

THE FINALISTS ARE...

ANNOUNCING THE FINALISTS OF THE HIA-LI'S 25TH ANNUAL BUSINESS ACHIEVEMENT AWARDS P. 4-5



HIA-LI'S CEO BRIEF PG 6

Featuring Chuck Merritt, President of Simplay Entertainment LLC

HIA-LI'S INDUSTRY LIST: PG 38-40

Computer Services & Information Technology Companies

HIA-LI'S HEARD AROUND THE ISLAND PG 43

News, Updates, Events, and Promotions from our member companies!

YOUR AD **HERE**

To advertise on the front cover or in this newspaper please contact:
Connor Robertson at (631) 543-5355 or CRobertson@hia-li.org

LABEL

HIA-LI POSITIONING STATEMENT & INITIATIVES

HIA-LI IS ONE OF THE RECOGNIZED VOICES FOR BUSINESS ON LONG ISLAND; A POWERFUL FORCE AND ECONOMIC ENGINE FOR REGIONAL DEVELOPMENT. OUR MEMBER COMPANIES REPRESENT TENS OF THOUSANDS OF BUSINESS PROFESSIONALS.



MANUFACTURING REVITALIZATION

Profile manufacturing on LI helping obtain funds to operate more efficiently and create opportunities for a skilled manufacturing workforce.



WORKFORCE DEVELOPMENT

Develop solutions to attract, blend and retain employees and keep youth on LI.



HEALTHCARE

Explore existing and emerging strategies for containing healthcare costs.



INFRASTRUCTURE

Identify and develop plans to address critical infrastructure needs of the Hauppauge Industrial Park that will foster the continued growth of business.



ENVIRONMENT OF BUSINESS SUCCESS

Create forums to educate and connect business growth and survival. Promote the HIA-LI Annual Trade Show and conference as a forum for important connection and discussion on economic, business, and workforce development issues.



ALTERNATIVE ENERGY "GO GREEN"

Profile and promote energy efficiency to HIA-LI members. Educate and showcase environmental and energy services.



VIRTUAL HIA-LI

Enable our members to collaborate, connect and deliver added value by sharing knowledge with current and future members and the global world.

WHAT'S INSIDE

HIA-LI AUGUST CALENDAR OF EVENTS	3
CEO BRIEF FEATURING CHUCK MERRITT	6
ADVERTISER SPOTLIGHT: TFCU	10
LI INNOVATION PARK AT HAUPPAUGE: BIZ GROWS HERE	14
HIA-LI GOLF OUTING PHOTO SPREAD	22-23
HIA-LI'S INDUSTRY LISTS: COMPUTER SERVICES & INFORMATION TECHNOLOGY	38-40
NEW MEMBER PROFILES	41
WELCOME JULY NEW MEMBERS	42
HIA-LI'S HEARD AROUND THE ISLAND	43

HIA-LI OFFICERS & DIRECTORS

President & CEO
Terri Alessi-Miceli
(631) 543-5355

Robert Desmond
Industry One
Realty Corp
(631) 273-4255

Kevin O'Connor
BNB Bank
(631) 537-8826

Arthur Sanders
Omni Funding
(516) 697-3900

OFFICERS

Chairperson Of The Board
Joe Campolo
Campolo, Middleton & McCormick LLP
(631) 738-9100

Rita DiStefano
Portnoy, Messinger,
Pearl & Associates, Inc.
(516) 921-3400

Robert Quarte
AVZ & Company P.C.
(631) 434-9500

LIFETIME BOARD MEMBERS EMERITUS

Fred Eisenbud
Campolo, Middleton & McCormick LLP

First Vice Chairperson
John Bauer
Littler Mendelson, P.C.
(631) 293-4525

Karen Frank
Omnicon, A Subsidiary
of HBM Prensca Inc.
(631) 761-1763

Ann-Marie Scheidt
Stony Brook University
(631) 216-7605

Thomas J. Fallarino
CPA

Second Vice Chairperson
Carol Allen
People's Alliance
Federal Credit Union
(631) 434-3500

Joseph Garofalo
Island Christian Church
(631) 822-3000

Anne Shybunko-Moore
GSE Dynamics
(631) 231-1044

Richard S. Feldman, Esq.
Rivkin Radler LLP

Corporate Secretary
Rich Humann, P.E.
H2M Architects & Engineers
(631) 756-8000

Susan H. Gubing
Career Smarts
(631) 979-6452

Chris Valsamos
Castella Imports, Inc.
(631) 231-5500

Ernest E. Hoffman
W & H Stampings

Treasurer
Anthony Manetta
Cedar Communities, L.P.
(516) 229-1168

Rich Isaac
Sandler Training
(631) 231-3538

Michael Voltz
PSEG Long Island
(631) 844-3819

Howard Kipnes
Cedar Knolls Inc.

DIRECTORS

Jim Coughlan
Tritec Real Estate
Co., Inc.
(631) 706-4113

Bob Isaksen
Bank of America
(631) 547-7450

Dr. Elana Zolfo
Berkeley College
(631) 338-8633

Nicholas M. Lacetera
Peoples Alliance
Federal Credit Union

Christopher Kent
Farrell Fritz, P.C.
(631) 367-0710

LIFETIME BOARD MEMBERS

David Manning
Brookhaven National
Laboratory
(631) 344-4747

Jack Kulka
The Kulka Group
(631) 231-0900

Ed Pruitt
(Posthumously)
CEO

Scott Maskin
SUNation Solar
Systems Inc.
(631) 750-9454

Allan Lippolis
Superior Washer &
Gasket Corp.
(631) 273-8282

John Rebecchi
Disc Graphics

Marci Tublisky

Norman Weingart
Communications
Specialist

Anthony Leteri
USA Waste Reduction
& Recycling Co., Inc.
(631) 269-0800

David Winchester
CleanTech Rocks

HIA-LI COMMITTEES & CHAIRPEOPLE

BUSINESS DEVELOPMENT

Tony Borelli
Mass Mutual
Financial Group
(516) 391-0300 x396

Pierre Lespinasse
Farmingdale State
College
(934) 420-2882

EDUCATION/ WORKFORCE CONNECTION

Linda Furey
Junior Achievement
of New York
(516) 625-9028

Kelly Imperial
NYIT
(631) 348-3121

ENERGY/UTILITIES/ INFRASTRUCTURE

Jack Kulka
Kulka, LLC
(631) 231-0900

ENTERTAINMENT/ SPORTS

Carmella Fazio
All Island Media
(516) 297-9011

ENVIRONMENTAL/ GREEN INDUSTRIES

Alyse Delle Fave
Rigano LLC
(631) 756-5900

Tom Fox
D&B Engineers &
Architects
(516) 364-9890

GOVERNMENT RELATIONS

Jack Kulka
Kulka, LLC
(516) 231-0900

Chris Kent
Farrell Fritz, P.C.
(631) 367-0710

HEALTH & WELLNESS

Len Baldassarre
Merrill Lynch Wealth
Management
(631) 944-9662

Melissa Negrin-Wiener
Genser Cona Elder Law
(631) 390-5000

HUMAN RESOURCES

Mary Locascio
All Island Media
(631) 750-1226

Aoifa O'Donnell
National EAP Inc.
(631) 588-8102

MANUFACTURING/ INTERNATIONAL TRADE

Kursad Devocioglu
Bimser International
Corporation
(646) 722-3890

Ron Loveland, BSE, MBA
Summit Safety &
Efficiency Solutions
(631) 642-7236

MEMBERSHIP

Rich Isaac
Sandler Training
(631) 231-3538

Alex MacPherson
UBS Financial
Services, Inc.
(631) 420-6421

MENTORING/ NETWORKING AND COMMUNICATIONS

Ann Morrison
The American
Foundation for Suicide
Prevention
(516) 869-4215

SALES & MARKETING

Miriam Hubbard
PBI Payroll
(516) 338-5454

Dan Simon
Signwave LLC
(631) 761-9292

SECURITY

Allan Lippolis
Superior Washer &
Gasket Corp.
(631) 273-8282

TECHNOLOGY FOR BUSINESS

Chris Coluccio
TechWorks
Consulting Inc.
(631) 285-1527

David Pinkowitz
DCP Marketing
Services LLC
(631) 491-5343

H.Y.P.E.

Adam Holtzer
Generations Beyond
(631) 696-0324

Greg Pajak
WizdomOne
Group of Companies
(631) 652-6001



631-543-5355 • WWW.HIA-LI.ORG

The Hauppauge Reporter - The Official Newspaper of the HIA-LI - (USPS 017-655) - is published monthly by the HIA-LI - 225 Wireless Blvd., Suite 101, Hauppauge, NY 11788. Application to mail at Periodical Postage Rate is accepted at Smithtown, NY 11787. POSTMASTER: Send change of address notices to HIA-LI at the address noted above to HIA-LI, Editor, Phone: (631) 543-5355, info@hia-li.org. The HIA-LI does not endorse the classifieds/display advertisements or necessarily agree with the opinions expressed in the articles written for this newspaper. Total number of copies (Net Press Run: 3,301 | Paid-In-County Subscriptions: 2,163 | Paid Outside-County Subscriptions: 638 | Distribution Outside the Mail: 200 | Copies Not Distributed: 300 | Total: 3,301).

HIA-LI CALENDAR OF EVENTS: AUGUST 2019

HIA-LI COMMITTEE MEETINGS

WEDNESDAY, AUGUST 7TH 5:30 PM-7:30 PM

HIA-LI's Sales and Marketing Committee Meeting
Location: That Meatball Place - 206 Main Street, Farmingdale

WEDNESDAY, AUGUST 14TH 8:00 AM-10:00 AM

HIA-LI's Manufacturing/International Trade Committee Meeting. Location: Future Tech Enterprise Inc - 101 Colin Drive #8, Holbrook

MONDAY, AUGUST 19TH 5:30 PM-7:30 PM

HIA-LI's H.Y.P.E Committee Meeting
Location: Gerardi's Bar and Grill -160 Adams Ave, Hauppauge

WEDNESDAY, SEPTEMBER 4TH 8:30 AM-10:00 AM

HIA-LI's Technology Committee Meeting
Location: HIA-LI Headquarters - 225 Wireless Blvd Suite 101, Hauppauge

FOR MORE INFORMATION

For more Information on upcoming events, committee meetings, or location changes - Please check the event calendar at www.hia-li.org or contact the HIA-LI office at 631-543-5355 for any additional questions on dates or locations that may be added or updated.



HIA-LI UPCOMING EVENTS

WEDNESDAY, AUGUST 14, 2019, 8:30 AM - 10:30 AM

HIA-LI's CEO Forum, Featuring: Karen Boorshtein, President & CEO, Family Service League. Hosted at Campolo, Middleton and McCormick, LLP- 4175 Veterans Memorial Hwy, Ronkonkoma, NY 11779. Be inspired and hear from President and CEO, Karen Boorshtein, Non-Profit Community Leader. Members: \$35 • Non-Members: \$50. To register, visit www.HIA-LI.org or call 631-543-5355.

THURSDAY, AUGUST 15, 2019, 8:00 AM-10:30 AM

HIA-LI's New Member Breakfast: Join us for a morning of networking on the beach! Hosted at The Crescent Beach Club- 333 Bayville Ave, Bayville, NY 11709. First attendee of the new member company receives a complimentary ticket- All others are \$35 per ticket. To register, visit www.HIA-LI.org or call 631-543-5355.

FRIDAY, SEPTEMBER 6, 2019, 8:00 AM-10:30 AM

HIA-LI's Information Meeting: Help you navigate the HIA-LI to get more bang for your buck, and to educate prospective members about the benefits of membership. Hosted at our HIA-LI Headquarters- 225 Wireless Blvd # 101, Hauppauge, NY 11788. Tickets are Complimentary! To register, visit www.HIA-LI.org or call 631-543-5355.

THURSDAY, SEPTEMBER 19, 2019, 11:30 AM-2:00 PM

HIA-LI's 25th Annual Business Achievement Awards: Don't miss the Academy Awards of Long Island business where we will be recognizing top Long Island excellence. Hosted at Crest Hollow Country Club- 8325 Jericho Turnpike, Woodbury, NY 11797. Network with top LI Companies & Business Leaders and reserve your seat today! Members: \$125 • Non-Members: \$150. To register, visit www.HIA-LI.org or call 631-543-5355.

CALENDAR HIGHLIGHTS



CEO FORUM

FEATURING

Karen Boorshtein

President & CEO
Family Service League

WEDNESDAY, AUGUST 14 2019
CAMPOLO, MIDDLETON & MCCORMICK
3RD FLOOR, 4175 VETERANS MEMORIAL HWY,
RONKONKOMA, NY

CHECK-IN & NETWORKING: 8:30 AM
9:00 AM - 10:30 AM



One of Long Island's Leading CEOs, Specializing in Non-Profit Human Service Organizations for 27 Years

- Hear about Karen Boorshtein and *Family Service League's* history, philosophy, and vision for the future
- Learn how under Karen's leadership *Family Service League* was awarded the Top Long island Workplace honor, recognized by the HIA-LI with the *Non-Profit Leadership Award* in 2018, and she was a 2019 Finalist for the *Cerini Imagine Leadership Award*.

MEMBERS: \$35 | NON-MEMBERS: \$50

TO REGISTER: VISIT WWW.HIA-LI.ORG OR CALL (631) 543-5355
PAYMENT & REGISTRATION REQUIRED • PRE-REGISTER TO AVOID \$5 WALK-IN FEE

SPONSORS TO DATE:









NEW MEMBER BREAKFAST

- THURSDAY, AUGUST 15, 2019 -
REGISTRATION: 8:30 AM | 9:00 AM - 10:30 AM

@ THE CRESCENT BEACH CLUB
333 BAYVILLE AVE, BAYVILLE, NY 11709

TICKETS
FIRST ATTENDEE OF NEW MEMBER COMPANY COMPLIMENTARY.
ALL OTHERS \$35 PER PERSON

TO REGISTER
VISIT WWW.HIA-LI.ORG OR CALL (631) 543-5355

FOR ADDITIONAL INFORMATION
PLEASE EMAIL TERRI JIMENEZ AT TJIMENEZ@HIA-LI.ORG

- SPONSORS TO DATE -








Letter from the HIA-LI President & CEO

Join us at HIA-LI's 25th Annual Business Achievement Awards Gala Luncheon honoring outstanding Long Island companies on Thursday, September 19, 2019 from 11:30 am to 2:00 pm at the Crest Hollow Country Club, Woodbury. This "can't miss" CEO event of the year draw more than 500 Long Island business professionals.

These outstanding firms being honored on September 19th below have distinguished themselves in the Long Island Business Community in the areas of growth, leadership, and commitment to our region.

Small Business Finalists

Accu Data Workforce Solutions
Contemporary Computer Services, Inc.
East/West Industries, Inc.
National Business Capital & Services
Prestige Employee Administrators, Inc.

Large Business Finalists

American Diagnostic Corporation
Custom Computer Specialists, Inc.
JLL
Northwell Health
SUNation Solar Systems, Inc.

Rookie of the Year Finalists

Naka Technologies, LLC
Pure Mammography
Senior Health Plan Specialists Inc.
SynchroPET

Not-for-Profit Finalists

ACLD
CN Guidance & Counseling Services
Dominican Village
EPIC Long Island
Independent Group Home Living Program, Inc.
Splashes of Hope

Consider acknowledging these companies by participating in a sponsorship, attending and/or by placing a congratulatory advertisement. Call Anthony Forgione at (631) 543-5355 or aforgione@hia-li.org.

Sincerely,

Terri Alessi-Miceli



25th Annual Business Achievement Awards

Recognizing Excellence in Long Island Business

Thursday, September 19, 2019 | 11:30 am - 2:00 pm

Crest Hollow Country Club | 8325 Jericho Turnpike, Woodbury, NY 11797

Members: \$125 | Non-Members: \$150

**20 FINALISTS • 4 RECIPIENTS
500 + ATTENDEES**

Small Business Finalists

Accu Data Workforce Solutions
Contemporary Computer Services, Inc.
East/West Industries, Inc.
National Business Capital & Services
Prestige Employee Administrators, Inc.

Rookie of the Year Finalists

Naka Technologies, LLC
Pure Mammography
Senior Health Plan Specialists Inc.
SynchroPET

Large Business Finalists

American Diagnostic Corporation
Custom Computer Specialists, Inc.
JLL
Northwell Health
SUNation Solar Systems, Inc.

Not-for-Profit Finalists

ACLD
CN Guidance & Counseling Services
Dominican Village
EPIC Long Island
Independent Group Home Living Program, Inc.
Splashes of Hope

**For information about sponsorship opportunities,
please contact Anthony Forgione at aforgione@hia-li.org**

To register, visit www.hia-li.org or call (631) 543-5355

-Sponsors to Date-



HIA-LI CEO BRIEF

CHUCK MERRITT | SIMPLAY ENTERTAINMENT LLC

TELL US ABOUT HOW YOU/ YOUR COMPANY STARTED.

Simplay is a multi-sport simulator, virtual reality and event space facility occupying a 15,000 sf bldg. With 8 high tech machines, we specialize in family entertainment, along with corporate and social functions. We feature a full-service bar/lounge area and our newly branded Banquets in the Park, offers 3 different venue rooms that can host from 10-200 guests. In addition, Simplay hosts fundraising events for many of Long Island's worthy charity organizations. Simplay specializes in Bar/Bat Mitzvahs, milestone birthdays, Sweet 16's and Quinceanera parties, as well as off campus corporate training, staff/client appreciation events.

WHAT WAS A TURNING POINT FOR YOU/YOUR COMPANY?

In January of 2018 (after 2 years of advertising and marketing), Simplay started to become well known for the unique, exciting events that offers something for everyone. Young children can enjoy games like zombie dodgeball, while parents have cocktails and great food. Now, the most desirable nights of the year, book up at least a year in advance. Being the premier indoor golf simulator facility on Long Island, we bring more and more customers all year round.

