

LEADERS INNOVATORS VISIONARIES AMBITIOUS INDUSTRIOUS BREAKING BOUNDARIES
CREATING SOLUTIONS INDUSTRIOUS ENTERPRISING PROBLEMS SOLVERS INVENTIVE

BLANK SLATE MEDIA PRESENTS

TOP BUSINESS LEADERS OF NASSAU COUNTY 2020

VIRTUAL AWARDS EVENT

LEADERS INNOVATORS VISIONARIES AMBITIOUS INDUSTRIOUS BREAKING BOUNDARIES
CREATING SOLUTIONS INDUSTRIOUS ENTERPRISING PROBLEMS SOLVERS INVENTIVE

A BLANK SLATE MEDIA SPECIAL SECTION • FEBRUARY 12, 2021



Asset Enhancement Solutions, LLC
Creative Solutions to Financial Challenges





Northwell Health values innovative, compassionate leadership—

as displayed by

Blank Slate Media's Top Business Leaders of Nassau County

A special congratulations to our own,

Michael Dowling, President and CEO

We are forever grateful for your guidance and visionary leadership, especially during this time of crisis.

Your advocacy for patients to be consistently treated with competence and respect is unparalleled—and your steadfast support for community health and education initiatives have improved the lives of all New Yorkers.

Michael A. Epstein
Chair, Board of Trustees



FROM THE PUBLISHER



STEVEN BLANK
PUBLISHER
Blank Slate Media

The COVID-19 pandemic affected everything in 2020 - how we lived, how we worked, how we educated our children.

For the more than 450,000 people who have died so far in this country and their friends and families, the impact of COVID-19 went well beyond that. We mourn this incomprehensible loss.

But amid these dark times, there is also much to celebrate: The scientists who have developed vaccines, teachers who continue to educate our children, doctors, nurses and other frontline workers who never stopped serving us in the face of sickness and death.

Blank Slate Media has chosen one of these groups to celebrate, a group of people who adapted to this new world to serve their customers and, in many cases, the public in general. We are calling that group the top business leaders of Nassau County 2020.

The 25 people Blank Slate Media have selected include a financial adviser who put together a team to help more than 800 small business owners obtain government loans needed to keep their businesses afloat and their staffs employed, a not-for-profit agency head who led an assistance effort for those struggling financially, builders and construction executives who allowed developments to continue safely during the

pandemic and real estate companies that continued to serve the many people who wanted to buy and sell homes.

One honoree started a new business during the pandemic - and succeeded. Another ran a film festival showing some movies via Zoom and other films through a makeshift drive-in theater. Another turned his company's IT capabilities to helping businesses run remotely. And yet another expanded his government agency's role to assisting small businesses and distributing PPE protection to them.

Most notably our honorees include Michael Dowling, the president and CEO of Northwell Health, New York State's largest health care provider and private employer with 23 hospitals, 800 outpatient facilities, more than 14,200 affiliated physicians, and 72,000 employees as well as the Feinstein Institute for Medical Research and a school of medicine at Hofstra University.

Dowling led the healthcare network's response at the outset of the COVID epidemic in this country with New York at its epicenter and very little was known about the disease.

He personally walked the halls of the network's hospitals in support of doctors, nurses and other hospital staff fearful for their lives and the lives of their families as they were reeling from the number of sick and dying.

He also led dramatic changes in hospital procedures that would be adopted across New York State and beyond. And he was an important adviser to Gov. Cuomo, who asked him to take the lead in responding to the pandemic, including the distribution of the new vaccines.

Many of our honorees have long histories of success in business as well as philanthropy. That philanthropy continued in 2020 at the same time that these business leaders were overseeing often dramatic changes in how their companies operated.

The 25 business leaders we honor help give us hope and confidence that better times are ahead for Nassau County.

Blank Slate Media is proud to honor and to share their stories. ■

***Blank Slate Media
congratulates the
Top Business Leaders
of Nassau County***

Since 2014:

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1,000+
megawatts of clean
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MICHAEL DOWLING

PRESIDENT AND CEO | NORTHWELL HEALTH

KEYNOTE SPEAKER

system to “load balance” and transport 810 patients from overrun hospitals to those that had bed capacity. Northwell also kept employees safe, investing in critical personal protective equipment to help those working the front lines, one of whom — Sandra Lindsay — was the first person in the US to receive the historic COVID vaccine in December 2020.

Prior to becoming president and CEO in 2002, Mr. Dowling was the health system’s executive vice president and chief operating officer. Before joining Northwell Health in 1995, he was a senior vice president at Empire Blue Cross/Blue Shield.

Mr. Dowling served in New York State government for 12 years, including seven years as state director of Health, Education and Human Services and deputy secretary to the governor. He was also commissioner of the New York State Department of Social Services, as well as a professor of social policy and assistant dean at the Fordham University Graduate School of Social Services, and director of the Fordham campus in Westchester County.

Mr. Dowling has been honored

with many awards over the years. They include: his selection as the Grand Marshal of the 2017 St. Patrick’s Day Parade in New York City; induction into the Irish America Hall of Fame; the 2012 B’nai B’rith National Healthcare Award, the Ellis Island Medal of Honor, the 2011 Gail L. Warden Leadership Excellence Award from the National Center for Healthcare Leadership, the 2011 CEO Information Technology Award from Modern Healthcare magazine and the Healthcare Information and Management Systems Society, the National Human Relations Award from the American Jewish Committee, the Distinguished Public Service Award from the State University of New York’s Nelson A. Rockefeller College of Public Affairs and Policy.

For 13 consecutive years, Modern Healthcare has ranked Mr. Dowling on its annual list of the “100 Most Powerful People in Healthcare,” including No. 2 in 2020. He was also ranked No. 44 among large company CEOs in the US and was the nation’s top-ranking health care/hospital CEO on Glassdoor’s “Top CEOs in 2019” list.

