

LONG ISLAND'S ECONOMY STAYS STRONG



PANELISTS AT HIA-LI'S 26TH ANNUAL ECONOMIC SUMMIT DISCUSS THE RESULTS OF THE AVZ ECONOMIC SURVEY & OPINION POLL AND THE IMPACT ON LI'S ECONOMY FOR 2020 P. 22-23

HIA-LI'S CEO BRIEF PG 4

Featured interview with Gregory Galdi, CEO of Custom Computer Specialists

HIA-LI'S INDUSTRY LIST: PG 38-41

Featuring Manufacturing & Distribution Companies

HIA-LI'S HEARD AROUND THE ISLAND PG 47

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

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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.



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



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



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Explore existing and emerging strategies for containing healthcare costs.



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



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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.



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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.

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Terri Alessi-Miceli
(631) 543-5355

Robert Desmond
Industry One
Realty Corp
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BNB Bank
(631) 537-8826

Arthur Sanders
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PBI Payroll
(516) 338-5454

Dan Simon
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Manny Morales
2M Technologies, Inc.
(631) 231-3255

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Connections4Hire
(631) 696-0324

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



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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, marketing@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: MARCH 2020

HIA-LI COMMITTEE MEETINGS

TUESDAY, MARCH 10TH 8:30 AM - 10:00 AM
Environmental/Green Industries Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

WEDNESDAY, MARCH 11TH 8:30 AM - 10:00 AM
Annual Golf Outing Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

THURSDAY, MARCH 12TH 8:30 AM - 10:00 AM
Trade Show Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

FRIDAY, MARCH 13TH 8:30 AM - 10:00 AM
Sales and Marketing Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

THURSDAY, MARCH 26TH 8:30 AM - 10:00 AM
Business Development Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

FRIDAY, MARCH 27TH 8:30 AM - 10:00 AM
Mentoring Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

WEDNESDAY, APRIL 1ST 8:30 AM - 10:00 AM
Technology for Business Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

FRIDAY, APRIL 3RD 8:30 AM - 10:00 AM
Membership Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge

TUESDAY, APRIL 7TH 8:30 AM - 10:00 AM
Health & Wellness Committee Meeting
 Location: HIA-LI Headquarters – 225 Wireless Blvd Suite 101, Hauppauge



HIA-LI UPCOMING EVENTS

WEDNESDAY, MARCH 18TH, 8:00 AM - 10:00 AM
 HIA-LI's Tradable Sector & How they Impact the Long Island Economy. Hear from C-Level Executives discuss why Tradable Sectors provide a reliable and resilient path to long-term economic growth while bringing in new dollars to the region. Location: LGBT Network, 125 Kennedy Dr., Suite 100, Hauppauge, NY 11788. Tickets are Members \$50 | Non-Members \$65. To register, visit www.hia-li.org or call 631-543-5355.

TUESDAY, MARCH 24TH, 8:00 AM - 10:00 AM
 HIA-LI's Information Meeting. Join us for a morning of networking with the HIA-LI business community while learning more about the benefits of the organization. Location: HIA-LI Headquarters, 225 Wireless Boulevard, Suite 101, Hauppauge, NY 11788. This event is complimentary, but registration is required. To register, visit www.hia-li.org or call 631-543-5355.

THURSDAY, APRIL 2ND, 8:00 AM - 10:00 AM
 HIA-LI's Small Business Task Force Open Forum: Successful Companies Do This.. Work ON your business not IN your business. Hear topics including planning, growth strategy, empowering employees and mentoring. Location: Simplay, 180 Commerce Drive, Hauppauge, NY 11788. Be inspired and join us on April 2nd to hear how successful companies work ON their business, not IN their business! To register, visit www.hia-li.org or call 631-543-5355.

CALENDAR HIGHLIGHTS

SMALL BUSINESS TASK FORCE OPEN FORUM

**SUCCESSFUL COMPANIES DO THIS...
WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS**

THURSDAY, APRIL 2, 2020 | 8 AM - 10 AM
SIMPLAY, 180 COMMERCE DRIVE, HAUPPAUGE, NY 11788

MODERATOR:

REV. JOSEPH GAROFALO
OUTREACH PASTOR
ISLAND CHRISTIAN CHURCH
& HIA-LI BOARD MEMBER

HEAR TOPICS INCLUDING:

**PLANNING, GROWTH STRATEGY,
EMPOWERING EMPLOYEES,
AND MENTORING/COACHING**

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**LONG ISLAND INNOVATION PARK AT HAUPPAUGE UPDATE:
CURRENT AND FUTURE GROWTH**

FRIDAY, APRIL 24, 2020 | 8:00 AM - 10:00 AM
IBEW LOCAL 25, 370 MOTOR PKWY, HAUPPAUGE, NY 11788

OPENING REMARKS:

OVER 55,000 EMPLOYEES & 1,300 COMPANIES

1 IN 20 JOBS ON LONG ISLAND IS DEPENDENT ON THE PARK

CAN YOU DO MORE BUSINESS HERE?

MODERATOR:

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HIA-LI CEO BRIEF

GREGORY GALDI | CUSTOM COMPUTER SPECIALISTS

TELL US ABOUT HOW YOU/ YOUR COMPANY STARTED.

I founded Custom Computer Specialists in 1979, which began as a small software company in Riverhead. Our first large opportunity came when we wrote software for the Hampton Jitney to automate their transportation systems. From there we expanded to selling Apple Macintoshes and IBM PCs to China through the United Nations. This was a big time for desktop publishing and we developed systems that were used to create magazines and newspapers. Given our connection to Apple, it seemed only natural that we eventually shifted our focus to providing and supporting technology for the classroom.

WHAT WAS A TURNING POINT FOR YOU/YOUR COMPANY?

With the advent of student management systems in the early 2000's, we were perfectly positioned to be the exclusive reseller of what we believe to be the industry's premier student management system (SMS), Infinite Campus. SMSs help schools manage data, communications and scheduling. As you can imagine, this is not a task that you readily hand over to just anyone. The trust we had earned from our years of doing business with districts throughout the region is the reason we have been successful with Infinite Campus and will continue to be in the immediate future and beyond.

WHAT IS YOUR PHILOSOPHY AT CUSTOM COMPUTER SPECIALISTS?

Our philosophy is simple – to apply the latest technology and applications to generate successful outcomes for our clients. For example, in the healthcare space, connecting doctors with remote patients via video so they can “visit” from anywhere in the world, directly improves patient outcomes. Employing a unified communications strategy, to move seamlessly from one device to another enables businesses to interact with employees and clients no matter where they're located. For education, attending class via video, can be the difference between isolation and success for a home-bound student.



“Our philosophy is simple – to apply the latest technology and applications to generate successful outcomes for our clients.”

GREGORY GALDI | CUSTOM COMPUTER SPECIALISTS

TELL US ABOUT YOUR COMPANY'S PROFILE TODAY

Today we have four offices, with headquarters in Hauppauge, at a 100,000 sq.ft facility. Our other offices are located in New York City, Rhode Island and New Jersey. We have recently experienced record growth, thanks in large part to a project we are working on in NYC. This has allowed us to increase our headcount by 25% to over 400 employees. In addition to Infinite Campus, a majority of our business is focused on networking, data security, managed services and IT staffing for healthcare, education and commercial organizations. We are also the proud owners of HI-IQ, an application designed to improve patient outcomes for Interventional Radiology departments, in the US and overseas.

WHAT OPPORTUNITIES DO YOU SEE IN THE FUTURE?