WHAT IS YOUR PHILOSOPHY AT SIMPLAY ENTERTAINMENT LLC?

Create a culture amongst the staff to provide a great experience for every customer. When guests of Simplay enjoy themselves, they quickly start thinking about what other kind of events would work at our venue. Our best marketing comes from affairs in which people leave excited about their experience and recommend us to friends and family (or even their boss)



"Our Philosophy: Create a culture amongst the staff to provide a great experience for every customer."

CHUCK MERRITT | SIMPLAY ENTERTAINMENT LLC

WHAT OPPORTUNITIES DO YOU SEE IN THE FUTURE?

The opportunities for Simplay are endless as there are no types of events we can't handle. With that said, Charity fundraisers are a big opportunity for us. We work with the organizers on the possibilities of how they can bring in extra revenue. From

sponsors having their logo displayed on the simulator screens to putting competitions on our golf green, we help maximize the fundraising efforts of the evening. Every time we host a fundraiser, more and more people get to see what a great facility exists in the Hauppauge corporate park.

SIM PLAY



FALL GOLF LEAGUE

**ALL ARE
WELCOME!
FREE TO
ATTEND**

SIGN UP & PRACTICE
Scoring Starts 9/16

**MONDAY
SEPT 9TH
6:30 - 8:30PM**

SPECIAL KICK-OFF EVENT

LEARN ABOUT OUR UPCOMING LEAGUES/CLINICS

MEET

SEAN LANDETA

**PUNTER AND 2X SUPERBOWL CHAMP WITH NY GIANTS
WHO WILL BE SIGNING AUTOGRAPHS**



**PETER STERN, GOLF CHANNEL ACADEMY LEAD COACH
SIMPLAY RESIDENT GOLF INSTRUCTOR**



DOUG MILLER, PGA PRO AND GOLF LEAGUE COORDINATOR

JOHN GLOZEK, PUBLISHER OF NY GOLF MAGAZINE



CHRIS DiDONATO, CERTIFIED GOLF FITNESS INSTRUCTOR

**CLOSEST
TO THE
PIN
CONTEST**

www.simplayny.com

180 Commerce Dr. Hauppauge / (631) 617-6363

**RAFFLE
PRIZES**

5 Tips to Streamline Your Payroll Processing



AccuData Workforce Solutions

www.workforcesolutions.com
info@workforcesolutions.com
516-935-6767

Payroll management is a major business function of companies large and small...and usually a major headache for HR teams, especially for those who process it manually. The methods of recording, tracking and reporting time and attendance, for instance, aren't simply time-consuming, they can become complex and even risky as an organization grows and more employees are hired. Businesses should regularly access and address their overall processes, from the technology they use to the best practices they implement. Here are five tips to help minimize errors and create a better payroll management process for your company:

1. Set a clear payroll policy

It's possible that you are currently maintaining multiple pay schedules. Management may be paid monthly while, hourly employees are perhaps paid biweekly. You probably pay contractors within a certain amount of days upon job completion. And there's likely a policy in place regarding commissions, expense reimbursement and paid time off. Your pay policies may be perfectly clear to you, but what about the people you're paying?

Your employees must understand exactly how, and when, they will be paid. There should be no guesswork. This information should be posted in an employee portal, or at the very least printed and provided to anyone on your payroll at the beginning of each year.

2. Automate time tracking

Scheduling employees and tracking their attendance can be some of the most difficult and laborious aspects of payroll, but new automated technology like Accu Data's biometric tracking system can save you a lot of time. This allows you to easily build employee schedules, monitor attendance and compare schedules vs. time worked. Not only that, it's more accurate than manual tracking, eliminating errors and buddy punching. It also generally comes with a built-in reports library that allows you to track absent or late employees, current and historical time cards and much more.

3. Use direct deposit

Looking for a way to cut company costs, better secure your organization's data and help the environment at the same time? Begin implementing a paperless payroll process with direct deposit. In addition to saving you money on physical paychecks, paper paystubs, ink and printer maintenance, it will also save you the hassle of re-issuing checks when they're lost or stolen or being hit by stop payment charges from your bank. Plus, you'll find that most of your staff will enjoy the convenience and immediacy of direct deposit, especially if you have remote workers.

4. Provide employee information online

Most employees prefer having their personal and financial information—such as pay stubs, deductions, annual tax forms and time off schedules—available to them through a self-service portal. If your current payroll company doesn't provide this functionality, it may be time to switch providers. Not only have workers come to expect it, but giving them this access removes that administrative burden from payroll and HR teams.

5. Use a single, synchronized system

Payroll, human resources, benefits and other practices generally exist on multiple systems, leading to clunky integrations with imports and exports. More and more companies are turning to a human capital management (HCM) solution that will unify information from these disparate systems into one single-source. This not only makes managing data a more seamless process, it greatly limits human error. Accu Data's HCM solution, for example, integrates technology, tools and processes to bring all employee records together under one synchronized package, creating a simplified user experience.

Is your company looking to switch payroll providers or make the move to an HCM solution (or both)? Accu Data offers 30+ years of experience as a leading provider of payroll and Human Capital Management. Contact us today for a free payroll consultation and to learn about our other HCM capabilities, including Human Resources, Time & Attendance, Benefits Administration and ACA Compliance.

A Single Source for Your Multiple Workforce Needs

- Streamlined Payroll & HR Software
- Customized Solutions for your Business
- Personalized Service and Support

Accu Data offers efficient and secure solutions, providing payroll processing, HR administration, benefits, time and attendance, ACA compliance and more, all in one single, synchronized package.

**Changing providers is easy and seamless.
Call for a demo today!**

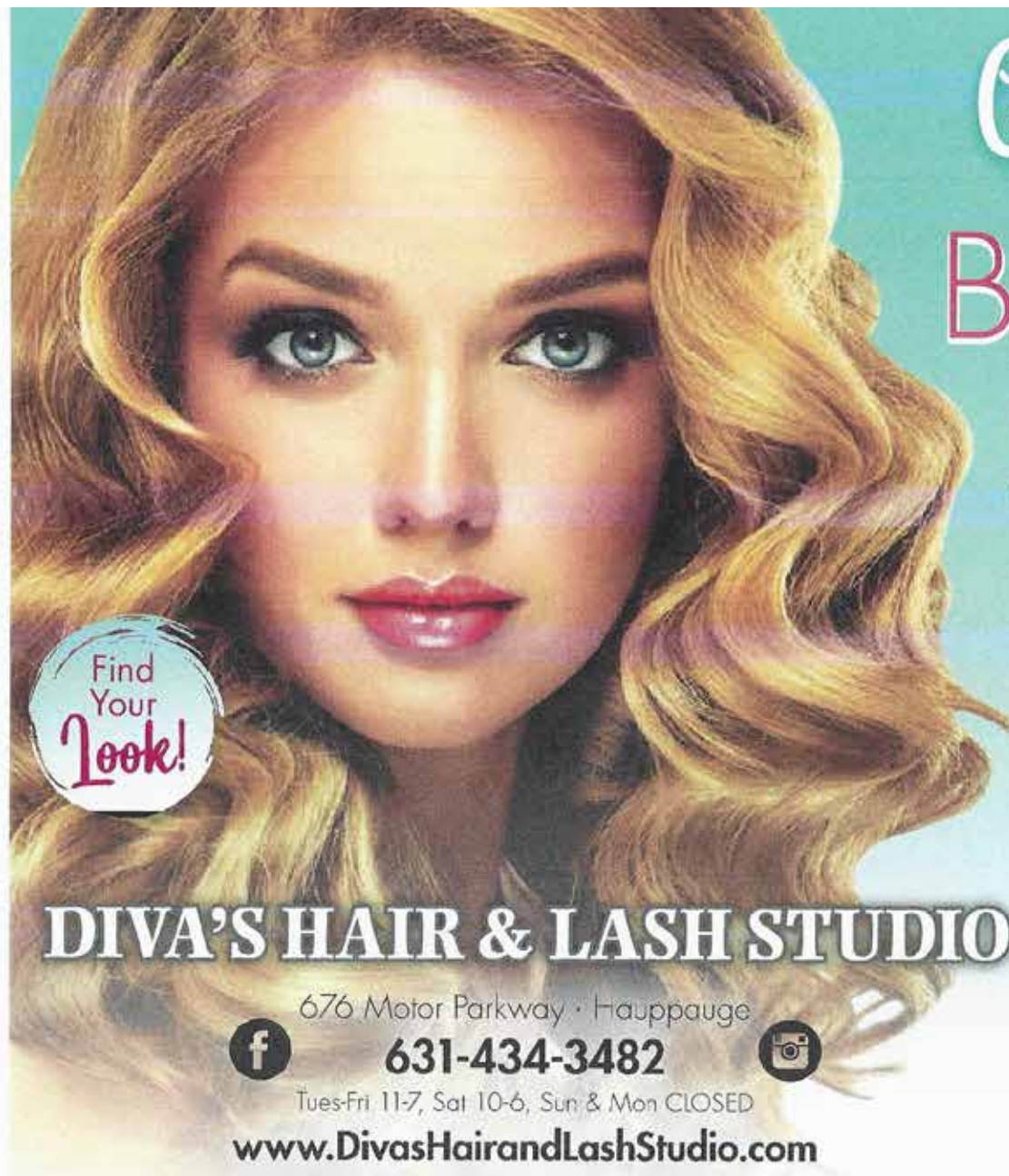


“Best Payroll Company”

Top Three - LI Business News

PAYROLL PROCESSING | HUMAN RESOURCES | TIME & ATTENDANCE | BENEFITS ADMIN | ACA COMPLIANCE

95 West Old Country Road, Hicksville, NY 11801 • 516.935.6767 • workforcesolutions.com



Find Your Look!

DIVA'S HAIR & LASH STUDIO

676 Motor Parkway · Hauppauge



631-434-3482



Tues-Fri 11-7, Sat 10-6, Sun & Mon CLOSED

www.DivasHairandLashStudio.com

Grand Opening Be Ready For SUMMER

Specializing In:

All Phases Of Hair Design & Coloring,
Hair Extensions, Eyelash Extensions,
Botox® Parties & Waxing

FREE haircut
with any service

DIVA'S HAIR & LASH STUDIO · 631-434-3482

With this coupon. Expires 8/9/19.

Go to LocalFlavor.com for more coupons.

ATTENTION HIA-LI BUILDING OWNERS: SAVE UP TO 30% ON YOUR AIR CONDITIONING OPERATING COSTS THIS SUMMER! ACT NOW.

Optimize your buildings Air Conditioning
Operations for .27 cents per day, per unit!

Do you have complaints from your staff, clients or tenants regarding comfort issues and rising energy costs? This is an indication of significant wasted energy! Now offering a complimentary consultation and analysis for HIA-LI members.

Act now and you can still save on this summer's operating costs! Visit us at enlightenedenergy.net or call 631-231-7944 .



ENLIGHTENED
ENERGY



631.231.7944

WWW.ENLIGHTENEDENERGY.NET

TFCU Committed to Member Experience



The leadership and staff of Teachers Federal Credit Union (TFCU) recognizes that members and all consumers have choices when it comes to banking services. The entire TFCU team is committed to ensuring that those who choose to become members receive all the banking services they need and the personal attention they deserve every day.

There has never been a better time for individuals to become members or businesses to work with TFCU. Members can take advantage of the tremendous value and savings provided by TFCU as a leading not-for-profit financial cooperative. The mortgages, auto loans, commercial financing and lines of credit at TFCU are frequently offered at lower rates than those from community or large, national for-profit banks. Over the past five years, the credit union has invested in mobile and online banking technology equal to that of any large bank. Members can deposit checks, make loan payments, pay bills and take advantage of many other convenient services from anywhere with their mobile devices.

In June 2019, Brad C. Calhoun became the new President/CEO of TFCU. He came to the credit union from Hillsboro, OR-based First Tech Federal Credit Union, where he was chief retail and marketing officer. First Tech is the 10th largest credit union in the nation. Mr. Calhoun is passionate about the credit union movement and offering world-class service to all TFCU members.

For the business sector, TFCU brings exceptional financing options along with a first-class group of loan officers and business development team members. With competitive interest rates and commercial lending programs, TFCU provides many options for business owners and commercial property investors. The credit union is focused on working with business owners and investors to assist growth, support job creation and do its part to stimulate the regional economy.

TFCU is now one of the top 25 largest credit unions in the United States. Today, anyone in the country can become a member and take advantage of the value and many benefits the credit union delivers. As of July 2019, the credit union has \$7 billion in total assets and serves more than 325,000 members. With 31 full-service branch locations across Long Island, Queens and Manhattan, members have easy access to personal service and support. More information about TFCU is available by visiting www.teachersfcu.org or by calling (631) 698-7000.



New President/CEO Brad C. Calhoun



TFCU Headquarters in Hauppauge



Welcome Long Island Businesses!

Finance Commercial Real Estate
 Purchases or Refinances

5/5/5 Adjustable Commercial Mortgages

- Term: 15 years
- Initial Interest Rate = 3.25%*
- Interest rate adjusts after years 5 and 10**
- No prepayment penalty



Mixed Use Property \$1,700,000 Merrick, NY	Office Building \$4,000,000 Astoria, NY	Office Building \$550,000 Greenlawn, NY	Shopping Center \$1,850,000 Riverhead, NY
--	---	---	---

Call (631) 323-6779, Ext. 1687
 or Email us at business@teachersfcu.org.
TeachersFCU.org

31 Branches throughout Long Island, Queens and Manhattan



*Rate accurate as of 7/17/2019. Rates & terms subject to change without notice. Loans are subject to credit approval. Business owners must be members or eligible for membership at TFCU and must provide personal guarantees for loan request. **After years 5 and 10, interest rate will adjust to the 5 year constant maturity treasury + 25% rounded up to nearest 1/8th.

Why wait?
Live your
best life now.



We have availability that fits your lifestyle.



Call **(631) 675-5550** today to
view your new home possibilities.



One Jefferson Ferry Drive, South Setauket, NY 11720 | jeffersonsferry.org





KEEPING YOUR BUSINESS, IN BUSINESS

SAVE TIME, MONEY AND HEADACHES WITH OUR **ANNUAL MAINTENANCE PROGRAM**

Make repairs – not replacements.

Regular roofing maintenance allows for repairs, rather than replacements, saving you time, money and headaches.

A proactive approach.

The longer you can extend the life of your roof, the greater the overall savings and the smaller the life cycle costs. We take a proactive approach to roofing maintenance. By inspecting and repairing problems routinely, rather than reacting to problems as they occur, our clients enjoy longer roof lifespan and lower spend per square foot annually.

A1 Roofing promises:

- ⇒ Top quality materials
- ⇒ Unmatched service
- ⇒ Competitive pricing
- ⇒ Superior quality
- ⇒ Backed by an ironclad

100% satisfaction guarantee



A1 ROOFING

Where Excellence Rises To The Top

Connect with us:



www.A1RoofingNY.com | info@a1roofingny.com | 631-928-1826



HIA Members! When was the last time you had your Sprinkler System Inspected and Maintained?

Call Island today for a custom tailored FREE QUOTE!

(631) 472-4500

Contact Island Fire Sprinkler for all your Fire Protection needs.

We offer an array of services to protect our customers and their properties.

**Inspections · Maintenance · Central Station Monitoring · Fire Alarm
24-Hr Emergency Service · Installation · Special Hazards · E-Lighting**

We are here to help you and your community navigate fire protection codes for all your business needs throughout Long Island & the New York Metro area.



630 Broadway Avenue, Suite 1 Holbrook, NY 11741 www.IslandFireSpk.com

HIA-LI HIP SOLAR TASK FORCE

Solar In The Park Is Gaining Traction But To Succeed We Need Dependable, Consistent Programs



By Scott Maskin
Co-Founder & CEO
SUNation Solar Systems, Inc.
171 Remington Blvd
Ronkonkoma, NY 11779
Office: 631-750-9454
Fax: 631-750-9455

Solar in the park is gaining traction but to succeed we need dependable, consistent programs.

The HIA-LI has supported solar and energy efficiencies in the park for many years and last year introduced The HIPP (Hauppauge Industrial Power Project) initiative. With over 460 buildings and over 20 million square feet of roof, this park could be the single largest producer of renewable energy on Long Island. At peak power demand (midweek in the middle of the summer, in the middle of the day) the Long Island Innovation Park at Hauppauge consumes nearly 80 megawatts of power. Since we usually focus on commercial energy use in the Park, for reference according to PSEG, a megawatt powers 800-1,000 homes. So, based on that math the HIPP can easily offset ALL of the energy needs for the Park or even 8,000 homes. Imagine being able to produce the renewable sustainable power we NEED, WHERE we need it, WHEN we need it all without cutting trees down. Seems like a “no-brainer” right.

Business and building owners on Long Island have been listening for years but continue to be slow to adopt Solar. Not just in the Park but across Long Island. Many CEO’s and CFO’s consider the investment in solar in the same category as a machine investment. Some leaders are looking for as little as a two-year R.O.I. on any Capex. That’s incredibly short sighted taking into account the line item for energy costs. The same business and building owners are typically very skeptical regarding the tax credits and depreciation calculations which can offset as much as 60% overall expense yet most all accountants support and can document the benefits. I think that ultimately many view these discussions as a nuisance and a distraction to daily operations of a business rather than an additional revenue stream not to mention the corporate

social responsibility of the solar decision. The businesses that have adopted solar seem to be consistently profitable, forward thinking, well-structured and with strong leadership. They usually display positive culture and fiscal responsibility. I’ve yet to have any company regret the decision to go solar. More often as these companies grow, they incorporate solar into their expansions or additional buildings.

