

LIPA and National Grid Host Economic Development Summit

PHOTOS BY CHRISTINE CONNIFF SHEAHAN

The Long Island Power Authority (LIPA), National Grid, and the Long Island Regional Economic Development Council sponsored a free economic development summit to help business owners expand their business and establish once again that Long Island is Open for Business.

Ken Adams, who was appointed by Governor Andrew Cuomo to head the Empire State Development Corporation, discussed how to develop and keep business on Long Island.

The half-day event was comprised of an experienced panel of local experts who know Long Island and the special challenges businesses face. Each panel covered a range of topics including energy, finance, and new technology.

Summit participants include: Mike Hervey, Chief Operating Officer at LIPA; Bruce Germano, vice president, Retail Services at LIPA; Joe Rende, vice president, Customer and Community Management, National Grid; Stuart Rabinowitz, president Hofstra University; Michael Huvane, vice president, Marketing & Economic Development, NYPA; Yves Michel, commissioner, Suffolk County, Economic Development & Workforce Housing; Frederick Parola, CEO and executive director, Hempstead Industrial Development Agency; Neil Seiden, principal, Asset Enhancement Solutions LLP; Sandy Bentley, vice president, Small Business Markets, Citibank; Jim Morgo, economic development coordinator, Town of Brookhaven; Yacov Shamash, vice president Economic Development, dean of the College of Engineering and Applied Sciences, Stony Brook University; Christopher Czura, vice president Scientific Affairs, Feinstein Institute at NSLIJ; Frank Otto, president, LIFT and Applied Science Foundation for Homeland Security and Dr. W. Hubert Keen, president, Farmingdale State College. ■



Ken Adams, president, CEO, Empire State Development and Andrea Lohniss, regional director, NYS Dept of Economic Development



Yves Michel, commissioner Suffolk County, Economic Development & Workforce Housing



Left: Jim Morgo, economic development coordinator, Town of Brookhaven; Fred Parola, executive director, Town of Hempstead Industrial Development Agency; Sandy Bentley, vice president, Small Business Markets, Citibank and Neil Seiden, principal, Asset Enhancement Solutions LLP



Pat Edwards, vice president, director, Community Relations, Citi



Timothy Harris, economic development specialist, LIPA/National Grid



Joe Rende, vice president, Customer and Community Management, National Grid; Rosemary Olsen, director, Green Initiatives, CDC LI; Yacov Shamash, vice president, dean, Economic Development SUNY Stony Brook; Dr. Hubert Keen, president, Farmingdale State College and George Coburn, Community and Customer Management, National Grid



From LIPA are James Jankay, business markets manager, and Bruce Germano, vice president, Retail Services



Stuart Rabinowitz, president, Hofstra University and Michael Hervey, COO, LIPA



Carolyn Fahey, intergovernmental relations coordinator, SC Dept of Economic Development and Henry Holley, principal, The Holley Group

LONG ISLAND ECONOMIC DEVELOPMENT SUMMIT

October 18, 2011; 7:30 AM – 12:15 PM • RXR Building, Lower Level - 68 S. Service Rd. Melville

AGENDA

- 7:30 - 8:30 AM Registration, Networking, & Continental Breakfast**
- 8:30 - 8:45 AM Opening Remarks**
Mike Hervey, LIPA, Chief Operating Officer
- 8:45 - 9:00 AM LI Regional Council Overview/Update**
Stuart Rabinowitz, Hofstra University, President; Co-Chair of Long Island Regional Council.
- 9:00 - 9:45 AM Keynote Speaker: Kenneth Adams**
President, CEO & Commissioner of Empire State Development
- 9:45 - 10:30 AM Energy Panel Discussion**
What utility incentives are available to help my business grow?
Bruce Germano, LIPA, Vice President of Retail Services
Joseph Rende, National Grid, Vice President of Customer and Community Management
Michael Huvane, NYPA, Vice President of Marketing & Economic Development
Moderator:
Yves R. Michel, Suffolk County Commissioner for Economic Development & Workforce Housing
- 10:30 - 10:40 AM Break**
- 10:40 - 11:20 AM Finance Panel Discussion**
What financing is available and how do I cut through the bureaucracy?
Frederick E. Parola, Hempstead Industrial Development Agency, CEO and Executive Director
Sandy Bentley, Citibank, Vice President of Small Business Market at Citibank
Neil Seiden, Asset Enhancement Solutions LLC: Principal
Moderator: Jim Morgo, Economic Development Coordinator, Town of Brookhaven
- 11:20 - 12:00 PM Regional Technology Panel Discussion**
How does technology help my business and grow Long Island's economy?
Dr. Yacov Shamash, Vice President of Economic Development,
Stony Brook University; Dean of the College of Engineering and Applied Sciences
Christopher J. Czura, Feinsein Institute at NSLIJ, Vice President of Scientific Affairs
Frank W. Otto, LIFT- President; Applied Science Foundation for Homeland Security- President
Moderator: Dr. W. Hubert Keen, President at SUNY Farmingdale
- 12:00 - 12:15 PM QA and Closing Remarks**
Mike Hervey, LIPA, Chief Operating Officer