I see in the future more virtual reality, more robotics and 3-D printing. Virtual reality which allows someone to transport themselves, is just beginning to prove itself invaluable in healthcare and I see that trend only getting bigger and better. Imagine, a surgeon in the United States being able to assist a surgeon half-way around the globe...the possibilities are endless. We're just in our infancy with all of this now. While everything is changing rapidly today, we should enjoy it while we can, because it will never move this slowly again.

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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 committed 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.

BARRETT, BONACCI & VAN WEELE, P.C.



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Frank C. Bonacci

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1992

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WHAT IS YOUR COMPETITIVE EDGE?

BBV offers the advantage of possessing a large and well organized library of original survey records. We

have been serving the Hauppauge Industrial Park since its inception and are a record holder of the park's original sanitary as built.

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

Today, with offices at 175A Commerce Drive in Hauppauge, BBV continues to grow providing comprehensive civil engineering and land surveying services to developers, attorneys, title insurance professionals, corporations, institutions, municipalities and individuals. Our clientele has expanded across Long Island and the tristate region. BBV continues to work on large revitalization projects that positively impact Long Island's economy with developments including New Village at Patchogue, Ronkonkoma Hub, The Wel, and Wyandanch Rising.

WHY ARE YOU PROUD TO BE IN THE LONG ISLAND INNOVATION PARK AT

HAUPPAUGE (IPH) AND SHOWCASING YOUR COMPANY?

For over 8 decades the Innovation Park at Hauppauge has been home to Barrett, Bonacci & Van Weele and our predecessor firms. We have serviced the IPH and the companies within, growing together as the park has continued to flourish. BBV is proud to be headquartered in the second largest industrial park in the country surrounded by such a vast and innovate group of organizations. As the IPH continues to develop and expand, BBV is prepared to service and meet those needs.

CONTACT

Marisa Morgillo
 Director of Marketing
 mmorgillo@bbvpc.com
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Solar program restored to the Long Island Innovation Park at Hauppauge



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

On January 31st, the Hauppauge Industrial Park celebrated the commissioning of the first solar system energized under the Hauppauge Industrial Power Project (HIPP). This system installed on the rooftop of the LI Cares building at 10 David's drive is truly special as all of the energy (350,000 kWh annually) will be shipped at discounted rates to about 50 LI Cares families suffering from food insecurity. Their savings can assist in the day to day struggles and help to ease their burdens. Congratulations to LI Cares CEO Paule Pachter, for his commitment to our Park, the HIA-LI and more importantly those he serves.

At that press conference, LIPA CEO Tom Falcone hinted of two new programs and a



commitment to bolster the community solar program. On 2/6 at the LIPA trustee meeting formal details were released both of which will help our park fulfill its renewable goals and our building owners reap the benefits of the solar decision. The programs must go through a formal approval process, however building owners will see increased activity

from solar installers that are participating in the HIPP program now that we have a viable program.

The solar industry will now work with elected officials to secure additional support from the state as well as PSEG to streamline timelines and reduce interconnection costs. Both of these initiatives will assist on the financial viability of projects. Long Island has been the state leader in solar deployment and is the reason we are meeting the aggressive renewable goals mandated by Governor Cuomo. The upstate region and NYC continue to receive incentives. Long Island deserves its share.

In April, a new invigorated HIPP task force will reconvene to discuss alternative methods to bring to the Park including building mounted wind turbines and battery storage. More to follow.--

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



Vision is the art of seeing what is invisible to others.

Jonathan Swift

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Our daily mission is to enhance the businesses and personal lives of our clients through expert advice. When you are free to "focus on what counts" business thrives.



MICHAEL SABATINI, CPA
Managing Partner
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Benefits Of Solar Energy For LI Business Owners



By Phil Flora
Director of Marketing and Business
Development
Harvest Power
pflora@harvestpower.net
631-647-3402

Operating a business on Long Island has its challenges and commercial property owners are always looking for ways to lower operating expenses, make their businesses more competitive and increase their bottom line.

The Long Island Power Authority, or LIPA along with its operating unit, PSEG-LI, have been working to meet New York State energy conservation efforts, by providing commercial property owners additional incentives to help them transition their properties to solar energy. The driving force behind these incentives is a program called Community Solar.

Here's a rundown on some of the recent announcements LIPA/PSEG-LI made that should be of interest to all business owners in Hauppauge Industrial Park.

Community Solar in New York

Community Solar is the process of installing solar at one location and allowing electric customers at multiple remote locations the ability to save money by becoming subscribers to a "solar

farm," as long as those subscribers are located somewhere within the same electric utility as where the solar system is built. This program has been available on Long Island since January 2018. In an effort to increase awareness and accessibility to solar energy, LIPA is boosting monetary incentives for Community Solar.

With the new plan, LIPA is adding to the program a community credit of five centers (\$.05) per kilowatt hour.

Furthermore, a brand-new rebate called "community adder" is being offered. This rebate is for \$200 a kilowatt for any project that is no more than 750 kilowatts.

So, for example, let's say that your project is 500 kilowatts. You can expect a \$100,000 rebate amount.

Typically, a community solar project involves the building owner leasing their roof space to a solar developer in exchange for a monetary lease payment. The solar developer then builds the solar energy project at no cost to the building owner and then handles the subscription acquisition and management in-house. The credit increase and the new rebate are expected to help make these solar energy projects easier for developers to cover financially.

In addition, PSEG will be taking over subscription

management in 2021, helping to reduce subscription acquisition and management costs, allowing developers ability to increase the lease payments to the building owners.

Solar Communities Program for Commercial Solar Power

LIPA also recently introduced a brand-new program known as Solar Communities. This program offers discounts for both moderate- and low-income individuals who pay for utility services.

Here's how the program works. The program auctions 25-megawatt contracts for solar on Long Island, with 20 megawatts of this being dedicated to moderate- and low-income customers.

In addition, the authority said it intends to grow the area's solar market to more than two times its current size. It also plans to offer over 3,000 moderate- and low-income customers energy discounts during the next several years.

How We Can Help

We at Harvest Power have helped numerous commercial clients to make the switch to solar since 2008, and we can do the same for your business this year. Contact to learn more about the Solar Communities and Community Solar programs, as well as how these programs can help your bottom line in the years ahead.



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Importance Of The Patent Search



By George Likourezos
 Partner
 Carter, DeLuca & Farrell LLP
 Intellectual Property Counsel
 631-501-5700
 glikourezos@carterdeluca.com
 www.carterdeluca.com
 576 Broad Hollow Road
 Melville, NY 11747

Technologists and thinkers can have a “eureka moment” at any time. They see a problem and instead of just “dealing” with it, they create a solution. The solution can be a new product idea or a redesign of an existing product. In other words, an invention is born. One of the next steps is for the inventor to meet with a patent attorney. As eager as the inventor may be to get a patent application prepared and filed, the patent attorney will advise that a patent search should first be performed. Here are five main reasons why it is important to perform a patent search.

1. The “Home Depot Test” is Not Realistic

It is not uncommon for an inventor to believe he was the first to think of his new product idea or improvement to an existing product. An inventor may accept anecdotal evidence that if the inventive product is not being sold by Home Depot (or any other brick-and-mortar or online store), a.k.a., the “Home Depot Test”, he is the first person who ever thought of the new product idea or improvement.

The “Home Depot Test” should not be relied upon, since a small percentage of inventions described by issued patents and pending patent applications are manufactured and commercialized. In the US, every week there are a few thousand patents issued, and

many more patent applications are filed and published. However, a sliver of the inventions described will see the light of day. Therefore, a patent search will more often than not reveal many patents and published patent applications describing similar inventions (or even the identical invention) as the inventor’s invention.

