

CAPITAL REGION

AUGUST 2026

REAL PRODUCERS[®]

Service Never Retires:

How Tracy Mance
Built a Real Estate
Career Rooted in
Trust, Community,
and a Dog
Named Ruger



Rising Star
KAYLA MOONEY

Partner Spotlight
KEITH LAMPHERE
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Contents



Tracy Mance **22**
COVER STORY

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PROFILES



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18 Kayla Mooney



Keith Lamphere, Clean Green Hauling & Removal

IN THIS ISSUE

- 6 Preferred Partners**
- 10 Meet The Team**
- 12 Publisher's Note**
- 14 Partner Spotlight:** Keith Lamphere, Clean Green Hauling & Removal
- 18 Rising Star:** Kayla Mooney
- 22 Cover Story:** Tracy Mance
- 26 Event Recap:** Day at the Races
- 29 Trojanski Builders**

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Summer Memories
Begin At Home

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Hello August, Hustle & Heart!

August is that sweet spot of summer — a season of momentum, creativity, and gratitude. It’s where the year’s efforts begin to take shape, and where we see the results of our collective hard work come to life.

At *Capital Region Real Producers*, we’re inspired by the hustle and heart that define our community. Every story we feature and every relationship we build is proof that success means more when it’s built on connection. This month, we celebrate the dedication, collaboration, and passion that continue to strengthen the Capital Region real estate community.

As we look toward the fall season, we’re excited to invite you to our **Capital Region Real Producers Halloween Party on October 22, 2026**. It will be a fun opportunity to step away from the day-to-day, reconnect with fellow agents and partners, and enjoy an evening of

community, conversation, and celebration. We hope you’ll mark your calendar and join us for the festivities!

Let’s carry this reminder through the final days of summer:

“Hard work pays off, but heart makes it meaningful.”

Here’s to finishing strong, strengthening relationships, and leading with purpose.



Kristin Brindley
Owner/Publisher
Capital Region Real Producers
313-971-8312
Kristin@kristinbrindley.com
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KEITH LAMPHERE

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Most people see clutter. Keith Lamphere sees a possibility. Through Clean Green Hauling & Removal, he has built a business centered not just on clearing spaces, but on helping families, supporting nonprofits, and giving new life to items others might overlook.

BY LARRA ROQUE
PHOTO BY
MICHAEL GALLITELLI

Long before launching Clean Green Hauling & Removal, Keith spent more than twenty years working in distribution and transportation logistics. He understood operations, systems, timelines, and pressure. What he did not expect was that a global pandemic would completely shift the direction of his life.

During COVID, Keith was working in logistics, helping supply the healthcare industry during one of the most demanding periods

in recent history. After taking a rare three-day break, he found himself asking a question he could no longer ignore: What do I actually want to build?

“I realized I wanted to do something different,” Keith recalls. “I started looking for a gap where I felt like we could truly help people and do some good.”

As he researched the junk removal industry, one thing stood out immediately. Too much usable furniture, household goods, and meaningful items were ending up in landfills. Very few companies were prioritizing donation and community impact.

That realization became the foundation for Clean Green Hauling & Removal.

“We thought, why not create a company where the mission is bigger than just

hauling things away?” he says. “Not all junk is trash.”

For Keith, that phrase became far more than a tagline. It became the company’s philosophy.

Building a Different Kind of Company

Based in Ballston Spa and serving the greater Capital Region and beyond, Clean Green Hauling & Removal has quickly earned a reputation for doing things differently.

At its core, the company helps homeowners, families, investors, and Realtors navigate one of life’s most overwhelming tasks: clearing out a space filled with years of belongings, memories, and emotion.

But unlike traditional junk removal companies, Keith and his team focus heavily on donation, repurposing, and community support whenever possible.



Photo courtesy of
Stephanie Lamphere



What sets us apart is giving people **ANOTHER OPTION** besides the landfill. A lot of families are overwhelmed when they're sorting through a parent's home or dealing with a **major life transition**. We help them understand that **many of those items can STILL HELP SOMEONE ELSE.**

"What sets us apart is giving people another option besides the landfill," Keith explains. "A lot of families are overwhelmed when they're sorting through a parent's home or dealing with a major life transition. We help them understand that many of those items can still help someone else."

Every day, the company works directly with local nonprofits and donation centers throughout the region. In many cases, donated items are even given in the client's name, creating another layer of meaning behind the process.

That mission-driven mindset has resonated deeply with both homeowners and top-producing Realtors.

Keith understands that for agents, time and trust matter. Clean Green's ability to efficiently clear a property while treating the space with care has made the company a valuable resource throughout the real estate community.

