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# Niskayuna NEIGHBORS

Patrick Neill  
*and the Formula of Success*

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SAMANTHA BAILEY PHOTOGRAPHY



# Patrick Neill *and the Formula of Success*



BY MEG WERT

PHOTOS BY SAMANTHA BAILEY PHOTOGRAPHY AND PATRICK NEILL

**T**enacious, resilient, and with a love of family, Patrick moves through the world with a strong internal drive, “My best memories usually start with a struggle since it is only after the storm that you appreciate calm waters.”





Recalling one of his early adventures, he shared that his mom was working several jobs and that she started a swap meet to sell jewelry on the weekends. He ‘tagged along’ and, at the age of 11, started selling candy next to his mom’s booth. With his version of market research, Patrick would wander around to see what everyone was charging and then would price accordingly. Some weekends, he even made more money than his mom! It was here that he developed a passion for entrepreneurship—though he didn’t realize it at the time.

Patrick grew up playing sports from baseball, taekwondo, and hockey. He became obsessed with hockey, practicing 8 hours a day and moving up from street to roller to ice hockey. In High School, he was in cross country, track, Army JROTC, and debate. He then went on to be a member of the boxing team at West Point. It was in sports that helped him develop a driven mindset to win which carried on through his career.

As a first-generation American, Patrick is the first to go to college and join the military in his family. He enlisted in the Army as a Private in 2005 after high school. “Joining the Army was not easy as my family was against it. With the events of 9/11, I had to do something and get involved.” Within months after basic training, he started working in support of both theatres for Iraq and Afghanistan. After two years, Patrick was accepted to West Point for the graduating class of 2012.

Patrick graduated from the United States Military Academy with a degree in Systems Engineering and was commissioned as a Second Lieutenant with a specialty of ordnance and logistics. “Everything about that experience was tough and we were tested in everything from academics, fitness, military doctrine, and leadership. What was most challenging was following the casualty reports from fellow Soldiers while going to school.”

At the beginning of his military journey, Patrick would meet his future wife, Karen. “We met in the military during training in 2006 at Fort Jackson, South Carolina.” Karen completed 8 years in the Army as a non-commissioned officer (NCO) Human Resource Specialist. Throughout that time, Patrick and Karen remained together and were married after he graduated, and her service ended in 2012. Over the next six years, Patrick’s assignments would take them to all corners of the world.

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Fast forward to today, Karen and Patrick have a son named Joaquin, who is now in middle school. And Karen currently works at RPI in human resources. The family remains active and goes to the Firewolves Lacrosse games and local college games. “We like to stay involved around here, going to Saratoga Comic-Con and hanging out at the racetrack. As a family, we play Pokémon Go, which is a fun way to explore the area as we move around a lot and still play. We try to take part in as many local events as we can, balancing them with sports, school activities, and everything else going on.”

Patrick was medically retired from the Army in 2018 after spending over a year in rehab through the Warrior Transition Unit. It was not an easy transition, but once again, drawing on his resilience, internal drive, and determination, Patrick moved forward. The Neill family found themselves struggling through the transition learning to grow together into a new normal. “All we knew was the Army for over a decade. We had to adapt to our new reality and figure out who we were and what we wanted to do.” They found themselves in East Texas as Patrick took a job at Nucor Steel. After a year, they realized this was not where they wanted to be long term. Patrick took a position with Amazon/CBRE, managing their maintenance in Castleton on the Hudson facilities while they were completing the new building in the Capital Region.



The world had changed with Covid during this time. After settling into the Capital Region, Patrick sought to start a business. Struggling as a disabled veteran, he wanted to focus the business on serving those who struggled to support themselves. He reviewed many franchises but finally landed on two brothers from Poughkeepsie, NY. Ken and Ryan started The Brothers Who Just Do Gutters, and he saw an opportunity as their mission and purpose were aligned with his. Always wanting to run his own business and acknowledge that entrepreneurial spirit that was born out of his childhood, Patrick opened The Brothers That Just Do Gutters (also known as Brothers Gutters) Capital District location in 2021 and has been a great success.

He provides great training, works with high-quality products, and focuses on doing one thing really well. As he shared, “I run my company similar to my military experience, with decentralized command, bottom-up...every employee has a say—but is expected to carry their load.” He treats everyone like grown-ups and builds a culture of hard work, trust, and accountability. They work hard and play hard: he even has a Smoker at the office for their famous TX BBQ





nights! He believes in excellent customer service with great follow-up, so they get lots of referrals. “We are grateful to our local community for the trust and confidence they have in us to perform quality work on their home.”

With an office located in the Capital District of New York Albany, his teams provide gutter services from Delmar up to Lake George, providing installations, cleanings, ongoing maintenance, and gutter guards. With pride in his work, Patrick prioritizes customer service and a strong, positive work environment for his employees. <https://www.facebook.com/BrothersGutters.CapitalDistrictNY/> 518-880-2980.

When asked if he has any hobbies, interests, or volunteering, his response reflected who he is. “Currently, my focus is to develop leaders in the community. In the company, we have started a few initiatives working with City Mission to train and develop people out of the shelter through employment. “We also started to work with Military organizations to help bring awareness to those who support our Veterans.”



Additionally, Patrick’s company, The Brothers That Just Do Gutters, is involved with **Gutters for Good: Restoring Homes Across the U.S.** This is an initiative born from the home office and has been set into motion as a way of giving back to veterans in the Capital Region of NY. “Our mission is to assist veterans in need and ensure they have the proper gutter systems to safeguard their homes. This initiative is part of our ongoing commitment to help those who have served and to strengthen communities facing hardship.”

<https://oi.brothersgutters.com/gutters-for-good-ny/> is where you can nominate a veteran.

Whether it’s at work, at home, or in the community, Patrick Neill makes an impact with how he shows up. His entrepreneurial spirit is founded on his own integrity, resilience, and hard work. 🐾

