

# The Cardio Club

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Raegan Reed and her mom, Laura Stewart, purchased the 20-year-old Cardio Club on Main Street in Delhi in 2009. Raegan, a self-professed fitness fanatic and proponent of all things healthy lifestyle related is the managing partner. Their passion, dedication and sound managerial practices soon paid off and the business grew to the point where their rental space became inadequate to serve growing membership numbers, and plans to expand their fitness class offerings and other wellness programs. They began searching for a site to relocate and found an old un-used church youth center suitable to renovate into an expanded Cardio Club facility. Re-purposing the old church youth center which otherwise underutilized, also put the property back on the tax rolls as an additional benefit to the community.

In the spring of 2012 Mid-Hudson SBDC counselor Sam Kandel promptly began working with Raegan on her expansion strategy, business plan, financial analysis and funding applications. Raegan's husband Travis Reed, a contractor, and his company Travis Reed Construction would handle the remodel and second story addition as well.



*Owned by Raegan Reed  
and Laura Stewart*  
17 Elm Street  
Delhi, New York 13753

Subsequently LUX Nails & Spa, Viafore Family Chiropractic and a part-time massage therapist have taken residence at The Cardio Club property. It is now truly the one-stop

health and fitness destination envisioned by the owners.

The additional rental income, part of the original plan, surely helps the business meet its financial obligations and maintain profitability.

The funding for the project came from a number of sources including the Catskill Watershed Corporation, the Delaware County Economic Development Loan Fund, the Bassett Research Institute and personal funds from the owners as well. As a result of this project 7 jobs were maintained and 10 more were created; everyone at The Cardio Club is one big happy family!

Without Delaware County Economic Development & The Catskill Watershed Corporation this venture would not have been possible and the business is thriving thanks to the support from and acceptance of the community. Laura and Raegan clearly understand the importance of that, and give back to their community, volunteering their services and participating in and organizing numerous health and fitness related community based activities. The mission of The Cardio Club is to **"Be Happy, Be Healthy & LiveFit"!**