

An Exclusive Magazine serving the Residents of Sugarmill Woods

APRIL 2019

# Sugarmill

## NEIGHBORS



Happy Easter



### Retirement Leads to Reestablishment for Two Sugarmill Couples

Photo by Lou Bedinotti Photography



Best Version Media



# Meet the Property Neighbors

## Retirement Leads to Reestablishment for Two Sugarmill Couples

By Trisha Hiatt | Photos by Lou Bedinotti Photography

When Christine and Dan Bates moved to Florida from Ohio in December of 2017, they had no idea what was in store for them. Utilizing their career backgrounds and hard work ethic, Christine and Dan quickly went from enjoying their short-lived retirement to reestablishing careers in Sugarmill Woods along with their new neighbors, Kathy and Sam Green.

When Christine's mom, a snowbird, was battling ovarian cancer, Christine and Dan decided to move to Florida to take care of her while she wintered here. They fell in love with Florida and the Nature Coast during that time, but sadly, Christine's mom passed away that winter.

Cypress Village of Sugarmill Woods is where the Bates live in their freshly renovated home. Christine shares, "Before we moved here from Ohio, we wanted to renovate our home in Sugarmill Woods. Since we were still working in Ohio, we needed someone to manage the renovations here in Florida. As it happened, our next-door neighbor came highly recommended to us as a handyman. After discussing the project, we hired Sam Green to help us."

This was just the beginning of a very good thing. After moving

to Florida, Christine used her newfound free time and marketing expertise to rebrand Sam's handyman business that he had reestablished here in Florida after moving down from Pennsylvania as a token of her appreciation. Christine presented Sam's new brand—Sugarmill Sam, Neighborhood Handyman—to him and his wife, Kathy Green, which included a new logo, business cards, brochure, seasonal newsletters, and vehicle magnets.

Kathy, a realtor with Keller Williams Realty Elite Partners II, enlisted help from Christine to assist her with marketing for her real estate business. When Kathy listed a home in Cypress Village, Christine suggested that the driveway be pressure washed because it would improve the curb appeal. Kathy asked Dan, who is also a handyman, to pressure wash the driveway and before he knew it, this led to several more pressure washing jobs throughout the neighborhood.

### Four Separate Careers Lead to One Great Team

In Ohio, Dan had owned a successful Cable TV Marketing and Sales Company and was recruited by Time Warner Cable where he worked for 30 years as an executive leading the top-ranked team



in the country retiring in 2017. After moving to Florida, he began helping neighbors with their home maintenance needs. Dan realized if he was going to provide services to neighbors, he should make it official by getting insured and registering with the county as a handyman establishing Handy Dan's Home Maintenance Services. One of the first places he learned his valuable skill set as a handyman was on the farm on which he grew up in Ohio. Later, he continued to love doing home and garden projects on nights and weekends even though he worked in the corporate world during the day. He was known as "the doer" around his neighborhood in Ohio because he was always doing home improvement projects and would regularly help neighbors with their projects, too.

Christine held marketing and sales leadership positions serving several companies throughout her career including Time Warner Cable and most recently Quality Heating and Cooling in Ohio. When she and Dan moved to Florida, retirement was on her mind, but as circumstances would have it, she is continuing to provide marketing consulting services.

After Sam served in the U.S. Army, he worked in management for over 40 years for the Zinc Company of America in Monaca, Pennsylvania near where he and Kathy are from in Beaver Falls. In 1980, Sam began building outdoor lawn furniture such as swings, chairs, and gliders for friends and neighbors and when he retired, he turned it