Mr. Dowling is past chair of the

Healthcare Institute and the current chair of the Institute for Healthcare Improvement (IHI). He is a member of the Institute of Medicine of the National Academies of Sciences and the North American Board of the Smurfit School of Business at University College, Dublin, Ireland. He also serves as a board member of the Long Island Association. He is past chair and a current board member of the National Center for Healthcare Leadership (NCHL), the Greater New York Hospital Association (GNYHA), the Healthcare Association of New York State (HANYS) and the League of Voluntary Hospitals of New York. Mr. Dowling was an instructor at the Center for Continuing Professional Education at the Harvard School of Public Health.

Mr. Dowling grew up in Limerick, Ireland. He earned his undergraduate degree from University College Cork (UCC), Ireland, and his master’s degree from Fordham University. He also has honorary doctorates from Queen’s University Belfast, University College Dublin, Hofstra University, Dowling College and Fordham University. ■

One of health care’s most recognized and outspoken executives, Michael Dowling leads one of the nation’s largest and most progressive health care organizations. As president and CEO of Northwell Health, he leads the largest integrated health care system in New York State with \$13.5 billion in annual revenue, more than 71,000 employees and nearly 800 outpatient locations, including 220 primary care, 51 urgent care and numerous home, rehabilitation and end-of-life care facilities.

The health system’s strong commitment to medical education includes 1,800-plus residents and fellows — one of the largest medical residency programs in the US — as well as 4,000 researchers performing more than 2,500 studies each year.

Mr. Dowling’s leadership has been invaluable to Northwell’s consistent expansion and prominence. In 2020, he successfully navigated the health system through the first COVID-19 epicenter in the US, detailing his experiences in *Leading Through a Pandemic: The Inside Story of Humanity, Innovation, and Lessons Learned During the COVID-19 Crisis*. Overall, Northwell has treated more than 130,000 COVID patients, and the health system utilized a strong innovative culture to expand hospital bed capacity (adding 2,000 beds in two weeks), 3D-print nasal swabs for COVID testing, convert bi-level positive airway pressure (BiPAP) machines into mechanical ventilators and take advantage of its large, integrated health

compass.com



Thank you to our agents who make Long Island home.

COMPASS

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Coming Soon to Woodbury

Compass is a licensed real estate broker and abides by equal housing opportunity laws.



EDWARD BLUMENFELD

PRESIDENT AND FOUNDER | BLUMENFELD DEVELOPMENT GROUP

from a Grumman aircraft manufacturing plant to the first office facility on Long Island to incorporate a restaurant, conference area, fitness center, and retail shops on premises.

A dramatic example of this approach toward redevelopment involved the expansion and conversion of Bulova Watch Corporation's 250,000 square foot manufacturing plant into a 480,000 square foot Class A office facility, anchored by British Airways' corporate headquarters. Renamed Bulova Corporate Center, this project won numerous design awards and with its art deco details rescued and restored by Ed, it is considered BDG's flagship project.

Through its 43-year journey BDG has expanded, now employing over fifty people in three New York offices and controlling approximately four million square feet of real estate. Its development portfolio features regionally significant projects, entertainment-based retail, multi-tenant office, medical office, industrial and multifamily-residential.

Despite 2020's many challenges BDG was able to adapt

quickly and reinvent their business model, a testament to Ed's leadership. The real estate firm was still able to complete major projects, including the development of The Smile, a beautiful, technologically-advanced residential building in Harlem designed by renowned architect, Bjarke Ingels.

Known for its community events, East River Plaza, a large retail complex in Harlem developed by BDG, partnered with local organization Sol Cinema Café to host a series of drive-in movies on the mall's rooftop, offering NYC residents a reprieve from 2020.

BDG's commitment to the community is integral to the company's success and to Ed's character. He is a founding member of the Association for a Better Long Island (ABLI) and has been returned by his peers for a third term as its President and also serves as a member of its Energy and Environmental Committee. He remains a strong and effective advocate on issues relating to education, the environment, child healthcare, responsible government and sustainable development.

As a founding member of

the Cohens Children's Hospital, Mr. Blumenfeld has worked over three decades to sponsor a unique brand of care based on the special needs of young patients, care that has won international recognition. He has been an ardent supporter of the hospital since its inception and further confirmed his commitment to its continued success by spearheading the expansion of the Hospital campus to include the Blumenfeld Family Pavilion which is Long Island's only pediatric dedicated Emergency Department and home of its level 1 pediatric trauma center.

He founded and served as president of the Children's Medical Fund, which supports the hospital and most notably was instrumental in the creation of the Center for Diagnostic Studies, the only pediatric-dedicated MRI unit on Long Island, and is the future home of the Pediatric Surgical Operating Complex. In addition, Mr. Blumenfeld serves on the Gift of Life Board of Directors, a bone marrow registry which cures blood cancer through cellular therapy, and the Board of Overseers for Northwell Health. ■

Edward Blumenfeld is the President, Founder and the creative force behind Blumenfeld Development Group (BDG), which he created in 1978.

Throughout his tenure, Blumenfeld Development Group has become an industry leader and a Nassau County mainstay, helping to build a better Long Island

through the firm's work in converting underutilized real estate into vibrant, innovative, progressive space.

Known for his pioneering spirit and inventive vision, one of Ed's first major projects was the redevelopment of the North Shore Atrium, a 300,000 square foot building that BDG converted



JAN BURMAN

PRESIDENT | THE ENGEL BURMAN GROUP

5,000 homes on Long Island and in Queens.

• The conception and development of Wellbridge, the first of its kind research and treatment center for addiction.

Jan, a CPA, is a founder and past president of the Association for a Better Long Island, a developers' lobby promoting a deliberate agenda that will protect the region's economic future and enhance the quality of life of every Long Islander. Its members collectively comprise over \$20 billion worth of real property and investment in the Long Island region.

Jan was honored as the Ernst & Young Entrepreneur of the Year in the New York Family Business category. He was appointed to the board of directors of the United Nations Development Corp. by Governor Andrew Cuomo and currently serves on the St. Francis Hospital Foundation Board of Directors. In addition to these honors and accomplishments, he is a Long Island Business News 2015 Fall of Fame inductee.