BIOS

Kenneth Adams

Executive Director of Empire State Development

Kenneth Adams was confirmed by the Legislature as Empire State Development (ESD) President, CEO & Commissioner of the New York State Department of Economic Development on April 5, 2011. In these positions, Mr. Adams works to promote economic practices that attract business and create jobs throughout New York State. He also works closely with Lieutenant Governor Robert J. Duffy to implement the Regional Economic Development Councils across the state.

Mike Hervey

Chief Operating Officer at LIPA

Michael D. Hervey is presently filling the role as interim CEO at LIPA. As Chief Operating Officer for the Long Island Power Authority, he has responsibility for oversight of the day-to-day operations, customer, resource, and industry facing aspects of LIPA's T&D business and oversees the organization of the corporate office and contractual outsource agreements. He has over 29 years of experience in various operating roles in investor owned utilities and at the Authority.

Bruce Germano

Vice President, Customer Services at LIPA

Bruce Germano is Vice President of Customer Services for the Long Island Power Authority. In this capacity, Mr. Germano is responsible for all aspects of the Authority's retail customer business, including Customer Service, Credit and Collections, Sales and Marketing, Economic Development, and Rates and Pricing. Mr. Germano has worked in the energy field both domestically and internationally for over 37 years, holding positions with KeySpan Energy, Long Island Lighting Co., American Electric Power, and Gibbs and Hill Inc.

Joe Rende

Vice President, Customer and Community Management at National Grid

Joe Rende is Vice President of Customer and Community Management in the Metropolitan New York Region. He leads a team of regional managers responsible for relationship management with National Grid's strategic customers, key business associations, community stakeholders and economic development agencies.

Stuart Rabinowitz

President

Stuart Rabinowitz was chosen by the Hofstra University Board of Trustees to serve as the eighth president of the University on December 20, 2000. Prior to his appointment, he served as dean of Hofstra University School of Law from September 1989 through June 2001. He joined the faculty of the Law School in 1972. President Rabinowitz currently holds the Andrew M. Boas and Mark L. Cluster Distinguished Professor of Law.

Michael Huvane

Vice President, Marketing & Economic Development at NYPA

Michael Huvane is responsible for the Business and Municipal markets as well as the statewide economic development activities of NYPA. Michael has over 30 years of experience in the utility industry in various positions with a strong focus on the customer.

Michael is a Director of the New York State Economic Development Council and New York Destination Imagination, a competitive international program for school aged children that promotes and encourages divergent thinking and creative problem solving. In addition, Michael is the Vice Chairman of Town of Cortlandt, Parks, Recreation and Conservation Advisory Board.

Yves R. Michel

Commissioner Suffolk County, Economic Development & Workforce Housing

Yves R. Michel is the Commissioner of Economic Development and Workforce Housing for the County of Suffolk. Mr. Michel directs numerous divisions within the department including the Division of Community Development, the Office of Film and Cultural Affairs, Tourism, the aforementioned Divisions of Economic Development and Workforce / Affordable Housing, Francis S. Gabreski Airport in Westhampton Beach and the Investors and Entrepreneurs Club, all in an effort to strengthen and diversify the County's economy.

Frederick E. Parola

CEO and Executive Director, Hempstead Industrial Development Agency

Frederick E. Parola, CEO and Executive Director of both the Town of Hempstead Industrial Development Agency (IDA) and the Local Development Corporation (LDC). A lifelong resident of Wantagh, Fred Parola attended Wantagh Elementary schools and Wantagh High School and graduated from Hartwick College and Albany Law School. He served in the Nassau County District Attorney's Office upon receiving his law degree.

Sandy Bentley

Vice President, Small Business Market at Citibank

Sandy Bentley is a Small Business Market Manager for the Tri State Region at Citibank. Sandy's focus during her career has been on Business Development and Relationship Management of Small Businesses while supporting branches with their Business Banking sales efforts.

Sandy successfully helped to design, pilot and implement a Business Banking program for Greenpoint Bank in 2001. She also coached and trained Business Specialists and Branch Managers and was responsible for the rollout of the program to the entire bank.

Neil Seiden

Principal, Asset Enhancement Solutions LLP

Neil Seiden is the Principal of Asset Enhancement Solutions, LLC, ("AES") a financial advisory firm that provides both Investment Banking and Consulting Services to companies to solve unfavorable challenges such as operational, financial or liquidity issues or positive challenges such as satisfying opportunities for rapid growth and expansion.

