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**ACG New York, Inc.** is the premier association in New York for middle market dealmaking professionals: private capital providers (both equity and debt), M&A advisors, corporate executives, accountants, attorneys and other related service providers. The New York affiliate of the Association for Corporate Growth, ACG New York hosts more than 70 events a year in New York City, Westchester and Long Island attended annually by over 8,000 professionals.

## Attracting & Retaining Companies on Long Island

Tuesday, October 1, 2013  
6:00pm - 8:30pm

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### TOPIC OF DISCUSSION:

It takes a village to grow a regional economy. Learn from executives at NBTY and CPI Aerostructures, two Long Island Based public companies who received a variety of funding, cost savings and incentives to grow and keep their manufacturing companies on Long Island. Hear from the three government agencies that made this happen and learn how your client or company can also benefit from these programs.

### PANEL: [CLICK HERE FOR BIOS](#)



**Moderator, Neil Seiden, Principal, Asset Enhancement Solutions, LLC**  
**Harvey Kamil, President, NBTY**  
**Andrea Lohneiss, Regional Director, Empire State Development Corp.**  
**Bill Mannix, Director, Islip IDA**  
**Vince Palazzolo, CFO, CPI Aerostructures**  
**Tony Savino, Manager, NY Power, Business Power Allocations & Compliance**

### AGENDA:

**6:00pm** - Registration  
**6:15pm** - Cocktail Reception & Networking  
**7:15pm** - Program, followed by Q&A

### LOCATION:

Ferrari-Maserati of Long Island  
65 South Service Rd.  
Plainview, NY 11803  
Click [HERE](#) for directions



## **How to Attract and Retain Companies on Long Island**

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### **Moderator, Neil Seiden**



Mr. 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 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.

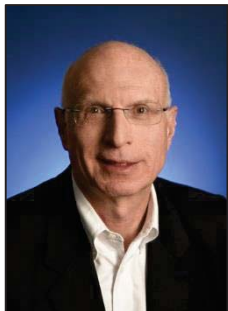
Due to regulatory requirements banks must be conservative and generally cannot lend to companies with consecutive years losses, capital deficiencies, tax issues and those that are too highly leveraged. AES believes that Beauty is in the eyes of the Beholder! What looks bad in the eyes of one institution may look good to non-regulated financial institutions that have the flexibility to be more creative and who specialize in distressed and special situations.

Mr. Seiden is a CPA with over 25 years experience in both public and private accounting. Mr. Seiden served as the CFO of companies with annual sales ranging from \$5M to \$90M. Industry experience includes manufacturing, distribution and service businesses.

Mr. Seiden began his career at KPMG after graduating Summa Cum Laude from Boston University with a BS in Accounting. Mr. Seiden is a member of the Beta Gamma Sigma Honor Society. He is a Past President of the Long Island Chapter of the Institute of Management Accountants and is on the Executive Committee of the Board of Directors of the Long Island Chapter of the Turnaround Management Association and a member of the Long Island Committee of the Association for Corporate Growth (ACG). Mr. Seiden is often quoted in newspapers regarding alternative financing and is a frequent speaker and panelist at symposiums regarding non-traditional financing. Mr. Seiden is also on fundraising committees for various local charities

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### **Harvey Kamil**



Harvey Kamil joined the Company in 1982 as Executive Vice President and Chief Financial Officer. In 2002, he assumed the role of President of NBTY and, in 2011, Harvey became Vice Chairman of the Company.

Harvey taught as an adjunct professor at Suffolk Community College for thirteen years. He serves on the Board of Directors of the Council for Responsible Nutrition and is on the Board of Directors of the National Products Association. Harvey also serves as a member of Governor Cuomo’s Long Island Regional Economic Council.

Harvey received his Bachelor of Business Administration and his Masters of Business Administration from the Baruch School of Business, City University of New York. He is a Certified Public Accountant and a Certified Management Accountant.

## How to Attract and Retain Companies on Long Island

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*Harvey's biography continued...*

Harvey's passion for wellness is his unequivocal dedication to nutritional supplements, firmly believing that all are important for optimum well-being. He follows a robust daily regimen of multiple supplement consumption.

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### **Andrea Lohneiss**



Ms. Lohneiss was appointed Regional Director of the Empire State Development Corporation in January 2008 to lead the economic development efforts of the State of New York on Long Island. ESD is a provider of financial assistance to business for expansion, location and improved efficiency. As regional director, she is also the Executive Director of the Long Island Regional Economic Development Council. The Long Island REDC Strategic Plan was one of four "Best Plan Awardees" in December 2011, resulting in award of \$101.6M in funds for Long Island projects.