2. Time and Cost Savings

The patent search is much more inexpensive than preparing and filing a patent application, and prosecuting the same in the US Patent and Trademark Office (USPTO) and if desired, in foreign patent offices. Therefore, it is better to find out early on from your patent attorney that the patent search revealed one or more similar or identical inventions, than learning the same information from a USPTO examiner 2-4 years later after having spent time and money preparing and prosecuting a patent application (and possibly having spent money manufacturing a product that is not patentable).

3. Analysis of the Patent Search Results

The information gleaned from a patent attorney’s analysis of the patent search results can provide guidance to the inventor for improving or redesigning his invention. In particular, if a patent is identified during the patent search that describes a similar or identical invention, the inventor can improve or redesign his invention in a manner that is nonobvious over the prior inventions. That is, the further improvement or redesign of the original invention may be patentable over the identified patent(s), even though the original invention may not be patentable.

4. Gauge the Scope of Eventual Patent Claims

The patent search results also enable a patent attorney to gauge how broad the inventor’s patent claims are likely to be. The broader the patent claims, the more likelihood the patent will be found to cover a competing

product that was designed to thwart the patent claims. Conversely, the narrower the patent claims, the less likelihood the patent can be used to stop a competitor or enter into a licensing agreement with the competitor. Therefore, if the latter, the inventor may decide to forego the preparation and filing of a patent application, and think of investing his resources in another invention where broader claims are more likely possible.

5. Think of Additional Inventive Features

If the patent search results indicate there are many patents and pending patent applications covering the overall inventive product idea or improvement, an inventor may be able to steer the patent prosecution process to his advantage if he thinks of additional inventive features regarding his invention. That is, if the patent search indicates the inventive product is known, the inventor can think of additional inventive features in order to increase the likelihood of being granted a patent. These additional inventive features can be included in the patent application before it is filed.

It is evident from the above five reasons that it is important to conduct a patent search, and especially by a patent attorney who can analyze the search results and provide guidance to the inventor, before deciding whether to prepare and file a patent application.

George Likourezos is a patent attorney and a partner at Carter, DeLuca & Farrell LLP. He represents inventors, startups, mid-size businesses, and Fortune 100 companies in developing strategic patent portfolios to protect their innovations and technologies in the US and worldwide. He also helps companies protect their logos, trademarks and brands. George can be reached at glikourezos@carterdeluca.com or at 631-501-5706 for a free consultation.



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New York's Coordinated Response To Senior Hunger Delivers Results



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

Ever since Long Island Cares, Inc. convened a meeting with a bipartisan group of our state legislators to express concerns regarding the loss of government funding for the federal Community Supplemental Food Program in our region that, could potentially impact thousands of seniors in need of nutritious emergency food, New York State has been addressing the issue. Our state legislative delegation in a bipartisan effort contacted both Governor Cuomo's office and State Health Commissioner Howard Zucker to advocate on behalf of our seniors, and to explore ways in which seniors struggling with food insecurity would be able to access needed foods.

As reported in Newsday's article, Food Program at Risk for LI Seniors on 2/4/20 and their editorial, End threat to food program on 2/10/20, the State Department of Health issued emergency contracts to support two organizations, New York Common Pantry and Long Island Cares-



The Harry Chapin Regional Food Bank to deliver food to seniors at nearly 40 locations in Nassau and Suffolk Counties that were previously served by Catholic Charities. In addition, the State Health Department convened a group of local stakeholder organizations including, NYS Department of Aging, Island Harvest Food Bank, New York Common Pantry and Long Island Cares to coordinate food distributions for seniors during the emergency contract period of January 21 – March 31. It is possible that additional organizations that serve seniors in need of food might be added to the group that, participates in daily conference calls with Health Department staff to monitor progress, identify any potential obstacles, and discusses plans for

future distributions to programs that previously were supported by the commodities program. To date, Long Island Cares' S.O.S. Supporting Our Seniors Program has delivered food to more than 750 seniors in need throughout Nassau and Suffolk Counties.

At the same time, Health Department officials, the Governor's Office and our state legislators are exploring options to continue to provide emergency food beyond March 31, perhaps by including additional funding in the state's 2020 budget that would result in a more permanent and perhaps long-term response to the needs of seniors on Long Island. Since December of 2019, most of the 40 program locations have been contacted directly by Long Island Cares, and hundreds of seniors have been advocating on their own behalf, and food has been delivered to many of the identified locations in need. The immediate response of our state legislators, the proactive response of the state Health Department, the concern and involvement of the Governor's Office, organizations willing to coordinate their efforts, the media helping to illustrate the importance of these services, and the generous support of the corporate community and general public has clearly enabled New York State to avoid a potential crisis, and continue to provide hope to our seniors in need of additional assistance.




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Chairman's Remarks at 42nd Annual HIA-LI Legislative Breakfast

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

On January 17, 2020, HIA-LI Board Chairman Joe Campolo moderated the 42nd HIA-LI Annual Meeting and Legislative Breakfast featuring U.S. Congressman Lee Zeldin, NYS Senator John Flanagan, NYS Assemblyman Mike Fitzpatrick, Suffolk County Executive Steve Bellone, Town of Smithtown Supervisor Ed Wehrheim, and Islip Economic Development Executive Director Bill Mannix. Joe delivered the following remarks.

I'd like to welcome everyone to our Annual Meeting and Legislative Breakfast. As Chairman of the HIA-LI Board of Directors, I'm honored to join you as the moderator for this event as we embark on a new year for Long Island business and for the continued prosperity of our region.

2019 was a wildly successful year for the HIA-LI. Building on our success in uncovering the numbers and facts that we learned through our Economic Impact Study about what was then known as the Hauppauge Industrial Park, we took a giant leap forward. Based on the success of that initiative, the Suffolk County IDA funded an opportunity analysis to take a deeper look at the Park.



The conclusions were staggering – in addition to verifying the prior economic analysis, this report also found that the Park has the largest concentration of tradable businesses not only on Long Island, but also is a full 20% above the national average for tradable business clusters. Tradable industry is critical to a healthy economic ecosystem. The Park truly earned its new name and new brand – the Long Island Innovation Park at Hauppauge.

We now know how critical to Long Island it is to maintain and grow this high percentage of tradable business in the Park, for to lose them would be catastrophic. Unlike non-tradable businesses, tradable businesses are our only way to attract and keep the recent grads of our own educational organizations, who are all too often lured away by the glitz of NYC or Silicon Valley. This is the key, as these jobs will pay them adequate wages so they can buy our homes, afford the taxes and enjoy the higher-end amenities Long Island is known for.

And speaking of taxes, we also learned the astronomical amount of taxes that the businesses located in the Park generate on a federal, state, and local level. In the

past, being that we never quantified those numbers, we didn't have them to use when we engaged with our elected officials for resources and support. As a result, HIA-LI was relegated to the kiddie table while the adults shaped Long Island. Everyone, I believe, now knows that it was a huge mistake to leave so many business owners out of the discussion.

All of that changes now. HIA-LI has earned and will not accept anything less than a seat at the grown-ups table and will not accept being left out of critical discussions anymore. Armed with all our data, we are now able to have more intelligent conversations with our elected officials on a dollars-and-cents basis and are able to help educate them on the need to support this Park.

Luckily, our current elected officials understand this and have welcomed the new HIA-LI with open arms. We've had productive and meaningful conversations with the County about economic development and sewers, with the Town of Smithtown about signs and overlay districts, and with the state about a workforce development center.

To my friends on the dais, I say thank you, and I say our work has just begun. HIA-LI will continue to relentlessly pursue improvements to the Park that will help foster and grow our beloved Long Island business, and we look forward to working with you all on these initiatives.