Jan is also a former member of the corporate advisory council

2020 removed from all of us the emotional underpinnings we all share as social beings. It required me to consider once more my late parents and their experiences of living through national and global calamities.

for the School of Management at Syracuse University from where he received his MBA. He is on the board of the Community Development Corporation of Long Island and on the advisory board of the Nassau County Police Department Foundation. In 2001, Jan was named The News Review's Business Person of the Year and the Long Island Business Review's Developer of the Year. He

was also honored in October 2003 by the Long Island Alzheimer's Foundation and in 2002 by the Jewish National Fund. And, in April of 2008, The National Committee for the Furtherance of Jewish Education on Long Island founded "The Renee and Jan Burman Chabad Center for the Arts" at Congregation Beth Shalom in Mineola.

When asked about the impact of COVID, Jan shared the following. "COVID has turned everything familiar into a potential point of deadly infection. From greeting a long-time friend to sharing a meal to visiting a loved one, 2020 removed from all of us the emotional underpinnings we all share as social beings. It required me to consider once more my late parents and their experiences of living through national and global calamities. It has made me appreciate them even more, their strength, their integrity, and their boundless optimism in our country. I hope I have transmitted the same to my family in 2020 and for the future that still lies ahead." ■

Jan Burman brings a unique style and personal sensitivity to the business of real estate development. He has an insight for spotting hidden opportunities that lesser-trained eyes overlook. This adds up to consistent results: value for partners, adaptive reuse of underutilized properties and outstanding developments, and portfolios for tenants and buyers. Among his successes:

• The purchase, development, or redevelopment of over 10 mil-

lion sq. ft. of industrial and office properties.

• The conception and development of Long Island's largest modular "golden age" community to date.

• Co-founder, developer, and operator of The Bristol, a growing family of prestigious assisted living communities.

• The purchase of the 500-acre Grumman/ US Navy aircraft manufacturing plant in Calverton.

• The entitlement of over

JOHN D. CAMERON, JR., P.E.

FOUNDER AND MANAGING PARTNER | CAMERON ENGINEERING



effective in destroying viruses in indoor air.

Accordingly, the Firm installed the NPBI air purification system in their Long Island Headquarters and New York City offices. The Firm is also engineering the installation of such systems in major commercial, municipal and institutional buildings.

Under Mr. Cameron's direction, the Company has achieved noteworthy success in the engineering field receiving local, State and National awards for many of its projects. Some of the Firm's major projects have included the LIRR's Third Track Project, the Nassau Coliseum Renovation, FDNY's major firehouse house renovation project, Wyandanch Village, Garvies Point Development, Hofstra University Medical and Business Schools, Molloy College School of Nursing and many, many more.

An engineering graduate of the United States Merchant Marine Academy at Kings Point, John also holds a Master's Degree in Environmental Science from Long Island University and has an honorary Doctor of Laws degree from

Molloy College. John serves on numerous not-for-profit boards including those of professional, civic and educational organizations, including the Long Island Regional Planning Council, where he serves as Chairman; the Holocaust Memorial and Tolerance Center of Nassau County, the Hofstra University and Stony Brook University Engineering Schools, the U.S. Merchant Marine Academy Alumni Association and others.

John has been recognized many times in his career for his professional achievements (2020 Kings of New York, 2019 Distinguished Business Leader Award, 2018 Top Engineer on Long Island, Long Island Business Hall of Fame and CEO of the Year by Long Island Business News; Kings Pointer of the Year, his Alma Mater's highest alumni award; Consulting Engineer of the Year in New York State, The Long Island Press Power List Hall of Fame; Vision Long Island's Regional Leadership Award, etc.); his contributions to the environment (New York Water Environment Association Hall of Fame; Long Island Pine Barrens Society

Award; Charles and Anne Morrow Lindbergh Award, etc.), community service (Holocaust Memorial and Tolerance Center, ERASE Racism Corporate Leadership, Nassau BOCES Education Partner, MLK Center of Long Beach Business Person of the Year, the Caritas Award from Catholic Charities, etc.) and others.

A recognized leader on Long Island, John has appeared as a guest on many television public broadcasting programs to discuss such topics as economic development, the environment, post Superstorm Sandy resiliency and our Island's future sustainability.

Aside from his passionate professional interests, John has diverse personal interests including sports, music, art, travel, education, and the environment. He and his wife Loretta, reside in Rockville Centre as do their two married children and their families, with grandsons, Jack and Will and granddaughters, Frances and Kristin. His favorite time is spent anywhere with his family, but most especially at the beach. ■

A licensed professional engineer, marine engineer and U.S. patent holder, John Cameron is the Founder and Managing Partner of Cameron Engineering & Associates, LLP. The Firm has completed 36 years of business in consulting engineering and planning serving the public and private sectors alike.

The Firm provides various technical services to its clients including civil, electrical, mechanical,

structural, and environmental engineering as well as planning, landscape architecture and construction management.

As experienced scientists and engineers, the Firm recognized the need to aggressively address the principal cause of COVID transmission, that being indoor air. As a result of an extensive investigation, the Firm determined that Needlepoint Bipolar Ionization (NPBI) was the safest and most

RON EDELSON

FOUNDER AND CO-PRESIDENT | ZE CREATIVE COMMUNICATIONS



cross-selling training and in-branch marketing techniques to the savings bank industry. Ron worked with some of the largest savings banks at the time, including Connecticut Savings, New Haven Savings, and Washington Mutual Savings Bank.

After five years at MGA, Ron was offered the opportunity to head up the marketing division of automotive maverick Malcolm Bricklin's Global Motors, an importer of foreign automobiles, including the Bertone, the Pininfarina, the Proton and the Yugo. Noted Ron, "this was an exhilarating point in my life - I traveled to countries I never would have dreamed of going to, I met heads of state, international business titans, and most memorable, I got to work with my dad, who left his life as a senior partner at one of the largest accounting firms in the country to become Malcolm's CFO. I learned more about business and finance in those five years than at any other stage of my life."

Over the past three decades at ZE Creative Communications, Ron has led the agency's creative efforts, which include delivering messaging and branding campaigns that inte-

grate and leverage multiple communication platforms. Ron and the creative team at ZECC have developed multi-million-dollar TV, radio, print and digital campaigns for the agency's diverse clientele, including real estate developers, energy providers, health care, financial, legal, and telecommunications clients.

Ron also heads up the agency's education division, which provides communication, social media management, web development and crisis management for numerous public school systems and private schools on Long Island and Westchester County, two BOCES, and higher education institutions.