In fairness to these decision makers, the uncertainty regarding state programs and incentives certainly contributes to expressing considerable caution. PSEG-LI is charged with administering the renewable programs for LIPA who respond to mandates from Albany. PSEG-LI does a good job, but throw in two more government entities, NYSEERDA and the Public Service Commission (PSC) and you have a whole lot of opportunity for confusion. PSEG-LI and some members of LIPA remain committed to a successful solar program and they listen to the local industry leaders but after 16 years on this “solar coaster” I can say that successful solar companies have no choice but to be incredibly nimble. It’s unfortunate that Long Island, who leads the state in solar deployment, continues to be lumped in with the rest of the state whose incentives outpace Long Island. Most of the press conferences throwing bold comments like 50% renewable by 2030, or 100% by 2040, lack the structure to achieve those goals. More often than not, just as one of these headlines are printed, there are program changes that are counterproductive to a successful roll out or even more cumbersome, adjustments to existing programs just as they gain momentum.

As recently as last year, the PSC issued a different structure that devalued the worth of the electricity produced by solar systems on commercial buildings through a new valuation method known as VDER (value of distributed energy resources). As predicted by industry leaders the bottom fell out of the commercial solar industry and after May of 2018 few if any applications for a commercial solar system were submitted. The problem with program changes is that they take longer to “UNDO” than to implement. During post the VDER period the best “bang for the buck” for most building owners became community solar. Community Solar, which was what the HIPP program model was based on, is a method where the solar energy produced from commercial rooftops is sold directly to residential off takers (subscribers) via the LIPA grid. This program was specifically designed to help low and moderate income off

takers to take advantage of more cost-effective power. The savings to the residential off-taker ranges from 10-20%. It is an incredibly effective program for those that want discounted energy but for many reasons, can’t have solar. They include renters, people that live in shaded areas or home owner associations (HOA’s) that restrict rooftop solar can now take advantage of discounted energy. Of the 1.1 million LIPA ratepayers some 6-700,000 fall into this category as opposed to the 45,000 solar systems now deployed across Long Island. Solar is a dependable and bankable solution to increase revenue for commercial building owners with or without tax appetite. Thankfully, Albany “saw the light” and as of May of 2019, the commercial program structure up to 750KW (around an 80’000 sq.’ roof) was re-implemented to its original value and now we are seeing traction restored.

After a year of educating building owners of Community Solar’s merits along with some forward progress on adoption, the community solar model is now under attack as the LIPA board prepares to adopt and devalue the electricity produced through a VDER calculation. That combined with a federal tax credit planned step down for 30% to 26% in 2020 will challenge the cash flow of the investment. One step forward, two steps backwards seems to be the pattern here.

There is still time to qualify for the program as it exists but only for the business leaders that act and commit quickly. I compel those forward-thinking leaders to consult with experienced accountants that will assess the tax benefits you can expect. If you’ve been vacillating on the decision to go solar, I ask you to talk to anyone who has adopted solar for their direct feedback. If you’ve been on the fence, it’s in your best interest to jump off now. I can assure you that the solar industry is fully engaged in a renewable future for Long Island. We are growing, investing, creating jobs and delivering revenue to our clients. Albany, NYSEERDA, the PSC and the LIPA board must avoid decisions that hinder a sustainable Long Island.

The moral of the story is that there is no better time to go solar than now, and I mean RIGHT NOW.

Please contact the HIA-LI Office for more information or visit the HIA-LI Hauppauge Industrial Power Project website at www.HIPSOLAR.org.

This section is dedicated to highlighting companies in the Long Island Innovation Park at Hauppauge, the largest park in the Northeast with over 1,300 companies and 55,000 employees. The HIA-LI is dedicated to reinvesting in the park with our partners from Business, Government and Institutions to create a place to work, live and play for our future workforce.



LONG ISLAND CARES, INC. - THE HARRY CHAPIN REGIONAL FOOD BANK

PRESIDENT/CEO:

Paule T. Pachter A.C.S.W., L.M.S.W.

IN BUSINESS SINCE: 1980

WHAT PRODUCTS/SERVICES DO OFFER?

Long Island Cares provides emergency food and community support services to 379 member agencies that combined, assist 272,000 people impacted by hunger and food insecurity annually. The organization also provides job placement, career guidance, outreach and advocacy services, and operates three satellite centers throughout Long Island that assist approximately 35,000 people each year. The organization provides grant funding to support the infrastructure of over 200 local pantries, soup kitchens and other hunger relief programs. Among the organizations' best practice programs is Baxter's Pet Pantry, Vets Work, and its new and expanded Center for Collaborative Assistance in Freeport.

WHAT IS YOUR COMPETITIVE EDGE?

Long Island Cares' competitive edge is its corporate culture, administration of the NYS Hunger Prevention and Nutrition Assistance Program, the USDA Temporary Emergency Food Assistance Program, its rich history within the music industry, and expanding upon the legacy of the organization's founder, the late Harry Chapin.

TELL US ABOUT YOUR COMPANY'S PROFILE TODAY AND AREAS OF GROWTH.

Long Island Cares focuses on the needs of people and not on the amount of food it delivers to the community to help feed the hungry. The organization has been experiencing growth in several areas during the past eleven years including, establishing three community-based satellite centers in Freeport, Lindenhurst and Huntington Station, developing a comprehensive pet pantry, expanding mobile outreach services for the homeless, Veterans and children, providing career counseling and job placements for Veterans, increasing Kids Cafes, and most recently transitioning to solar power through a community solar initiative to assist low to moderate income families.

WHY ARE YOU PROUD TO BE IN THE LONG ISLAND INNOVATION PARK AT HAUPPAUGE (IPH) AND SHOWCASING YOUR COMPANY?

Long Island Cares is proud of the relationship and involvement as part of the HIA-LI and the Long Island Innovation Park in Hauppauge. We're very proud and grateful for our relationship with hundreds of corporations and businesses who are members of the HIA-LI and for their involvement in the HIA-LI Summer Food Drive, Annual Trade Show and Expo, and for frequently volunteering at The Harry Chapin Food Bank. As an organization that prides itself on being innovative, taking risks, and expanding our foot print in the region, we see the same traits within the Long Island Innovation Park and look forward to playing a significant role in the park's expansion.

CONTACT INFO:

Paule T. Pachter, A.C.S.W., L.M.S.W.
Chief Executive Officer
Long Island Cares, Inc.
The Harry Chapin Regional Food Bank
10 Davids Drive – Harry Chapin Way
Hauppauge, New York 11788
Office: 631.582.3663 x 101
www.licares.org



SIMPLAY ENTERTAINMENT LLC

PRESIDENT/CEO: Chuck Merritt

IN BUSINESS SINCE: 2014

WHAT PRODUCTS/SERVICES DO OFFER?

Interactive simulator sports/activities on 8 simulators, event space for corporate meetings, fundraisers, client appreciation events, corporate team building events, lounge area offering beer, wine, spirits.

WHAT IS YOUR COMPETITIVE EDGE?

There is no other facility like Simplay anywhere

on Long Island. With 15,000 square foot of fun under one roof, we host small intimate events to large galas.

TELL US ABOUT YOUR COMPANY'S PROFILE TODAY AND AREAS OF GROWTH.

Simplay has grown 30% each year as more people discover the facility. We are currently looking at the potential to add more locations and create a business model that can be franchised.

WHY ARE YOU PROUD TO BE IN THE LONG ISLAND INNOVATION PARK AT HAUPPAUGE (IPH) AND SHOWCASING YOUR COMPANY?

I personally have been involved with other

businesses located in the park for the past 10 years and have witnessed the desire of more and more companies to relocate or expand their operations in the park. I am most proud of the efforts spearheaded by the HIA to convince local officials of the growth potential. The addition of sewers and a waste treatment facility will help lure more businesses.

CONTACT INFO:

Chuck Merritt
Managing Partner
Simplay Entertainment LLC
180 commerce Drive
Hauppauge, NY 11788
631 617 6363 (office)



11TH ANNUAL

ENERGY & ENVIRONMENTAL CONFERENCE

-WEDNESDAY, OCTOBER 9, 2019-

**REGISTRATION: 8:30 AM | PROGRAM: 9:00 AM - 10:30 AM
SIMPLAY | 180 COMMERCE DR, HAUPPAUGE, NY 11788**

HEAR ABOUT ENERGY UPDATES AND INITIATIVES IMPACTING LONG ISLAND

MODERATOR:

-FEATURED SPEAKERS-



MICHAEL VOLTZ

DIRECTOR, ENERGY EFFICIENCY AND
RENEWABLES AT PSEG



JOHN BRUCKNER

PRESIDENT
NATIONAL GRID NEW YORK



DANIEL EICHHORN

PRESIDENT & CHIEF OPERATING OFFICER
PSEG LONG ISLAND

MEMBERS: \$50 | NON-MEMBERS: \$65

TO REGISTER, CALL (631) 543-5355 OR VISIT WWW.HIA-LI.ORG

FOR SPONSORSHIP OPPORTUNITIES, CONTACT ANTHONY FORGIONE AT AFORGIONE@HIA-LI.ORG

SPONSORS TO DATE:



The Sexy Salad

CATERING COMPANY



presents

Top 6 Reasons To Treat Your Staff to Lunch

1. Increased Employee Morale
2. Stronger Connections Between Employees
3. Increased Productivity
4. Healthier Workforce
5. Tax Benefits
- 6. YOUR COMPETITION IS DOING IT!**



CALL THE SEXY SALAD TO ORDER 631.435.3678

160 Adams Avenue / Hauppauge, NY 11788 / thesexysalad.com

At Last! The Secret Revealed!

Discover why consumers want this and how to deliver it

Are you struggling to keep a competitive edge? If so, you're not alone. From new startups, to those in business for many years, it's a different marketplace. And, the challenge isn't going away soon.

While this epidemic is nationwide, it feels particularly vulnerable in our own, Long Island, backyard. Charles Prokop, owner of Princess Bridals, a Long Island wedding bridal salon in Farmingdale said, "Business isn't what it used to be. Each year we're struggling to stand out from and stay ahead of the competition. It's challenging at best."

Business owners, like Mr. Prokop, are doing what they've always done to market their business. It's no longer enough. The tide has changed. Many question how they'll compete to stay ahead of their competition.

Technology disruption has directly impacted the way consumers interact with businesses.

Recent research from Hubspot, a global leader in sales and marketing, showed that more than 82% of prospects aren't interested in talking with you or your sales team. That's up 13% over last year. Why? Consumers are using the internet to research buying decisions before they speak with companies. If they decide you're a good fit, they'll contact you. Otherwise, your company lost a sales opportunity.

Technology has increased consumer impatience with an "on-demand" culture. There is less patience for written content and greater demand for entertainment and education through video. Consumers love video and that's where the solution lies.

Aberdeen research showed video marketers receive 66% more qualified leads per year.

According to Forbes,

- 90% of consumers say video helps them make buying decisions.
- 65% of consumers say seeing a video makes them more likely to buy.
- 85% of consumers want more video content in social media. That's up from 65% in 2018.

Michael Mills, Executive Producer at TeleStory Pictures & Media, a New York City and Long Island based video production company and digital marketing agency, noticed trends toward video vs copy ads. Using strategy and proven systems, TeleStory helped clients use video marketing to stand out from their competition and increase revenues.

"...more than 82% of prospects aren't interested in talking with you or your sales team."

One of TeleStory's clients used videos to inform businesses and clients about the recent change in tax law. Placing videos on LinkedIn gained significant viewer traffic and inquiries. Strategic video marketing lifted business for Mr. Prokop's bridal salon. And many others are seeing success with video marketing.

Creating successful video marketing requires the right strategy and a proven formula. Done properly, video is the most powerful sales and marketing tool. Video can make an emotional connection with your audience. Emotion builds trust. Trust is a buying transaction. Pretty pictures just aren't enough. You have to start with the right strategy and structure.

As an advocate for business growth

Mr. Mills believes everyone should be successful with video marketing. Therefore, for a short-time, he and the team at TeleStory are offering a video mini-course revealing the exact strategies he's using. The information is FREE. No obligation. No strings attached.

They'll teach you:

- How to close sales faster using video
- How to increase email and click thru rates
- The best place to put videos on your website and why
- How to keep visitors on your website longer and why that's important
- How to reach that more than 82% of prospect searching for you online
- ...and more

You'll discover actionable takeaways you can use immediately in your business. You'll have expert tips for growing your business at an accelerated rate. Work smarter. Stand out as the expert in your industry and grow your business.

Absolutely FREE. No obligation. Get the FREE video marketing course today at:

telestorypictures.com/video-series



This is a TeleStory Pictures & Media Advertisement. ©2019. All Rights Reserved.

You Can't Hide Your Lying Eyes: Body Language in Negotiation

By Joe Campolo, Esq.
 Chairman, HIA-LI Board of Directors
 Managing Partner -
 Campolo, Middleton & McCormick, LLP

Imagine you walk into a bar and see a couple that's clearly on a first date. You can almost always tell if they're interested in each other, even if you can't hear the conversation. If he's leaning forward and making eye contact, it's probably going well, but if she's constantly checking her watch, the feelings might not be mutual. Body language is an important way for us to pick up on emotions.

Though we like to think we base our judgments on character, rather than making assumptions on appearance, it's simply untrue. We are hardwired to notice posture, facial expressions, tone of voice, and more, and all of it helps us form an opinion. So no matter how careful you are with your words at the negotiation table, you could be indicating dissent or frustration in how you hold your body. Consider these tips to empower you for your next negotiation.



Your eyes. The saying that you listen more to a person with your eyes than your ears is critical to a negotiation. The most important step to a successful negotiation is a party feeling that they have truly been heard, and that simply won't happen if you are multitasking or playing with your phone during the conversation. Put your phone away and make sure that you maintain comfortable eye contact (in a non-creepy way).

Your hands. When you're not thinking about it, you may not realize what you're conveying to the opposing party through your hands. Drumming your fingers on the table signals that you're impatient or even bored, and may send the message that you don't consider the matter important or don't value what your adversary is saying. Fidgeting, such as playing with a pen or adjusting your collar repeatedly, is considered a hallmark of nerves. That's not something you want to convey in a

negotiation. Try to still your hands so that you come across calm and collected.

Your body position. One signal you might not realize you're sending is based on the position of your torso. You might be making eye contact and actively listening to your opponent, but if your chest is faced away, you're sending a clear signal that you're not invested in the conversation. Turn your body toward the conversation to convey that you're taking the discussion seriously and value your adversary's perspective.

Your handshake. We all know that a firm handshake makes for a good impression (and there's a reason a weak handshake gets the "dead fish" nickname), but what else are you saying? Too firm, and you could come off as overly aggressive. Too weak, and you convey that you're, well, weak. What you're doing with your other hand can send signals as well. Putting your other hand on top of theirs is can be seen as a sign of dominance, while patting someone on the arm during a handshake can convey trust and good will.

There are many ways to convey emotion during a negotiation. The most important thing to keep in mind is to always be aware of what you're conveying. Perhaps displaying a little command with a firm handshake is exactly what you need in your next negotiation—but use your body language as a tool, instead of sending a message you didn't mean to give.



We Advocate for Clients the Marine Corps Way: with Determination, Efficiency, and Fearlessness

No One Fights Harder for Clients Than We Do

Clients and the news media alike describe Campolo, Middleton & McCormick, LLP as a fearless and exceptionally talented law firm, possessing deep knowledge with a first rate intellect, and having the unique ability to effectively partner with clients.

Now in Westbury to serve the Nassau County business community!



CAMPOLO, MIDDLETON & MCCORMICK, LLP
 A PREMIER LAW FIRM

Attorney Advertising

Westbury | Ronkonkoma | Bridgehampton
 (631) 738-9100 • www.cmmlp.com • contact@cmmlp.com

Together, We Can Fight the Villain of Hunger on Long Island.

SUMMER FOOD DRIVE

Be A Hero This Summer!

Did you know during the summer months, there are no Free Breakfast or Lunch Programs in 656 public schools on Long Island?

Leaving approximately **80,000 children** for almost two and a half months food insecure.

Can you imagine being hungry for almost 70 days, every day?

Thankfully you can help!

Get your company involved by hosting a Virtual Food Drive or by making a donation.

For more information Go To...

<https://www.licares.org/hia-annual-summer-food-drive/>
 or
 Contact Renee' Nielsen - Summer Food Drive Chair at 631-582-4010 to learn more.

Chicken caters to every guest list



Chick-fil-A Catering

CALL. CLICK. TAP. OR VISIT.

Chick-fil-A Commack
656 Commack Road Commack, NY 11725
Phone: (631) 499-1280
Order online: chick-fil-a.com/commack

2018 CFA Properties, Inc. All trademarks shown are the property of their respective owners. Feb '18

STAND OUT AS THE EXPERT IN YOUR INDUSTRY WITH VIDEO MARKETING

...or your competition will



"Woohoo! Just watched this and I'm smiling. Thank you for all the extra attention... I look forward to our next project!"

~Connie Scholl Kurczewski
Elite Health Services~

INTERNATIONAL
AWARD-WINNING
CORPORATE FILMS

THAT LOOK STUNNING
& DELIVER RESULTS

Corporate Video Marketing
Branded Stories | Aerial
Business Documentaries
Social Media | Commercials

We Deliver ROI

TELESTORY
PICTURES
...telling your story
www.telestorypictures.com
888.759.6096

Order Your Own Sexy Salad Bar

We deliver a build-it-yourself salad bar to your home or office.

- | | |
|-------------------|------------------------|
| Asian Noodles | Feta Cheese |
| Bacon | Granola |
| Beets | Grilled Chicken |
| Black Beans | Mushrooms |
| Black Olives | Oyster Cracker Packets |
| Breaded Chicken | Peas |
| Broccoli | Peppers |
| Chick Peas | Pepperoncini |
| Corn | Red Onion |
| Croutons | Shredded Carrots |
| Cucumbers | Shredded Mixed Cheese |
| Dried Cranberries | Shrimp |

The Sexy Salad
CATERING COMPANY  **CALL TO ORDER**
631.435.3678

160 Adams Avenue / Hauppauge, NY 11788 / thesexysalad.com

HIA-LI MANUFACTURING/INTERNATIONAL TRADE COMMITTEE



Composite Prototype Center-A Hidden Long Island Gem!