In addition to these efforts, our Small Business Task Force, headed by Rita DiStefano, and our Solar Initiative, headed by Scott Maskin, took enormous strides in 2019. HIA-LI also launched our Gold Member initiative, and I look forward to the growth of that program this year as well.

I am proud to report that HIA-LI is poised for another successful year. Thank you.

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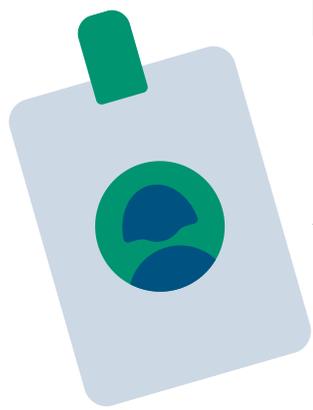
PLEASE CALL THE HIA-LI OFFICE AT 631-543-5355

Fast Facts: Long Island Manufacturing

Manufacturing is a significant industry on LI with high wages and strong expected growth through 2026.



Source: Department of Labor Significant Industries Report, Long Island 2019



In the 3rd quarter of 2019, 8.2% of Long Island employees were working in the manufacturing industry.

Source: DemographicsNow: Major Industry Summary Report, Long Island

Pharmaceutical companies dominate this growth on Long Island. Between 2011 and 2018, pharmaceutical manufacturing saw a 20% growth in employment.



Source: LIREDC: State of the Region: LI Breaking Down Barriers 2019 Progress Report

Compiled by the business librarians at



Through a unique partnership with the Miller Business Center, HIA-LI members receive access to extensive and specialized business resources as well as personalized business research and reference assistance. For more information, please contact Terri Jimenez at tjimenez@hia-li.org.

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CEO Forum Featuring Teresa Ferraro, President, East/West Industries, Inc.



On March 4TH, the HIA-LI hosted a CEO Forum featuring Teresa Ferraro, President of East/West Industries, a family-owned aerospace company located in Ronkonkoma. Led by moderator Joe Campolo, HIA-LI Board Chairman and Managing Partner, Campolo, Middleton & McCormick LLP, Ferraro shared insight on your personal journey as well as the company's origins, which began in 1968. Topics that were discussed included company culture, technological changes in the industry, and the company's vision for the future. Special thank you our sponsors, which included Gold Sponsor – People's Alliance Federal Credit Union, catering sponsor – Sexy Salad, venue sponsor – Campolo, Middleton & McCormick LLP, and program sponsor – Ruskin Moscou Faltischek, P.C.

Join us at our next CEO panel event on Wednesday, March 18TH entitled, **Tradable Sectors and How They Impact the Long Island Economy**. During the program, hear from top CEOs and Executives discuss how their industries bring new dollars to the region and the affect on LI's economic growth. To register, visit www.HIA-LI.org or call (631) 543-5355.

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HIA-LI Health & Wellness Committee



With much discussion about the coronavirus circulating the news, the HIA-LI Health & Wellness committee hosted a panel discussion about this critical topic at its March committee meeting. The panel included John Bauer, Office Managing Shareholder, Littler Mendelson, P.C., Jeff Schlossberg, Attorney at Law, Jackson Lewis P.C., and Dr. Ronni L. Sollazzo, Practitioner with Partners in Primary Care, Stony Brook Medical. HIA-LI members heard the panelists share information and advice on how the coronavirus spreads, who is most at risk, employees traveling internationally, planning ahead, precautions in the workplace, and seeking information from the Center for Disease Control (CDC) website about important updates.

This year, the Health and Wellness Committee launched a re-branding with the mission to be the health and wellness resource for the HIA-LI by delivering information and solutions related to current issues that impact workplace productivity. The intent is for information to be disseminated by the attendees and our HIA-LI representative, providing highlights of the meeting and a list of resources that were identified in order for all HIA-LI members to learn more about specific areas of health and wellness.

Join us for the next Health & Wellness committee meeting on Tuesday, April 7th, 8:30 - 10 a.m., at the HIA-LI headquarters. To register, visit www.HIA-LI.org or call (631) 543-5355.

HIA-LI Sales & Marketing Committee



In preparation for Valentines Day the Sales & Marketing Committee kicked off the meeting with some Business Speed Dating (networking). Following that exercise, Nieesha Williams, CEO and Director of Sales & Marketing from TNT United Services, Inc presented. Tips On How To Obtain The Coveted 5 Star Rating On GOOGLE.

Don't miss the next Sales & Marketing Committee Meeting on March 13th. For more details visit www.HIA-LI.org or call (631) 543-5355.



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EXECUTIVE BREAKFAST: 8:00 AM - 10:00 AM

MARTY LYON SPEAKS ABOUT HOW TEAMWORK HELPED THE NY JETS AND HIS DREAM OF CREATING THE MARTY LYONS FOUNDATION. LESSONS THAT WORK ON AND OFF THE FIELD AND IN RUNNING A SUCCESSFUL BUSINESS



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MODERATOR:



MITCH PALLY
CEO
LONG ISLAND BUILDERS INSTITUTE

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HIA-LI'S 26TH ANNUAL ECONOMIC SUMMIT

Surveying The Future of Long Island Business



By Claude Solnik
516-404-2960
claudesolnik@gmail.com

Claude Solnik is an award-winning business writer whose work has appeared in many Long Island and New York City publications. Mr. Solnik also writes for companies and nonprofits, providing a wide range of content.

Long Island's economy remained strong amid low unemployment as a majority of local companies grew their revenue and nearly half added to their workforce in 2019. Confidence in the economy remains high, but has dipped from all-time highs the prior year.

Those are just a few findings that Albrecht, Viggiano, Zureck & Co. Managing Partner Bob Quarte, an HIA-LI board member, presented as he unveiled the firm's annual Long Island Economic Survey and Opinion Poll.

Quarte spoke at the HIA-LI's 26th annual economic summit, where he presented the survey, done from October to November, and a panel discussed trends, giving a crowd of at least 300 a perspective on what HIA-LI President Terri Alessi-Micelli called "the pulse" of the Long Island economy.

Alessi-Micelli said the HIA-LI has partnered with AVZ on this survey for 26 years, noting the Innovation Park at Hauppauge itself is boosting optimism as the region experiences a robust economy.

"The opportunity analysis has told us that \$14 billion in economic output comes out of that innovation park," Alessi-Micelli said of the

park, whose businesses employ about 50,00 employees. "One in 20 jobs on Long Island depends on that innovation park."

The survey painted a fairly rosy picture for Long Island, where 69 percent of respondents said their business grew revenue in 2019 with only 7 percent seeing revenue drop and 24 percent keeping revenue flat. Meanwhile, 64 percent projected revenues would rise in 2020.

Quarte said 46 percent of respondents added to their workforce in 2019. "This statistic has for the most part been steadily trending up for the last five years," he said. The percent that decreased headcount, however, rose from 11 percent to 13 percent.

Amid a strong job market and low unemployment, 43 percent of firms said they had no problem finding skilled workers. "Most respondents can find qualified employees, but those with vacant positions are finding it difficult to secure qualified laborers," Quarte added.

Rich Humann, CEO of Melville-based H2M, Rich Humann, said his company is approaching 500 employees, including about 375 on Long Island.

"We have been growing significantly over the last five years or so. Last year we hired an excess of 100 employees companywide," Humann said. "When you're looking to grow, recruitment and retention has to be a priority of your organization. It's clearly a priority for our organization."

Humann said the firm has made acquisitions, but "for the most part is growing organically," providing benefits to employees and re-investing in the organization.

Low interest rates and plentiful funds for investment and expansion, letting companies grow.