Since 1990, Ron has also served as the executive director of the Great Neck Plaza Business Improvement District, the first business improvement district (BID) established in New York State outside the state's big five city municipalities. Ron was also responsible for helping to establish some of the other early adopter BIDs on Long Island, including those in Cedarhurst, Westbury, Port Washington and Huntington.

In looking back over this past

year, Ron has noted that rather than the pandemic being an obstacle, it has provided opportunity. "I had always been a proponent of a hybrid work model. In the past, that was not something we offered in our agency to any great extent. With the pandemic, we're all working remotely, and we proved we could be just as productive, maybe more so, working this way than we were when we were all in the office. It has changed our perspective on how we structure our agency going forward. For example, right now we have an employee who lives in Peru. We would never have thought to offer this person a position under the old model. We're still adapting. There will be more considerations, like how much office space is really needed when we do return and what that space will look like. While the pandemic has wrought so much heartache on personal, professional and business levels, I do believe we are rounding the corner and that there is opportunity for great success for those businesses ready to adapt to and operate under the new operational paradigms that have emerged." ■

Ron Edelson is a founder and co-president of ZE Creative Communications, an agency Ron describes as an eclectic mix of innovators, critical thinkers, foodies, Rubix cube solvers and wonderful women and men with big, fearless ideas. Having started the business with Robert Zimmerman in 1990, Ron takes great pride in the fact that ZE Creative Communications (re-branded in 2018 from Zimmerman/Edelson, Inc.) is one of the few Long

Island-based communications agencies that has remained independent across the multitude of changes in the communications field over the last three decades.

Ron began his professional career at Martin Greenfield Associates, a boutique advertising agency that was based in Great Neck, New York. At MGA, Ron co-founded Behavioral Consultants, a division of the agency that delivered, for that period, ground-breaking sales,



Congratulations

Jan Burman and all of
the Top Business Leaders
of Nassau County

THE
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THE SEASONS

SUTTON
LANDING

The
Bristol
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ENGEL BURMAN



SALVATORE FERRO

PRESIDENT AND CEO | ALURE HOME IMPROVEMENTS

the standard of service that Alure has attained.

Ferro has been featured in Newsday, LIBN, Remodeling Magazine, Professional Remodeler and Replacement Contractor; spoken at various industry events; and hosted a number of renovation episodes on the D-I-Y channel, Bar Rescue and George to the Rescue. Most notably, Ferro and Alure's remarkable reputation enabled them to participate in ABC's, Extreme Makeover: Home Edition where they completed eight projects.

In order to overcome the challenges in 2020 due to the Covid 19 pandemic, Alure had to adjust and in many ways relook at how we do business. We focused on how best to stay on our clients agenda, make to most of limited opportunities and keep everyone safe. We added "Design While Distancing" where we provided touchless measuring and virtual sales appointments. We re-deployed our resources to maximize efficiency and costs. We embraced technology at a whole new level.

Ferro, one of the most respected leaders in the home improvement industry, and Alure, one of the most

successful remodeling companies in the country, have received numerous accolades for their work in the industry and the community. They include; the Owens Corning Excellence in Customer Service Award, the Forbes Business Enterprise Award and the National Remodeler of the Year Award from Professional Remodeler Magazine, among others. Under Ferro's leadership, Alure has also been recognized as one of Long Island's Best Places To Work, by both Newsday and LIBN.

Personally, Ferro was inducted into the Farmingdale Business Hall of Fame, The Fred Case Remodeling Entrepreneur of the Year Award, LIBN Outstanding CEO Award, Long Island Association Harry Chapin Humanitarian Award for Community Service, the Owens Corning Panther Award for outstanding service, leadership and development, the Home Improvement Management Summit Industry Legend Award, for his innovation, dedication and leadership, voted as Long Islands Most Philanthropic Person by Long Island Press, voted one of the Top 50 Most Influential People on Long Island and received

the LIBN ICON Award.

Ferro is a very active member in the community and serves on the boards of several non-profits including The Clark Gillies Foundation, Family Service League, The Community Chest of Long Island as well as his own Foundation. Ferro is also a proud active member of The Long Island Builders Institute, the Board of Trustees of Huntington Hospital and is also a founding active board member of Empire National Bank, and also serves on the Huntington Zoning Board of Appeals.

In 2017, Ferro started The Ferro Foundation, a non-profit corporation developed to help Long Islanders, focusing on, but not limited to, students, seniors and veterans. The Foundation currently offers two primary programs; an annual Scholarship Fund for Long Island students based on need and academic promise, and a veteran and senior home care program, which assists Long Island seniors and veterans with financial assistance related to housing and health related expenses.

Ferro lives in Commack with his wife Molly, their blended family of 6 children, and their 2 dogs. ■

Salvatore Ferro, President & CEO of Alure Home Improvements, started his career with the company in 1989 as a production manager. After serving in production, sales, and general management, Ferro took on the roles of President & CEO in 2002. Alure has been in business since 1946 and specializes in full service remodeling.

With Ferro's leadership and remarkable people skills, Alure grew from a painting contractor to one of the most successful remodeling companies in the country. Ferro believes the key to a successful company is its people, and he has worked diligently

to promote a team attitude that focuses on an inclusive culture, where employees are encouraged to share input, as well as attend personal development training.

Ferro graduated from Lindenhurst High School in 1981 and then attended SUNY Farmingdale where he graduated in 1984. He also holds (CR) and (CKD) industry certifications.

Industry professionals often look to Ferro for advice on ways to improve and develop products in the remodeling industry, and also for how to manage a company and cultivate the right employees to reach



REGINA GIL

FOUNDER AND EXECUTIVE DIRECTOR | GOLD COAST ARTS CENTER

Great Neck.

Regina Gil has been recognized as a 1999 "Woman of Distinction", by the New York State Senate; awarded a place on the "Woman's Roll of Honor" by the Town of North Hempstead; received the 1997 "Eleanor Roosevelt Award" from AJC Women's Commission for Equality. In addition, Ms. Gil is listed in Who's Who in America and Who's Who in the Arts. More recently, she was named one of Long Island's 50 Top Women by Long Island Business News.