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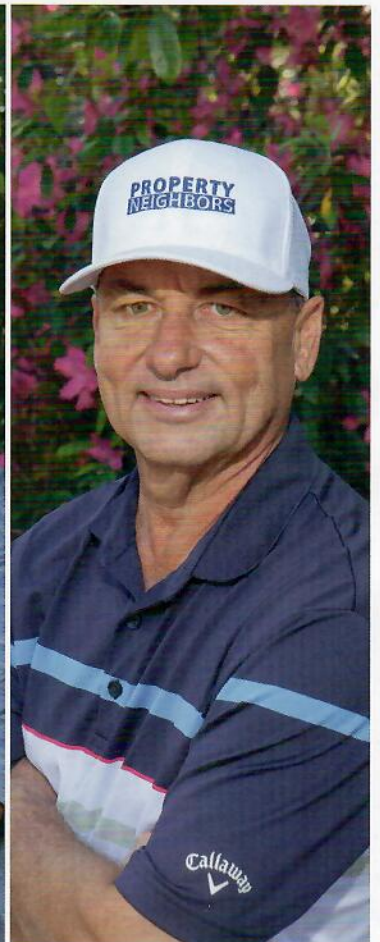
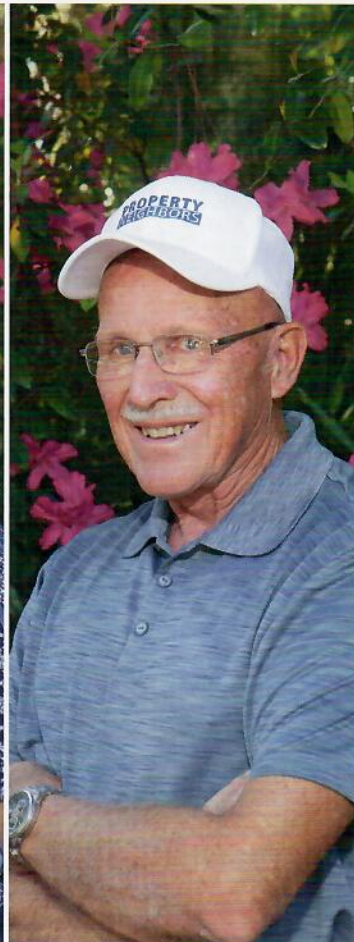
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into a business. Later, he began a window washing and handyman business in Pennsylvania and after he moved to Florida two-and-a-half years ago, he missed his customers and daily work so he reestablished his business here.

And for Kathy, it was USAir Ways, Inc. where she was employed for the bulk of her career. She decided to obtain her realtor's license and became very successful in Pennsylvania averaging over \$4 million annually in sales. She is now extremely happy with Keller Williams Realty Elite Partners II and has sold over a dozen homes in just the last few months.

It was after settling in Florida that Dan started accompanying Sam on many jobs and vice versa. This was when a great friendship began and the four individuals began utilizing their talents together. Christine shares, "By combining their skillsets, Dan and Sam are able to provide more types of services more quickly than they could separately." When they realized just how much their careers and backgrounds meshed, the two couples decided to team up and publish a website together: [www.thepropertyneighbors.com](http://www.thepropertyneighbors.com) so that neighbors could see everything they have to offer. Both interior and exterior services are offered by Dan and Sam and include painting, pressure washing, window cleaning, lawn maintenance, and gutter clearing to name a few. Kathy says, "Sam found Dan to be very energetic with lots of ambition, skills, and stamina. They work very well together to service the needs in Sugarmill Woods."

In fact, it is this teamwork that has enabled Kathy to provide Sugarmill Woods residents with an exclusive benefit when they list their home for sale with her. It's called Kathy's Curb Appeal Advantage and includes a free curb appeal analysis and one improvement such as window cleaning or driveway pressure

washing. Sam and Dan perform this work at no charge to the homeowner but it has been resulting in higher home values and speedier sales which is great for the homeowners.

### Families, Hobbies, and Sunny Days

Dan and Christine have been married for eleven years and unanimously agree that their secret is simple: each of them puts the other's happiness first! They have four grown children, Randy, Kaylee, Erica, and Bryan, whom they said are their greatest accomplishments. Christine says, "Raising four children that are talented, beautiful, kind, and healthy are our greatest accomplishment. They are all college graduates and lead happy successful lives." A sweet, nine-year-old Australian Labradoodle named Finn is a part of the Bates family, too.

When not helping neighbors, Dan and Christine are both avid readers and have a collection of approximately 750 books by their 40 favorite authors. They also enjoy cooking, baking, and trying new recipes together. Sam and Kathy are busy worker bees but they enjoy reading, too, and Kathy jokes, "I love reading or being in the pool- both at the same time if there were waterproof books!"

Sam and Kathy have been married for 46 years and have two children: Kari, a design consultant, and Ed, a corporate jet captain. Ed and Kari have always exceeded their parent's hopes for them and they are very proud of their achievements. They are blessed with several beloved grandchildren and great-grandchildren!

One of Sam's most meaningful projects he has completed was the reconstruction of an early 1900s 40 x 60 oak pinned barn into a home for his young family. Kathy explains, "He purchased a piece of farmland on which he constructed the basement and exterior stone facing for the barn. He had the Amish then assist in disassembling the barn, numbering each beam and loading them onto a flatbed trailer. The barn floors and walls were then reconstructed and the interior was constructed into the rooms of the Barn-House. The Greens lived here for many years before moving on to their next project.

Both couples are highly impressed with the friendliness of the neighbors in Sugarmill Woods in addition to the safety. Sam says, "We were smitten with the layout of the land, the proximity to the gulf, and the gorgeous sunsets." And their favorite thing about living in Florida is the warm weather and sunshine!

Being on the same path at the same time has led the Bates and the Greens through new, open doors of adventure, fun, work, and play, and they are enjoying every minute of it!



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