestnut trees surrounding the house, so my parents thought it was an appropriate name. My parents still live there today.

SM: Why was that house significant to you?

DS: It is a wonderful Victorian house—I renovated it for my parents early in my career. That was my childhood home and it was a great experience to bring it back to its original splendor.

SM: What types of remodeling do you handle? Do you work both residentially and commercially?

DS: We handle mostly residential, though we do have some commercial clients.

SM: What accomplishment are you most proud of and why?

DS: I'm most proud of the project at 112 Congress Street, which is where the West Side Stadium Cafe is located. My brother and I bought the building with the intent of putting a restaurant on the west side because there wasn't one at the time. I designed it and built it. I also renovated the Stadium on Broadway prior to this project.

SM: You enjoy working with people and speaking with your clients to hear their ideas. How does this help to differentiate your business in a competitive industry?

DS: It allows more of a personal touch, which is not prevalent in today's construction. Talking

with my clients, I get to know their likes and dislikes. I work very closely with each of my clients on every aspect of a project.

SM: You make it a point to actually work on all projects. How does this benefit your client?

DS: Being on the job, my clients get to see me, not just the people who work for me. It's important to them as it ensures a certain level of quality control and care. I enjoy being in the field.

SM: You are extremely family oriented. How does entrepreneurship affect the time you get to spend with your family?

DS: It is very difficult. I'm out in the field all day and have paperwork to do at night. I try to limit the work I do at home as much as possible to make time with my family. We always make a point of having dinner together and set aside time that is strictly for family— whether it is coaching my son's basketball team or playing a board game together.

SM: Has finding a balance between the different aspects of your life been challenging for you? What advice would you give to new business owners trying to juggle work and family?

DS: I don't think it has been a challenge for me. It is a lot of work, but with the help of my family it

gets done. Rule number one; make sure that family comes first. The paperwork will always be there waiting for you, but your family shouldn't have to wait for you.

SM: You have been with your wife, Jill, for over eleven years. How has her support helped the success of Chestwood Remodeling?

DS: She gives me the support and balance I need, between work and my personal life. With

her being in the office, it takes some of the burden off me. We work well as a team.

SM: Jill spends much of her time volunteering, as does your entire family. Why is this important to you?

DS: Jill spends most of her time on my brother's charity Medical Missions for Children (MMFC) which he founded over ten years ago. It's always important to give back to the community in any way possible; working from home allows her to do that.

SM: You have two kids, ages eight, and twelve. Are you hopeful they will follow in your footsteps?

DS: Yes, it would be nice. I don't force the issue with them because they are both so different. If either one of the children wanted to take over the business, I would gladly help make that possible.

SM: You also have a side business called Chestwood Handyman. How has this helped your overall success?

DS: The bigger projects sometimes turn into smaller ones and the smaller projects often turn into big ones. It's nice to offer both options to my clients.

SM: To what characteristics do you attribute your personal success?

DS: Listening to my clients is one of the most important aspects of my job. Hearing what they want and making sure they get it is really important to me.

SM: What is your hope for Chestwood Remodeling?

DS: I'm hoping to have a kitchen showroom opening soon in Saratoga. Most kitchen and bath showrooms around here don't

install, they just design and sell the cabinets. We can do all of that in-house without subcontractors. This would make scheduling the job easier while improving the quality of work.



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