"There's a decent supply of money in the market," said Bob Quarte at Tritec Real Estate Co., said. "The market. We haven't had tremendous volatility. I think provides room for growth."

Debt, however, has been growing. "The debt to GDP ratio is like a Damocles hanging over the economy," Alessi-Micelli said. "The debt has grown to \$250 trillion debt in the U.S. alone. That's a lot of debt, driven by corporate and government."

"Our debt level globally is pretty high. It's a concern that the federal government continues to grow the economy."

John Nader, president of Farmingdale-based Nader & Sons, said a portion of defaulted student debt is being forgiven, including students who did not graduate. "It could be a tool to pay for education, but it's not a silver bullet."

"We need to talk sensibly about debt. It can be used in some ways like a drug. It can be used for constructive purposes or it can be used for destructive consequences."

BNB Bank CEO Kevin O'Connell said banks need to be careful in terms of lending, seeking to be prudent. "We're not lending on hope," he said.

Some companies are giving compensation increases. "We're seeing a rush to hike salaries substantially."



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y, according to the survey.

Seventy-five percent of companies kept salaries flat or provided raises up to 4 percent. Meanwhile, 20 percent raised salaries by 5 to 9 percent and 3 percent provided raises of 10-14 percent. Only 2 percent cut salaries.

Amid a strong economy, 86 percent of businesses raised prices over the past year, impacted by cost of goods and taxes, while 14 percent of companies cut prices, up from 5 percent.

Confidence in the national economy dipped to 7.2 in 2019, still among the highest recorded, from 7.5 in 2018. And confidence in the Long Island economy in 2019 dipped to 6.8, also among the highest since the survey started in 1995, but down from the all-time high of 7.2 in 2018.

"Our respondents were feeling a little less optimistic this year than last year," Quarte said. "Confidence in our Long Island economy has decreased slightly."

Timing of survey, done from October to November, may explain part of that, amid concerns over impeachment, a China trade war and impending presidential elections.

"Healthcare is the industry with the greatest growth potential," Quarte added. "Healthcare systems are one of Long Island's largest employers and we are facing an aging population."

Janine Logan, senior director in charge of communications and population health for the Nassau-Suffolk Hospital Council, talked about forces driving growth. "I think you should follow the demographics," she said. "I think about 18 percent of the population on Long Island is 65 and older."

The health of the economy, however, could face problems at some point: The Coronavirus has shaken economies and other things could be in the offing.

"Something's going to happen," Coughlan said. "Nobody can predict which pipe's going to burst first. When a pipe bursts and we need to deal with it at the federal level, our tools are restricted right now."

At least now, many companies are planning to expand: 43 percent of firms plan to grow their headcount in 2020, down slightly from 46 percent who projected growth the prior year. And 7 percent plan to reduce headcount, up from 3 percent in the prior survey.

Meanwhile, 64 percent of those surveyed forecasted increases in revenue. "Business owners by and large are optimistic," O'Connor said. "We always have bumps, but we seem to get through them."

Special thank you to all the sponsors of the HIA-LI's 26th Annual Economic Summit. This year's sponsors included: Gold Sponsors – People's Alliance Federal Credit Union and PSEG Long Island; Silver Sponsor – BNB Bank; Bronze Sponsor – h2m architects & engineers; and additional valued sponsors – Astoria Communications, AVZ, Gina Motisi Photography, LongIslandBusiness.com, LongIsland.com, Long Island Press, Mark Grossman Public Relations, Stony Brook University, and Tritec.

Join us at HIA-LI's Tradable Sectors and How They Impact the Long Island Economy on Wednesday, March 18, 2020, 8-10 AM, at LGBT Network, 125 Kennedy Drive, Suite 100, Hauppauge, NY 11788. Hear about how tradable sectors bring new dollars into the region, and how they provide a reliable and resilient path to long-term economic growth. To register, visit www.HIA-LI.org or call (631) 543-5355.



Photos courtesy of Gina Motisi Photography



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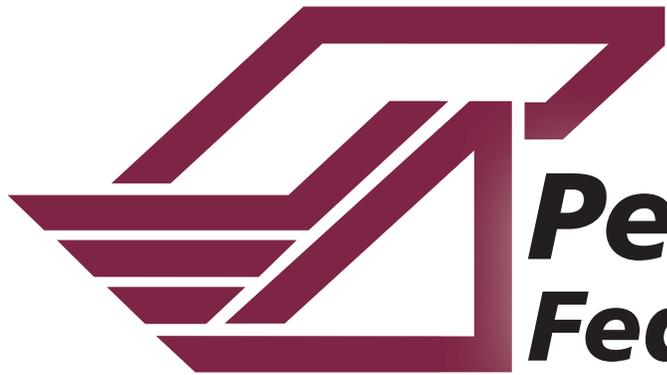
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Search Engine Visibility is Vital for your Business

Increasing the search engine visibility of your online business is vital to retaining and gaining market share against your competitors.



By Frank Corrao
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It is a simple axiom: a website that is not visible to search engines is like a brick and mortar without windows, signage, and a door. An online business can have the most attractive, information/product packed pages, great values, etc. yet have few 'takers' without a digital marketing discipline, Search Engine Optimization (SEO). Why?

That's because the primary source for web clients and customers is via the Search Engine Results Pages (SERPs). These pages represent the online businesses, etc. that are posted in response to consumers, including businesses, entering a search term for exactly what they are looking for. Currently, over 80% of buyers use search results to find the product they are looking for- and less than 5% go past the first page of results. Proper Search Engine

Optimization targets a web store's keywords- words that apply to a specific business and match them with terms currently in use by consumers to locate those goods and services and, if its done correctly over time, on the first page of search results.

This is a simplistic explanation but ensuring that your website is 'well-optimized' in accordance with the latest industry best practices enables your website to be 'found' or to become 'visible' to consumers/prospects/new business/clients. The internet grows exponentially- hundreds of thousands of new websites are launched daily. That means your competition increases every day, potentially from every corner of the

globe. Increased search engine visibility from continuous SEO measures called 'initiatives' are the primary means for every online business to retain and gain market share, regardless of their size. As time marches on, the web continues to become the mecca for shopping and click through rate is king. And to make matters even more interesting, Google and other search engines actually weigh CTR (click through rate), when determining a company's results ranking. Meaningful SERP is not only a luxury, but a necessity for survival in today's marketplace.

To summarize: search engine visibility is a necessity for every web business - not only to survive but to thrive. A customized, continuous Search Engine Optimization (SEO) marketing campaign is the vehicle that connects the web business and the potential customers specifically seeking your goods and/or services. Google, et all, judge you by it, continuing the evolution of today's consumers. Sadly this evolution will continue to transform the American shopping landscape and potentially leave behind some truly iconic brands.

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HIA-LI New Member Breakfast



Welcome New Members! The HIA-LI hosted its first new member breakfast of this year at Teachers Federal Credit Union on February 26, 2020. The well-attended event consisted of both new and current members of the HIA-LI. During the program, members heard about new HIA-LI member benefits, upcoming programming, and ways to maximize their membership. Special thank you to our Gold Sponsor People's Alliance Federal Credit Union and catering sponsor IHOP of Hauppauge.

Do you want to learn more about your HIA-LI member benefits? If so, join us for HIA-LI's Information Meeting on Tuesday, March 24th from 8-10 a.m. at Campolo, Middleton & McCormick LLP – 4175 Veteran Memorial Highway, 3rd Floor, Ronkonkoma. This event is complimentary to members, but registration is required. To register visit, [www. HIA-LI.org](http://www.HIA-LI.org) or call (631) 543-5355.

