



Sheila Burke

VP of Restaurants - Mazzone Management

SM: What was your experience working with Angelo prior to opening 677 Prime?

SB: I worked with Angelo at The Lodge for three years, as a server, and relished the opportunity to open 677 Prime with him. 677 Prime was the first of four restaurants that I opened with Angelo.

SM: You also became the wine buyer for Angelo. How did this evolve?

SB: I learned how to write a wine list at the Shipyard—where I worked as a server and restaurant manager—so as not to be dependent on the distributors. I am now in charge of all wine buying for all four of Angelo's restaurants. We have VIPs dining with us whom often require a sommelier and a knowledgeable staff. I led the training of our staff to ensure consistency in service while creating that unique flair for our patrons.

SM: What systems did you institute, and why?

SB: We implemented cross-training and testing each employee in all aspects of the position to create a cohesive effort working toward one goal.

SM: What effect did that have on the staff?

SB: It developed a team effort and respect for each job. Not only did the training enhance our image, but we now have high retention of staff with very little turnover.

SM: How have you been perceived in the company? The demanding position of operation specialist is not always favored around restaurants.

SB: Success, sometimes, is threatening to some. I am direct and relentless in my pursuit of maintaining high standards. My work means a lot to me. I am passionate about what I do.

SM: Describe your successes.

SB: I have had more failures than successes in life, but I am in the right place at this right time. I enjoy and treasure my accomplishments in wine education. I have a passion for wine, and this is something I am very proud of. But, even with these achievements, I believe my greatest successes are ahead of me.

SM: With all of your skills and knowledge, why wouldn't you open your own restaurant?

SB: I am inspired by the fact that I continue to grow under the direction of a successful company and that my contributions are valued. If I had this experience and knowledge twenty years ago I might have tried it, but that is not what I want now, and I am here to stay.

SM: How would you describe yourself?

SB: Passionate and consistent.

Success Magazine: How did you get started in the restaurant business?

Sheila Burke: I started working at Beekman Arms—which was owned by my family at the time—when I was fifteen years old, bussing tables as a summer job.

SM: What degrees have you earned?

SB: My first master's degree is in philosophy and my second is in education which has proven very useful, because it applies to what I do every day as the training director for Mazzone Management.



Jessica Petraccione

Vice President - 1st National Bank of Scotia

potential clients holding back on projects, the economy, overall, has actually had a positive effect on 1st National. The biggest question we face is—are we still lending, and our answer is, absolutely. We haven't changed our lending procedures at all, if you are a qualified borrower looking for a solid banking partner, we want to help. We are a community bank with an excellent reputation that brings a comfort level to the clients we serve and helps attract new clients to us each and every day. Customers want a bank they feel comfortable with and trust, which is something I feel is only making community banks stronger in today's environment. 2009 was our strongest year ever at 1st National Bank of Scotia.

SM: Did you have a mentor over the years? Where did your personal support come from while you worked your way to the top?

JP: I have had a few mentors over the years; the first of which I must say is the responsible party for me being where I am today. Richard Lindsay III was my manager early on in my career and is the one who encouraged and guided me in furthering my career with 1st National. We are also very fortunate to have an open door policy with our senior management team, which includes the President of the bank, John Buhrmaster. They are always available to help, support, and guide when we need it.

On the personal side it all goes to my husband, Vince, as he has been there to support and encourage me since the day I started my banking career. He truly is my rock.

SM: You are very involved in the Saratoga County Chamber of Commerce. Why is this important to you?

JP: Being involved with the Chamber of Commerce is not only good for me and my business; it is another way to support the community where I live and work. What many people do not realize is that the Chamber is not just there solely for networking purposes; they are there to be an advocate for you and your business. They get involved with government affairs, offer a wide range of educational and networking programs, and help support local business by promoting "buying local." Because of these initiatives, I believe in the Chamber and feel it is important for professionals, such as me, to help spread the word and educate businesses on the benefits membership offers.

SM: You are President-elect of the Twin Bridges Rotary Club. What is your goal for the organization?

JP: The goal of our Rotary Club is to foster goodwill and better friendships among our fellow Rotarians and those within the community we serve. The Rotary motto really says it all "Service above Self." Our club does a great deal of community outreach and support for local organizations and causes such as: Hannah's Hope, Regional Food Bank, Captain's, Ronald McDonald House, Shenendehowa Senior Center, Power of a Purse, Juvenile Diabetes, and more. We also offer international outreach and recently supported efforts for the earthquakes in Haiti, mudslides in Brazil, Shelter Box USA disaster support, and provided birthing kits to countries in need.

Success Magazine: You have over seventeen years of experience as VP of 1st National Bank of Scotia. To what do you attribute your success in that role?

Jessica Petraccione: Determination, a fabulous team to work with at 1st National, great customers to serve, and a very understanding and supportive husband. To quote Benjamin Franklin, "Energy and persistence conquer all."

SM: Has the economic climate of the region affected your daily job over the past couple years? If so, how, and what have you specifically done to overcome the adversity?

JP: Although the current climate has some clients and

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