

Advancement for Commerce, Industry & Technology

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ACIT Newsletter

VOLUME 2, ISSUE 1

WINTER 2010

Lots of Laughter...

December 4, 2009, Melville Marriott Hotel, The ACIT Annual Business Leadership Awards and Trade Show was more than just a luncheon, it was a day to celebrate an amazing group of local business people and their achievements. Each honoree spoke from the heart and brought inspiration, anecdotes and best of all their humor. The laughter was plentiful which made the event that much more enjoyable. We should have given out an additional award for comedian of the year, although it would have been difficult to choose one winner! Each honoree was a tough act to follow; while some

had us crying with laughter, others brought us to tears with their passion and heartfelt tales. Whether humorous or touching, the speeches along with the beautiful decorations, the lovely tree, the bountiful toys from our generous attendees, the honorees and guests alike set the tone for a wonderful event. As always we would like to thank all of those in attendance, and encourage those of you who could not make this event to attend one of our future events. For more details visit us on the web at www.acitli.com



The Expo was also a great success! Some new exhibitors added to the excitement. We hope to encourage more of you to exhibit in the future to increase your visibility and network yourself to a very successful year.

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Please Check Our Web Site for Upcoming Events
www.acitli.com

We have started uploading our event photos on Snapfish!
Please email acit.assistant@att.net if you would like link.

**REGISTER NOW FOR
ACIT's EXECUTIVE BUSINESS BREAKFAST**
Crest Hollow Country Club
with Keynote Speaker
**Nassau County Executive
Ed Mangano**
Friday, March 12, 2010 8 AM to 10 AM
Exhibitors Welcome!
Call 631-789-1660 for further information.

Hear Ye! Hear Ye! Announcing The Latest Changes to Our Board of Directors

VICE PRESIDENT

John Molloy, Chairman, President and CEO of H2M. The H2M companies have 275 employees with offices in New York and New Jersey. H2M includes H2M Labs, Inc., a single location environmental testing laboratory located in Melville, NY. H2M also includes: Holzmacher, McLendon & Murrell, H2M Associates, and H2M Architects and Engineers, an engineering and architectural firm with offices in Melville, NY and Parsippany, NJ.

Mr. Molloy is a graduate of Manhattan College with a B.E. (Chemical Engineering) and is a licensed Professional Engineer (New York). He is active in a number of professional organizations including:

- * American Water Works Association
- * Water Environment Federation
- * New York State Association of Approved Environmental Laboratories (past Chairman)
- * American Council of Independent Laboratories - ACIL (Chairman of the Board of Directors [2008 - 2010] for this national trade association of testing laboratories)
- * American Council of Engineering Companies - ACEC (Trustee of the Retirement Savings Trust [2008 - 2014] for this national trade organization of engineering companies).

John and his wife Janet were both born and raised in New York City and currently reside in Wantagh on Long Island. John is a long term member of the Melville Rotary Club and is a past President and a current board member. Janet is employed with Estée Lauder, Inc. in finance (information technology). They have two daughters - Jennifer and Noreen and two grandchildren - Emma and Sara.



VICE PRESIDENT

John J. Keating, Regional Executive, Energy Solutions Services - Metro NY Long Island, for National Grid plc. National Grid is an international electricity and gas company based in the UK and northeastern US. On Long Island, National Grid provides natural gas service through its extensive distribution system, and manages the distribution of electricity on behalf of the Long Island Power Authority.

The Energy Solutions Services group includes a team of Account Executives and Representatives who provide energy solutions to the largest commercial customers of National Grid and LIPA. The team specializes in assisting these businesses to improve the energy efficiency of their facilities and works collaboratively with our customers to identify solutions that are best suited to each particular business. The Energy Solutions Services group also provides economic development and community development support to encourage business growth on Long Island.

Mr. Keating received a Bachelor of Science in Electrical Engineering from New York Institute of Technology in 1987 and a Masters of Business Administration in Finance from Dowling College in 2003.



