

40TH ANNIVERSARY REPORT



MEMBERSHIP HI-LITES

"WE'RE JUST GETTING
STARTED."

DECEMBER 2018

WHAT'S NEW

As 2018 kicked off, we prepared to celebrate HIA-LI's 40th anniversary by revisiting our mission, vision, and value statements to reflect a changing Long Island.

HIA-LI Vision

Grow Long Island Business and its leaders

HIA-LI Mission

The HIA-LI is a member-led business organization that supports the growth of Long Island Business as well as the heart of the Long Island economy - the Hauppauge Industrial Park. We connect businesses and their leaders through inclusive forums by delivering impactful resources, education and research. Advocating for the economic success of our region, we improve the quality of life of all Long Islanders.

HIA-LI Value Statements 2018

1. *Inclusive*

We are welcoming and inclusive, creating the diversity that ensures a non-partisan, non-judgmental collaborative organization.

2. *Integrity*

We operate with transparency to create trust and loyalty while demonstrating integrity.

3. *(Member) Excellence*

Our unique processes support our member led, community focused organization enabling excellence.

4. *Purpose*

We remain accountable to our purpose and commitment of consistently delivering impactful solutions.

5. *Visionary*

We must be visionary, creative and innovative to solve Long Island's challenges.

6. *Proactive and Success Focused*

Improving businesses and lives of leaders is how we measure success.

NEW INITIATIVES

With our mission, vision, and values clearly identified, HIA-LI launched three new initiatives in 2018 to further these goals.

1. HAUPPAUGE INDUSTRIAL PARK TASK FORCE

Recognizing and Growing the Economic Impact of the Park
Chairman: Joe Campolo, Esq., Campolo, Middleton & McCormick, LLP

In 2016, Board Chairman Joe Campolo and HIA-LI President Terri Alessi-Miceli spearheaded the first ever Economic Impact Study analyzing the critical role of the Hauppauge Industrial Park in the state and local economy. The study detailed the Park's population density, industrial diversity, high employment rate, eco-friendly initiatives, and strong economic impact on the region. The comprehensive study was developed under the direction of a task force of business owners in collaboration with the Suffolk IDA, Regional Plan Association (RPA), and Stony Brook University. Here's a look at the staggering numbers!

Size:

- 11 square miles
- The largest industrial park in the northeast by number of companies and employees (second in the nation after Silicon Valley)
- Has approximately ten-fold the number of companies of the other Long Island industrial parks

Businesses & Workforce:

- Home to approximately 1,350 businesses in the manufacturing, construction, and services industries that employ an estimated 55,000 people
- According to estimates, one in 20 jobs on Long Island is dependent on the HIP

Economic Impact Summary:

- Total sales volume of the HIP is \$13,426,521,000
- The 11 square miles of the HIP make up only .0002% of New York State's 54,556 square miles, yet the sales volume accounts for approximately 1.35% of the gross state product of New York State
- Business expenses (not including payroll) total \$4,402,852,000
- The total combined payroll is \$2.897 billion, resulting in \$806,400,000 paid in income taxes
- This payroll, after taxes, leaves \$2.090 billion to spend locally
- The HIP generates \$64,500,000 in property taxes

Since then, as a direct result of the study, the Suffolk County IDA and RPA have granted critical funds to bring engineering, architecture, planning, and design professionals into the Park to help make it more viable for the future. HIA-LI's board has been working closely with James Lima Planning + Development, as well as stakeholders in the Park, on ways to maximize the Park's growth and competitiveness. These efforts are making national headlines as we continue to aggressively get the word out.

Preliminary reports helped HIA-LI realize the need to build stronger relationships with Long Island's educational institutions. In 2018, HIA-LI created unique partnerships with Stony Brook University and Suffolk County Community College, with a mission to find recent graduates jobs right here in the Park.



Board Member Sue Gubing serves as the liaison with the career placement offices so that we can directly help companies in the Park find talent and even hand-pick students when they have hiring needs, without getting lost in the bureaucratic shuffle.

In 2019, we look forward to the final Lima report and recommendations. Stay tuned!