Kevin Devecioglu of Bimser International
Ron Loveland of Summit Safety & Efficiency Solutions
 Co-Chairs, HIA-LI Manufacturing/International Trade Committee

During the July meeting of the Manufacturing/International Trade Committee, Walter Poggi, Phil Rugile and his team hosted an outstanding meeting on the capabilities of the educational and manufacturing support Composite Prototype Center (CPC) located on 121 Express Street in Plainview. Created as part of a \$25m loan program from NY State to help Long Island aerospace metal manufacturers transition to the higher strength, lower weight composite materials, this center stands ready to assist manufacturers and educators to create prototype products and train current and future workers on how to design, develop, and create composite materials.

Boasting the largest autoclave in the Northeast, the CPC offers composite materials design, prototype, test and training the next generation on composite as well as 3D printing technology. With a mission to enable all organizations to meet the needs of advanced composite manufacturing by providing access to essential training, workforce development, process technologies, prototype manufacturing and testing capabilities, the CPC is a little known, hidden gem in our Long Island economy.

The Composite Prototyping Center (CPC) is a highly specialized visionary entryway into the future. Staffed by leading experts in the field of composites, the state of the art facility enables organizations to cross boundaries, expand manufacturing scope, and to effectively compete in

dynamic expanding marketplaces ranging from aerospace, automotive and energy to infrastructure, transportation and consumer products. At CPC, the full gamut of composite services and resources unites, so organizations can design, prototype, test and train, all under a single roof.

CPC's collaboration with institutions of higher learning defines the route to multilevel certificate programs and is at the core of developing a highly skilled workforce for today and tomorrow as well.

CPC Up Close

- 121 Express Street, Plainview N.Y., 11803, USA
- 25,500 square feet on two floors
- 20,000 square foot main manufacturing area
- Electric power: 2,500 amps /480 volts & 1,200 amps /208 volts
- Other utilities: Natural gas, N2, compressed air, vacuum, water
- Ceiling Height: 20 ft.
- Fully Air Conditioned
- Shipping Dock and drive-in entrance for large deliveries
- Secured controlled access

Some of the equipment available for manufacturers' use include:

Process Equipment:

- Automated Fiber Placement Robot – Automated Dynamics
- Autoclave – Bondtech Corporation: Working envelope: 5' dia.
- Autoclave – Bondtech Corporation: Working envelope: 8' dia.
- Press 100 Ton – Wabash Model G100H-18-BCX:
- Press 250 Ton – Wabash Model DA250H-48-BCX:
- CNC Router – Thermwood Model M77-510/36
- RTM/VARTM Resin Injection/Infusion System (APT)
- Filament Winding System 3D Printer – Strataysys / Fortus 400 mc

- Support Equipment: Single Ply Auto Cutter/ (Gerber/Virtek)
- Laser Projection System
- Oven (walk-in) – Wisconsin Oven / EWN-614-8E8
- Oven (Coupon) – Wisconsin Oven / SBH-444-0
- Modern Clean Room (1,200 square foot, Class 100,000)
- Full Machine Shop Walk In Freezer (1,000 cubic feet)
- Test & Inspection: CMM – Faro Arm/Edge
- Universal Test Machine (UTM) – Instron/Model 5980
- Impact System – Instron / CEAST Model 9340
- Digital Microscope Ultrasonic Flaw Detector

In addition to aerospace composite applications, the CPC has a very interesting collaboration going on with UPS, designing light weight full tanks and components for the famed brown UPS delivery vans to cut fuel consumption and extend the life of these ubiquitous vehicles.

We were fortunate to have our HIA-LI President Terri Alessi-Micelli; Board Member & Stony Brook University Director of Economic Development Anne Marie Scheidt; Dr. Imin Kao, Executive Director of MTRC@SBU NY-MEP and Professor of Mechanical Engineering, Cynthia Colon, MTRC Director; APICS President & Farmingdale Professor, Sudhir Sachdev; Executive Director of Ignite Long Island/MCLI, Patrick Boyle; Ralph Rosenbaum, President of Stainless Steel Products; Brian Rosengrant of Betatronix, David Lange of East West Industries join us.

As usual, the meeting started and finished with some great networking with over 40 manufacturing experts, leading educators and business professionals in the room! Jen Trakhtenberg, Senior Talent Director, Clear Vision Optical, also sent 3 of her Engineering and Technical interns to be part of our meeting and learn about this amazing center.

The next meeting of Manufacturing/International Trade Committee is scheduled on August 14th at Future Tech in Holbrook. Future Tech will share educational information about Manufacturing 4.0: A/R, VR and 3D Printing Technologies. Attendees will have a chance to try VR simulation as well. Visit www.hia-li.org for more information.

HIA-LI H.Y.P.E. COMMITTEE



On July 16th HIA-LI's H.Y.P.E meeting hosted New York State Assemblyman, Douglas Smith and Suffolk County Legislator, William Lindsay III at WizdomOne Group of Companies. HIA-LI members were given the opportunity to speak directly to our elected government officials and discuss how our local government will be serving our young professionals now and in the future. Coffee & donuts generously provided by Duck Donuts.

Please join us at the next HYPE meeting on August 19th from 5:30 – 7:30PM at Gerardi's Bar & Grill in Hauppauge. Cash bar, complimentary lite bites, networking and Long Island Trivia. Complimentary to attend, please visit www.hia-li.org to register.

IT'S NOT JUST AN OLD SWEATER!

The clothes you're planning to discard could help a family in need on Long Island.

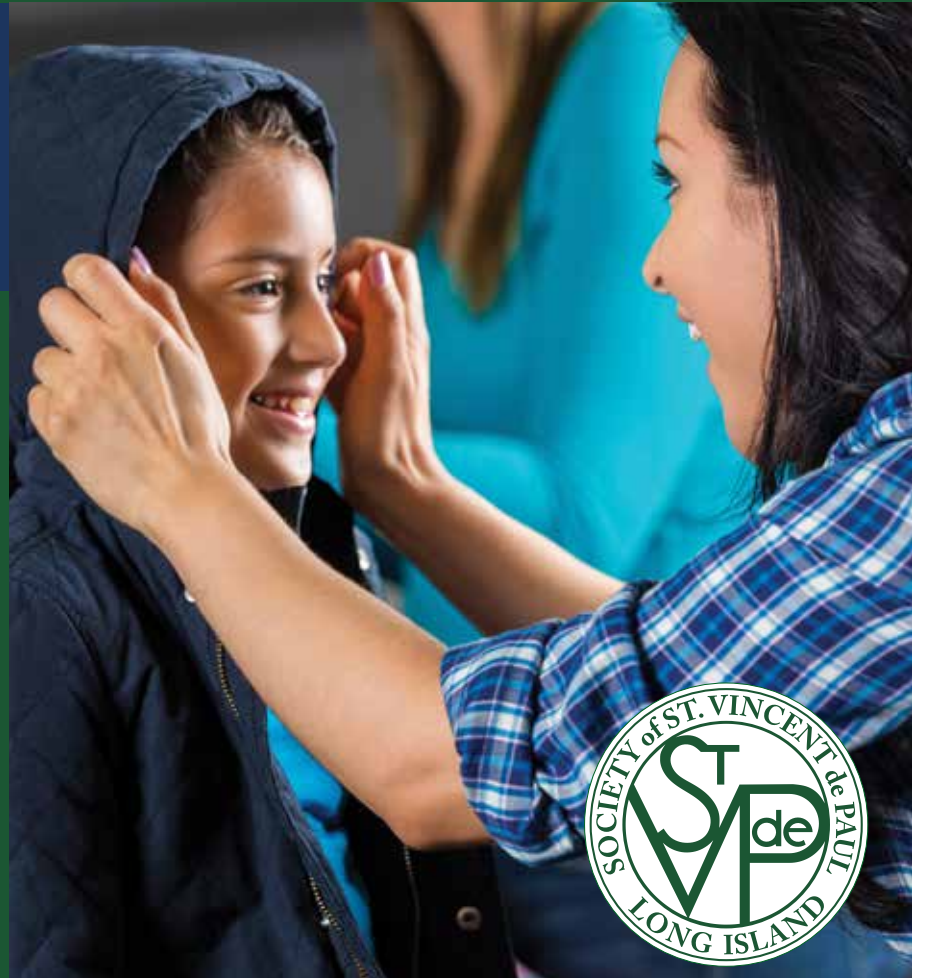
ANNOUNCING THE FIRST
"Truck Stop in the Park"
 Donation Week
 October 7th – 11th

The Society of St. Vincent de Paul has been helping Long Islanders in need for over 70 years. Donations are critical to our mission. Gently used clothing is either made available directly to a family in need or sold in one of our thrift stores. Proceeds from sales support our programs.

A Society of St. Vincent de Paul truck will be at the following locations from 8:00am to 2:00pm to accept your donations.

Monday, October 7th	AVZ 25 Suffolk Court, Hauppauge
Tuesday, October 8th	Peoples Alliance Federal Credit Union 125 Wireless Boulevard, Hauppauge
Wednesday, October 9th	Teachers Federal Credit Union 102 Motor Parkway, Hauppauge
Thursday, October 10th	Adelphi University 55 Kennedy Drive, Hauppauge
Friday, October 11th	Vox International Corp. 180 Marcus Boulevard, Hauppauge

We are so thankful to these businesses and to the Hauppauge Industrial Association for their support!



Cleaning out your closets and drawers feels good. Helping the community at the same time will feel great.
svdpli.org | 516.822.3132

STAND OUT AS THE EXPERT IN YOUR INDUSTRY WITH **VIDEO MARKETING** ...or your competition will



"...thank you for providing VTS with a first-rate corporate video"

~Russ Hardy
 Vice President & General
 Manager, VTS Medical Systems~



INTERNATIONAL
AWARD-WINNING
 CORPORATE FILMS
 THAT LOOK STUNNING
 & DELIVER RESULTS

Corporate Video Marketing
 Branded Stories | Aerial
 Business Documentaries
 Social Media | Commercials

We Deliver ROI



www.telestorypictures.com
 888.759.6096

Treat Them to a **Sexy** Ice Cream Sundae Bar

They deserve it! **The Sexy Salad** delivers a cool surprise for your employees - a great way to make everyone smile.

Packages Include:

- Ice Cream
- Bananas
- Caramel Sauce
- Chocolate Syrup
- Maraschino Cherries
- Wet Strawberries
- Wet Walnuts
- Mini M&M's
- Sprinkles
- Whipped Cream
- and more.



CALL TO ORDER
631.435.3678

160 Adams Avenue / Hauppauge, NY 11788 / thesexysalad.com



HIA--LI'S 40TH ANNUAL GOLF OUTING

HONORING STEVEN D. BRETT, PRESIDENT OF MARCUM FINANCIAL SERVICES

Photos courtesy of Jim Lennon Photographer, Inc.



GOLF OUTING ON JULY 15TH, 2019

...CES, LLC AND **SCOTT MASKIN**, CEO AND CO-FOUNDER OF SUNATION SOLAR SYSTEMS.



July 22nd Member Appreciation Event



Thank you to all of our HIA-LI Members who attended the July 22nd Member Appreciation Event! A special thanks to Patrizia's Of Hauppauge for hosting and providing a delicious spread at your beautiful venue!

Please join us at Gerardi's Bar & Grill in Hauppauge for our next Member appreciation Event. November (Date TBD), 5:30 – 7:30PM. Complimentary lite bits, cash bar and networking. Capacity is limited, call (631)543-5355 or visit www.hia-li.org to register. Complimentary to attend, guests are welcome.

GVP DIGITAL MEDIA

**CORPORATE VIDEO MARKETING
BROADCAST PRODUCTION**

- COMMERCIALS / INFOMERCIALS
- HD MULTI CAMERA STUDIO
- FACEBOOK / YOUTUBE LIVE EVENTS
- ENG VIDEO PACKAGES & CREWS

(631) 285-2544
gvpdigitalmedia.com

DON'T REROOF / SILICONE IT! *Tried, Tested, Proven* **LESS THAN 1/2 THE COST OF A NEW ROOF**



- **15 & 20 year Manufacturer's Warranty**
 - **Formulated to go over your existing roof**
 - **No "Tear-Off" needed**
 - **FM & UL Approved**
 - **Save 20-30% on Energy Bills**
 - **Over 50 million sq. ft. installed**
 - **Be Proactive & Save Thousands**
 - **We are the Largest Silicone Installer in the U.S.**
 - **One monolithic seal of white Industrial Grade Silicone**
 - **Northeast & Southeast U.S.**
- *50,000 sq. ft minimum**



We support:

**WOUNDED WARRIOR
PROJECT®**



NATIONAL REPRESENTATIVE
JAKE LEVIN
SR VICE PRESIDENT
JAKE@POLO14.COM

Roofing/Waterproofing/Industrial Coatings
WWW.POLO14.COM • 866-975-2867 • 917-847-2304
LIC# ccc058192 • SINCE 1984

The energy savings are based on case studies as noted on our website and the COOL Roof Rating Council (Industry Standards).

The Future Of Internationalization On Us (LI) Campuses



By Meryl Rosenblatt, MBA, ABD
Assistant Professor
Molloy College
Division of Business
mrosenblatt@molloy.edu
516-323-3089
www.molloy.edu

Evidence is mounting that the U.S. is becoming a less attractive place for international students to study. New enrollments of international students fell by 6.6 percent at American universities in the 2017-2018 academic year (compared to the year before), marking the second straight year in declines in new enrollments, according to the annual Open Doors survey (<https://www.iie.org/Research-and-Insights/Open-Doors>).

Institutions are reporting that the social and political environment continues to be a challenge for international recruitment. The higher education community fears that aggressive immigration policies, and plans to crack down on international students and visitors who overstay their visas, will hinder university efforts to attract the brightest minds from overseas. Proposed rules would target F and M visas, which are overwhelmingly used by international students to enter academic and vocational institutions of higher education. This trend could be problematic for higher education institutions and the U.S.

economy, as international students contributed \$42 billion to the U.S. economy in 2017, according to Open Doors (<https://www.iie.org/Research-and-Insights/Open-Doors/Data/Economic-Impact-of-International-Students>).

However, international students bring in much more than money. They also provide cultural diversity to college campuses, which can be particularly important for graduate students who will likely need to collaborate with a global workforce after they graduate. In fact, the current generation of students may be one of the last to be able to use global experience as a differentiator. Globalization has now become a requirement to compete and succeed. In the face of these challenges, local colleges are seeking new ways to create curricula and partnership programs that enable students to further their global experiences – both academically and culturally.

Molloy College has developed partnerships that help increase the exposure of their students to international education, and the global economy and workforce. Molloy is a member of PRIME Networking (Professional Inter-university Management for Educational Networking), whose mission is to develop and promote cross-cultural and interdisciplinary programs and academic research, and to facilitate co-

operation among universities and enterprises (<http://www.primenetworking.eu/>). PRIME Networking engages in project partnerships that promote intercultural expertise and international collaboration in the global market.

One program, the European Week Conference (Euroweek), is an international business competition that innovatively combines the educational challenge of collaborating online in intercultural, interdisciplinary teams, and competing for academic awards in front of an international audience. Euroweek's overall purpose is to add value to current studies by exposing students to an international work and research environment in order to enhance their international employment opportunities. Students receive practical exposure to current developments in fields such as Economics, Finance, Engineering, Information Technology, Marketing, Management, Healthcare and Tourism. Students profit from a real 'hands-on' feel for numerous important aspects of their fields of study, and develop valuable skills in data gathering, analysis, problem-solving, and making actionable business decisions.

Molloy College has been a member of PRIME Networking since 2013, and is the only US member institution.

The Difference between Employees and Independent Contractors



By Christine Malafi, Esq.
Senior Partner
Campolo, Middleton
& McCormick, LLP
(631) 738-9100
cmalafi@cmmllp.com
www.cmmllp.com

Many companies employ independent contractors to supplement their workforce. By using independent contractors, businesses can minimize expenses from health insurance to payroll taxes to pension plans. These savings can provide much needed relief when the budget is balanced at the end of the year. Yet the distinction between independent contractors and employees can be vague and misleading, and a misclassification of workers could prove to be a costly mistake for employers.

The determination of whether a worker is an employee or an independent contractor is both a federal and state issue. Per the Federal Fair Labor Standards Act, an employment relationship must be differentiated from a strictly contractual one and, additionally, a U.S. Department of Labor (DOL) audit could uncover mistakes made in classification. Persons hired as independent contractors can dispute such classification and file for unemployment insurance if terminated or file for worker's compensation if injured, triggering an audit. The DOL views misclassification as denying access to critical benefits and protections to employees, to which they are entitled by law.

Employee misclassification also reduces taxes paid to federal and state governments, and lowers contributions to state unemployment insurance and workers' compensation funds.

If a business is discovered to have improperly treated an employee as an independent contractor, the business will be held accountable for employment taxes for that worker, as well as unemployment insurance and workers' compensation contributions, with associated fines and penalties.

In general, an independent contractor is an individual engaged in a business of his or her own, while an employee is dependent on the business he or she serves. The DOL's Wage and Hour Division applies a six-factor balancing test to determine a worker's classification. These include: (1) the nature and degree of the potential employer's control; (2) the permanency of the worker's relationship with the potential employer; (3) the amount of the worker's investment in facilities, equipment, or helpers; (4) the amount of skill, initiative, judgment, or foresight required for the worker's services; (5) the worker's opportunities for profit or loss; and (6) the extent of integration of the worker's services into the potential employer's business.