NEW DIRECTOR

Louis H. Primavera, Ph.D.,

Dean of the Graduate School of Psychology and Dean of the School of Health Sciences at Touro College received his BA in Psychology from St. John's and his MA and Ph.D. in experimental Psychology from the City University of NY. He is a NYS Licensed Psychologist & has training in behavior therapy and relational emotive behavior counseling. Prior to his position at Touro College, he was the Dean of the Derner Institute of Advanced Psychological Studies at Adelphi University for 6 years & is professor emeritus there. Before Adelphi, Dr. Primavera was at St. John's University for 19 years where he taught in the doctoral and masters programs in psychology & won the excellence in teaching award. He also held the post of Chair for six years and was Associate Dean of the Graduate School of Arts & Sciences for 4 1/2 years. Prior to St. John's, he held full time faculty positions at Hofstra University, St. Francis College (as department chair) and Molloy College.

Dr. Primavera has published extensively & has interests in quantitative methods, drug use, and stigma and discrimination. Amongst many consulting positions in medicine, business & education, he was a consultant to the Department of Psychiatry & Behavioral at Memorial Sloan Kettering Cancer Center where he was given a teaching award. Having been a member of numerous professional organizations, he has presented at many annual conferences. Dr. Primavera was President of the Academic Division of the New York State Psychological Association, President of the New York City Metro Chapter of the American Statistical Association & a long time Board Member of the New York State Metro Chapter of ASA. Dr. Primavera is a fellow of, both, the division of General Psychology of the American Psychological Association & the American Educational Research Association.



ACIT President, Edward J. Blaskey announced during the January 7th Executive Breakfast, a new Director and the appointments of three former Directors to Vice Presidents.

VICE PRESIDENT

Robert G. Allen, President/CEO of Teachers Federal Credit Union since 1988. Total of 38 years working in credit unions. Allen is currently the Director of UsNet (New York State Shared Service Center); Treasurer Credit Union National Association (CUNA) Administrative Council of the National Action and Response Program; Member CUNA's Examination and Supervision Subcommittee; Member School of Business Advisory Board-State University of New York Old Westbury; Trustee of the Credit Union Legislative Action Committee (CULAC/CUPAC); Member Credit Union Association of New York Governmental Affairs Committee; Member Staller Center for the Arts Advisory Council (Stony Brook University);

Formerly, Empire Corporate FCU (now Members United Corporate FCU) Chairman, Vice-Chairman, and Director; Director Credit Union Association of New York State; Member CUNA Mutual's President's Advisory Council; Member National Credit Union Roundtable Advisory Council; Member CUNA's Political Involvement Oversight Subcommittee; UsNet (New York State Shared Service Center) - Chairman, Vice Chairman, and Treasurer; Member CUNA Federal Credit Union Subcommittee; Member CUNA'S Corporate Credit Union Task Force Allen was a graduate of Queensborough Community College - A.A.S. and SUNY Old Westbury - B.S. Degree in Finance.



The Benefits of ACIT

by Lisa Chalker, A Family Affair Distributing, Inc.



Being a member of ACIT affords businesses the opportunity, across a wide range of initiatives, to partake in networking events that are designed to impart knowledge and develop business connections.

The term "networking" can be over-used today and oftentimes reflects an implicit element of quid pro quo. This is not the case with ACIT networking events. Our events and forums are solely designed to be informative and resourceful, with the core goal of providing discernable benefit to the business owners and professionals who are spending their valuable time with us.

We are recognized for having among the best-organized and best-attended events on Long Island. Because we understand the needs of our members, ACIT makes it an imperative to

provide quality access to notable and issue-relevant speakers as well as key Long Island decision and policy makers. We are an organization without political agenda or motive, thus providing our membership with opportunities to hear all sides of issues impacting life on Long Island.

Our networking events take many forms:

- Monthly Breakfasts & Luncheons
- Expos and Trade Shows
- Business & Technology Symposia

Plus, we take the opportunity to celebrate business relationships and the great accomplishments of our business communities through such events as:

- Golf Outings
- Reverend Monsignor Thomas J. Hartman Humanitarian Luncheon
- Annual Leadership Awards Luncheon

ACIT has been serving and supporting the needs of Long Island businesses for forty-five years. Our organization began simply enough; a local group of business professionals sought to create a forum of information exchange in order to learn about resources for their businesses and to share experiences and opportunities for growth.

