

These entrepreneurs moved to Los Angeles for a year to grow their juice business. What's next for the fast-growing company



[Enlarge](#) PHOTO: DONNA ABBOTT-VLAHOS

Colin and Christel MacLean, owners of Legacy Juice Works at the New York BizLab in Schenectady.

Christel and [Colin MacLean](#) moved their family to Los Angeles from Saratoga Springs last year to grow their cold-pressed juice business, Legacy Juice Works, in one of the most health-obsessed cities in the world.

"It's the hub of the entire wellness movement. We've done well here with the brand and getting some growth in the East Coast," [Colin MacLean](#) said. "We have a co-packing relationship in L.A. and moved out there and established ourselves with the co-packing warehousing and distribution. We closed premier accounts in L.A. that prove our products can sell well anywhere."

The move to Los Angeles for a year worked. Legacy Juice Works developed partnerships with West Coast grocery chains, such as Gelson's Markets and Bristol Farms. It will serve as a hub to bring the juices to other cities along the

Southwest. They have hired a small team out there to keep running operations.

The MacLeans moved back to Saratoga in June. They are focused on expanding the business to more mid-sized grocers, as well as raising capital to fund that growth.

The company began in 2013 as Saratoga Juice Bar, one of the first cold pressed juice bars on the East Coast, and began its wholesale operation in 2015.

Today, Legacy Juice Works is sold at more than 800 retailers and businesses, including Wegmans grocery stores, CVS stores on the East Coast, and Hannaford. The company's organic tart cherry juice was named a finalist in the 2018 World Beverage Innovation Awards for best juice.

Legacy Juice Works has co-packing manufacturing facilities in Brooklyn and Los Angeles. Every three weeks, they make 30,000 bottles and have the capacity to make 10 times that amount.

"We positioned ourselves and are prepared to scale rapidly. We have been doing this for three and a half years and have proof of concept in the marketplace," [Colin MacLean](#) said. "We are positioned for rapid growth and looking for strategic partners."

Legacy Juice Works is raising \$3 million in series A funding to continue to finance that growth. The funding would go toward increasing production and hiring for key roles, marketing and sales. [Colin MacLean](#) also said it would help with cash flow demands.

By [Chelsea Diana](#) – Reporter, Albany Business Review Oct 29, 2018, 2:47pm EDT