According to the New York State Department of Labor, independent contractors must be free from supervision, direction, and control in the performance of their duties. Furthermore, New York State is more

stringent in determining whether an employer-employee relationship exists. An employment relationship (rather than independent contractor) may exist if the employer: (1) chooses when, where, and how workers perform services; (2) provides facilities, equipment, tools, and supplies; (3) directly supervises the services; (4) sets the hours of work; (5) requires exclusive services; (6) sets the rate of pay; (7) requires attendance at meetings and/or training sessions; (8) asks for oral or written reports; (9) reserves the right to review and approve the work product; (10) evaluates job performance; (11) requires prior permission for absences; and (12) has the right to hire and fire.

The debate between contractors vs. employees has become extremely relevant in our modern economy where, in a study conducted by Intuit, more than 40% of American workers are predicted to be independent contractors by 2020. In a letter dated April 29, 2019, the DOL discussed this growing trend and concluded that workers who provide services through a specific company's virtual marketplace platform should be classified as independent contractors.

Businesses that use independent contractors should conduct an internal audit every year or so, depending on the size of their business and how many independent contractors they claim, to make sure that all workers are properly classified. Please contact our office to discuss your specific situation.

FROM BUILDING BOTTOM LINES TO BUILDING RELATIONSHIPS

See where **PASSION**
can take *your business.*



Prasad Venigalla's successful network of 14 neighborhood pharmacies across Long Island is built on his passion for helping others and longstanding relationship with financial partner BNB Bank. One of New York's fastest growing community banks, BNB has helped build and grow businesses like Prasad's for more than 100 years. What can we do for yours?

COMMUNITY BANKING FROM MONTAUK TO MANHATTAN
MEMBER FDIC | 631.537.1000 | BNBBANK.COM



Molloy Business Students Tackle Real World Problems And help make the world a better place!



Diana Bier, MBA, CPA
Instructor & Undergraduate Recruiting
School of Business
Molloy College
dbier@molloy.edu
516.323.3101
www.molloy.edu

What happens when you introduce graduate business students to a struggling non-profit organization? Last Tuesday night at Molloy College we had a chance to find out.

Each semester, as part of the “Mayor’s Challenge” started by NYC Mayor Michael Bloomberg, students in the Graduate Capstone class provide consulting services to local non-profit organizations. On May 9, two teams of students presented their ideas for improving operations for New Ground, an organization that helps the homeless on Long Island to find affordable shelter and employment. Founded by Sister Mairead Barrett in 1991, New Ground provides social work, education, employment and other life skills services to homeless families and veterans. New Ground also provides temporary housing to the families until they become self-sufficient. Attending the presentation were Sister Mairead, New Ground’s Executive Director Shannon Boyle, Director of Development & Events Diane Serenita, and President of the Board of Directors

Edward F. McDougal.

After meeting with the client, each of the two teams, Innovera Consulting and Alpha Consulting, identified a specific problem New Ground wished to address. Innovera needed to research new ways to raise funds for the purchase and renovation of homes, while Alpha Consulting was asked to concentrate on improving New Ground’s brand recognition across Long Island.

Innovera Consulting presented a four-level plan to address the problem of funding to buy and renovate homes. The first was a proposal to obtain funds through grants, which they identified and entered into a data base New Ground can use going forward. Once funding is obtained, legal housing units need to be identified. Innovera introduced New Ground to the New York State Land Bank Program, which provides lists of available homes in the affordable \$180-200K price range coming up for auction. The third step of the plan deals with obtaining building supplies and maintenance services to renovate new and existing properties. Corporate sponsorships from companies such as Home Depot, 84 Lumber, and other businesses are at the heart of this step. Lastly, Innovera has proposed a mobile unit that would provide food, health and social work services to the underserved homeless population.

Alpha Consulting developed New Ground’s Second Chances Branding Campaign, a five-level approach

to raise awareness of the organization’s mission and vision. Along with traditional marketing strategies including free advertising available to nonprofits, Alpha updated New Ground’s marketing for the 21st Century. One way to increase brand recognition is through social media, and Alpha created a year’s worth of posts for Facebook, Twitter and Instagram. They also created a new logo, which was recommended for social media sites, as well as on New Ground’s website and on tangible items such as hats, pens and golf balls. Website redesign included eliminating dead space, making the site more eye-catching, creating a promotional video and adding a mobile feature. Tying in the goal of increased funding with marketing, Alpha made it easier for New Ground to obtain donations by using Google and Youtube for NonProfits and a “Donate Now” button on the site.

All of New Ground’s executives were impressed with the students’ work, and eager to put their fresh new ideas into action. Board President Edward F. McDougal summed it up, “Happiness is what we feel when we have worked hard to accomplish something worthwhile....Joy is what we feel when something we have accomplished helps others...the benefits that New Ground received will help us better serve homeless families and veterans. Tonight the students should feel both happiness and joy.” Indeed.

The Buyer’s Journey: Setting the Stage(s)



Brainstorm Studio
www.brainstormstudio.com
info@brainstormstudio.com
631-367-1000

“The buyer’s journey” is the path buyers goes through from the time they become aware of a new product or service to the time they make the purchase. It’s an easy enough concept to grasp because each and every one of us takes this journey. Sometimes, it’s a long voyage involving research, product testing and financial considerations, like when we buy a car. Sometimes, it’s a very short trip, like when we grab the package of peanut butter cups displayed by the checkout counter.

Whether it’s a long-considered purchase or an impulse buy, the buyer’s journey consists of three stages: Awareness, Consideration and Decision. Of course, you already know this. You just went through this as a customer when you bought those peanut butter cups. But from a marketing perspective, it’s important to breakdown and analyze the thought-process in order to create targeted content for each stage of the journey.

Here’s a breakdown of the three stages and what marketing materials you can use in each one to guide your potential buyers towards making a purchase:

Awareness Stage

This is when prospects first identify their need in front of them and is in the educational research stage. At this point, they are seeking information and likely searching the web for assistance (which raises a question about your SEO strategy, but that’s a blog for another day). What they are not looking for now is a sales pitch. Your marketing communications here should be fairly neutral and geared toward “helping and problem solving” rather than sales.

These content offers are effective ways to begin building a rapport:

- Informational Blogs or Articles
- Infographics
- Ebooks or White papers
- Analyst Reports

Consideration Stage

At this point, prospects become qualified leads who are beyond identifying a need and are now ready to address it. They have already found you and have expressed interest in learning more about your different methods of solving specific business challenges. While this is still an “informational messaging” phase, you can now offer resource materials to highlight the benefits of your services ... still without giving the hard sell.

Examples of content appropriate for this stage include:

- Comparison Guides
- Videos
- Webinars

Decision Stage

Here, prospects are now ready to purchase. They have a strategy in place to address their needs but are still deciding on which vendor to go with. This is the “call to action” phase, a time to initiate conversations, to ensure that potential customers have all the resource materials they need in order to get a buy-in from key decision makers and ultimately decide on your product or service.

Appropriate executions during this stage include:

- Product or Solution Sheets
- Targeted Case Studies
- Product Demos or Free Trials

Understanding the buyer’s journey is vital for anyone with a product or service to sell. If you have any questions about how to market your business during these stages, follow your buyer personas and always listen to the buyer inside of you. When do you want general information? When do you want to take a deeper dive? When do you want to move from doing research to talking to a representative? In all phases, you want content that is a resource and offers valuable information rather than sales-y promises. Chances are excellent that your potential customers want the same exact thing.

Still have questions? Reach out to Brainstorm. We specialize in creating resourceful, informative content for all stages of the buyer’s journey, as well as revenue-boosting inbound marketing programs to help you nurture your prospects toward a sale.



REFERRAL REWARDS

A SPECIAL THANK YOU

To all of our HIA-LI members for referring members to the HIA-LI and growing our long island business community.

Raffelina Cipriani | SCWBEC

Jason Hershkowitz | Choice Long Island

Lisa Caceres | Country Fair Entertainment

Renee' Nielsen | Nielsen Associates

Thomas Lowenberg | Fuller Lowenberg & Co., CPAs

Brian Hessel | JFA Insurance Brokerage & Associates, Inc.

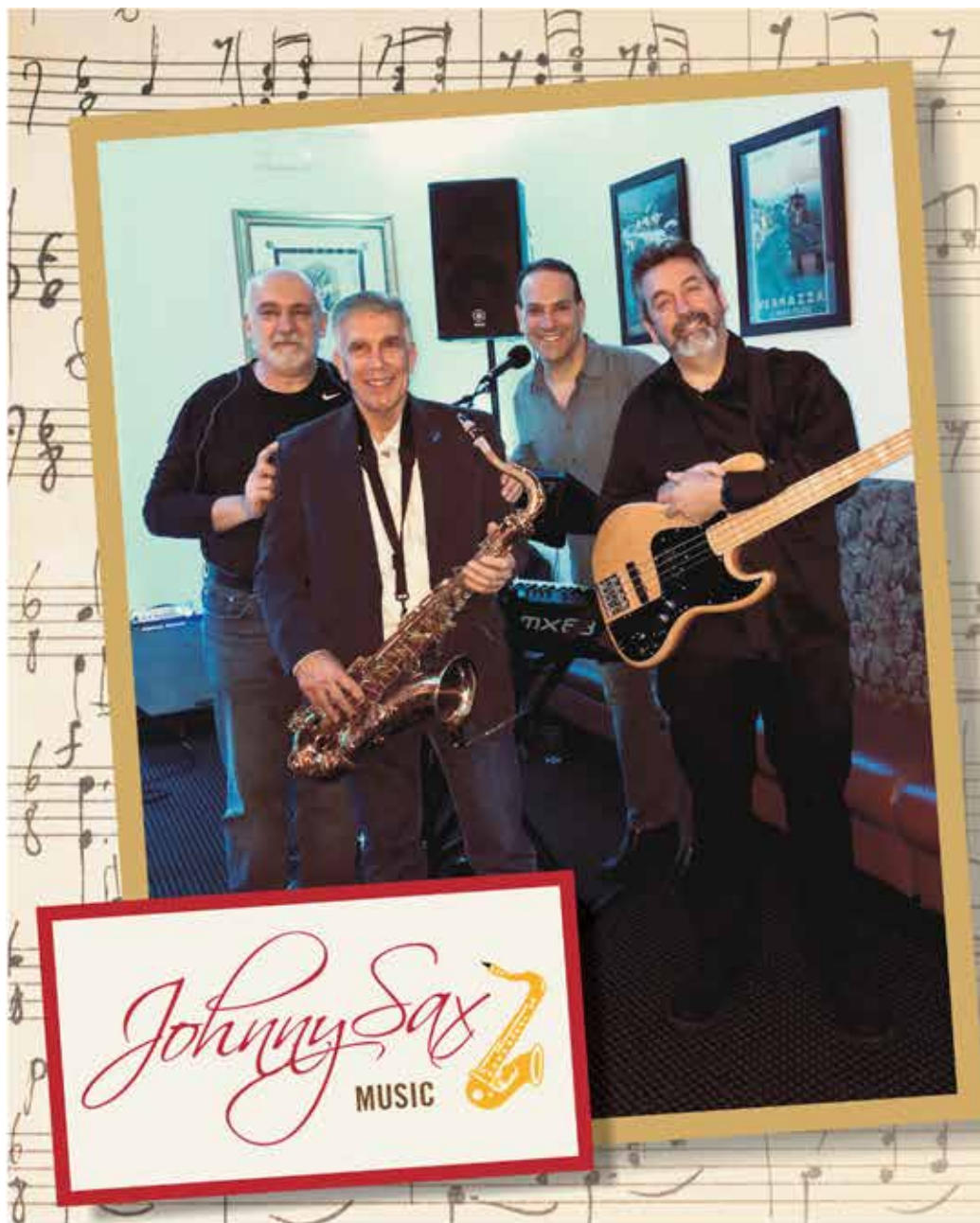
Marisa Morgillo | Barrett, Bonacci and Van Weele, P.C. (BBV)

Bruce Gernaey | The Alternative Board

GET REWARDED FOR YOUR REFERRALS

Refer a company to the HIA-LI and receive \$50 Referral Rewards and recognition in the HIA-LI Reporter Newspaper when a company joins, becomes a sponsor or advertises with the HIA-LI. HIA-LI Referral Rewards credits can be used towards your company membership or renewal, attending HIA-LI events, exposure opportunities & sponsorships, and print and/or digital advertising.

FOR MORE INFORMATION, CALL 631-543-5355 OR VISIT WWW.HIA-LI.ORG



— — — — —  — — — — —

Johnny Sax Quartet

Playing your favorite songs from the 60's to today

Rock, R&B, Funk, Fusion, Dance & Traditional Jazz

Enjoy the Sophisticated Sounds of Johnny Sax Quartet

Perfect for All Occasions

Special Events, Corporate Events, Cocktail Hours & Private Events

For booking information contact:
 p: 631-513-5382
 e: Johnny@johnnysaxmusic.com
 w: Johnnysaxmusic.com

— — — — —  — — — — —

keepingcurrent

You Can Get Involved In Reducing Food Insecurity On Long Island Together By Getting Involved In The HIA-LI Summer Food Drive



By Paule T. Pachter, A.C.S.W., L.M.S.W.
 Chief Executive Officer
 Long Island Cares, Inc.
 The Harry Chapin Regional Food Bank
 10 Davids Drive – Harry Chapin Way
 Hauppauge, New York 11788
 Office: 631.582.3663 x 101
www.licares.org

In a region often known for its wealth, picturesque beaches, gold coast mansions, and numerous golf courses one would have to wonder why 9.0% of its population is struggling with domestic hunger and food insecurity. But this is the reality on Long Island where approximately 259,000 people including 77,000 children face food insecurity on a daily or weekly basis, where nearly 65,000 people utilize the services of their local food pantries or soup kitchens each week to access emergency food provided by the regional food bank and other organizations whose mission is to feed the hungry.

Despite an economy improving, a reduction in the number of people unemployed, and an increase in New York State funding for hunger prevention, there are nearly 3 million New Yorkers that face food insecurity every day, and 9.0% live in Nassau and Suffolk Counties.

The late Harry Chapin who founded Long Island Cares, Inc. as the regional food bank in 1980 spent his career



advocating for solutions to the problem of hunger in America. Chapin dedicated the income from half of his concerts to two organizations that he founded, WHY Hunger and Long Island Cares. Providing emergency food to people in need was secondary to Chapin's vision for Long Island Cares. He was more focused on understanding and educating the public and Congress about the root causes of hunger and in 1980 along with his wife Sandy, he founded Long Island Cares. Thirty-nine years later, we're still trying to educate people about the root causes of hunger, but we've come a long way towards ensuring that no Long Islander needs to go hungry in 2019.

The root causes of food insecurity or hunger on Long Island are no different in our region than across the country, and focusing on income or government assistance often misses the mark. Hunger on Long Island is the result of underemployment where parents are working 2-3 different jobs to pay their bills, family instability, insufficient education, a history of racial or ethnic discrimination, disability status, aging and living alone, personal choice or a combination of these factors. For families facing food insecurity it means having a lack of access to food when they do not have the resources to put a nutritious meal on their table, and relying upon a food pantry to help stretch your food budget, especially if there are children involved. Solving hunger on Long Island can't be achieved by food or government entitlements alone.

The solution requires community engagement, corporate partnerships, enhanced personal responsibility and stable government programs. That's where the HIA-LI and you can make a difference. The HIA-LI and Long Island Cares annually partner to host The HIA-LI Summer Food Drive where all of the association's members can donate non-perishable food or make a donation to Long Island Cares to provide nutritious food to our neighbors in need. Getting involved has never been easier, just log onto <https://www.hia-li.org/hia-li-events/annual-food-drive/> and complete the registration form, or email Billy Gonyou at wgonyou@licares.org. Together we can solve hunger on Long Island.



Brendel's

BAGELS & EATERY
OF NEW YORK

THE GOURMET FOOD & CATERING SOLUTION

1-866-CATERING

CRAVING SOMETHING HEALTHY & DELICIOUS?

ALL DAY - EVERY DAY - BRENDEL'S IS SERVING UP EVERYTHING YOU CRAVE!



DELICIOUS BAGELS & SPREADS
EGGS, OMELETTES, PANCAKES,
FRENCH TOAST, ALL-STAR OATMEAL
SIGNATURE SANDWICHES
DESIGNER PANINIS
FABULOUS HOME MADE SALADS



HOT & HEARTY SOUPS
SPECTACULAR CHOPPED SALAD BAR
CREATE YOUR OWN QUESADILLA
ALL- AMERICAN BURGERS & FRIES
BOAR'S HEAD MEATS & CHEESES
FRESH FRUIT SMOOTHIES



MAKE AN IMPRESSION AT YOUR NEXT
MEETING OR CORPORATE EVENT!

VIEW OUR COMPLETE DAILY MENU & CATERING MENU AT

WWW.BRENDELSBAGELS.COM

Brendel's Corporate Catering Team will work with you to create the perfect menu that fits your needs & your budget!
Stand out from competitors, impress potential clients or give that morning meeting an energetic boost!

We specialize in events of all types & sizes!