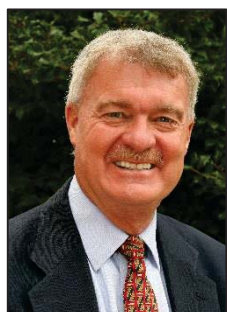
Ms. Lohneiss served as the Director of Community Development for the Town of Riverhead from 1988 to 2008. She was responsible for grant procurement and administration involving more than \$50 million in state and federal funds during that time. As Director of the Town's Community Development Agency, she managed the acquisition, marketing and management of the Calverton Enterprise Park (EPCAL) since 1994, spearheading the creation of jobs and tax revenues from this 3000 acre site.

In addition to economic development, Ms. Lohneiss managed the affordable housing and housing rehabilitation programs for the town and spearheaded numerous downtown revitalization projects including the Riverhead aquarium, commercial façade renovations, park and riverfront improvements and funding for historic building preservation.

Ms. Lohneiss is a graduate of Wellesley College as a Wellesley Scholar and Junior Year Phi Beta Kappa electee. She holds a B.A. in French with concentrated studies in Economics and has pursued graduate work in business administration and finance as well as public administration.

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### **William Mannix**



William (Bill) Mannix has served as Director of the Town of Islip's Department of Economic Development since April 1993, when he was appointed by a new administration which vowed to make economic development a top priority. During his career, Bill has been involved in more than 350 IDA, JDA, SBA and EZ projects that have resulted in more 35,000 jobs created or retained, and almost \$900 million in private investment. Bill is a Certified Economic Developer, as recognized by the International Economic Development Council for having achieved the pinnacle of excellence in the economic development field.



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*William's biography continued...*

Islip's economic development marketing efforts have been recognized by numerous organizations during Bill's tenure, including the American Economic Development Council, the Northeastern

Industrial Developers Association and the New York State Economic Development Council. Bill has been the recipient of many professional honors during his career, including an award for Excellence in Economic Development given by the Long Island Maritime Museum in 2009 and the 2010 New York State Economic Developer of the Year Award given by NYSEDC.

Bill serves as the Executive Director for Islip Town's Industrial Development Agency and its Economic Development Corporation. In addition, Bill serves as a board member for the Long Island Business Development Council, the Suffolk County Workforce Investment Board, the Statewide Zone Capital Corporation, and the New York State Economic Development Council. Ted resides in Stony Brook, NY and has three children.

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### **Vincent Palazzolo**



Vincent Palazzolo has been the Chief Financial Officer of CPI Aerostructures, Inc. since May 2004 and its Secretary since March 2008. Mr. Palazzolo was the recipient of the 2013 Financial Executive of the Year Award presented by the Long Island Chapter of the Institute of Management Accountants and was the Long Island Business News 2011 Chief Financial Officer of the Year for the category, Public Companies with revenue less than \$50 million.

Prior to joining CPI, Mr. Palazzolo was an Audit Partner at the accounting firms, J.H. Cohn LLP and Goldstein Golub Kessler LLP. In this role, he managed all aspects of the firm's audit practice, including SEC reporting and compliance. Mr. Palazzolo has extensive experience working with manufacturing and distribution companies, as well as corporate finance and mergers and acquisitions. He also served as a Managing Director of American Express Tax and Business Services, Inc.

Mr. Palazzolo holds a Bachelor of Business Administration in Accounting from Hofstra University, is a Certified Public Accountant and is a member of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants.

Mr. Palazzolo is a volunteer for the Mary Manning Walsh Senior Citizens home in New York City, as well as a member of Knights of Columbus Council 3639.

He lives in Wantagh, New York with his wife Patricia and his four teenage sons Kevin, Daniel, Matthew and Timothy.



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### **Tony Savino**



As Manager of Business Marketing & Economic Development with the New York Power Authority, Mr. Savino is responsible for developing and managing relationships with businesses and Not-for-Profit Corporations enrolled in NYPA's economic development power programs. This includes working with businesses seeking to expand or relocate to New York State, in order to secure and create jobs through the allocation of lower priced power in exchange for job commitments and capital investments. His team is responsible for providing guidance and advice to businesses and helping them understand and secure the best power option provided by NYPA's various economic development power programs. Before taking on his current position, Mr. Savino was NYPA's Manager of Business Development, responsible for marketing NYPA's energy services and technology offerings. His duties included identifying, building and maintaining a pipeline of prospective new customers, by reaching out to various organizations to determine if they were eligible for NYPA's energy service products. His responsibilities included forming strategic alliances with statewide professional and trade associations to help promote NYPA's programs. In addition, he worked as NYPA's Manager of Business Power Allocations and Compliance where he managed the allocation of NYPA's low cost power. In this position, he was also responsible for ensuring that those customers receiving NYPA power maintained compliance with their contractual commitments. Mr. Savino has also worked as a customer service representative and an electric rate analyst since joining the Power Authority in 1981. Mr. Savino has a Bachelors of Science degree from C.W. Post College. He resides in Seaford, Long Island.