

Q & A

Meet Your Neighbor Julie Kane

When not gardening, Kane shares her deep business experience with her consulting clients at Julie Kane Consulting and is a member of the Hillsdale Business Alliance.

Laura A. Griffin
Community contributor

It's an exciting time to be living and doing business in Hillsdale. Not only has there been an influx of new businesses, the town has been the fortunate recipient of grants that will impact the sidewalks in our hamlet and the Hillsdale portion of the Harlem Valley Rail Trail. Recently, I decided to build on previous efforts to organize the local businesses into a loose coalition that we've called the Hillsdale Business Alliance. The committee members were selected from the hamlet and the outskirts, from brand new organizations to long-standing ones, from service to retail. I'm happy to say that Julie Kane has joined the effort, as a committee member and our designated technology resource.

Julie, please introduce yourself and your business to our readers.

I moved from New York City into a nineteenth century Greek revival cottage in the historic district of Hillsdale in 2003. At that time, I had a number of clients in the city, so the first thing I did after moving was have a high-speed internet connection installed. For the first year or so, I was kept busy wrapping up projects like new campus management systems for General Theological Seminary and Centenary College in New Jersey. As my client base moved to this area, my mix of services changed to meet the needs of the many local small businesses. Most of my clients are business-to-business and have grown large enough to require new procedures and policies that will bring order from the chaos of success. Now I focus much less on enterprise-wide systems and more on business management and on-line marketing.

How long have you been working as an advisor to small businesses?



Photo courtesy of Julie Kane

Contact Julie Kane

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The Hillsdale Business Alliance brings together local businesses, allowing them to collaborate, learn from each other and create a positive experience for residents and tourists alike. Send inquiries to hillsdalebusinessalliance@gmail.com.

I began my consulting practice in the Raleigh, NC, area in 1986 with one of the original IBM personal computers (16k of RAM, expandable to 64k, running DOS 1.1), a pirated copy of Lotus 1-2-3, and more enthusiasm than good sense. My first clients included a somewhat shady roofing company, a mother-daughter shoe shop, and the local semi-weekly newspaper. By 1990, I had moved into offices in Raleigh, focusing on the newest thing - computer

networks - and pc-based accounting systems. Then in 1995, I sold that business and moved to Manhattan where I worked with a wide range of clients including a division of Union Bank of Switzerland and a sheitel company in Borough Park.

What prompted you to move your business here to Hillsdale?

Actually, it was a posting on the internet. I was a member of an on-line group of entrepreneurs, and one day I saw a post with a photo of a house with the caption, "Our loss could be your gain." I fell in love with the house, arranged to drive up the Taconic Parkway to see it, bought it and moved. I still love the house, and I plan to spend the rest of my life here.

Why are you a member of the Hillsdale Business Alliance?

During the years 2008 to 2011, I had the honor to serve as Hillsdale Town Clerk. I came to know the people of Hillsdale better and saw the personal commitment of so many to preserve the best of our community while positioning the town for growth. Since I was elected, infrastructure improvements have been completed, many structures in the hamlet have been added to the National Register of Historic Places, and new retail and hospitality business have opened. Now is the perfect time for businesses in town to work with our elected officials to channel our growth into paths that will benefit all our citizens. We don't want to become another Colonial Williamsburg, but neither do we want to live on strip development and the overflow from the Berkshires. Growth is going to continue, and the Hillsdale Business Alliance will give us a voice in the process.

~Laura A. Griffin is the Chair of the Hillsdale Business Alliance