Ms. Gil graduated with a B.A. in Art and English Literature (City College of New York), an M.A. in Art (Adelphi University) and an M.A. in Education (C.W. Post, Long Island University.) She is a member of the Salmagundi Club in New York City, the oldest art club in America and still paints and sculpts and does some freelance illustration.

Her work is in the collection of many homes in New York and beyond. She has taught middle school, high school, college students and adults and still feels that teaching is the most rewarding profession there is.

ON THE PANDEMIC:

I am honored to be among the stellar group of individuals being recognized as top leaders in Nassau County. I accept that honor on behalf of my amazing and dedicated staff, faculty and Board of Directors. As the founder and executive director of the Gold Coast Arts Center, I have been a keen observer of and participant in the artistic, educational, social, political and economic fabric of our Long Island community.

We have served tens of thousands of students, visitors to our gallery and audiences, who enjoyed the classes, films, programs, performances, and exhibits we offer. This work was challenged when the COVID epidemic hit and virtually shut down America.

On March 13, 2020, in conference with my team, I made the decision to enter uncharted territory and demonstrate that the work we do could transition to an online presence.

It meant that teachers could still teach, children and adults could still learn and audiences could still watch the best new independent, documentary and foreign films, filmmaker

Q&As, concerts and gallery tours, even book signings, from the safety of their homes.

Within a week, we knew that we could do this and that our base would support our efforts. We successfully adapted to this new format for arts and arts education and learned how to be even more creative problem solvers than we have ever been.

- Our School pivoted and was able to excite and delight students in art, clay, music, dance, chess, and other programs;

- Our Gold Coast International Film Festival and year-round film series presented hundreds of films, both virtually and in-person at a series of drive-in events around the region;

- Our Making Memories program presented free monthly online concerts for thousands of people living with Alzheimer's and memory loss, as well as as their caregivers; and

- The Arts Center proudly celebrated our 25th Anniversary with a fantastic online Gala, free to the public and still available for all to see on our website. ■

Regina Gil is the Founder and Executive Director of the Gold Coast Arts Center, a not for profit located in Great Neck. Now in its 25th year, the Arts Center is a dynamic regional cultural organization featuring music, art, dance, dramatic arts and film. Its mission has always been to promote and support the arts through education, exhibition, performance and outreach, which the Arts Center does through its renowned School for the Arts, free public Art Gallery, Arts-in-Education outreach program, year-round film screening and discussion series and annual Gold Coast International Film Festival, amongst many other programs.

Ms. Gil is a painter and sculp-

tor, freelance graphic designer and a New York State licensed Art Specialist, K-12. She has served on the Kennedy Center Partners in Education Advisory Board and as a Grants Review Panelist for the New York State Council on the Arts. In addition,

Ms. Gil is the founding President, Artists Network of Great Neck and has served as the Commissioner for Cultural Affairs, Village of Great Neck Plaza, since 1994; she has served on the Advisory Board of the Adelphi University Performing Arts Center; and as a Long Island Arts Alliance Board Member; Secretary and Member of the Board, Slobodkina Foundation; and is the founding President of the Historical Society of



MTA-LIRR Third Track



Hofstra Northwell School of Medicine



FDNY



SUNY Stony Brook Long Island Seagates Study



Copiague Commons



Morrelly Homeland Security Center



Smithtown Solar Photovoltaics



Fordham University



St. Joseph's College Athletic Complex



Bergen Point WWTP



Molloy College Center for Nursing



CAMERON ENGINEERING

Mechanical & Electrical Engineering
 Energy/Renewable Energy Services
 Civil Engineering
 Site Development &
 Landscape Architecture
 Water, Wastewater and Solid Waste Engineering
 Stormwater/Resiliency Engineering
 Transportation & Traffic Engineering
 Planning/Environmental Analysis
 Geographic Information Systems
 Structural Engineering
 Security/IT-AV Engineering
 Construction Management
 LEED Design/Sustainability
 Emergency Preparedness

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Massapequa Creek Preserve



Nassau Coliseum



Ritz Carlton North Hills



Sacred Heart Academy



Baxter Pond



Garvies Point



SC Minor League Stadium



Museum of American Armor



Clean & Green Biosolids Facility



RORY GOLOD

PRESIDENT | COMPASS TRI-STATE

pandemic hit, we had the infrastructure to best allow our agents and their clients to work remotely.” Compass agents have access to a suite of tools such as marketing content & creation software, AI-powered home valuation software, and location-based mobile listing ads.

Compass has had a strong presence in the East End for half a decade, and with the expansion onto Long Island, it now also has strongholds in Manhasset, Garden City, Roslyn, Syosset, Woodbury, Huntington as well Oceanside. Rory was instrumental in bringing Compass to Long Island and pairing established local agents with modern tools and a national referral network, redefining the business of real estate while remaining true to local preferences, customs, and values.

“Long Island has a special place in my heart. I grew up here, and now I get to work alongside some of the most outstanding entrepreneurs – our Long Island agents. The culture embodied by our Long Island agents reflects the values of Compass as a company

– passion, integrity, and a commitment to our local communities.

Rory joined Compass in 2014 when the firm was known as a small rental company focused only on New York City. Rory was drawn to the dedicated visionaries working at the firm and ultimately

land will always be a memorable accomplishment for myself and our amazing team. Seeing Compass signs appearing throughout the North Shore brings a smile to my face, and I could not be more fortunate to work alongside such a special group of people.”

“I have been fortunate to launch Compass in markets across the country. However, Long Island will always be a memorable accomplishment for myself and our amazing team.”

Rory Golod leads Compass’s largest market – the Tri-State region – directly overseeing all operations and strategy.

Despite the challenges posed by the global pandemic, his instrumental leadership navigated the company’s expansion into new markets in 2020.

The company expanded into the North Shore of Long Island

and Northern New Jersey, thoroughly onboarding agents virtually and equipping them with the industry’s leading digital tools to operate from anywhere.

“Before Covid-19, we invested heavily in recruiting the best software engineers from leading tech companies like Google and Amazon to modernize how real estate business operates. Once the

served as founder and CEO Robert Reffkin’s Chief of Staff. He then eventually moved into his current position, Tri-State president.