Now, over four decades later, ACIT continues its strong tradition of providing such access to small and mid-size businesses across all of Long Island. Today, our organization represents hundreds of businesses across all spectrums of industry, asset size, and business lifecycle (i.e. start-ups, growing businesses, maturing businesses, etc.). Making a business impact in today's fast paced, time-stressed and highly competitive marketplace is a challenge.



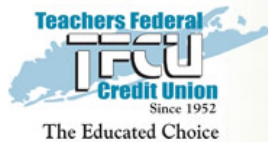
At ACIT, we fully understand this and translate this to our core deliverable: Providing real and consistent value to our members.

Member Spotlight

Teachers Federal Credit Union (TFCU) is one of the largest credit unions in the country and is a full-service, not-for-profit financial institution. TFCU now offers financial services to all people and businesses located in Nassau and Suffolk Counties (excluding South Hampton, East Hampton & Shelter Island). TFCU was founded on Long Island in 1952 and now has over \$3.6 billion in total assets, serves more than 200,000 members and has 20 full service branches throughout Suffolk County. Members can also bank at more than 3,800 shared service cen-

ters located across the country, including many on Long Island.

TFCU offers an array of financial products and services, including: mortgages, home equity loans, auto loans, savings accounts, free checking, free online banking/bill paying and business accounts and loans. People are looking for the best deal every day and that is exactly what TFCU offers. Unlike a bank, TFCU is not-for-profit and owned by its members. This means that TFCU can be extremely competitive on all



*All Long Islanders Can Now Bank With Us!
Check out our 20th full service branch in*

deposit and loan rates and always strives to provide excellent service, superior rates and convenient access.

TFCU is still strong, is still lending and has continued to offer great low-rate small business loans to qualified members through the toughest economic times. Whether your goals are financing a start up, acquiring a business or freeing up working capital, TFCU can help by offering closed-end loans, lines of credit, commercial mortgages and

commercial vehicle loans with a variety of rates and terms to qualified borrowers. Business checking accounts, Visa business credit cards and merchant services are also available. TFCU's specialists are available to help you select the right financing for your needs.

TFCU recently opened its 20th full service branch in Huntington, New York. For more information about TFCU products, services and branch locations visit www.teachersfcu.org or call 631-698-7000.

Parabit Celebrates 15 Years of Average Annual Growth of 27% in Gross Sales per Year.

Parabit Systems, Inc. celebrates 15 years of successful security and self-service deployments. On average, Parabit has maintained an annual gross sales growth of 27% per year, which is very impressive in today's economy.

Since moving into its 25,000 square foot facility in Roosevelt, NY in 2006, Parabit has expanded its product offering and services which prompted the company's recent search for a bigger facility approximately 75,000 - 100,000 square feet

within Long Island. Over the past three years, the company's success can be attested by the number of employees, which was 17 employees in 2005 and now totals 50. These employees have joined Parabit within its new and expanded departments such as metal fabrication, industrial design, and software development.

From security to self-service products and services, Parabit continues to maintain client relationships that span up to 25 years. The company is

also looking forward to expanding their continued success in the education, financial, transportation and medical industries. Parabit is on target to achieve \$6.5 million in sales in 2009. Parabit has been awarded contracts to manufacture, integrate, install and maintain Welcome Centers for The PA of NY & NJ, install Infant Protection systems in three major hospitals in Long Island, as well as convert over 1,000



ATM Vestibule Card Access Control Systems for three (3) national banks to its ACS-2 product. Those are just some of the highlighted projects that are work in progress for Parabit. The company is conservatively estimating 2010 sales to be around 7.5 million.

As well, Parabit is in the process of performing a due diligence to several local companies, with the possibility of future acquisition.



