

# Dan's Papers

Celebrate Labor Day Issue

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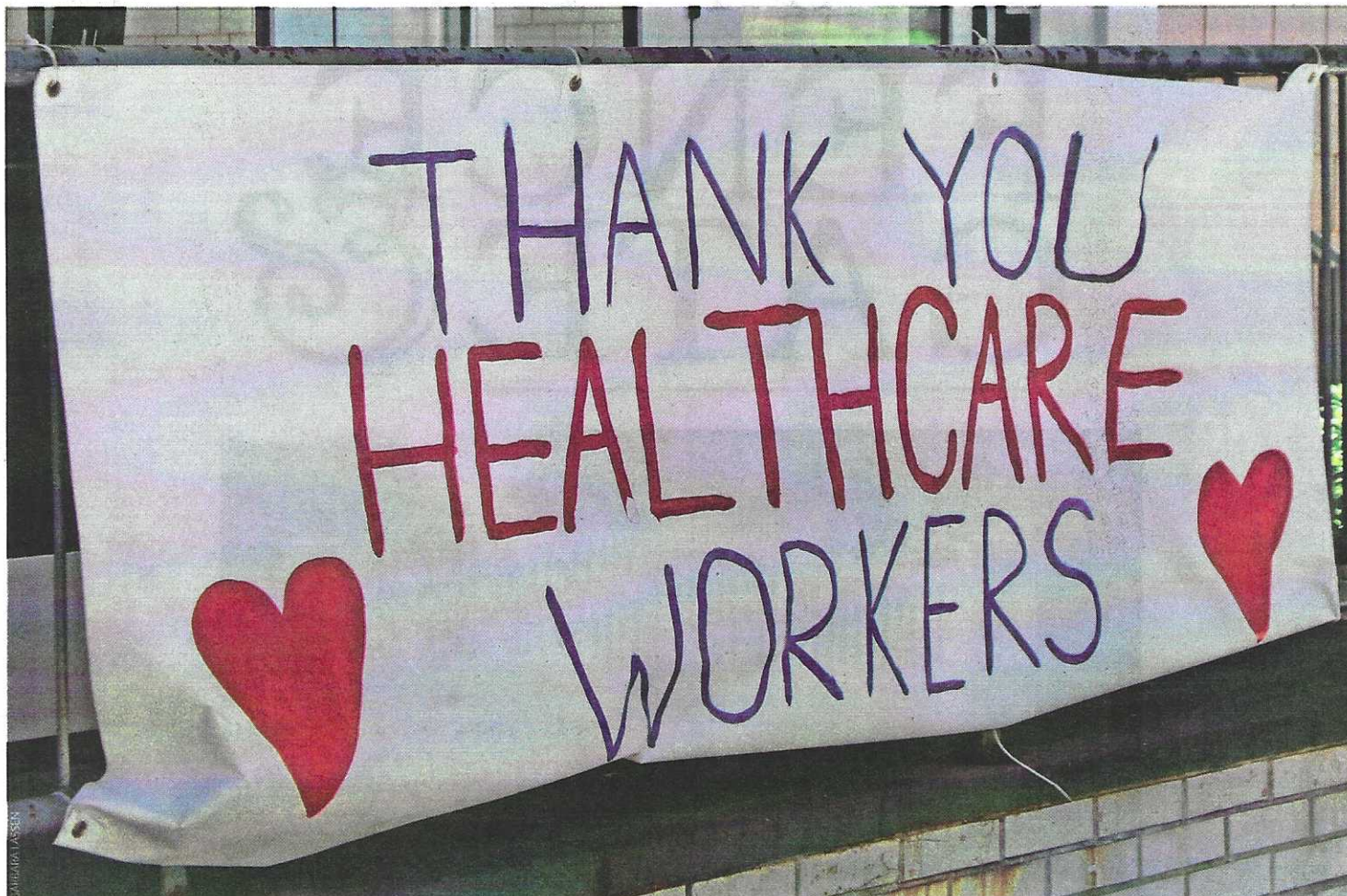
THANK YOU



Dan's Independent Media  
EVERYTHING EAST END

September 4, 2020  
Art by Mike Stanko

# Looking Back, Moving Ahead, Saying Thanks



A MESSAGE OF THANKS IN SOUTHAMPTON

*Restaurants and wineries. Arts institutions and home improvement companies. Local government and nonprofit groups. Every single individual, business and organization on the East End has been touched and affected by COVID-19 in some way, and everyone has had to adapt throughout what has been a summer like no other in the Hamptons and on the North Fork. East End leaders, businesses owners and community members look back on this unprecedented season and year, reflect on how their lives have changed and what they see for the future, and give thanks to those who have worked so hard, and keep working, in order to make a difference.*

Our branches and drive-throughs remained open throughout the pandemic. In March, we sent about 200 administrative and support employees home to work remotely. Not only were we able to accomplish our day to day work but also provided \$950 Million in SBA Paycheck Protection Program (PPP) Loans to approximately 4,000 Businesses making us the No. 2 PPP lender in Suffolk County and No. 5 on Long Island.