“I have been fortunate to launch Compass in markets across the country. However, Long Is-

Before Compass, Rory held positions at social shopping platform Fancy.com, Bloomberg LP, and Yext. A native of Lloyd Harbor, Rory graduated from Cold Spring Harbor High School and received a Bachelor of Arts from the University of Richmond. ■

Standing with You since 1993.

The Keats Insurance Agencies has a long tradition of improving the communities we live and work in here in Baldwin, Upstate NY, GA &. We work to make our community a better place, too, by helping local families protect what they value most. We offer the assurance you’re looking for to feel good about your future, along with the education you need to make big decisions with confidence.



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LEADING WITH VISIONARY IDEAS AND INITIATIVES.

Congratulations Richard for your well-deserved recognition as a 2020 Blank Slate Media Top Business Leader of Nassau County.

The Nassau County Industrial Development Agency (IDA) is proud to honor our own Chairman, Richard Kessel, for his leadership and dedication to the growth and sustainability of Nassau County's economy and the development of programs and services that improve the quality of life for everyone on Long Island. For over five decades, Richard has been at the forefront of positive change for our region. We look forward to Richard's continued leadership in positioning the Nassau County IDA and the Nassau County Local Economic Assistance Corporation (LEAC) as driving forces in Long Island's emergence from these unprecedented times smarter and stronger than ever before.

The Nassau County IDA/LEAC Board Members and executive team would like to congratulate all the honorees of Blank Slate Media's 2020 Top Business Leaders of Nassau County. Together we are creating a robust and sustainable future for Nassau County and the entire Long Island region.



Richard Kessel, Nassau IDA Chairman

BOARD MEMBERS

Richard Kessel, Chairman • Lewis M. Warren, Vice Chairman • Anthony Simon, 2nd Vice Chairman • Timothy Williams, Secretary
Christopher Fusco, Assistant Secretary • Amy Flores, Treasurer • John Coumatos, Assistant Treasurer

EXECUTIVE TEAM

Harry Coghlan, Chief Executive Officer/Executive Director • Danielle T. Oglesby, Chief Operating Officer/Deputy Executive Director
Anne L. Lamorte, Chief Financial Officer • Catherine Fee, Chief Marketing Officer/Director of Business Development
Colleen Pereira, Administrative Director • Carlene Wynter, Compliance Assistant • Nicole Gil, Administrative Assistant



RONALD KEATS

PRESIDENT | KEATS INSURANCE AGENCIES

The Keats Agency is a local insurance agency with a long history of customer satisfaction, speed to service, and smart insurance planning.

They have been honored year after year for many industry awards including a 2014 induction into the Nationwide Insurance Hall of Fame. Keats is one of fewer than 60 agents who have achieved this recognition in the 100 year history of the company.

“We have a responsibility to our clients to find them the right companies, with most competitive products and to prepare their protection program in the most cost-effective way. We exist for their benefit and vow to offer as much value as possible for their insurance dollars.” said Ron Keats, President Keats Insurance Agencies Inc.

Keats does things differently than most local insurance agencies. A few things stand out. At the Keats Agencies, every client is contacted at least once a year for a sales-free review of their policies. It’s rare for a local agent to have the staff to handle such a significant undertaking.

Keats feels that a lot changes each year and it’s important to take the time to make sure protection

matches need. Ron mentions “Discounts fall off; rates change; new opportunities for efficiency develop; and sometimes you have coverage you no longer need. Smart insuring can only be accomplished through regular reviews”. An example of something new is telematics and pay per mile programs. They offer potential savings that weren’t readily available just a couple years ago.

Another category Keats handles differently is claims. The agency claims team will reach out to clients upon notice of a loss to support the client in their dealings with the insurance carrier.

They are an industry leader in technology and training affording their customers accurate, knowledgeable, and friendly insurance services. Another advantage Keats has is their vast inventory of insurance carriers. More carriers means more choice and a better opportunity to find the best fit for a client. Keats Insurance represents most major carriers including Nationwide, Allstate, Travelers, Safeco, Liberty Mutual, Hartford, MetLife, Hanover, Progressive, Chubb, PURE and more.

COVID had a significant impact

on operations in 2020.

“We were prepared for work from home but still had to learn how to do it efficiently. Today we run seamlessly as a hybrid with some workers at home and some at our offices while remaining fully and completely available for our clients.” according to Ron.

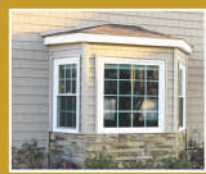
The agency took all appropriate measures to protect staff and clients in their offices. They include acrylic barriers, temperature checks and questionnaires upon entry, sanitation stations and new air purifier systems in HVAC units for maximum protection against the virus.

Their work isn’t only in sales and service of insurance. Keats staff is very active outside the office with their extensive volunteer and charitable work with organizations such as Long Island Cares, Island Harvest, Lustgarten Foundation and others.

Keats Insurance has offices on Long Island in Mineola and Baldwin, upstate New York in Orange and Sullivan counties, as well as Atlanta Georgia and Ft Myers Florida. They do business in the states of NY, NJ, PA, CT, GA, VA, and FL and serve over 10,000 households. ■

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RICHARD KESSEL

CHAIRMAN | NASSAU COUNTY IDA/LEAC

ard's visionary leadership at the helm of the Nassau County IDA/LEAC was demonstrable during the outset of the COVID-19 pandemic. Mr. Kessel, together with Nassau County Executive Laura Curran, Sen. Todd Kaminsky, and Assemblywoman Judy Griffin championed New York State legislation to temporarily allow IDAs throughout New York state to provide grants and loans to coronavirus-affected small businesses and nonprofits.

In collaboration with Nassau County Executive Laura Curran's Department of Economic Development and the Office of Community Development, Mr. Kessel created the Boost Nassau Small Business Recovery Loan Program as part of the New York Forward Loan Fund (NYFLF) to offer critical stabilization loans to Nassau's small businesses, MWBEs and non-profits hit hard by the COVID-19 pandemic.

The Boost Nassau Program has lent over one million dollars to small businesses thus far and hopes to increase that support in 2021.