"We always want to leave a property better than we found it," Keith says. "We clean up after ourselves, vacuum carpets, sweep floors, and make sure

the home feels cared for when we leave."

That attention to detail matters, especially during emotionally charged situations like estate cleanouts, downsizing, foreclosures, or preparing homes for the market.

A Team Built on Shared Values

Today, Clean Green Hauling & Removal includes six full-time employees along with a growing group of part-time team members. During peak seasons, the team expands even further to meet demand.

For Keith, however, growth is not just about numbers. It is about finding people who genuinely believe in the mission.

"One of the hardest parts has been finding people willing to work hard and care about the community the way we do," he says. "But when you find those people, it changes everything."

Rather than spotlighting an individual employee, Keith prefers to talk about the team collectively. Their shared knowledge and attention to detail, especially around donation sorting, have become one of the company's greatest strengths.

In many cases, Keith says his crews understand what can and cannot be donated better than some donation centers themselves.

"That knowledge allows us to help nonprofits, too," he explains. "We are constantly trying to maximize what gets reused instead of wasted."

Behind the scenes, Keith's wife Stephanie plays an equally important role, handling the company's marketing and advertising efforts while also staying heavily involved in community outreach. Together, they have built a business centered around service, connection, and purpose.

Life Beyond the Trucks

Outside of work, Keith's life revolves around family, home projects, and the outdoors.

Home renovation is one of his biggest passions, which makes sense considering his long-standing interest in real estate, flips, and investments. In fact, before launching Clean Green, real estate investing was one of the industries he seriously considered pursuing full-time.

Ultimately, he realized he could support that world while also creating a greater community

impact through hauling and donation services.

"I still love renovations and real estate," he says. "I just found a different lane where I could make a bigger difference."

When he is not working, Keith enjoys smoking meats, including hams and pulled pork, curing his own bacon, and spending time outdoors. Their white German Shepherd, Jackson, has become something of a local celebrity as the company's unofficial mascot, frequently appearing in photos and company content.

"He's part of the brand at this point," Keith jokes.

Community involvement also remains a major part of the family's daily life. Keith is a member of the Ballston Spa Rotary, Stephanie serves on the board of Rebuilding Together Saratoga County, and the family stays actively engaged in local outreach efforts year-round.

Looking Ahead

As Clean Green Hauling & Removal continues to grow, Keith's vision remains rooted in the same purpose that started it all: helping people while reducing waste.

He hopes to continue expanding the company's donation and recycling partnerships while creating broader systems that keep more usable items out of landfills and in the hands of people who need them.

"There is so much more we can do," he says. "I really believe we can change how people think about this industry."

For Realtors, Keith strives to be more than a vendor. He wants to be a trusted resource.

"If I don't know the answer, I'll help you find the person who does," he says. "I love connecting people and helping solve problems."

That people-first mentality continues to define everything Clean Green Hauling & Removal stands for. ▀



Whether you are preparing a home for market, managing an estate cleanout, downsizing, or simply looking for a trusted resource, Clean Green Hauling & Removal is ready to help with professionalism, care, and purpose. To schedule a free on-site quote or connect with Keith directly, call 518-378-5160, email info@cleangreenremoval.com, or visit CleanGreenRemoval.com.



KAYLA Mooney

BY LAUREN REESE
PHOTOS BY
ROBERT KRISTEL

TENACITY— WITH A PUNCHLINE

If you ask people what defines Kayla Mooney, they will mention her tenacity first. She is the agent who keeps showing up, keeps following up, and keeps finding a way forward. Pair that drive with a sharp sense of humor and a magnetic, people-first presence, and you get a Realtor who can make a stressful moment feel lighter without losing the strategy behind the scenes. Based in Delmar with Howard Hanna, Kayla has built a fast-rising business by bringing intensity, integrity, and genuine care to every client she serves.

From People Skills to Property Skills

Kayla is a lifelong Capital Region girl, with chapters that took her from Albany to Delmar to Watervliet and then to Troy. She earned a degree in Political Science, but her early career was really about learning people. Her first “big girl job” was mortgage processing at Maple Tree Funding, which gave her a head start on loan timelines and the details that can stall a deal.



“Real estate is the **FOUNDATION** of my long-term goals.”



After that, she explored politics and bartending, building confidence, communication, and the ability to read a room. “My background has always centered around people,” Kayla explains, and that throughline shows up today in the way she listens first and adapts quickly.