Following all safety guidelines, we were able to bring our employees back to the office in late July, using an A and B Week plan to limit the number of people in the office each week. Gearing up to allow employees to work from home. This included sourcing equipment and setting up secure laptops, virtual phones and using virtual meetings to stay connected. Getting systems in place for the PPP loan process to support our customers and community under tight deadlines while the program was being finalized and changed. As an active participant, about a quarter of the loans we made were to non-customers who struggled to work with their own banks. All teams of the Bank ultimately participated in getting these loans approved, many working remotely. We are worried about the state of the economy in general and the high levels of unemployment. Our marketplace spans the entire length of the island and we are focused on the different challenges

faced on the East End and those faced in the five boroughs and communities in between. We are paying particular attention to what restaurants will do once the weather cools and outdoor dining isn't allowed. Our bankers are in constant contact with their businesses and ready to offer advice and help when needed.

Branches are open normal hours and we are set up with A and B teams for back office teams. We recognize employees dealing with childcare issues due to in school and virtual school combinations and we worry about new flare-ups and have plans in place to deal with both. I'd like to thank and acknowledge our entire team—they didn't save lives, but they saved businesses! Whether working from home or in the branches, everyone pulled together to help our customers during trying times. The business community who rallied to adjust business models, figure out how to go online, deliver curbside, and reach customers in new ways. Local governments for being flexible enough to collaborate with towns and villages to create outdoor dining options, allowing restaurants to stay afloat. Greenport allowed small, parklike dining to flourish and has become a model for other areas. The hope the collaboration we're seeing continues in the future as challenges still exist. We are supportive of small to mid-sized businesses and want to keep working with them so we all succeed.

—Kevin O'Connor, President & CEO, BNB Bank

East End Tick Control has been working tirelessly throughout the pandemic, implementing changes to protect our employees and clients alike by installing air purifiers in our offices, practicing social distancing, wearing masks and sanitizing our offices and equipment on a regular basis. We will continue to make whatever changes are needed, as the pandemic evolves so we can continue to protect our clients from tick borne diseases.

—Brian Kelly, Owner, East End Tick & Mosquito Control and Twin Forks Pest Control

In March, Calissa chose to remain open, lower prices and expand delivery from Hampton Bays to Montauk. We made a commitment to our colleagues, customers and community at a time of greater uncertainty when most restaurants chose to close. Months later, people and local organizations (501(c)3 & municipal) remember that decision. So, we get by, as the Beatles said, "with a little help from our friends." Practically speaking, we used our loans and reserve to add outdoor seating, open the Jimmy's gyro truck and our Bazaar in partnership with Chateau D'Esclans, Caravana and Cascun Farms.

—James Mallios, Calissa

Firstly, I am heartbroken about how many people have suffered, how many businesses have been adversely impacted and how much hard work has been negated so quickly. But we must roll on, and when looking at the glass half full, there is a whole new world of opportunity out there now—new potential business ideas and models, increased business in some sectors and new needs that didn't even exist before. I think the most important thing that has come out of this pandemic in terms of business is a sort of "reset" that has forced people to rethink the way they operate. For me, the meetings that I used to have, both in my professional role as a consultant and in my role in government, have turned into Zoom meetings, phone calls and my favorite, emails and texts. I would go so far to say that my productivity and efficiency have improved greatly.

I do miss the socialization aspect of my work, but I think that the most important word in business today is *adaptation*. So my experience has been one of constant adaptation—when I do meet people in person now, it's just different. And that's okay. We've seen many hardships before between market crashes, bank collapses, wars, terrorist attacks and so on and they all present different challenges.