Furthermore, in collaboration with Nassau County's Department of Economic Development and the Office of Community Development,

the Boost Nassau program partnered with the Town of Hempstead to create a personal protective equipment (PPE) kit giveaway and coordinated several mass distributions of these kits to those desperately in need. Ultimately, through the Boost

Nassau program, the Nassau IDA/LEAC distributed 5,000 PPE kits to small business owners, nonprofits, and Town of Hempstead school districts.

In addition to the COVID relief efforts, Mr. Kessel has propelled the Nassau IDA/LEAC forward in other critical areas.

It is important, now more than ever, to support large projects that will provide hundreds to thousands of construction jobs. A groundbreaking IDA achievement under Mr. Kessel in 2020 was the movement made on the Long Beach Superblock project.

The property, that has sat undeveloped for forty years, is primed to become an economic hub through job creation, with three hundred plus construction-phase jobs, and more than 400 units of much-needed housing. A \$360 million investment, the Superblock project will result in an increase in tax payments to the

county by more than \$13 million and \$75 million to the Long Beach school district over the course of the 25-year agreement.

Furthermore, in 2020 Mr. Kessel guided the IDA in the adoption of a policy that would promote the creation of additional affordable housing options in development projects throughout the county. Mr. Kessel's visionary approach to overcoming the hurdles of today will serve as the differentiator in improving the lives of Nassau County's business owners and residents for generations into the future.

While Richard appreciates being an honoree of Blank Slate Media's 2020 Business Leader of the Year, he always shares his achievements with his partners and stresses his success is due to the leadership of Nassau County Executive Laura Curran and the most engaging IDA/LEAC board of directors. Mr. Kessel's plan is to continue working collaboratively with his colleagues to help businesses that are already here to prosper and grow, recruit companies outside of New York state to grow the tax base and increase affordable housing for the betterment of all Nassau residents. ■

Richard Kessel has dedicated his career to helping turn Nassau County into a region of opportunity and economic prosperity for all its businesses and residents. A lifelong resident of Nassau now living in Merrick, Mr. Kessel has promoted economic development and the creation of jobs serving in various positions under six New York State governors.

Various positions include Executive Director of the New York State Consumer Protection Board, as well as Chairman and CEO of both the Long Island Power Authority (LIPA)

and the New York Power Authority (NYPA).

Devoted to Nassau County, Mr. Kessel has served on the Board of Trustees for Nassau Community College for nearly 20 years. In 2018, Mr. Kessel was appointed chairman of the Nassau County Industrial Development Agency (IDA) and the Nassau County Local Economic Assistance Corporation (LEAC) by Nassau County Executive Laura Curran—a position he still holds with great pride today.

The critical importance of Rich-

NORTH SHORE CHILD & FAMILY



GUIDANCE CENTER

The Board of Directors and staff at North Shore Child & Family Guidance Center congratulate our Executive Director/CEO **Andrew Malekoff** as a **Top Business Leader of Nassau County!**



His 45 years of dedication to our organization and to children's mental health has been instrumental in bringing hope and healing to Long Island families.



Andrew Malekoff is chief executive officer for North Shore Child and Family Guidance Center, the leading nonprofit children’s mental health agency on Long Island, where he has worked for 45 years. He is a 1973 graduate of Rutgers University where he earned a BA, majoring in economics. At Rutgers he was a linebacker and captain of the 1972 football team. He also competed in wrestling, lacrosse and rugby; and, volunteered as a big brother for Rutgers Community Ac-

tion, a community service program. Malekoff has worked in human services since 1974 when he joined Volunteers in Service to America. In VISTA, he worked in a Mexican-American community in Grand Island, Nebraska. His work involved youth development and drug and alcohol prevention. He was next employed by the Mid-Nebraska Community Mental Health Center as a drug-counselor coordinator and also served as a youth educator for the Nebraska

ANDREW MALEKOFF

EXECUTIVE DIRECTOR AND CEO | NORTH SHORE CHILD AND FAMILY GUIDANCE CENTER

School for Alcohol Studies.

In August 1976, he left Nebraska to attend Adelphi University School of Social Work where he earned a Masters in Social Work (MSW) with a concentration on working with groups. He is also a Licensed Clinical Social Worker (LCSW) and Credentialed Alcoholism & Substance Abuse Counselor (CASAC).

In addition to his work at the Guidance Center, Malekoff is a prolific writer and winner of two Folio journalism awards. He has been editor of Social Work with Groups, a journal of community & clinical practice, since 1990.

Among his hundreds of professional publications, including 12 books and monographs, is the internationally acclaimed “Group Work with Adolescents: Principles and Practice” (Guilford Press), now in its 3rd Edition. The book was a main selection of the Behavioral Science Book Club and has been a top choice in universities for decades. Malekoff has also written hundreds of newspaper columns and op ed pieces, including for Blank Slate Media in The Island

Now publications.

Malekoff has taught at Adelphi and NYU graduate schools of social work, lectured across the U.S. and Canada and conceived and implemented many action-oriented research-advocacy projects since the 1980s; most recently regarding mental health parity, discrimination & universal access to care.

Malekoff is a longtime member of the board of directors of the International Association for Social Work with Groups. He was chairman of the Civil Service Commission for the City of Long Beach in 2004-5. He is married to Dale, a high school art teacher. They live in Long Beach and have two adult sons.

North Shore Child and Family Guidance Center is the pre-eminent not-for-profit children’s mental health agency on Long Island, the Guidance Center is dedicated to restoring and strengthening the emotional well-being of children and their families. A highly trained staff of psychiatrists, psychologists, clinical social workers, vocational rehabilitation counselors and other mental health professionals lead the

way in diagnosis, treatment, prevention, training, parent education, research and advocacy.

The Guidance Center helps children and families address issues such as depression and anxiety; developmental delays; bullying; teen pregnancy; sexual abuse; teen drug and alcohol use; and family crises stemming from illness, death, trauma and divorce.

The Guidance Center was a FEMA-funded responder to major disasters such as the September 11, 2001 terrorist attack on America and Superstorm Sandy in 2012. Since the March 2020 Covid-19 outbreak in America, North Shore Child and Family Guidance Center has made a seamless transition from on-site mental health care to telehealth in order to meet the needs of thousands of children and families who have been experiencing increased anxiety and depression during this perilous time.