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NYS Employers Must Update Their Sexual Harassment Policies in 2020



By Christine Malafi, Esq.
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(631) 738-9100
cmalafi@cmmlp.com
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Employers in New York State, take note: now that 2020 is here, you must update your sexual harassment policies, notices, and training – even if you just did so last year.

New York State laws addressing sexual harassment in the workplace have been evolving since 2018, when the worldwide #MeToo movement prompted lawmakers to make changes. In August 2019, Governor Cuomo signed further reforms which will soon come into effect. In particular, (1) the definition of sexual harassment has been expanded, resulting in more types of behavior qualifying as sexual harassment, and (2) the statute of limitations to file a sexual harassment complaint with the NYS Division of Human Rights has been increased. These amendments will likely create a more employee-friendly ruling climate, and employers should ensure that their policies are updated and that their employees are trained



on the changes.

Here, a deeper look:

Sexual harassment definition: Previously, those claiming workplace harassment under New York State law were required to show that the harassment to which they were subjected was “severe or pervasive” to sustain their claim or legal action. The new laws lower the burden of proof by removing the phrase “severe or pervasive” from the legal standard, making “sporadic”

sexual harassment sufficient to support a claim. Further, even if the employee fails to report the harassment or follow their employer’s internal policies and procedures, the new laws state that the employee may still be eligible to file for a sexual harassment lawsuit. Given these lowered standards, employers should address all forms of workplace harassment to avoid potential liability. These new laws are effective as of February 8, 2020.

Statute of limitations: As of August 12, 2020, the statute of limitations for filing a sexual harassment complaint with the NYS Division of Human Rights will be extended. Currently, the filing period is one year, and in August it will raise to three years.

These latest expansions prove how seriously New York State is taking the issue of sexual harassment, and all employers should take this opportunity to review and update their training procedures, notices, and policies. If you have any questions or concerns regarding these changes to New York State law, please contact our office.

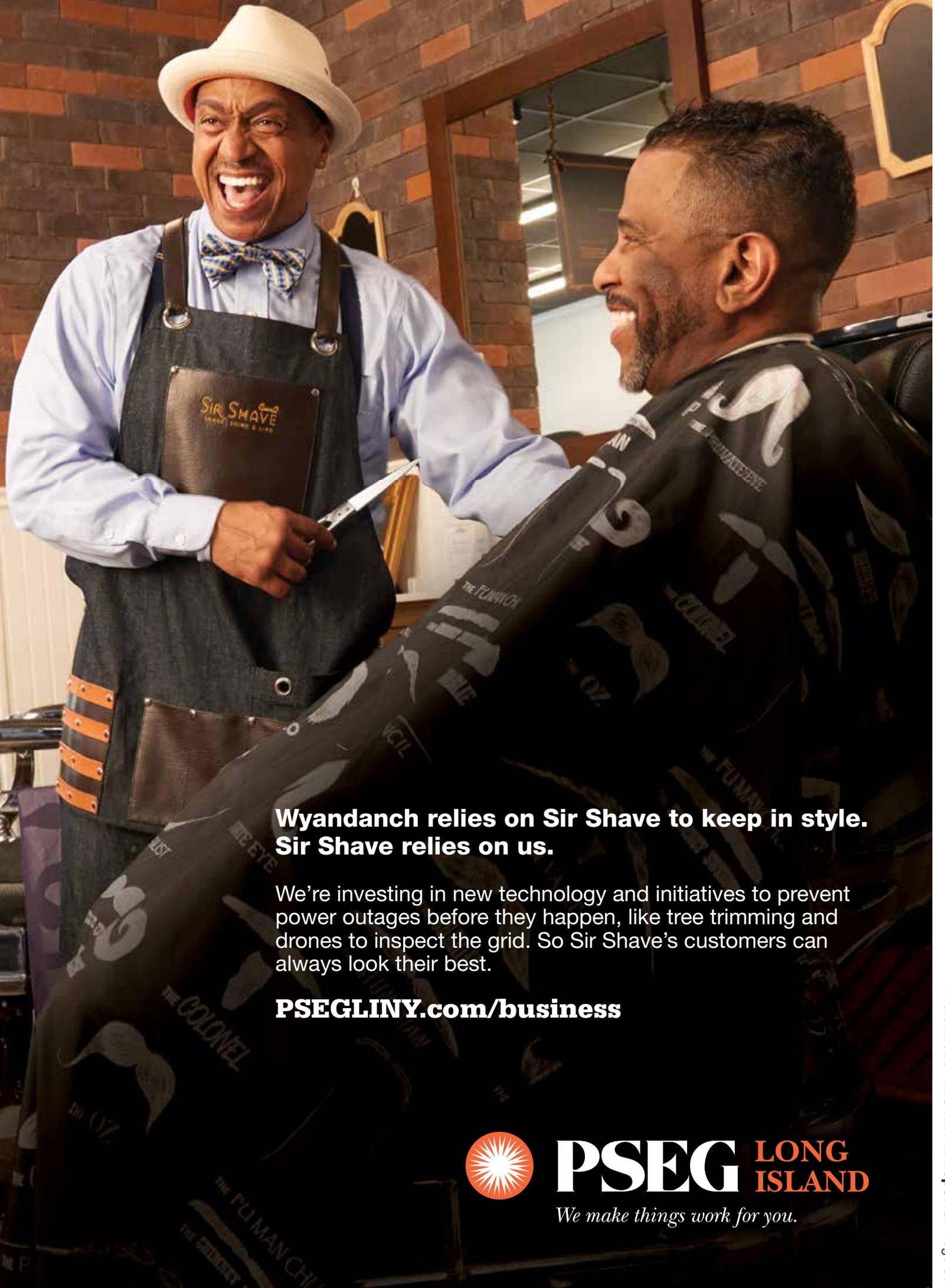
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April 20, 2020
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April 24, 2020
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April 29, 2020
New Member Breakfast

MAY

May 14, 2020
Networking in Style: Pre-Trade Show
Networking Event
May 28, 2020
HIA-LI 32nd Annual Business Trade Show

JUNE

June 4, 2020
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June 12, 2020
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June 16, 2020
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JULY

July 20, 2020
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SEPTEMBER

September 11, 2020
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September 29, 2020
HIA-LI's 26th Annual Business Achievement
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OCTOBER

October 1, 2020
CEO Forum Featuring: Pat Dolan, Newsday
October 7, 2020
Transformational Leadership
October 16, 2020
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NOVEMBER