Brendel's Office Bundle

A DOZEN OF BRENDEL'S AMAZINGLY DELICIOUS
BAGELS SLICED & BEAUTIFULLY DISPLAYED,
½ LB. PLAIN CREAM CHEESE,
½ LB VEGGIE CREAM CHEESE
& WHIPPED BUTTER
¼ LB. NOVA LOX
BOX OF SIGNATURE BRENDEL'S COFFEE
¼ GALLON TROPICANA ORANGE JUICE

\$54.99

INCLUDES PAPER GOODS & CATERING WARES

Perfect & Plentiful Lunch

BRENDEL'S PANINIS, WRAPS & SIGNATURE SANDWICHES
FILLED WITH FLAVOR & FRESHNESS IN EVERY BITE!
TRADITIONAL TOSSED SALAD
WITH DRESSING ASSORTMENT
CHOICE OF 3 DELICIOUS SIDE SALADS
PICKLE & OLIVE BOWL
COMBINATION FRUIT & COOKIE PLATTER

\$14.95 PER PERSON

INCLUDES PAPER GOODS & CATERING WARES

Brendel's Bagel Nash

2 DOZEN OF BRENDEL'S BAGELS, FLAGELS & BIALYIS
SLICED & ARTISITICALLY DISPLAYED
A DECORATED PLATTER CONSISTING OF
PLAIN, VEGETABLE & SCALLION CREAM CHEESES
CHOICE OF SLICED FRESH FRUIT BOWL OR
ASSORTED COOKIE PLATTER
BOX OF BRENDEL'S SIGNATURE COFFEE,
(2) ½ GALLON TROPICANA ORANGE JUICE

\$99.99

INCLUDES PAPER GOODS & CATERING WARES

Working Lunch

BRENDEL'S 4 FOOT GOURMET HERO
SELECT FROM TRADITIONAL AMERICAN, CLASSIC ITALIAN
OR A COMBINATION OF BOTH!
CHOICE OF 3 DELICIOUS SIDE SALADS
PICKLE & OLIVE BOWL
TWO - 2 LITER BOTTLES OF SODA
ASSORTED COOKIE PLATTER

\$99.99

INCLUDES PAPER GOODS & CATERING WARES

HIA-LI MEMBERS RECEIVE 10% OFF CATERING SERVICES

(EXCLUDES OFFERS ABOVE)

3 CONVENIENT LONG ISLAND LOCATIONS!!

HAUPPAUGE: 950 WHEELER ROAD - PHONE: 631-656-6828 FAX: 631-656-6830

WESTBURY: 1075 OLD COUNTRY ROAD - PHONE: 516-338-4994 FAX: 516-280-5861

HUNTINGTON: 133 WALT WHITMAN ROAD - PHONE: 631-923-0559 FAX: 631-923-0561

6 Reasons Why Your Business Needs An Efficient Supply Chain Management



By Eunji Lim, Ph.D.
 Assistant Professor of Decision Sciences
 Willumstad School of Business
 Adelphi University
 ELim@adelphi.edu
 516.877.3811
 business.adelphi.edu

The term “supply chain” is used to describe the entire process of producing and delivering a product or service from suppliers to manufacturers, wholesalers, retailers, and customers. The goal of managing a supply chain is to deliver products and services to customers quickly at a lower price and with higher quality. Here are six reasons why today’s companies should take advantage of supply chain management tools to achieve business successes.

1. Identify Areas of Cost Savings

In 1962, when Mr. Sam Walton opened the first Wal-Mart store in Arkansas in 1962, no one imagined it would become the world’s largest company by revenue in 2018. The key to Wal-Mart’s success is its cost competitiveness. The company was able to undercut its competitors on pricing by reducing the cost of production

and delivery: it replaced traditional warehouses with cross-docking facilities, utilized vendor-managed inventory, and used radio-frequency identification (RFID) to track the flow of inventory, all of which are standard tools today for supply chain management.

2. Increase Customer Satisfaction

In 1975, Zara started as a small clothing store in Spain. Today, it has more than 2,000 stores worldwide and has fashion trend setters as a solid customer base. The key to Zara’s success is its responsiveness, which is known as 2 weeks’ design-to-hanger time; it usually takes two weeks or less for Zara to deliver clothes to stores after they are designed. How is this possible? Unlike other clothing companies that outsource the production of clothes to distant locations in Asia, Zara produces smaller batches of new clothes in a production facility near its headquarters and sees what customers think of the newly produced designs. Of course, Zara’s production model incurs higher costs, but its customers can enjoy the latest fashion in stores in less than two weeks. Supply chain management explores various types of supply chain networks and examines their pros and cons.

3. Identify Potential Areas of New Revenue

When we finish watching a movie on Netflix, we are offered a list of other films to enjoy. On buying something at Amazon.com, we see a sample of recommended products for our next purchase. How do they make such recommendations? How can they make customers keep using their services or products? Based on the movies we have watched in the past, Netflix uses algorithms (so-called “machine learning”) to categorize each one of us, and recommends the best movies for me. Using machine learning and data analytics, companies can forecast customers’ purchase behaviors and can identify potential areas of future sales and revenue.

4. Enhance Financial Strength

Many decisions made by a company affect its financial position. If a company outsources the production to a lower-wage location, costs could rise because of higher transportation expenses, longer lead times, and potential customer dissatisfaction. Supply chain management examines the trade-offs between different areas in a business, and recommends the best strategy.

5. Better Predict Future Demand

Matching supply and demand is important when products have a shorter shelf life or the cost of wasting materials is high. Supply chain management uses various techniques to adjust supply and demand, and matches them as closely as possible.

6. Build Closer Ties with Suppliers

When Ford Motor Company was struggling through the financial crisis in 2008, it announced its new supply chain strategy, called the “Aligned Business Framework (ABF).” The main goal of ABF was to change the relationships between Ford and its many suppliers, over 2,000 suppliers. It had been focused on price rather than quality when selecting suppliers. This created confrontational relationships between Ford and its suppliers. Under ABF, Ford decided to select about 1,000 suppliers based on the quality of their products, and build stronger and longer relationships with them. This plan turned out to be a great success, which led to market share being recovered in the following years. The procurement part of supply chain management is concerned with how to source parts and supplies in the most efficient way.

For more information on our curriculum in the Master’s program in Supply Chain Management at Adelphi University, please contact Dr. Eunji Lim, assistant professor in decision sciences, at ELim@adelphi.edu.

Cybersecurity Isn’t a One Time Thing



By Matthew Pascucci
 Cybersecurity Practice Manager
 CCSI - Contemporary Computer Services Inc.
 631-218-5200
 about@ccsinet.com
 www.ccsinet.com

Cybersecurity is a continuous process, it’s not a one-time effort. Being able to monitor for threats within your organization on a continual basis allows for the best opportunity to protect your business. Managed Security Service Providers (MSSP) have the skill set and the resources to monitor for threats around the clock to alert on attacks and risks when they occur. This early stage threat detection by MSSP’s reduces risk to organizations early on by identifying risks continually. When monitoring for threats to your organization, CCSI recommends continually monitoring the following areas in your business, depending on your unique needs, with a local MSSP.

Endpoint Monitoring

Endpoints in your organization, either servers or desktops, hold sensitive data that attackers are looking to get their hands on. By compromising these systems attackers are able to compromise data and use these endpoints as footholds to widen their attack within the organization. By monitoring endpoint with security tools, MSSPs are able to offer preventative and detective capabilities to learn about attacks early and often.

Network Monitoring

The network doesn’t lie – Data transferred over the

network is another area of monitoring that should be done that show how and where attackers are moving throughout the organization. Being able to watch the direction attackers are moving, or if they’re sending stolen data outside of your network, is a key area of threat monitoring that MSSPs offer. CCSI recommends having network monitoring to detect known bad movement by attackers within your business.

Log Monitoring

All endpoints and applications create an audit log of what was done to the system. By keeping a record of these logs allows MSSPs the ability to look back in time and correlate past events to get a better insight into attacks. These logs also allow regulated businesses to reach compliance by storing events for security over a required timeframe.

Vulnerability and Threat Management Discovery

When monitoring against attacks the due diligence of determining where your organization is at risk plays a huge part. MSSPs performing this service are identifying where the weaknesses are within the organization from a vulnerability, patching and reconnaissance standpoint. These discovered threats allows organizations to proactively find and then remediate identified risks before they’re exploited by attackers.

Being proactive with your cybersecurity posture today is requiring continually and constant monitoring. MSSP’s who have Security Operation Centers (SOC) offer cybersecurity services as an extension to your staff to consistently search for threats and assist with remediation of attacks where needed.





POWERING **PROGRESS** FOR LONG ISLAND BUSINESS

**Smithtown relies on Maureen's Kitchen for its morning joe.
Maureen's Kitchen relies on us.**

We're helping businesses across Long Island save on their electric bills with innovative energy efficiency programs. Because affordability is important to keeping costs down and customers well fed.

PSEGLINY.com/Business



PSEG **LONG ISLAND**

We make things work for you.

Turning Developments into Destinations



By Richard Neuman
 Vice President & Long Island Market Lead
 Project and Development Services
 JLL
 (212) 812-5916
 www.jll.com

As people continue to flock to suburban areas, building owners' strategies are evolving to attract them to their developments. Owners and investors are adapting mixed-use properties to turn them into destinations in their own right. Instead of simply meeting a couple of basic conveniences such as a local grocery store, a pizzeria or a nail salon, developers are going the distance to incorporate a full mix of hotel, office, retail and residential offerings.

Owners are increasingly looking at facilities with broader offerings that make a planned neighborhood come alive, from trendy shops and restaurants to stadiums that can provide a winning edge. The focus is on human-centric designs that provide experiences. Some developers are even approaching mixed-use projects like they would a theme park, carving out space for cultural events and entertainment.

Building occupants, neighbors, tourists and developers all stand to benefit from these modern developments that combine convenience and choice. More people want to be part of the experience but there's only so much real estate available to go around. By replicating the live-work-play environment in a smaller area, developers can deliver those active lifestyles to more people outside the suburban core, and at a relatively lower cost.

But this movement is not just about adding entertainment and restaurants, it's also about aiding the practical flow of life. Many of the most popular mixed-use sites are located near public transit, and are built specifically with accessibility in mind. By offering amenities-rich residential and office space in close proximity, a great mixed-use development can make it easier to move from business to personal time, and back.

For example, a young professional might leave work in one of the development's buildings, then head around the corner to a grocery store to pick up ingredients for that night's dinner, then continue up to his or her modern apartment — all in and around the same block.

The Regional Planning Association recently released its revitalization plan for the Hauppauge Industrial Park, now renamed the Hauppauge Innovation Park, which highlights the need to transform the outdated warehouse space at the park into modern facilities that meet the needs of the thriving ecommerce industry and Long Island's workforce.

The revitalization plan includes strong focus on public spaces for gathering, interaction and creative programming. Some of the suggestions include identifying and redesigning green spaces at the park to allow for public events, as well as redesigning key corridors for pedestrian and bike accessibility and friendliness.

People who reside in these developments typically appreciate a greater sense of community than may have been possible before. The developers of Assembly Row, located in an inner suburb of Boston, have invested \$1.2 billion to transform what was once an industrial area with no community identity, into a retail-rich, pedestrian-friendly hub where neighbors can socialize along the revitalized waterfront.

Corporate occupiers are jumping on the mixed-use bandwagon, too, recognizing the business value of location in attracting the best employees. The Domain in Austin, Texas, a mixed-use enclave surrounded by traditional office campuses, has started to rival the Downtown area in recent years as it attracted a number of high-profile tenants.

Demand for experience-driven developments is likely to increase further in the coming years. It's a natural extension of the emphasis on inspiring workplaces in the United States. People are learning they can get more out of their offices, as well as their neighborhoods, which ultimately helps both business and communities."

While not all mixed-use projects are created equal, there are some that are created successfully — and these are the ones that are likely to stay relevant in coming years and inspire other developments to follow their lead.

Contributing Author: Thomas DiPirro, Senior Vice President, JLL Northeast Industrial Region

About JLL

JLL (NYSE: JLL) is a leading professional services firm that specializes in real estate and investment management. Our vision is to reimagine the world of real estate, creating rewarding opportunities and amazing spaces where people can achieve their ambitions. In doing so, we will build a better tomorrow for our clients, our people and our communities. JLL is a Fortune 500 company with annual revenue of \$16.3 billion, operations in over 80 countries and a global workforce of over 90,000 as of December 31, 2018. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com

HOW TO SUCCEED



Sales and Business Development
 Strategic Account Management

Sales Management / Leadership
 Customer Service and Support

**Success means different things to different people.
 Let us help you create your own success story.**

Rich Isaac and Rob Fishman
 Leigh Schuckman, Pete Fasulo
 225 Wireless Blvd., Hauppauge
 631-231-3538
 www.legend.sandler.com



JOIN US AT OUR UPCOMING EVENTS

AUGUST

-August 14, 2019-
CEO Forum, Featuring: Karen Boorshtein,
President & CEO of Family Service League
@ Campolo, Middleton and McCormick, LLP

-August 15, 2019-
New Member Breakfast
@ The Crescent Beach Club

SEPTEMBER

-September 6, 2019-
HIA-LI Information Meeting
@ HIA-LI Headquarters

-September 19, 2019-
HIA-LI's 25th Annual Business
Achievement Awards
@ Crest Hollow Country Club

OCTOBER

-October 2, 2019-
Transformation Leadership:
The View from the Top
@ LGBT Network

-October 9, 2019-
HIA-LI's 11th Annual Energy
& Environment Conference
@ Simplay

-October 11, 2019-
New Member Breakfast
@ East Wind

NOVEMBER

-November 7, 2019-
Small Business Open Forum
@ Simplay

-November (Date TBD)-
Member Appreciation:
Networking Event
@ Gerardi's Bar and Grill

-November 13, 2019-
HIA-LI's Get in the Head of the CEO:
Executive Panel
@ Simplay

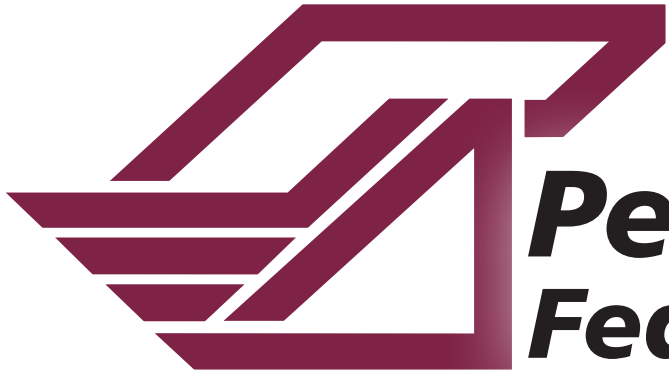
-November 15, 2019-
HIA-LI Information Meeting
@ Campolo, Middleton & McCormick, LLP

-November 22, 2019-
HIA-LI's 9th Annual Women
Leading the Way: Leadership
Executive Breakfast
@ Stonebridge Country Club

DECEMBER

-December 12, 2019-
Holiday Gala Season of Giving
Luncheon
@ Stonebridge Country Club

**FOR MORE INFORMATION
PLEASE VISIT HIA-LI.ORG OR
CALL (631) 543-5355**



People's Alliance Federal Credit Union

We Put People First,



Even In Our Name!

PAFCU is a Great No-Cost Employee Benefit!

**We can come on-site to your company to open new accounts
and service existing accounts for all your employees.**

125 Wireless Blvd. • Hauppauge, NY 11788 • www.pafcu.org • (631) 434-3500

Brooklyn, NY • Brooklyn, NY • Jamaica, NY • Jamaica, NY • Miami, FL • Ronkonkoma, NY • Westbury, NY • Yonkers, NY
(718) 643-4506 (718) 797-2988 (718) 656-1774 (718) 206-4600 (305) 261-1255 (631) 580-3702 (516) 832-8100 (914) 963-1370
x 3037





Come on in and fill'er up!



The Hauppauge Industrial Park's favorite daytime eatery for over 20 years~!

The Garage Eatery caters 7 days a week throughout Nassau and Suffolk, keep us in mind for all your catering needs:

- Communion
- Backyard Weddings
- Graduations
- Showers
- Corporate Meetings
- Office Parties
- & More!

We feature an extensive menu, plenty of seating, friendly staff, and great service - Come stop by!

LET'S PLAN YOUR BACKYARD BBQ OR COMPANY PICNIC



**Hours:
Monday - Friday
7:00 AM - 4:00 PM**

631-582-4141

170 Bridge Road, Islandia NY • www.thegarageeatery.com

INDUSTRY LISTS

COMPUTER SERVICES & TRAINING, INFORMATION SERVICES, AND INFORMATION TECHNOLOGY

COMPUTER - SUPPLIES/SERVICES/TRAINING

2M TECHNOLOGIES, INC.

Manny Morales | President/CEO | (631) 231-3255
300 Wheeler Rd, Suite 203 | Hauppauge, NY 11788
mmorales@2mtech.com | <http://www.2mtech.com>

A+ TECHNOLOGY AND SECURITY SOLUTIONS

Steve Cina | CFO | (631) 969-2600
1490 North Clinton Ave., | Bay Shore, NY 11706
sgrillo@aplustechnology.com | www.theaplusgroup.com

BMB SOLUTIONS

Justin Kern | Director of Marketing | (631) 343-7000
360 Motor Parkway, Suite 650 | Hauppauge, NY 11788
jkern@bmbolutions.com | www.bmbolutions.com

CENTRAL BUSINESS SYSTEMS

Tommy Aquilino | Associate Manager | (516) 236-9363
1219 Walt Whitman Road, | Melville, NY 11747
taquilino@centraldigitalsolutions.com | www.centraldigitalsolutions.com

CONNECTED TECHNOLOGY, LLC

Richard Palacios | Sr. Client Relationship Manager | (631) 724-6504 Ext. 215
7 Flowerfield, Suite 30 | St. James, NY 11780
rpalacios@connectedtechnology.com | www.connectedtechnology.com

CONTEMPORARY COMPUTER SERVICE, INC (CCSI)

Steve Webber | Business Development Manager | (631) 218-5200
200 Knickerbocker Avenue, | Bohemia, NY 11716
swebber@ccsinet.com | www.ccsinet.com

CSDNET

Elizabeth Vogel | Partner/Controller | (631) 924-7474
874 Montauk Highway, | Bayport, NY 11705
elizabeth.vogel@csdnet.net | www.csdnet.net

CUSTOM COMPUTER SPECIALISTS

MaryAnn Benzola | Marketing & Business Development Coordinator | 631-864-6699
70 Suffolk Court, | Hauppauge, NY 11788
mbenzola@customonline.com | www.customtech.com

DIGITAL ONESOURCE CONSULTING SOLUTIONS

Mike Feingold | President | (888) 502-5092
One Thunder Road, | Miller Place, NY 11764
mfeingold@docsconsulting.net | www.docsconsulting.net

EDI OPTIONS

Nikki Perri | Marketing Manager | (516) 741-2032
450 Jericho Turnpike, Suite 206 | Mineola, NY 11501
nikki@edioptions.com | www.edioptions.com

FLEXIBLE BUSINESS SYSTEMS

Seth Belous | Partner | (631) 756-0404
380 Oser Ave, | Hauppauge, NY 11788
sbelous@flexiblesystems.com | <https://www.flexiblesystems.com/>

INTEGRATED STRATEGIC SYSTEMS, INC.