2. SOLAR INITIATIVE

Saving Money and the Environment

Co-Chairs: Jack Kulka, Kulka Construction Corp. and Scott Maskin, SUNation Solar Systems

The Park includes 20 million square feet of unused rooftops. That is an asset that could be put to good use.

Benefits:

- No negative environmental impact from trees cut and agricultural land swap
- Lower cost electricity for low and moderate income off takers
- 50-100 jobs created, \$40 million in construction revenue
- \$4+ million in annual payments to building owners in the Park

Outcomes:

This project would differentiate the Park as a leader in distributed generation in the US. It would also help achieve Governor Cuomo's initiative to have 50% renewable energy in New York State by 2030.

3. SMALL BUSINESS TASK FORCE

Serving the Small Business Community

Chairwoman: Rita DiStefano, Portnoy, Messinger, Pearl & Associates

The Small Business Task Force was created specifically to enhance the ability of HIA-LI to better engage with Long Island's small business community by listening to their needs and collaborating to address these issues with concrete, proven solutions. Over 80% of HIA-LI members are considered small to mid-size businesses. These companies don't often have the bandwidth and staff that larger organizations have.

Top Concerns for Business Owners:

1. **Personnel** – finding, training and keeping good talent
2. **Business Development** – creating different revenue streams
3. **Financing** – having adequate funds to grow

To address these concerns, the Small Business Task Force began holding Town Hall meetings to provide support and information for members. Topics include attracting and retaining the millennial workforce, creating a positive work culture, leadership, and more.



HIA-LI EVENTS

HIA-LI's 30th Annual Trade Show, held on May 31 at the Sports & Exhibition Center at Suffolk County Community College's Brentwood campus, was the most successful in HIA-LI's history! Over 4,500 attendees networked with 375 exhibitors at the largest business-to-business trade show on Long Island.

HIA-LI's Business Achievement Awards program has become the can't-miss CEO event of the year, drawing over 500 Long Island business professionals. The awards recognize outstanding businesses and nonprofit organizations that have distinguished themselves in the areas of growth, leadership, and commitment to our region. HIA-LI was pleased to welcome many state and local elected officials to the gala on September 20, whose attendance demonstrates their commitment to our work and our communities.

Congratulations to this year's impressive finalists and recipients (asterisk denotes the recipient):

Large Business Finalists: American Diagnostic Corporation, Flexible Business Systems, Lessings at Stonebridge*, Lewis Johs Avallone Aviles, LLP, SUNation Solar Systems, Inc.

Small Business Finalists: Contemporary Computer Service, East/West Industries, Inc., Genser, Dubow, Genser & Cona LLP*, Chick-fil-A of Commack, The Sexy Salad

Not-for-Profit Finalists: Family Service League*, Girl Scouts of Suffolk County, Guide Dog Foundation for the Blind, Island Harvest, Society of St. Vincent de Paul

Rookie of the Year Finalists: Munch Money, Scotto & Melchiorre Group LLC*, Simplay Entertainment LLC, Touchstone Fire Protection

LEGISLATIVE BREAKFAST

On October 19, HIA-LI took a critical step in its advocacy by hosting its first **Board of Directors Legislative Breakfast**. Board Chairman Joe Campolo, Board Member Scott Maskin, and Board Member Rita DiStefano addressed the success and progress of their task forces. HIA-LI understands the importance of collaborating with our elected officials and thanks those who attended, including Congressional representatives, representatives from Governor Cuomo's office, and state and local elected officials representing Nassau and Suffolk Counties.

LOOKING FORWARD

We are thrilled to celebrate our 40th anniversary at our gala on December 13 by honoring our founder, Jack Kulka, who remains a tireless advocate for the business community. HIA-LI also takes great pride in our collaborative efforts with Miller Business Resource Center, Suffolk County IDA, and Town of Smithtown, and we will also celebrate these partnerships at the gala. As we look back over our first 40 years, we are also excited to move forward. We head into 2019 with clearly defined goals:

- Continue to champion the Hauppauge Industrial Park and support investment in its current and future
- Rebrand the Hauppauge Industrial Park to reflect our pride in this critical economic engine
- Make better connections between schools and filling the talent pool
- Continue Small Business Task Force focusing on small business
- Actively recruit new board members
- Attract Young Entrepreneurs



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