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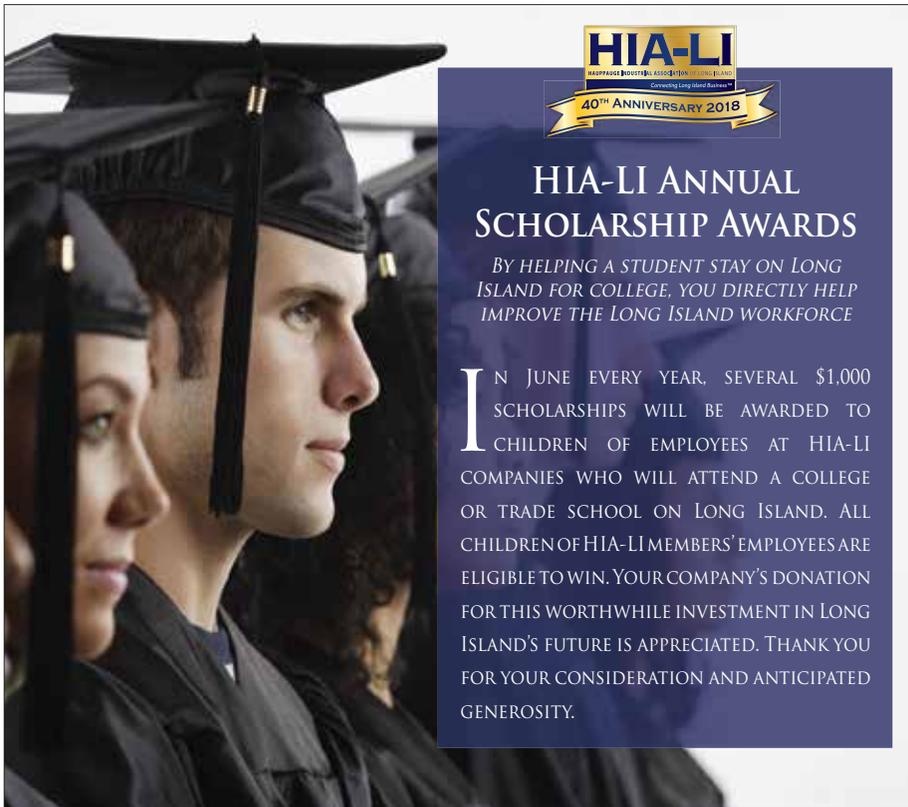
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Melville, NY 11747
Direct: 516-629-3277
Toll Free: 1-800-932-7761
E: mark.simon@didit.com
www.didit.com

Didit is a full-service marketing company built to reach today's audience, across modern media channels, within real-world budgets. Our "Big-tique" approach delivers "big agency" resources, and reach with the flexible, personal touch of a boutique firm. Our in-house services range from paid advertising to earned media marketing. Didit aligns every dollar of your media investment with your most profitable gains. We deliver immersive, omni-channel marketing that boosts your brand, builds your business, without breaking your budget.

In real life, big agencies are busy chasing big-name clients with big-time budgets to earn big-shot awards. At Didit, we focus on SMBs, where we can have a material impact on the success of their business. As one of the original digital

agencies, we have worked with clients both large and small — but to us, every client is a Fortune 50.

Didit is where modern businesses and brands, achieve their growth objectives. Because today, you can't just market. You have to Market for Today.



TOTALogistix, Inc
Tom McCracken
Client Development Executive
Office -516-873-8861
Tmccracken@totalogistix.com
www.totalogistix.com

Does Your Supply Chain Give You A Competitive Edge?

Your company has experienced success. You are clearly doing many things right. But with success comes complexity, greater responsibility, new challenges. Logistics is increasingly recognized as a vital arena of competition, a top-three cost for most companies, a place where your firm can gain — or lose — an edge. With that in mind, we have created a company that specializes in supply chain improvement. Our solutions reduce costs and improve the process. We can turn logistics operations from a headache into a strategic advantage. Welcome to TOTALogistix. 30 years ago, we cut our teeth helping companies improve their transportation, by bringing together a team of professionals from both major carriers and shippers. We have saved our clients tens of millions of dollars by reducing the cost to move their goods to market.

For all of our emphasis on technology, we understand that interpersonal relationships, trust, and accountability, are at the heart of every successful business relationship. Providing accountability and engendering that trust is what we are all about as a company. We focus on nurturing long-term partnerships, and we're proud to say we still work with our very first client, from 30 years ago.

As Stanford University professor Hau Lee put it, "The battle for market supremacy will not be between enterprises, but between supply chains." This is a battle we can help you win.

TOTALogistix gives you: Savings in transportation | Optimal inventory management | Streamlined processes | Customized automation tools | Unprecedented visibility | An industry-leading partner

Contact: Tom McCracken — 516-873-8861 or Tmccracken@totalogistix.com



Hill of the Lord Ministries, Inc.
Dr. S Samuel A. Appiah
Senior Pastor
150 Motor Parkway Suite LL100,
Hauppauge, NY 11788
(631) 617-6267
samappiah2001@yahoo.com
www.hillofthelord.org

Hill of the Lord Ministries is a non-for-profit 501 (C) (3) organization, operating as a Non-denominational church, whose aim is to impact the world by touching one person at a time. We perform a set of unique offerings and

activities, which fit together to create value for our stakeholder and transcend from the local community to the nations.

Our main goal is to educate people with the Word of God in the spirit of excellence, simplicity and integrity in our community, nation, and ultimately the world. We also want to serve and reach out the disadvantaged and the broken with the utmost level of respect, dignity, and dedication. Our optimal objective is to promote personal development, inspire, mentor and support current and future leaders, who aspire to participate or grow in the religious as well as secular sphere. Furthermore, our motto is to "shape people, change destinies, and influence society". We strongly believe that touching people's lives can impact families, consequently making a tangible impact on communities and eventually the nation.

At Hill of the Lord Ministries, we see value in everyone. We strive on our strength of culture, ethnic diversity, and teamwork to be a catalyst for positive change, and since our beginnings, we've been driven by these ideas: support, empowerment, and progress.



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195 Smithtown Blvd.
Suite 204D
Nesconset, NY 11767
(631) 406-7211
(866) MBITION (624-8466)
www.ambitionfundingsolutions.com
info@ambtionfundingsolutions.com

Ambition Funding Solutions is a provider of commercial finance consulting services for businesses in any industry and any size. We work with start-ups to well established companies. Our care and commitment to understanding our client's business and challenges and to help them secure the most beneficial financing solution to fit their objectives sets us apart from other lending providers. We engage in a solutions-oriented consultative approach throughout and after the funding process. With a wide portfolio of financing options available, we can address the most challenging of business funding needs. Our commercial real estate lending programs, to name a few, include conventional loans, bridge/hard money loans, fix and flip financing and new construction financing. We can get you access to working capital through unsecured lines of credit, asset-based loans, and various options of cash advances. Need heavy machinery or other specialized equipment? We offer various programs including conventional leasing and purchasing, sale and lease-back, and strong credit along with B/C/D credit rating programs. We have SBA backed lending products for business acquisitions and franchises, as well as for commercial real estate purchases and working capital. We work with clients with great credit to difficult financial situations and can move very quickly to meet your financing needs. Contact us when you have a funding situation that you need help with. We offer no cost consultations and pre-qualifications and will partner with you to supporting your business.

To submit a New Member Profile
contact Marketing@hia-li.org or
call (631) 543-5355

HEARD AROUND THE ISLAND

APPOINTMENTS, PROMOTIONS & HONORS



Cerini & Associates, LLP is pleased to announce multiple promotions within its Nonprofit and Education practice areas. Mahnaz Cavalluzzi, CPA and Albert Borghese, CPA have been promoted

from Supervisor to Manager, and Adam Brigandi, CPA, MBA from Staff to Senior Accountant. We applaud these Cerini team members for their outstanding achievements.



Cerini & Associates, LLP, a full-service accounting firm serving businesses, nonprofits, school districts, and education providers, is

pleased to announce Lula Lukaszewicz, Senior Marketer, as a recipient of the 2020 LIBN's 40 under 40 Award. With over 8 years of success with the Long Island Imagine Awards, she has been instrumental in spearheading the expansion of the Awards to NYC.



Contemporary Computer Services Inc (CCSI), is excited to announce that CRN®, a brand of The Channel Company has named CCSI to its 2020 Managed Service Provider (MSP) 500 list in the Security 100 category. This popular list identifies North American solution providers that deliver operational efficiencies, IT system improvements, and a higher rate of return on investments for their customers. These accomplished MSPs work tirelessly to guide their customers and create solutions for complex

IT issues.