Robert Nasto | President | 315-426-4044
56 Gaymore Rd, | Port Jefferson Station, NY 11776
rnasto@aol.com |

INTELLIDATA SOLUTIONS, INC.

Alec Smith, CPA, PMP | President & Founder | (516) 268-3004
24 E Park Ave #304, | Long Beach, NY 11561
asmith@intellidsi.com | www.intellidsi.com

JANAM TECHNOLOGIES LLC

Traci Hoch | Head of Marketing and Communications | 6319427549
100 Crossways Park West, Suite 105 | Woodbury, NY 11797
traci.hoch@janam.com | www.janam.com

NAKA TECHNOLOGIES

Anil Jagtiani | CEO | (646) 921-5780
120 Commerce Dr., Suite 106 | Hauppauge, NY 11788
lcm@nakatechnologies.com | www.nakatechnologies.com

NST

Brian Van Zandt | Account Executive | 877-678-8080
P.O. Box 248, | East Northport, NY 11731
bvanzandt@nst-li.com | www.nst-li.com

REFURBCONNECT / IT ASSET MANAGEMENT GROUP, INC

Richy George | Vice President | (516) 284-8569
110 Bi County Blvd, Suite 106 | Farmingdale, NY 11735
richy@refurbconnect.com | www.itamg.com

REVIEWRAMP

Weston Web | Owner | 516-559-7513
| Massapequa, NY 11758
wes@reviewramp.com | www.ReviewRamp.com

SOLARUS TECHNOLOGIES

Michael Halperin | Vice President – Business Development | (631) 275-6342
14 Penn Plaza, Suite 1402 | New York, NY 10122
michael@solarustech.com | www.solarustech.com

INFORMATION SERVICES

ADEPT TECHNOLOGY CONSULTING

Keith Siegel | Sales | (631) 676-1756
60 Plant Avenue, Suite 2 | Hauppauge, NY 11788
abrohm@adept-techconsulting.com | <http://adept-techconsulting.com/>

The Network Solutions & Technology Difference



Properly scaled and optimized IT can make all the difference when it comes to running a successful business. When you choose NST as your IT partner you're empowering your organization with expert:

- MANAGED IT SERVICES
- CLOUD COMPUTING SOLUTIONS
- CYBERSECURITY SERVICES
- MANAGED PRINT SERVICES
- WEBSITE AND APPLICATION DEVELOPMENT
- BUSINESS TECHNOLOGY CONSULTING

The NST team of professionals works with you to deliver top quality IT services and the peace of mind you need so you can focus on the productivity and profitability of your business.



To get more info:
www.nst-li.com

Connect with us:
info@nst-li.com

CENTRAL BUSINESS SYSTEMS

Tommy Aquilino | Associate Manager | (516) 236-9363
1219 Walt Whitman Road, | Melville, NY 11747
taquilino@centraldigitalsolutions.com | www.centraldigitalsolutions.com

DIGITAL ONESOURCE CONSULTING SOLUTIONS

Mike Feingold | President | (888) 502-5092
One Thunder Road, | Miller Place, NY 11764
mfeingold@docsconsulting.net | www.docsconsulting.net

MOTIVA

Walter Conteras | CEO | (646) 837-7026
1400 Old Country Road, Suite 416 | Westbury, NY 11590
walter@motiva.net | www.motiva.net

NET AT WORK

Lucy Maresco | CHRO | 6462931769
575 Eight Ave 10th Floor, | New York, NY 10018
lmaresco@netatwork.com | https://www.netatwork.com/

PROACTIVE TECHNOLOGY GROUP

| Business Development |
jh@ptg.co | http://www.ptgny.com/

RINTELL TECHNOLOGIES LLC

Eric M. Rintell | President & Founder | (516) 859-1001
72 Park Row, | Lawrence, NY 11559
eric.rintell@rintelltechnologies.com | www.rintelltechnologies.com

SANDWIRE CORPORATION

Adam Schwam | CEO | 516-861-3000
20 Hempstead Turnpike, | Farmingdale, NY 11735
adam.schwam@sandwire.com | www.sandwire.com

TNT UNITED SERVICES INC.

Nieesha Williams | Co-Founder an Director of Sales & Marketing | 631-868-4006
2100 Middle Country Rd, Suite 212 B | Centereach, NY 11720
nieesha@tntusinc.com | www.tntusinc.com

TOTAL TECHNOLOGY SOLUTIONS

Jon Berlin | Client Executive | (631) 306-1040
1895 Walt Whitman Road, Suite 9 | Melville, NY 11747
jberlin@total.us.com | www.total.us.com

INFORMATION TECHNOLOGY

ADEPT TECHNOLOGY CONSULTING

Keith Siegel | Sales | (631) 676-1756
60 Plant Avenue, Suite 2 | Hauppauge, NY 11788
abrohm@adept-techconsulting.com | http://adept-techconsulting.com/

APPLIED VISIONS, INC

Frank J. Zinghini | CEO | (631) 759-3900
6 Bayview Ave, | Northport, NY 11768
frank.zinghini@avi.com | www.avi.com

ASTRA DATA SOLUTIONS, INC

Adam Coven | | (631) 498-5589
1979 Marcus Avenue, Suite 210 | New Hyde Park, NY 11042
| http://www.astradatasolutions.com

COMMAND DIRECT

Gary Bolnick | President and CEO | (631)753-2630 X206
310 Oser Avenue, | Hauppauge, NY 11788
gary@commanddirect.com | www.commandprinting.com

CONNECTED TECHNOLOGY, LLC

Richard Palacios | Sr. Client Relationship Manager | (631) 724-6504 Ext. 215
7 Flowerfield, Suite 30 | St. James, NY 11780
rpalacios@connectedtechnology.com | www.connectedtechnology.com

LI TECH ADVISORS

Victoria Phillips | | 631-422-0969
175 West Main Street, Suite 3 | Babylon Village, NY 11702
Victoria@LITechadvisors.com | https://www.litechadvisors.com/

NET AT WORK

Lucy Maresco | CHRO | 6462931769
575 Eight Ave 10th Floor, | New York, NY 10018
lmaresco@netatwork.com | https://www.netatwork.com/

OPTIMUM BUSINESS - ALTICE USA

Anthony Palladino | | (516) 803-2300
111 Crossways Park Drive West, | Woodbury, NY 11797
Anthony.palladino@alticeusa.com | www.lightpath.net

UNITED NETWORK ASSOCIATES, INC. (UNA)

Ed Eisenstein | Information Technology Manager | (631) 393-2980
500 Bi County Blvd, Suite 106N | Farmingdale, NY 11735
ed@unatechnical.com | www.unatechnical.com

WEBAIR

Andrew Paladino | Business Development | (516) 938-4100 Ext. 330
501 Franklin Ave., Suite 200 | Garden City, NY 11530
greg.giovino@webair.com | www.webair.com

INFORMATION SERVICES & WEBSITE DESIGN

2M TECHNOLOGIES, INC.

Manny Morales | President/CEO | 631-231-3255
300 Wheeler Rd, Suite 203 | Hauppauge, NY 11788
mmorales@2mtech.com | http://www.2mtech.com

ACTIVE WEB GROUP INC.

Patrick Norton | Director of Business Development | 800-978-3417
30 Oser Avenue, Suite 500 | Hauppauge, NY 11788
pnorton@activewebgroup.com | www.activewebgroup.com

BOWEN MEDIA, INC.

Daniel Bowen | CEO and Founder | (516) 308-3539
250 Fulton Avenue, Suite G | Garden City Park, NY 11040
hello@bowenmedia.com | www.bowenmedia.com

**DIVERSE MARKETING AND WEB DESIGN,
CONSTANT CONTACT CERTIFIED LOCAL EXPERT & SPEAKER**

Sue Glenn | Digital Marketing Consultant/Web Designer | (516) 574-3790
450 Route 25a, #23, #23 | East Setauket, NY 11733
dpliworks@gmail.com | www.facebook.com/DPLIMarketing/

DRP SOLUTIONS

Anthony Bulla | VP of Professional Services | (631) 873-4560
18 Commerce Drive, | Hauppauge, NY 11788
abulla@drpsolutions.com | drpsolutions.com

FACTXBACK.COM WEBSITES AND VIDEOS

Robert Kothe | Owner | (631) 427-3292
11 Cortelyou St West, | Huntington Station, NY 11746
robert@factxback.com | www.websitesvideo.com

FLEXIBLE BUSINESS SYSTEMS

Seth Belous | Partner | (631) 756-0404
380 Oser Ave, | Hauppauge, NY 11788
sbelous@flexiblesystems.com | https://www.flexiblesystems.com/

GENERATIONS BEYOND

Adam Holtzer | Premiere Go-Getter | (631) 696-0324
701-6 Koehler Ave, | Ronkonkoma, NY 11779
adam@generationsbeyond.com | www.generationsbeyond.com

LORRAINE GREGORY COMMUNICATIONS

Gregory Demetriou | President | (631) 694-1500
95A Executive Drive, | Edgewood, NY 11717
greg@lgcli.com | www.lorrainegregory.com

MAXBURST

Donny Escolastico | Lead Art Director | (631) 293-9100
565 Broadhollow Rd, 12e | Farmingdale, NY 11735
hello@maxburst.com | www.maxburst.com



HIA-LI'S INDUSTRY LISTS

CONTINUED ON NEXT PAGE

PRIMEDIA, INC.

Richard Rutigliano | President/CEO | (516) 222-2041
401 Franklin Ave, Suite 310 | Garden City, NY 11530
rrutigliano@primediany.com | www.primediany.com

SLIGHTLYMAD

Paul Levine | President and Chief Strategic Officer | (631) 271-2971
81 Scudder Avenue, | Northport, NY 11768
paul@weareslightlymad.com | www.weareslightlymad.com

SYNARCON, INC

Hakan Sinar | President | 516-581-3139
8 Raybor Road, | Commack, NY 11725
hsinar@synarcon.com | https://synarcon.com

UN CLOUD IT

Tom McElroy | Software Consultant | 631-846-8831 X 101
17 Riviera Dr, | Selden, NY 11784
Tom@uncloudit.com | www.uncloudit.com

VAI

Maggie Kelleher | Director of Business Development | (800) 824-7776
120 Comac Street, | Ronkonkoma, NY 11779
sales@vai.net | www.vai.net



COMPLIMENTARY EXPOSURE FOR YOUR COMPANY

To submit a keeping current article, new member profile, or press release - email: marketing@hia-li.org, complimentary to all hia-li members.



HIA-LI'S INDUSTRY LISTS

Featuring direct contacts of different targeted industries each month. For more information on when your company will be listed and how to advertise next to your ad, contact Connor Robertson at crobertson@hia-li.org or call 631-543-5355.

SAFETY & TRAFFIC SIGNS
 TRADE SHOWS
 A.D.A. WINDOW LETTERING
 VEHICLE LETTERING & WRAPS
 BANNERS
 CARVED SIGNS
 REPAIRS
 LOGO DESIGN
 REAL ESTATE
 The way to grow your business.

Signarama of HAUPPAUGE

631.952.3324

TRADE SHOW DISPLAYS . PYLON/BUILDING SIGNS . CARVED SIGNS
 VEHICLE LETTERING/ WRAPS . BUSINESS CARDS . BANNERS
 A.D.A. SIGNS . REAL ESTATE SIGNS . LOGO DESIGN
 SAFETY/TRAFFIC SIGNS . WINDOW LETTERING

SIGNARAMAHAUP SIGNARAMAHAUP SIGNARAMA HAUPPAUGE

CUSTOM FULL SERVICE SIGN & DESIGN CENTER

663B OLD WILLETS PATH, HAUPPAUGE | SIGNARAMAHAUPPAUGE.COM



NEW MEMBER PROFILES



CompTIA

3500 Lacey Road, Suite 100
Downers Grove, IL 60515
(630) 678 - 8300
www.comptia.org

The Computing Technology Industry Association (CompTIA) is a leading voice and advocate for the \$5 trillion global information technology ecosystem; and the more than 50 million industry and tech professionals who design, implement, manage, and safeguard the technology that powers the world's economy. Through education, training, certifications, advocacy, philanthropy, and market research, CompTIA is the hub for advancing the tech industry and its workforce.

CompTIA is the global leader in vendor-neutral technical certifications in skills ranging from IT support and networking, to cybersecurity and cloud computing. More than two million CompTIA certifications have been awarded to technology professionals around the world. Operating in more than 100 countries, CompTIA works closely with thousands of academic, training and content partners to ensure students and professionals have the tools they need to enter and excel in the tech workforce. Visit www.comptia.org to learn more.



Destination Accessible

2810 Middle Country Road
Lake Grove, NY 11755
(631) 585-8212
www.goodsteer.com

Destination Accessible is a non-profit organization that strives to improve the quality of life for people with mobility challenges. A handicapped logo on a venue's website doesn't necessarily mean that it will be an easy "walk in the park" when you arrive. Our mission is to have you "know before you go." We provide first-hand, accessibility information of leisure locations (theaters, parks, restaurants, museums, kid-friendly and other popular places). Take the guesswork out of visiting a destination. Go to www.destinationaccessible.com to search for a specific venue, click on a category or geographic location, and find out about the parking, grounds, entrances, ease-of-navigation, steps, elevators, ramps, restrooms, seating, food services, and anything else pertinent to someone with a mobility challenge. Whether you, or someone you know, care about or care for, is a senior, slow walker, uses a cane, walker or wheelchair, they/you can "know before you go." All of our information is based on personal visits. We believe everyone deserves to have the best experience possible when going out for fun. Take a few minutes to visit our site and let us know what you think.



OMEGA World Travel

3102 Omega Office Park,
Fairfax, VA 22031
(888) 380-9872
www.omegatravel.com/

Omega World Travel is a woman-owned, diversity supplier, and one of the largest travel management companies in the US. With worldwide headquarters in Fairfax, VA, Omega serves corporate, government, meeting, and leisure clients throughout the US., Europe, and the Middle East. Omega World Travel also owns Cruise.com, one of the largest sellers of cruises on the Internet, and TravTech, a software development company along with Omega Meetings and Conference services. Jamie brings over 30 years travel industry experience, building strong ties with clients helping them identify their unique business needs and presenting the best solutions in business travel management. Jamie began his career with Austin Travel, a family owned business, working his way up to VP of Finance before shifting gears and spending 17 years as SVP of Sales and Account Management. In 2010, Austin Travel merged into Protravel and Jamie became Director of Online Business Solutions.

Jamie joined Omega in 2019 as Senior Account Director in the Greater New York area to assist companies in more fully understanding and taking advantage of time savings, risk management, customized data tracking and reporting that serve a great benefit to their corporate travel programs.

Jamie is an active philanthropist as co-founder and chairman of the Long Island Community Chest and Long Island Fight for Charity, a Long Island-based nonprofit raising money for local organizations through a high-profile boxing event featuring prominent members of the Long Island business community. The LICC provides financial assistance to individuals and families in need on Long Island.



Planned Acts of Kindness

20 E Broadway 4th Fl
New York NY 10002
212.213.0257
www.plannedactsofkindness.org

16 Things, Planned Acts of Kindness & Entrepreneurs Small Business Network have a wide variety of Social Entrepreneurship business, educational & outreach programs for Schools, Churches/Temples, NPOs, Agencies and Businesses that can help you exceed your objectives in many areas including community outreach, sales & marketing, fund-raising, employee retention, recruitment & recognition.

As a mission-driven non-profit educational

organization, we have numerous programs and connections that are free or low cost for youth and adults, schools and churches, NPOs and businesses, that positively impact students, employees, owners, retirees and the unemployed.

- Employee Benefits Programs help you recruit and retain staff with no company fees, no company match, but much better than 401k or 403b programs

- "Be The Hero" Leadership & Recognition Programs
- Employee Sales & Management Foundation Skill Training
- Youth & Adult Learn & Earn Work Programs
- Internship/Mentorship Training Programs
- Community Hours programs
- Co-Branding Programs
- Money Matters Financial Literacy & Planning Workshops
- National & World Kindness Month Outreach Programs
- Sponsorships Available
- Company Product & Service Publicity Promotions
- Website, App & Game Development Programs

Have an idea or program you want to achieve? Let's discuss and see if we can help. Call Exec. Director Lyle Benjamin at 212 213-0257 or email PAKDevelopmentPrograms@gmail.com



Open Systems Technologies

469 Seventh Ave, Floor 5
New York, NY 10018
(212) 643-3100
www.opensystemstech.com

Open Systems Technologies (OST) is a national provider of smart staffing solutions, providing contract staffing, temporary to full-time positions, permanent placements and executive searches.

Since emerging as a leading supplier of technical engineers to the financial services sector on Wall Street in 1990, we have grown to become one of the largest privately-owned staffing firms in the U.S. with revenue generation of more than \$300 Million. Our core business and what the company was founded on is Finance IT. It is still the largest part of our business and what we consider our bread and butter. Over the years as technology investment expanded and spread throughout all industries, so did our business. We are currently in the following verticals:

Finance IT, Healthcare IT, Finance and Accounting, Digital Marketing, and Government Services.

At OST, we believe in the power of the veteran workforce. Our belief has spurred us into action.

We have partnered with True North Logistics, a veteran-owned organization, dedicated to maximizing business performance and unlocking the potential of military veterans. Together we want to find solutions to help

our vets get back to what we know they do best; working hard and making a difference.



Central Staff Services Inc.

