



FOR IMMEDIATE RELEASE

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Circle Court Motel Transitions Ownership To Next Generation

Grand Reopening, Ribbon Cutting & Transition Celebration To Be Held

Ticonderoga, NY – August 19, 2021 The Circle Court Motel recently transitioned ownership from long-time owners, Jerry and Barb Greer, to the next generation. Ticonderoga residents Joe and Alicia Vilardo will carry on the motel's legacy as an important anchor business in the Ticonderoga Area and Adirondack region. To celebrate the transition, the Ticonderoga Area Chamber of Commerce (TACC) in coordination with the Center For Businesses In Transition (CBIT) will host a grand re-opening, ribbon cutting, and transition celebration on Thursday, September 2, 2021 at 4:30 PM on the motel grounds.

The transition marks a collaborative success for the Greer's, Vilardo's, TACC, the SUNY Canton Small Business Development Center (SBDC) at Clinton Community College, local professionals, and CBIT — a partnership of regional organizations, led by the Adirondack North Country Association (ANCA), that connects retiring business owners with succession planning resources and networks.

“The Ticonderoga Area Chamber of Commerce and the Small Business Development Center in coordination the Center For Businesses In Transition have been invaluable resources for us as we began the process of purchasing the Circle Court Motel, through the actual transition, and as we operate today. We couldn't have done it without their assistance, support, and guidance. They were extremely knowledgeable on the whole process. The team was always there to guide us, plan, answer questions and to point us in the right direction to the other resources or services we needed. We are extremely thankful for all the assistance they have provided and would recommend them to anyone looking to start a business, those currently operating a business, and anyone looking to take over an existing business. The transition would also not have been possible without the coordination and support of the Greer's and local professionals,” shared Alicia & Joe Vilardo.

The Vilardo's worked closely with the CBIT team throughout the business transition planning process. CBIT community liaisons and partners from TACC and SUNY Canton SBDC provided business support, services, and planning and development resources and helped guide them from their initial inquiry to the final transition. The former owners as well as local real estate agents, lawyers and accounting professionals were also key to this successful transition.

“It takes a team! The Chamber continues to focus on business support, services, and development as one of our key areas of focus. Our partnership with ANCA and the Center For Businesses In Transition, the Small Business Development Center, and local businesses truly allows us to provide a business support

and services team to our existing businesses, potential businesses, and those looking to take over an existing business. It truly takes continued collaboration and a dedicated support team. We are honored to work very closely with the Vilardo Family on this transition. This event will celebrate the hard work and dedication of the Greers and the future of this important community business with the Vilardo's at the helm," commented Matthew Courtright – TACC President & CEO.

ANCA Entrepreneurial Economy Program Director Danielle Delaini said that financing can be a major hurdle for entrepreneurs who may be interested in purchasing an existing business from owners who are preparing to retire. "Aspiring business owners often face challenges accessing capital to complete the purchase," she said. "Offering Owner Financing can improve the likelihood that a business will transfer successfully and ultimately help sustain other local businesses and jobs."

This and other business transitions across the region have been supported by CBIT, which is led by ANCA and has representation from 12 economic development organizations, including TACC and SUNY Canton SBDC at Clinton Community College. The Center is funded in large part by a grant from the [Northern Border Regional Commission](#).

"We are pleased to be able to help another North Country business transition to new ownership," said SUNY Canton SBDC Director Dale Rice. "As more business owners prepare to sell, securing and supporting new owners will help to keep our area economically viable."

A grand re-opening, ribbon cutting, and transition celebration will take place on Thursday, September 2, 2021 at 4:30 PM at the Circle Court Motel, 6 Montcalm Street, Ticonderoga, NY. Complimentary refreshments will be served and tours will be available following the ceremony. In addition to the TACC, ANCA, CBIT, and the SBDC, local and state representatives will participate in the ceremony.

Business owners interested in transitioning their businesses or individuals looking to take over an existing business are invited to contact CBIT at transitions@adirondack.org, TACC at mcourtright@ticonderogany.com or SUNY Canton SBDC at smithangela@canton.edu.

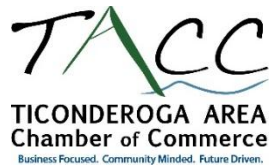
For more information on the Circle Court Motel call 518-585-7660 or visit www.circlecourtmotel.com.



Pictured is Alicia and Joe Vilardo of Ticonderoga who are the new owners of The Circle Court Motel.



[ANCA](#) is an independent nonprofit organization growing the New Economy in northern New York. Using an integrated approach to sustainable economic development and prosperity where economic health, community vitality and ecological stewardship are equally important outcomes, ANCA focuses on creating opportunity for people with diverse backgrounds, experience and education levels.



The Ticonderoga Area Chamber of Commerce (TACC) is a non-profit organization that serves, markets, and promotes the Ticonderoga area including, Ticonderoga, Crown Point, Hague, Moriah, and Putnam, NY. TACC serves as the Ticonderoga Area Business and Visitor Center. The mission of the TACC is to initiate and provide programs, services, and leadership which will enhance a cooperative business community and create a vibrant economy, making the Ticonderoga Area an exceptional place to live, work, and visit. For more information on the Ticonderoga Area Chamber of Commerce or the Ticonderoga Area please visit www.ticonderogany.com, “like” the Chamber on facebook, “follow” TiconderogaADK on twitter, and TiconderogaNY on Instagram.



The [North Country Center for Businesses in Transition](#) (CBIT) addresses the loss of area businesses by providing matchmaking services with potential buyers, access to planning tools and connection with existing services. The Center’s 2021 efforts have expanded to also support aspiring entrepreneurs who wish to purchase an existing business in the region. CBIT partners include [Adirondack Economic Development Corporation](#) (AEDC), [Adirondack North Country Association](#) (ANCA), [Adirondack Park Agency Economic Services](#), [Essex County Industrial Development Agency](#), [Franklin County Economic Development](#), [Hamilton County Economic Development](#), [Lewis County Economic Development](#), [St. Lawrence County Chamber of Commerce](#), [Saranac Lake Area Chamber of Commerce](#), [SUNY Canton SBDC at Clinton Community College](#), [Ticonderoga Area Chamber of Commerce](#), and [Greater Watertown-North Country Chamber of Commerce](#).



The [New York Small Business Development Center](#), administered by SUNY, has 22 regional service centers located throughout the New York State on SUNY, City University of New York (CUNY) and private university campuses. The SBDC is funded in part by the U.S. Small Business Administration, the State of New York, local communities, and host campuses. As a result of this leveraged support, the SBDC staff provides confidential one-on-one business advisement services at no direct cost to the citizens and entrepreneurs of New York. The [SUNY Canton Small Business Development Center \(SBDC\) at Clinton Community College](#) is part of a statewide network of business assistance centers supported by the State University of New York and the Small Business Administration. The New York State SBDC (NY SBDC) is accredited by America’s Small Business Development Centers (ASBDC). The SBDC is charged with assisting North Country entrepreneurs, small business, and industry through advising, training, and research. Additionally, the SBDC provides needed services to manufacturers, women, veterans, minority, and physically challenged individuals, or on businesses impacting distressed and targeted areas. Counseling services are free and confidential.

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