A Leap Into Real Estate

Kayla began in real estate in the summer of 2022 and wrote her first deal over the Fourth of July weekend. The entry point was classic Kayla: bold and curious. While bartending, she met the mentor who would change her trajectory and asked if she could interview her about becoming a Realtor. It felt like a shot in the dark, but it turned into a career that fit her personality and her long-term vision.

“Real estate is the foundation of my long-term goals,” she shares. Kayla loves that it gives her control over her income and the ability to build real wealth, while staying rooted in the community she calls home.

Early Momentum and Real Results

Kayla’s growth has been fast and intentional. She has doubled her business year over year since starting, and in 2025, she closed \$9.4 million across 26 transactions. She had a \$10 million goal, then gave herself some grace after welcoming her daughter in January and stepping back until March.

Recognition followed the results. Kayla has earned 40 Under 40, Breakfast of Champions, and multiple Howard Hanna awards, including Rising Star in her first six months, followed by multiple Sales Star honors. Still, she stays focused on the part that matters most to her: helping people. She loves getting a first-time buyer into a home when they thought it was a pipe dream, and she takes



Photo courtesy of Alex Hester

pride in easing the stress for clients navigating big transitions.

Life Beyond the Lockboxes

At home, Kayla’s world revolves around the people she loves. Her daughter, Vienna, is one year old, and Kayla calls her “my whole heart and my reason for everything I do.” Motherhood has deepened her empathy, especially for clients trying to make big decisions while juggling real life.

She also credits her partner, Grant, as her steady support. They recently bought their first home together, and Grant is the kind of teammate who jumps in without hesitation. Kayla jokes that he will rent a U-Haul to help stage a listing on his only day off.

Then there is Clemy, their cat, who is slowly converting Kayla into a cat person. Clemy is sweet, Vienna adores her, and Kayla laughs that she is worth the extra Claritin to start the day.

When she is not working, Kayla loves a great dinner, travel, and quality time with friends and

family. Fitness is another anchor. She is loyal to ABC Fitness, will lift late if she has to, and loves hot yoga when she can fit it in. She also has a playful, wellness-curious side. If there is a trend, she has probably tried it, and yes, she has an infrared sauna at home.

Looking Ahead

Kayla is ambitious, but she measures it with gratitude. “How lucky am I?” she reflects. On hard days, that phrase reminds her that the busyness and pressure are things she once prayed for, and it keeps her grounded while she keeps building.

Professionally, she is aiming for \$12 million this year and started strong, wrapping up January at \$2.5 million. Over the next five to ten years, she hopes to grow her family, her business, and her investments, creating a foundation at home that matches the one she is building in her career. Her advice to new agents is simple: do not be afraid to try, and do not be afraid to say you do not know yet. Learn fast, stay honest, and keep improving. ■

Service

NEVER RETIRES:

BY GEORGE PAUL THOMAS
PHOTO COURTESY OF MERI
LIGHT PHOTOGRAPHY



How TRACY MANCE Built a Real Estate Career Rooted in Trust, Community, and a Dog Named Ruger

When Tracy Mance retired from the Albany County Sheriff's Office in 2022 after 22 years of service, she thought she had the next chapter of her life all figured out.

Real estate was supposed to be a side hustle.

The plan seemed straightforward: retire from law enforcement, sell a few homes each year, stay active, and enjoy a little more flexibility after more than two decades of public service.

Life, however, had different plans.

After earning her real estate license in 2021 and completing her first year in the business, Tracy discovered something she hadn't expected. What started as a retirement venture quickly became a genuine passion. It wasn't the transactions or sales numbers that drew her in. It was the opportunity to help people through some of life's biggest decisions.

"I thought I'd do a few transactions a year," she

recalls. "After that first year, I realized I genuinely loved helping people through the process. Every client has a story, a goal, a challenge, or a dream they're trying to accomplish. Being part of that journey is incredibly rewarding."

Today, Tracy ranks among the Capital Region's Top 200 Real Estate Professionals, closing 36 transactions and more than \$11 million in sales volume in 2025. Yet if you ask her what she's most proud of, the answer has little to do with production numbers.

For Tracy, success has always been rooted in service.

From Law Enforcement to Realtor

While law enforcement and real estate may appear to be completely different professions, Tracy sees more similarities than differences.

During her 22 years with the Albany County Sheriff's Office, she learned how to communicate under pressure, solve problems, build meaningful relationships, and earn trust. Those same skills now serve as the foundation of her real estate business.

"One thing I learned early in this industry is that people want to know what they're getting when they hire you," Tracy says. "Every agent can tell you what they do. Every agent has a list of services. But clients want to know who you are and how you're going to treat them."

For Tracy, the answer isn't a carefully crafted sales pitch. It's listening.