620 NY-25A
Mt Sinai, NY 11766
(631) 981-5551
www.centralstaffservicesinc.com

Central Staff Services Inc. is a Professional Employer Organization. PEO is an organization which assumes responsibility and liability for many aspects of employment. There exists a contractual co-employment relationship between the client company and the Central Staff Services, where both parties benefit by doing what they do best. CSS, Inc. can virtually eliminate the painstaking process of accurate record keeping related to employment. Stop taking valuable time away from revenue generating activities and let us assist with the responsibility of these time-sensitive duties allowing your management to work on other tasks.

Flexibility and Carve Out ability are available to tailor our products and services to your company's individual needs.

Our services include, but are not limited to:

1. Benefits Administration
 - Medical/Dental/Vision Plans At Large Group Rates
 - High Deductible Plan – HRA/HSA Administration & Set Up
 - Benefit Plan Enrollments/Terminations
 - \$10,000.00 Life Insurance to All Full Time Employees
 - AFLAC Products
 - 401k Plans & Compliance (Additional Fee)
 - LTD & Group Term Life Insurance
2. Human Resource Administration
 - Complete New Hire Processing Packages
 - New York State New Hire Reporting
 - I-9 Processing Including Expiration Date Tracking & Document Retention
 - Family Medical Leave Act (FMLA)
 - American's with Disabilities Act (ADA)
 - Assistance with Employment Practices (Federal/State)
3. Payroll Administration
 - Professional Payroll Processing
 - Bonuses, Commissions & Reimbursements
 - Departmental or site reports
 - Payroll & cost reports
 - Federal/State/Local tax deposits
 - Processing New Hires and Terminations
 - Garnishments
 - Direct Deposits
 - Processing and Distribution of W-2's

**WELCOME
NEW MEMBERS**



WELCOME JULY NEW MEMBERS

AMERICAN HEALTH FORMULATIONS, INC.

Robert Azzara
COO
45 Adams Avenue
Hauppauge, NY 11788
(631) 670-3646 Ext. 200
Robert@ahfvitamins.com
Solid-Dose Nutraceutical and OTC Manufacturer.

ANELE & ASSOCIATES, P.C.

Anele O. Nwanya, Esq.
Attorney & Counselors at Law
97-13 Springfield Boulevard | 1st Floor
Queens Village, NY 11429
(718) 776-0022
aneleesq@gmail.com

ANELE & ASSOCIATES, P.C., offers legal services in the areas of real estate and cross-border transactions, including project financing, and international trade facilitation's.

BIO-BOTANICA, INC.

Susan Andrus
Human Resources Manager
75 Commerce Drive
Hauppauge, NY 11788
(631) 840-3121
sandrus@bio-botanica.com
Bio-Botanica and Affiliates; Nature's Answer, Innovative Labs, ConPak are manufacturers of extracts and nutritional supplements located in Hauppauge NY.

CEDAR COMMUNITIES, L.P.

Anthony Manetta
Managing Director
420 Jericho Turnpike | Suite 208
Jericho, NY 11753
(516) 229-1168
anthony@cedarlp.com
Cedar Communities is an investment company aimed at acquiring undervalued assisting living facilities. The partners of Cedar Communities bring a wealth of knowledge aimed at maximizing value all the while providing residents with a warm, compassionate and friendly environment to call home. Our research and focus deploys capital on facilities that meet strict purchase requirements aimed at delivering the highest return for our investors. Cedar Communities' management company provides a variety of management services to assisted living facilities. Our expertise gives owners the ability to step back from the day to day while still maintaining ownership of the asset.

DMPERILLOHR

Debra Perillo
President
37 Peter Road I
Lake Ronkonkoma, NY 11779
(631) 241-3553
debra@dperillo.com
Human Resources consulting services for small businesses.

FRIEDMAN & SIMON, L.L.P.

Edward Friedman
President
390 N Broadway | Suite 210
Jericho, NY 11753
(516) 271-1480
erl@friedmansimon.com
Plaintiffs Personal Injury Law Firm.

GLOBAL COMPUTER SYSTEMS

Joe Graves
Senior Sales Executive
640 Belle Terre Road I
Port Jefferson, NY 11777
(631) 476-6500
jgraves@global-usa.com
IT consulting all phases of computer support.

HARPER MARKETING

Steve Harper
President
4400 Veterans Memorial Hwy
Suite 204
Holbrook, NY 11741
(631) 371-1287
steve@harpermarketing.com
Harper Marketing is Island's Premiere Full-Service Marketing Company.

LONG ISLAND MEDRESPONSIVE

Rajeev Rajagopal
President
200 Broadhollow Road | Suite 207
Melville, NY 11747
(631) 494-3324
rajeev@managedoutsource.com
Long Island MedResponsive offers digital marketing and technical services.

MILLER PLUMBING & HEATING INC.

Jeff Miller
President
44 Churchill Lane
Smithtown, NY 11787
(631) 864-1316
jmillerplumbing@aol.com
We specialize in commercial plumbing and fire protection.

NEW YORK BLOOD CENTER

Yadira Navarro
Business Development Manager
89-18 221 Place
Queens Village, NY 11427

(646) 385-4298
ynavarro@nybc.org
NYBC provides lifesaving blood products and services to nearly 200 hospitals in New York, New Jersey, Long Island, the Hudson Valley, and parts of Connecticut and Pennsylvania.

NEW YORK STATE MENTORING PROGRAM

Diane Urso
Program Director of Long Island
250 Veterans Memorial Highway
1A-15
Hauppauge, NY 11788
(518) 469-0452
diane.urso@ocfs.ny.gov
The New York State Mentoring Program creates supportive Mentor relationships for students at risk of dropping out of school.

PROACTIVE RISK MANAGEMENT SERVICES, INC.

Alisa Rosati
President
26 Pine Street
Lake Grove, NY 11776
(631) 804-7901
alisarosati@optonline.net
Consulting services for workers' compensation management-Work absence and supporting HR policies.

REMEDY INTELLIGENT STAFFING

Kanwal Sra
President LI & NYC
41 East Sunrise Highway
Lindenhurst, NY 11757
(631) 496-3810
kanwal.sra@remedystaff.com
Remedy Intelligent Staffing is the franchise division of EmployBridge, the largest industrial staffing company in the U.S. - At Remedy, we "get" people. Understanding people helps us recruit and select the right people. Understanding our clients enables us to find smart solutions for them, including our industry-leading expertise in on-site services, risk management, human resources, training, and employment law. This year, Remedy was recognized by ClearlyRated as Best of Staffing® for both client and talent satisfaction. Clients who work with agencies with this designation are 2.2 times more likely to be completely satisfied with their experience. By delivering intelligent solutions and a willingness to always go the extra mile, Remedy puts well over 100,000 people on assignment every week at over 7,000 client companies. Remedy attributes its success to hard work,

capable personnel, and exceptional service. Our solid reputation assures a heavy flow of applicant traffic, and our phones are ringing with calls from the area's most respected employers. Remedy provides a full range of employment solutions, including: Recruiting professional, conscientious job seekers, Pre-screening candidates to ensure the ideal match, Delivering such valuable extras as accounting, risk reduction, training, and on-site supervising services, Providing excellent customer service at competitive pricing.

SIGNATURE PREMIER PROPERTIES - SANDRA BIANCO

Sandra Bianco, CBR
Licensed Real Estate Salesperson
157 E. Main St
Huntington, NY 11743
(631) 673-3700
sbianco@signaturepremier.com
Helping buyers and sellers for 30 years.

VISITING NURSE SERVICE & HOSPICE OF SUFFOLK, INC. (VNSHS)

Debbie Stilwell, PHR, SHRM-CP
Human Resources Manager
505 Main Street
Northport, NY 11768
(631) 930-9313
dstilwell@visitingnurseservice.org
Incorporated in 1952, Visiting Nurse Service & Hospice of Suffolk is a not-for-profit home health care agency and hospice. We respond to community needs as they arise, maintaining a tradition of charitable and compassionate care in the home, as well as providing community service activities such as blood drives, bereavement support and flu clinics. Our knowledge and experience enables us to provide the best in home care to help patients cope with all of their health related needs.



HEARD AROUND THE ISLAND

APPOINTMENTS, PROMOTIONS & HONORS



RR Health Strategies (RRHS), a business specializing in healthcare consulting, is proud to announce national certification as a Women's Business Enterprise by the Women Presidents' Educational Organization - NY, a regional certifying partner of the Women's Business Enterprise National Council (WBENC). By including women-owned businesses among their suppliers, corporations and government agencies demonstrate commitment to fostering diversity and the continued development of their supplier diversity programs.



Campolo, Middleton & McCormick, a premier law firm with offices in Westbury, Ronkonkoma, and Bridgehampton, proudly announces that Senior Partner Patrick McCormick has been elected to the Executive Committee (as Secretary) of the Suffolk County Bar Association.

This election is a significant professional milestone for McCormick, who has just completed a successful two-year term as Dean of the Academy of Law, the SCBA's educational arm.



Dr. Jason Waterman, DO, FAAP has joined the staff of Long Island Select Healthcare (LISH) as a Pediatrician. He worked previously at Heritage Health and Housing, Inc. in New York, NY and Good Samaritan Hospital Medical Center in West Islip. He is available to see pediatric patients in our Central Islip location.



New York And Pittsburgh — July 15, 2019 — TriState Capital Holdings, Inc. (Nasdaq: TSC) announced that Nick Sentementes has joined the company as vice president, relationship manager of equipment finance for TriState Capital Bank. Sentementes is responsible

for new business development and market growth in the equipment leasing and financing space in New York City and the surrounding areas.



Philadelphia And Pittsburgh— July 15, 2019 — TriState Capital Holdings, Inc. (Nasdaq: TSC) announced that Ray Shilling has joined the company as vice president, relationship manager of equipment finance for TriState Capital Bank. Shilling is responsible for new business development and market growth in the equipment leasing and financing space for the eastern Pennsylvania and southern New Jersey regions.



Syosset, New York — Kaplan, Kaplan & DiTrapani, LLP has announced that Jason Lo has joined the firm as an Associate. Mr. Lo is a Certified Anti-Money Laundering Specialist with experience in the real estate, consumer lending, general corporate, fintech, securities and capital markets in the U.S. and China. At the firm, he concentrates his practice in commercial and residential real estate. He prepares lease agreements, reviews property titles and performs closings on all transactions.



Racanelli Construction Company, Inc. (Melville, NY, www.racanelliconstruction.com), a leading construction management, general contractor and design/build resource for commercial, industrial, retail, medical, pre-engineered and multi-unit residential projects, announced that Maria Franzone has joined the company as an Administrative Assistant. She will be involved in various office administration tasks in support of the company's day-to-day operations. She brings a proven track record in the construction industry administration, office management and

customer service.



Racanelli Construction Company, Inc. (Melville, NY, www.racanelliconstruction.com), a leading construction management, general contractor and design/build resource for commercial, industrial, retail, medical, pre-engineered and multi-unit residential projects,

announced the appointment of Kristine Provetto as Executive Administrative Assistant. In this role, her responsibilities will include broad marketing activities, project management support and customer service. She brings to the role experience in project management, customer service, operations and human resources.



Campolo, Middleton & McCormick, LLP, a premier law firm with offices in Westbury, Ronkonkoma, and Bridgehampton, is pleased to welcome Dermond Thomas, Esq., to the firm as Of Counsel. With years of experience advising sovereign nations and some of the most recognized companies across

the globe, Thomas brings a valuable business perspective to all matters he handles. He also brings significant municipal experience through his service on the Board of Trustees for the Incorporated Village of Valley Stream. Thomas is based in the firm's newly established Westbury office.

UPCOMING EVENTS



Pro Bono Partnership will hold its 22nd Anniversary Gala Celebration on October 16, 2019 at Cipriani 42nd Street in New York City. Enjoy cocktails at 6:30 and dinner at 7:30. The Gala celebrates the

Partnership's 22nd Anniversary of providing free legal services to nonprofit organizations in New York, New Jersey, and Connecticut. Honorees include Samir A. Gandhi, Managing Partner of the New York office of Sidley Austin LLP and the Mastercard Law, Franchise and Integrity Team. Contact our Gala office for tickets or sponsorships: (212) 254-6677 or tdoolin@inezevents.com.

OTHER NEWS & HAPPENINGS



June 12, 2019 - Plainview, NY - Hunt Corporate Services, Inc. announced that SBG Distribution has purchased the 17,000 square foot industrial building at 257 East Second Street, Mineola. David G. Hunt represented the seller, Great Neck Saw Manufacturers, Inc,

while the buyer was represented by Joicey Varughese of Schacker Realty, in the transaction. SBG provides asset recovery, data destruction, electronic recycling and parts for mobile devices. Founded in 2009, SBG has locations in Hong Kong, Vietnam, India, Dallas and in Los Angeles.



On June 7, Ed Romaine, Supervisor, Town of Brookhaven spoke about the town's latest accomplishments and where he expects the town to be heading at the LIMBA (Long Island Metro Business Action) meeting, which took place on June 7 at the Courtyard by Marriott in Ronkonkoma.



Racanelli Realty Services, Inc. (Commack, NY, www.racanelli.com), announced the completion of a financing transaction valued at \$4,000,000 the lender Assurant Real Estate, a division of Assurant Asset Management. The financing, handled by the company's Commercial Real Estate Financing Division, was for the refinancing of an 80,000 square foot industrial property located at 80 Ruland Road, Melville, NY. The loan was secured by Vice President Nicholas E. Racanelli, who heads up the company's Commercial Real Estate Financing Division.



The Molloy School of Business partnered with the Kellenberg High School Finance Club to provide students with the opportunity to become Bloomberg certified (BMC); as well as, learn about economics and finance from industry experts. On April 30, 2019, Molloy Business presented Bloomberg certificates (BMC) to the students.



Westbury, NY – Campolo, Middleton & McCormick, LLP, a premier law firm, celebrated the official grand opening of its Westbury office with a ribbon-cutting officiated by the Westbury-Carle Place Chamber of Commerce on June 26. Town of North Hempstead Councilwoman Viviana L. Russell, whose district includes CMM's office at 1025 Old Country Road, attended the ribbon-cutting and presented the firm with a Citation of Recognition and Merit on behalf of the Town.



First annual Family Service League "WALK for Wellness". Join us Saturday, Sept. 14, 2019 from 9AM (Rain or Shine!) at Belmont Lake State Park in West Babylon as we WALK to raise funds and because you care about the well-being

of tens of thousands of Long Island children and families! This 1.5 Mile or 5K family fun event brings together generous sponsors, donors, and staff to help build awareness and celebrate the many milestones FSL has accomplished in providing quality care.



Huntington, Ny (July 3, 2019) – Family Service League (FSL), a Long Island based non-profit human service organization, held its annual Summer Gala Benefit on Friday, June 7, 2019 at Bourne Mansion. This celebratory event is an important fundraiser helping thousands of Long Island children and families in need.



On June 10, during the school's annual awards event, Ms. Finkel was awarded a one-time, \$1,000 scholarship from Two Brothers Scrap Metal. This is the third year that Two Brothers has awarded this competitive scholarship to a student who

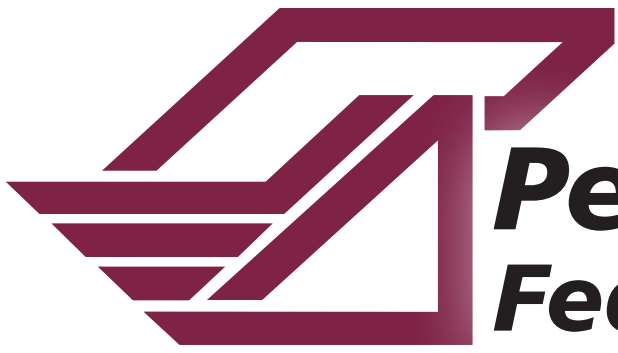
intends to study either environmental science or engineering while in college. Pictured are Mark Santiago (left), Manager, Two Brothers Scrap Metal, and Farmingdale High School student Jessica Finkel (right). For more information, call (631) 694-8188 or visit www.twobrothersscrapmetal.com.



The Art League of Long Island boasts an impressive roster of about 60 art instructors who not only teach but also "do". Many of the Art League's instructors are award-winning artists themselves whether on the local, national, or international stage. Their work is on exhibit in the Jeanie Tengelsen Gallery August 24 to September 15. An open house and public artists' reception take place August 24 from 11am to 3pm. The open house and reception are free and open to the general public.



NO ONE FIGHTS ALONE! - In 2018, Executive Chef Ryan Augusta of East Wind was diagnosed with Squamous Cell Carcinoma. After undergoing a grueling surgery and countless treatments, things were positive. But, the cancer returned and more aggressive, after another surgery, he will undergo 34 rounds of radiation/chemo. He is a loving father to 3 beautiful children, husband, a great friend and amazing co-worker. To donate, please visit: <https://www.gofundme.com/f/superman-super-human-super-ryan>.



**People's Alliance
Federal Credit Union**

We Put People First,



Even In Our Name!

Back To School Loan offered August 1 - September 30, 2019.

Qualified borrowers can receive a maximum of \$5,000 for up to two years with annual percentage rates as low as **7.99%.***

**To apply visit pafcu.org
or contact us at (631) 434-3500, option 1.**

*Annual percentage rate is the lowest rate offered to applicants with direct deposit of net pay and a checking account. Applicants who are not approved at this rate may be offered credit at a higher rate. All loan requests and rates are subject to credit approval. This offer cannot be combined with any other offer.

125 Wireless Blvd. • Hauppauge, NY 11788 • www.pafcu.org • (631) 434-3500

Brooklyn, NY • Brooklyn, NY • Jamaica, NY • Jamaica, NY • Miami, FL • Ronkonkoma, NY • Westbury, NY • Yonkers, NY
(718) 643-4506 (718) 797-2988 (718) 656-1774 (718) 206-4600 (305) 261-1255 (631) 580-3702 (516) 832-8100 (914) 963-1370
x 3037

