

BUSINESS BANKING BEAT

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HUDSON VALLEY'S LARGEST AUTO DEALER TURNS TO WSB FOR EXPANSION

You won't hear too many conversations in the Hudson Valley about new and used cars and trucks without mention of the name Healey Brothers.

With more than 1,200 new vehicles and 600 pre-owned vehicles inventoried throughout the region, Healey Brothers has grown from a one-man, one-site operation in 1978 to the largest automotive dealer in the region with seven locations employing nearly 400 people.

The company started by Bill Healey and now owned and operated by his sons Paul and Dwight is constantly growing. To finance the relocation and expansion of the original W.S. Healey Chevrolet Buick in Goshen, the family turned to another local community business for help – Walden Savings Bank.

"Due to popular demand, we needed a new, larger home for W.S. Healey and that meant we needed more financing," said Paul Healey. "Walden Savings Bank spent a lot of time getting to know us – not just as a business, but as a family. When most banks were still turning away businesses following the recession, community banks, such as Walden Savings Bank were doing just the opposite. They were very supportive of our vision for the future and worked tirelessly to help build on our dreams."

With financial assistance from Walden Savings Bank, Healey Brothers constructed its 48,000-square-foot, state-of-the-art facility on Route 17M in Middletown, complete with an indoor drive-thru, incorporated green technology, improved customer waiting area with an entertainment center and larger showrooms.



Paul Healey (Far Right) cuts the ribbon at the opening of Healey Brothers' newest location in Middletown with, from left to right: Dwight Healey, Brian Healey and Bill Healey.

"In addition to working with a community bank for financing the Middletown renovations, we contracted 95 percent of the labor and supplies to Orange County businesses," added Paul. "Helping other local businesses – that's what being a community-oriented, family-owned business is all about. Walden Savings Bank gets it, too."

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- Paul Healey – Owner, Healey Brothers