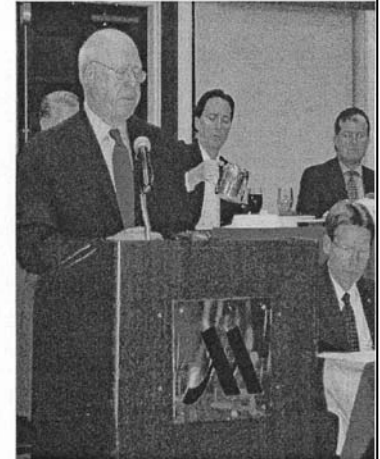
Hospitals and Businesses Likely Partners

A group of nearly 500 representatives from businesses throughout Long Island saw their relationship with Long Island's hospital industry in a new way on Friday, December 4, 2009 at the Melville Marriott when Kevin Dahill, president/CEO of the Nassau-Suffolk Hospital Council (NSHC) keynoted the Annual Business Leadership Awards Luncheon for ACIT. Advancement for Commerce, Industry, and Technology (ACIT) is a business networking organization. NSHC is the organization that represents Long Island's hospitals.

Dahill's message reminded attendees that Long Island's 24 hospitals are part of a dynamic health care industry that provides good paying local jobs, infuses the local economy with nearly \$13 billion annually through direct and indirect spending, and is an industry rooted in innovation, collaboration, and technological advancement.

"The hospital industry is at the center of the integration of medicine and technology, and can build the bridges between Long Island's businesses and educational and research institutions and its health care professionals," said Dahill. "We are truly partners in prosperity."

Read Dahill's full address to the ACIT membership on the NSHC website www.nshc.org.



Kevin Dahill, President/CEO of the Nassau-Suffolk Hospital Council speaking before members of the Advancement for Commerce, Industry, and Technology.

And Now a Word To Our Sponsors...Thanks!

December 4th Awards Luncheon

Executive Sponsors

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TD Bank

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Bernadette Castro
Empire National Bank
Lewis Johs Avallone Aviles LLP
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Velvet Studios - Photos
Official Offset - Printing
Eileen Nolan - Program Design
US Navy - Pledge of Allegiance
Holiday Magic - Toy Drive

Door Prize Donations

Lisa Chalker, Family Affair Distributing, Inc.
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4 Box Seats NY Islanders
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Overnight Stay Gift Package
Louis Marketing Group
Holiday Gift Basket
Ultimate Class Limos
Wine Tasting Package for 10
1800Flowers
Gift Basket
Presentation Bouquets
Long Island Children's Museum
4 Museum Passes

Special Guests

John L. Kominicki, LIBN
Rev Monsignor Hartman
Kevin Dahill, Nassau-Suffolk Hospital Council
Kathleen Rice,
Nassau County District Attorney

January 8, Executive Breakfast

Corporate Sponsors

Alure Home Improvement
Empire National Bank
Lewis Johs Avallone Aviles, LLP
H2M Group
National Grid
TFCU
TD Bank

Special Guests

John L. Kominicki, LIBN
Jerry Kremer, Ruskin Moscou Fallischek
Toni Loschiavo, Asst Dean Dowling College
Ronald Terenzi, Stagg Terenzi Confusione & Wabnick
Steve Levy, Suffolk County Executive

Special Thanks

Make Believe TV - Video
Velvet Studios - Photos
Official Offset - Printing
Eileen Nolan - Flyer Design
Lisa Chalker, Family Affair Distributing, Inc - Door Prize Basket



Smile

Awards Luncheon December 4, 2009



Emily F. Franchina
Distinguished
Volunteer
Leadership Award
With John Kominicki, LIBN



Richard Monti
Philanthropic Award
with Ed Blaskey, TD
Bank



Jim McCann
Entrepreneur of
the Year Award
with Tom Shinick,
Corporate Development
Partners, LLC



Kevin O'Neill
Business Leadership
Award in the Field
of Cultural Arts



Bernadette Castro
Lifetime Achievement
Award With
Doug Manditch, Empire
National Bank



Robert J. Gaffney
Commitment to Excellence
& Leadership in the field of



Theresa A. Regnante
Humanitarian Spirit Award

Executive Breakfast January 8, 2010



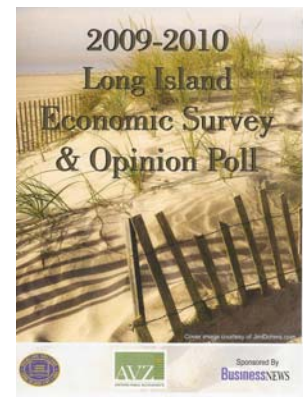
Tom Murray (AVZ), Steve Levy,
John Molloy (H2M)



Steve Levy



The 16th Annual Long Island Economic Survey & Opinion Poll, was presented at the Levy Breakfast by Tom J. Murray of AVZ. The poll was conducted by AVZ, CPA and Dowling College. It was sponsored by Long Island Business News. If you were unable to attend this breakfast, or did not receive a copy of this poll and would like one, please contact acit.assistant@att.net for an electronic version of it.