Whether she's helping a first-time homebuyer navigate unfamiliar territory, assisting an investor with their next acquisition, marketing a luxury property, selling a vacant lot, or helping a family find their dream equestrian farm, she approaches every relationship with the same mindset.

"It's not about making a sale," she explains. "It's about understanding what people actually want and helping them find the best fit. Sometimes that means advising someone not to buy a house. The value is in the service."

That client-first philosophy has helped her build a business fueled largely by referrals, repeat clients, and long-term relationships.

Many of Tracy's earliest clients have already returned for their next move, a reflection of the trust she works hard to earn every day.

Betting on Plan A

When Tracy decided to pursue real estate, there was only one brokerage she wanted to join.

As a former client of 518Realty.com, she already knew the company and the people behind it.

"I always joke that 518Realty was my Plan A, and I didn't have a Plan B," Tracy says with a laugh.

She credits owners Steve and Christine Sbardella for helping launch her real estate career and, perhaps more importantly,



“Every agent can tell you what they do. Every agent has a list of services. But clients want to know who you are and HOW YOU’RE GOING TO TREAT THEM.”



Tracy adopted a rescue dog through Trina & Friends K9 Rescue. His name is Ruger, though most people know him simply as “Ru.”

With his signature ears pointing in seemingly different directions and his endless enthusiasm for riding in the truck, Ruger has become something of a local celebrity among Tracy’s clients, followers, and friends.

What began as an occasional appearance on social media quickly turned into something much bigger. Followers started looking forward to Ruger’s adventures. Clients would ask about him before asking about homes. Before

long, he had become a recognizable and beloved part of Tracy’s brand.

Whether he’s riding shotgun between appointments, supervising projects as the self-appointed foreman, attending property showings, or occasionally making an appearance at a closing, Ruger has a special way of connecting with people.

“He didn’t ask for this lifestyle,” Tracy jokes. “He just wanted a home and ended up with a full-time job.”

Most followers recognize his work through the hashtag #RugerApproved, which has become a staple of Tracy’s online presence.

But Ruger represents more than a clever marketing idea. He serves as a reminder that behind every transaction is a person

with a story, a relationship waiting to be built, and a connection that matters.

That philosophy is at the heart of everything Tracy does.

Service Beyond Real Estate

Although Tracy retired from full-time law enforcement in 2022, her commitment to serving others never truly ended.

Today, she continues to work part-time with the Albany County Sheriff’s Office, supporting both the STOP-DWI Unit and the Emergency Management Unit. Depending on the week, she may be teaching the National Safety Council’s Defensive Driving Course, participating in Victim Impact Panels, or instructing CRASE (Civilian Response to Active Shooter Events).

“I’ve always enjoyed teaching,” she shares. “Sharing information that can help someone stay safe, make better decisions, or potentially save a life is incredibly rewarding.”

Her dedication extends beyond the Sheriff’s Office as well. For the past five years, Tracy has served as Chairperson of the New York State STOP-DWI Foundation, an organization committed to raising awareness about impaired driving and supporting educational initiatives throughout the state.

It’s a mission she takes deeply to heart.

“People often underestimate the consequences of impaired driving,” Tracy explains. “After working in this field for more than a decade, I’ve met families

whose lives were changed forever because of one bad decision. When you know the stories behind the statistics, it becomes impossible to treat it as just another topic.”

That perspective has reinforced a guiding principle that shapes both her personal and professional life: people matter.

Whether she’s helping a family find a home, teaching a defensive driving course, or advocating for safer roads, Tracy approaches every opportunity with the same goal: to serve others, create positive impact, and leave people better than she found them.

Looking Ahead

Five years ago, Tracy Mance expected real estate to be little more than a retirement hobby.

Instead, it became a thriving second career built on trust, relationships, and a genuine passion for helping people navigate some of life’s most important decisions.

Despite the awards, production milestones, and growing recognition

throughout the Capital Region, Tracy remains grounded in the same values that guided her throughout her law enforcement career. Success, for her, has never been measured solely by numbers. It’s measured by the trust people place in her, the relationships she builds, and the impact she leaves behind.

Because long after a transaction closes, those are the things that remain.

The friendships formed along the way. The confidence clients feel knowing they have someone in their corner. The relationships that continue long after the keys change hands.

And occasionally, it’s a photo of a rescue dog with crooked ears, reminding everyone that life’s best chapters often begin with an unexpected turn.

For Tracy, what started as a retirement plan became something far more meaningful: another opportunity to serve.

Because service, after all, never really retires. 🐾



encouraging her to build a business that felt authentic.