Melville, NY, February 6, 2020 — Partner John Giordano of **Citrin Cooperman** has been selected by the Long Island Business News as a recipient of the 40 Under 40 award which celebrates Long Island's future leaders. John P. Giordano, an audit and accounting Partner and Co-Leader of the

firm's Manufacturing and Distribution Practice. He has more than 15 years of experience providing accounting and assurance services formiddle market businesses and their owners. His clients span the manufacturing and distribution, construction, property management, retail and wholesale industries.



Craig H. Handler, Karen A. Hoeg and Bernadette E. Tuthill were elevated to Partner at **Twomey Latham, Shea, Kelley, Dubin & Quartararo, LLP**. Mr. Handler concentrates his practice in construction, business and corporate law, civil litigation, insurance, technology and real estate. Ms. Hoeg concentrates in real estate, land use and zoning, and environmental law. Ms. Tuthill concentrates in wills, trusts and estates, elder law, taxation of trusts and estates, and business and corporate law.



Farrell Fritz is pleased to announce that Joanna Hazelton has recently been appointed to the Executive Council of the Crohn's & Colitis Foundation of America, Long Island Chapter. Founded in 1967, the Crohn's & Colitis Foundation of America is dedicated to finding cures for Crohn's disease and ulcerative colitis, and improving the quality of life of children and adults affected by these diseases.

Joanna, a Westbury, NY, resident, is a corporate associate in the firm's Uniondale office. She received her J.D. and her B.A. from Hofstra University.

UPCOMING EVENTS



The 8th Annual L.I. Imagine Awards, a gala event recognizing Long Island's most effective nonprofits, has chosen 20

nonprofit finalists in five categories to receive a free promotional video and a chance to win \$5,000. Winners will be announced live on April 28, 2020, 6-9:30 pm at the Crest Hollow Country Club. Tickets and sponsorships are available here: www.imagineawardsli.com



Are you just beginning to code or want to start, but are afraid it will be too challenging? Well, we encourage you to get out there and dive right in because "YOU Can Code!" In this workshop, students will use Blockly, a drag and drop language to interface with the memory of the computer. Join the TechGirLz- "You can Code Session"

on April 29th from 6 pm to 10 pm at **CCSI Solution Center**, 200 Knickerbocker Ave, Bohemia NY. To learn more visit <https://www.techgirLz.org/techshop/you-can-code-6/>



This one day Cybersecurity Conference will be hosted at Microsoft Technology Center located in Time Square on May 19th from 9 am to 4 pm. This conference will take a look at past cybersecurity risks and events with 2020 vision as well as what to expect and prepare for in 2020. The conference will spend time on past

breaches and how they could be prevented. The second half will be training for the future and what to expect. For more information visit <https://www.ccsinet.com/cybersecurity-2020-vision/>.



The Stony Brook Small Business Development Center will be hosting an event titled, "BRANDING & MARKETING -For the Newly Established Small Business" on Thursday, March 26, 2020 from 9:00 AM to 11:00 AM at the Stony Brook Small Business Development Center.

While our events are FREE and open to the public, registration is required.



Join us on March 25th from 7pm to 8 pm for the next edition of Cocktails & Chromosomes, featuring **CSHL** cancer biologist, Lingbo Zhang, Ph.D at Six Harbors Brewing Company in Huntington. Stem cells give rise to all of our different cells, including neurons in our brains, epithelial cells in our skin, and the blood cells that carry oxygen to our whole body. But what happens when something goes wrong with these precursor cells? Myelodysplastic syndrome (MDS) - a common blood cancer with few treatment options - takes hold when these blood-forming stem cells in the bone marrow develop a defect and do not grow into functional blood cells. Dr. Zhang will talk about how his lab is working to correct the defect and translate their basic discoveries into new therapies for this lethal disease. RSVP with link here: <https://www.cshl.edu/mc-events/cocktails-chromosomes-3/>



Family Service League (FSL) is hosting its annual Summer Gala - a wonderful evening at a landmark waterfront mansion featuring gourmet cuisine and cocktails, dancing along with fabulous designer auction. This important fundraiser helps thousands of children and families in need across Long Island. FSL is honored to have the opportunity to recognize Paul Fleishman, Newsday's VP of Public Affairs, with the Community Leadership Award and Southside Hospital Northwell Health with the Corporate Leadership Award. These awards acknowledge the honorees for their outstanding efforts and commitment to supporting FSL's mission of service to the Long Island community. Join us Thursday June 18th from 6pm to 9pm at Bourne Mansion.

For information about underwriting opportunities and journal advertising, contact Tricia O'Hare at 631-998-0009 or tohare@fsl-li.org. Tickets may be purchased on the website at www.fsl-li.org



The Art League of Long Island is thinking big with its second presentation of "The BIG Picture", a juried exhibition of large format artworks on view in the

Jeanie Tengelsen Gallery March 7 through April 24. The gallery space at the Art League is unique in that it can accommodate large works, with this exhibit providing artists from the Long Island region the opportunity to show their artwork through a competitive application process. Exhibition juror Charles A. Riley II, Ph.D. has selected 33 works from among the 255 applications submitted. The final selections comprise paintings, mixed media works, collage, woodcut printmaking, and fiber art ranging in size from 3 feet to 8 1/2 feet. The reception takes place Wednesday, March 11 from 6:00pm to 8:00pm. Dr. Riley will host a gallery talk on Thursday, April 2 at 7:00pm, where he will discuss his selections. The gallery exhibits and events are free and open to the public.

OTHER NEWS & HAPPENINGS



One in six families in the United States spend more than half their income every month on housing. For many, the tradeoff of covering the cost for a safe place to live means

sacrificing other basic needs, like food, health care and transportation. Lee Silberman, **Habitat for Humanity of Suffolk's** chief executive officer and executive director, joined hundreds of other local Habitat organizations, volunteers, partners and low-income families in Washington, D.C. and around the country to speak up about how unacceptable it is for people to have to make those kinds of choices. This is the first year Habitat Suffolk has participated in Habitat on the Hill. Please refer to the attached press release for more information.



Paule pachter, CEO of **Long Island Cares, Inc.** Awards a \$6,000 support grant to nourish babylon at christ episcopal church. Nourish babylon is a weekly community meal ministry that has pledged to create a fine dining, restaurant style experience for its guests,

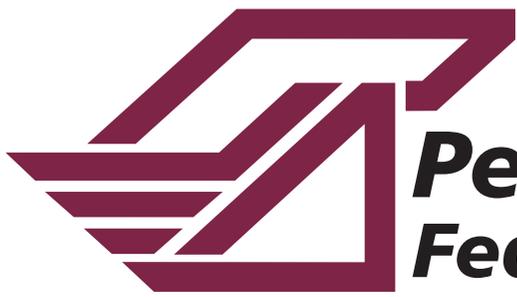
servicing healthy and nutritious meals to the public every monday from 5pm to 7pm including holidays. All are welcome.



Commack, NY – A ribbon cutting celebration was recently held at the **Gurwin Jewish Nursing & Rehabilitation Center** marking the grand opening of the new Option Care Infusion Therapy Suite. Option Care Enterprises, Inc., the nation's leading provider of home and alternate site infusion therapy services, has partnered with Gurwin to provide infusion therapy in a dedicated suite within the Center's Weinberg Pavilion.



February 13, 2020 - Plainview, NY - **Hunt Corporate Services, Inc.** announced that Henry Schein has renewed its lease of 17,731 square feet of office space at 137 Commercial Street, Plainview. David G. Hunt represented the landlord, Anton Cerrone Associates. Brian Brostowicz of CBRE represented the tenant. Henry Schein, Inc. headquartered in Melville, New York (Nasdaq: HSI) is a solutions company for health care professionals. The Fortune 500 company has operations or affiliates in 31 countries.



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