Stump Speech for Levy

by Michael H. Samuels

Published: January 8, 2010 Long Island Business News (LIBN)

Sounding more and more like a gubernatorial candidate, Suffolk County Executive Steve Levy on Friday said his administration wisely held the line on spending, froze taxes and won concessions from the workforce to keep county government in good shape despite the worst recession in decades.

Levy said the county saved \$36 million through employee concessions and tapped into reserves it had set aside during better times, as opposed to the state govern-

ment, which has increased spending by more than 70 percent in the past decade.

Levy also pitched privatizing parts of government, including the John J. Foley Skilled Nursing Facility in Yaphank. Levy said he has yet to be successful in selling off the nursing home, but plans to bring the issue back up to the county Legislature, which has proven to be a roadblock, next year.

He also boasted said cuts were made across all county depart-



ments, while positions were eliminated in conjunction with an early retirement plan. Also, police officers were shifted from desk assignments and state roadways to county neighborhood streets.

He then fired at the state government he hopes to run.

"They had a 9 percent increase in spending," Levy said, speaking of the current state budget. "It was business as usual."

And when the federal stimulus money runs out in 2011, Levy

predicts it will be "financial Armageddon."

As a result, he is "putting his toe in the water" on a run for governor. He even joked that he was late to the event because he was busy reading Facebook messages from "Andrew C." and "David P.," referring to state Attorney General Andrew Cuomo and Gov. David Paterson. Cuomo is widely expected to run for governor. If he does, he immediately becomes the prohibitive favorite. But Levy sounded undaunted.



**ADVANCEMENT FOR
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*The #1 Networking Association
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The President's Corner

As we look back on 2009, it is important that we reflect on successes that we enjoyed as an organization during the course of the year. It's equally important that we also consider what we could have done better or differently for our membership. This balance will help us continue to add more value for our members in 2010 and beyond.

2010 promises to be a year filled with changes and challenges as local businesses continue to deal with the economic issues facing the nation as a whole. Some changes will be subtle, others more dramatic, but none insignificant. The changing economy and the challenges it brings, underscores the need for businesses to adapt to change and seek opportunities to enhance business connections and relationships wherever possible. It is also important that business organizations seek new ideas and practices to help foster business growth in our local markets.

Look at 2010 as a year of great opportunity! Use ACIT as a business resource for valuable information that is relative to local business. Use ACIT's events as an opportunity to create new relationships and enhance existing ones. Get involved, we value your feedback. We have an exciting agenda planned in 2010 and hope you will be part of it.

Best of success in the new year.

Edward J. Blaskey
President, ACIT
Market President Suburban NY, TD Bank



Did You Know...

7-11 sells 10,000 pots of coffee per hour, every hour, every day.

Walt Disney World produces 120,000 lbs of garbage every day.

Henry Ford, the father of the automobile is also the father of the charcoal briquette.

The creator of the NIKE "swoosh" symbol was paid only \$35.00 for the design.

If Wal*Mart were classified as a country, it would be the 24th most productive country in the world.

Yahoo! Was originally called "Jerry's Guide to the World Wide Web"

Nearly 22,000 checks will be deducted from the wrong account over the next hour.

Microsoft made \$16,005 in revenue its first year of operation.

Oil Tycoon, John D. Rockefeller, was the worlds first Billionaire!

The first product that Sony came out with was the Rice cooker.

Cow is a Japanese brand of shaving foam.

In Australia, Burger King is called Hungry Jack's.



"While you were at lunch, everything changed and nothing will ever be the same."

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