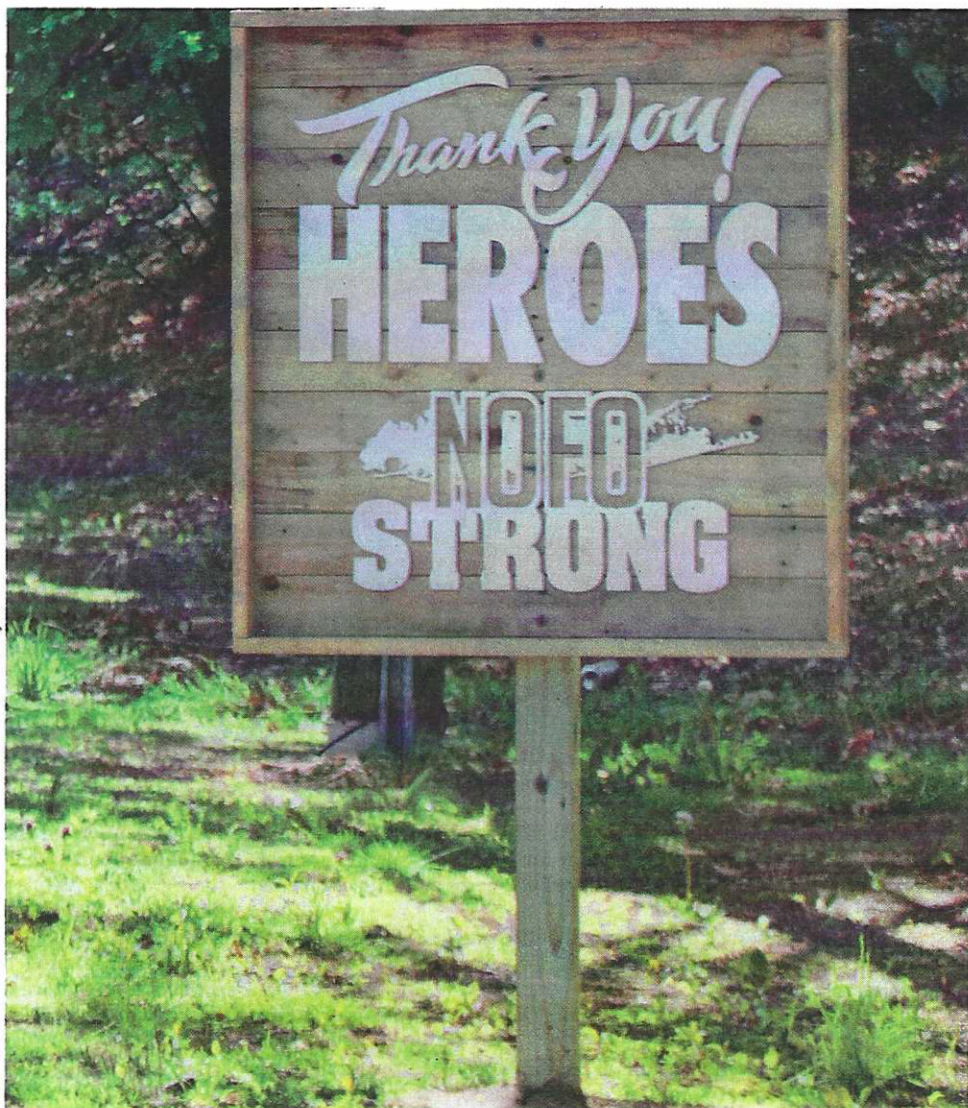
This pandemic, though, has hurt businesses in unprecedented ways, and has affected businesses that were formerly considered untouchable. Commercial real estate in NYC. The gaming industry. Restaurants. Retail giants. The music and arts industries. Airlines. Resorts and cruise lines. Who would have ever thought? I consider myself very fortunate in that the adaptations that I needed to implement were relatively easy. We all need to adapt, but some people will have a much harder time doing that than others. It's an entirely new business world, with both opportunities and challenges.

—Brian Tymann, President, BGT Consulting, LLC, Trustee, Westhampton Beach Village

There really wasn't anything I could do for my business until late May—early June when graduation parties and drive-in graduations were becoming a quick fix for the itch to do live sound. Once things got warmer and the status of New York's phases kept changing, venues began to hire acoustic acts for their weekend entertainment instead of full bands. While I enjoy the work, I do miss doing sound for wedding bands and park shows on the regular. This year was going to be easily twice as good as last year and last year was a fantastic year for my business.

The greatest challenge I faced was figuring out which regular summer accounts wanted to put on concerts but with social distancing in mind. I work with Southampton Town doing live sound for their Good Ground Park shows regularly, and we had two drive-in concerts planned for Ponquogue. One of them was with one of my favorite local cover bands, Mean Machine. The show was canceled once the drama at Water Mill with the Chainsmokers happened. Mean Machine and I were extremely bummed out by the cancelation but understand the caution.

As the summer season closes, things are looking not so good for musicians and small production businesses alike. While on one hand, backyard weddings are more and more a norm, venues and bars are only going to have



THE NORTH FORK'S COMMUNITY CAME TOGETHER

a harder time with their business as the temperature drops, which in turn then affects our business. I'm doing my best to try to find work wherever I can. Personally, myself and many optimists thought this was going to be over by July. Here's hoping for 2021.

—Daniel Taylor, Owner, Dan the Soundman Taylor

This new reality has created a new culture with new ideas about how people do business and interact with one another—in a way it's like seatbelts, at first people didn't want to deal with them, then they proved to save lives, and now everyone wears one without thinking. I've made a lot of changes to the way that Unlimited Earth Care does business to keep my employees and clients as safe as possible: my crew is tested, they wear masks and gloves, and in the showroom we limit the number of people inside, and keep a distance of even more than 6 feet between people waiting outside. I'm perfectly comfortable wearing a mask if wearing one means we're caring for and protecting each other, I'm all for it. No one knows how long we're going to be doing this, so I had to come up with a system that's sustainable for my business. Little by little these things will all feel more natural, it's the new way to be in society.

The Hamptons has changed, people came out in March and many of them aren't leaving this fall, it's almost no longer a resort community this year. Many of my clients are going to be experiencing their gardens in the fall for the first time. I had clients who I planted cherry trees for 20 years ago calling me to say this is the first year they've been able to enjoy the blooms. People are finding they have the time to take an interest in their gardens—they're calling me all the time to ask questions and learn.

Everyone's noticing how vital their natural spaces are during this new reality. My gardens have become their spaces to relax, to work, and even to learn a new skill—I've been getting so many requests for edible gardens. I created a flexible design

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