“I’m incredibly thankful to Steve and Christine. They trusted me when I was just getting started and gave me the freedom to build my business in a way that felt authentic. A lot of my success comes from being allowed to be me.”

That authenticity has become one of Tracy’s greatest strengths.

Clients quickly discover that the person they meet is the same person they see online, the same person who shows up for appointments, and the same person who answers the phone when they need guidance.

No scripts. No gimmicks. No sales persona. Just Tracy.

Meet Ruger

Well, mostly just Tracy. These days, she rarely travels alone.

Shortly after launching her real estate career,



CAPITAL REGION REAL PRODUCERS A DAY AT THE RACES

July 17, 2026

Day at the Races: An Elevated Experience at Saratoga

The **Capital Region Real Producers Day at the Races** delivered an experience that went far beyond expectations — blending high-level networking, meaningful recognition, and the unmatched atmosphere of Saratoga Race Track.

From the moment guests arrived in The Verandas, the tone was set. Conversations began effortlessly, connections were rekindled, and new relationships were formed among some of the top agents and partners in the region. As the gates opened and the races began, the energy carried seamlessly from networking into a shared experience that was both exciting and memorable.

What made this event truly stand out was not just the venue or the experience — it was the people.

A defining moment of the day was the recognition of agents featured from March through June 2026. As each agent stepped forward to receive their printed article, the room responded with genuine celebration. These moments reflected the heart of Real Producers — a community

built on recognizing excellence and supporting one another's growth.

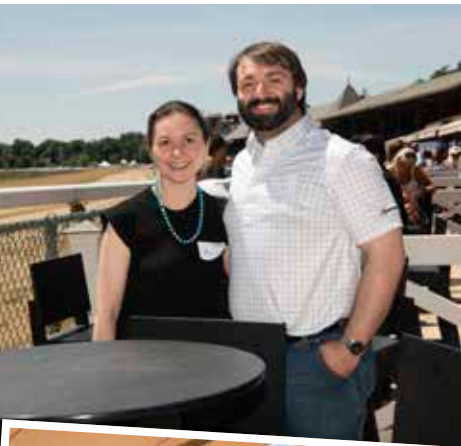
The event also highlighted the strength of partnership within the community. A sincere thank you to **Trojanski Builders, Arnoff Moving & Storage, Community Bank, Clean Green Hauling & Removal, LLC, and AnnieMac Home Mortgage** for their continued support and commitment to creating elevated experiences like this one.

Capturing the day in its full authenticity, Michael Gallitelli delivered exceptional photography, while our team produced a dynamic video recap that allows the experience to live on beyond the event itself.

More than anything, Day at the Races reinforced what makes this community unique: a shared commitment to connection, collaboration, and celebrating success together.

We look forward to the next opportunity to gather and continue building something truly special.

For more information on all Capital Region Real Producers events, please email us at Info@CapitalRegionRealProducers.com.





TROJANSKI BUILDERS



Building Dreams One Home at a Time

Building a custom home is one of life's biggest investments—and one of its most personal. That's why **Trojanski Builders** believes the experience should be just as rewarding as the finished home.

Since 1998, founder **Dave Trojanski** has been helping families throughout New York's Capital Region bring their vision to life through custom homes and large-scale renovations. As a family-owned company, Trojanski Builders has earned a reputation for combining thoughtful design, quality craftsmanship, and open communication into a building process that puts homeowners first.

Rather than separating design and construction, Trojanski Builders embraces a **Design • Build • Dwell** philosophy, allowing clients to work

with one experienced team from the initial concept through construction and beyond. The result is a streamlined process where communication stays clear, expectations remain aligned, and every detail is managed with care.

What Sets Trojanski Builders Apart

- Family-owned and operated
- Design • Build • Dwell approach
- Custom homes and major renovations
- Open communication throughout the entire process
- Comprehensive quality control and inspections
- Industry-leading warranty coverage for added peace of mind

Quality isn't simply the finished product—it's built into every step along the way. From carefully

selected materials and trusted trade partners to detailed inspections and ongoing customer support, the team is committed to delivering homes that stand the test of time.

Whether building a forever home from the ground up or transforming an existing space into something entirely new, Trojanski Builders approaches every project with the same goal: creating a home that reflects the people who live in it while making the journey just as enjoyable as the destination.



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📍 517 Broadway, Suite #202
Saratoga Springs, NY 12866



Courtney Delaney

Licensed Loan Originator

NMLS# 812681

☎ 518-791-9886

☎ 518-407-5996

✉ cdelaney@homesteadfunding.com

🌐 www.CourtDelaney.com

📍 5 Warren Street
Suite 104, Glens Falls, NY 12801