AES works with public companies, middle market companies and small businesses. AES has arranged over \$225 million in financing for both public and private companies in a variety of industries, arranged the merger of a few troubled companies into compatible healthy companies and has assisted a number of companies downsize operations to achieve profitability.

Jim Morgo

Economic Development Coordinator, Town of Brookhaven

Jim Morgo is currently President of Morgo Private Public Strategies, a private-sector consulting business that specializes in municipal approvals and community acceptance and is the part-time economic development coordinator for the Town of Brookhaven.

Mr. Morgo was Suffolk County's Chief Deputy County Executive from November, 2007 to April, 2009. He was "second in command" of the ninth largest County in the United States with 900 square miles and a population of 1.5 million people. In this capacity, Mr. Morgo had direct oversight of all county departments consisting of more than 12,000 employees and a \$2.6 billion budget. He came to Suffolk County as its first Commissioner of Economic Development and Workforce Housing in September, 2004. As Commissioner he served as the Chief Administrator of the five division department (aviation; cultural arts and film; community development; affordable housing; and economic development) with the mission to attract, retain and expand businesses in Suffolk County and to allow needed workers to find homes they could afford. Mr. Morgo continues to serve as Chair of the Suffolk County Industrial Development Agency.

Dr. Yacov Shamash

Vice President Economic Development and Dean of the College of Engineering and Applied Sciences, Stony Brook University

Dr. Yacov Shamash is Vice President for Economic Development and the Dean of the College of Engineering and Applied Sciences at Stony Brook University. As Vice President, Dr. Shamash supervises the University's three incubators, two New York State Centers for Advanced Technology, the Center of Excellence in Wireless and Information Technology (CEWIT), the Advanced Energy Research and Technology Center (AERTC), the Small Business Development Center, and the workforce development programs of the Center for Emerging Technologies. The College of Engineering and Applied Sciences has more than 2,000 undergraduate and 1,000 graduate students. During his tenure, College research expenditures have increased six fold to \$30M per year. In 1994 he helped establish the highly successful state-wide SPIR program (Strategic Partnership for Industrial Resurgence). During the past ten years, working through the SPIR program, the College has partnered with more than 395 companies to assist them with more than 2,127 projects.

Christopher J. Czura

Vice President Scientific Affairs, Feinstein Institute at NSLIJ

Dr. Christopher J. Czura, as Vice President of the Feinstein Institute for Medical Research, provides oversight of daily operations and the Institute's \$95 million budget. He is the Executive Editor of the international and peer reviewed journal Molecular Medicine, and Executive Director of the Merinoff Symposia. Dr. Czura Supports the President's development of the strategic vision for the Institute, and is committed to building successful programs that nurture the collaborative and interactive environment of the Feinstein Institute. Dr. Czura is the principal administrator of the North Shore LIJ Health System's research enterprise.

Frank W. Otto

President, LIFT and Applied Science Foundation for Homeland Security

Frank W. Otto is President of the Long Island Forum for Technology (LIFT, Bethpage, NY) and President of the Applied Science Foundation for Homeland Security (Foundation), a member of the LIFT family of companies. LIFT is the designated NYSTAR Long Island Regional Technology Development Center and the Manufacturing Extension Partnership (MEP) for the U.S. Department of Commerce, working on behalf of the region's 3,200 small and mid-sized manufacturers. At LIFT, Mr. Otto is responsible for the organization's overall strategic planning and organizational outreach to other entities in the region. Additionally, he serves as the primary liaison between the LIFT Board of Directors and LIFT staff members, and is charged with overall governance of the organization and its member companies. He brings to the role over four decades of direct leadership experience within the organization, as well as within the manufacturing and technology sectors.

Dr. W. Hubert Keen

President, SUNY Farmingdale

Dr. W. Hubert Keen was appointed President of Farmingdale State College in 2007 and has led the College's unprecedented success in enrollment, academic program development, expansion of research, and community involvement. Under Dr. Keen, Farmingdale has experienced a more than 50% enrollment increase of full-time students. The College is a major academic research partner in the Advanced Energy Center at Stony Brook University. A recent report by the Long Island Association estimated Farmingdale's economic impact on the region to be over \$1 billion, in terms of employment, education, partnerships with industry, and development of the regional workforce. The Small Business Development Center at Farmingdale State College is one of the most active in the state, having served more than 23,000 clients since its inception while creating \$260 million in business investments and more than 11,000 jobs throughout the region. Dr. Keen was honored as the 2009 Education Advocate by the LIA's Small Business Council, has been named one of Long Island's most influential leaders by the Long Island Press, been honored by Networking magazine for his commitment to community and civic organizations, and has been universally praised for creating Farmingdale's vision for the 21st Century.