For 68 years, the Guidance Center has been a place of hope and healing, providing innovative and compassionate treatment to all who enter its doors, regardless of their ability to pay. ■

We proudly congratulate
our CEO and Chairman, **Scott Rechler**,
on his well deserved recognition as one of the
Top Business Leaders of Nassau County



Metzger

ON BUSINESS & GIVING

When I started Whitmore 32 years ago, I did so with several core values in mind. One of them was...

"I Promise to make Insurance Personal."

No two clients are alike. Accordingly, every insurance program we develop and activate is customized and tailored to protect you, your family, business, and assets uniquely.

Another key feature of Whitmore is the company's and my personal commitment to giving back to the communities in which we live, work, and serve. Some call it philanthropy, however, I like to refer to it as "community service." In building the business over three decades, I've used giving strategically.

"I call it community service."

Yes, the donations surely help the receiving organizations and people they serve, but Whitmore also benefits by enhancing client relationships and building the brand.

As Covid 19 raged through Long Island late last year, along with a former lacrosse teammate from Hofstra, David Woycik Jr., U.S. Army Colonel (Retired), it was gratifying to support a campaign contributing significantly to:



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William D. "Bill" Merklin, P.E., Senior Vice President at D&B Engineers and Architects

William D. "Bill" Merklin, P.E., Senior Vice President at D&B Engineers and Architects, (Woodbury), has long been an innovator and visionary leader in Long Island's engineering community.

As head of D&B's Civil Engineering and Water Supply Divisions, he oversees the planning, design and construction of municipal and private storm water man-

agement projects, water treatment/distribution, water storage tanks, site development and roadway improvements.

Bill's ability to oversee complex details of municipal infrastructure projects from master planning through completion is unparalleled. With nearly 30 years of experience bringing projects in on schedule and under budget, it's no surprise he is the 'go-to professional' for municipalities, private industry and peers alike.

Bill has designed and imple-

WILLIAM D. "BILL" MERKLIN, P.E

SENIOR VICE PRESIDENT | D&B ENGINEERS AND ARCHITECTS

mented hundreds of water projects including packed tower aeration systems, granular activated carbon (GAC) treatment systems, nitrate removal systems, advanced oxidation process (AOP) treatment systems, iron and manganese filtrations, water main and pumping station construction, water storage tanks and chemical storage.

Combining water supply and engineering knowledge with a passion for preserving the integrity of Long Island's aquifer, he helps communities meet regulatory requirements and keep pace with evolving environmental needs. Bill's stewardship of innumerable water supply projects will have a profound impact on Long Island for generations to come.

Bill is active in the American Water Works Association (AWWA), an international organization dedicated to improving water quality; the Long Island Water Conference; and the American Public Works Association (AWPA) which serves professionals in multiple aspects of public works.

The Seaford native earned his Bachelor of Engineering in Civil Engineering and his Masters in

Environmental Engineering from Manhattan College.

D&B ENGINEERS AND ARCHITECTS

Since 1965, D&B Engineers and Architects (D&B), headquartered in Woodbury, has provided innovative engineering solutions in environmentally acceptable and cost-conscious applications.

D&B services include wastewater and construction management, water supply, environmental investigation/remediation, multimedia environmental compliance, MEP engineering, architecture, civil engineering, energy engineering, electrical engineering, solid waste management and structural engineering, all guided by the directive of 'facing challenges, providing solutions.'

D&B is comprised of over 225 men and women who are outstanding professionals from a wide variety of disciplines. Experienced, innovative and consummately skilled, D&B's people demonstrate a client-centric commitment that instills loyalty, diligence and dedication, essential attributes that support total customer satisfaction.

D&B supports numerous engineering, environmental and architectural associations, which enables the firm to continually improve its quality of services through technology and the latest innovations.

With the advent of the COVID-19 pandemic, New York State considered D&B an 'essential business' and the firm's continued operation was considered critical to maintaining public health in the communities that D&B serves.

As the pandemic heightened and governmental responses unfolded, D&B adapted quickly. Managing the disparate needs of staff and clients required significant coordination by the D&B management team. D&B deployed portable computers and collaborative software to reduce in-office staff by roughly 75 percent. While business has thrived in this environment, D&B looks forward to getting "back to normal."

D&B has five locations in New York with headquarters in Woodbury, and offices in South Plainfield, N.J. and Trevese, Penn.. ■



JAMES C. "JIM" METZGER

CHAIRMAN AND CEO | THE WHITMORE AGENCY

of being the school's all-time leading scorer and rusher. His lacrosse accomplishments, almost unbelievably, were even more impressive. He was an All-American and Suffolk County scoring champion.

Most notably, he won the Ray Enners Award as the outstanding lacrosse player in Suffolk County in 1977. He was the first player at Half Hollow Hills High School to ever receive the award. After high school, Jim played lacrosse at Hofstra. In his sophomore season he was named a Division I All-American

His record setting scoring average of 4.9 points per game still ranks fifth in the history of the Hofstra lacrosse program.

After college, Jim was fortunate to work with two of the insurance industries' most prolific sales executives, Richard Ferrucci and Frank DeMartino. From them, he learned the business and was inspired to pursue his dream to run his own company.

Over last three decades, Whitmore, has steadily built the business to extend beyond insurance brokering.

Besides a broad range of personal insurance services, the company focuses on special industries that in-

clude funeral services, transportation and livery, restaurants and hospitality, construction and bonding, fine arts and collectables, and the cannabis industry. Its business services encompass Whitmore Advisors, Whitmore Business Solutions - Equipment Management Maintenance Program, and the Whitmore Hospitality Group.

Jim is a generous philanthropist - importantly, he prefers to describe his giving as "community service." He is a frequent contributor to educational and athletic programs at Hofstra University. Among more than a dozen named programs, awards, and scholarships, to recognize his outstanding contributions to Hofstra over the course of a 40-year relationship as a student-athlete and lead philanthropist, the university, during early 2020, placed Metzger's #56 retired jersey on the facade of Margiotta Hall and a bronze bust to the newly landscaped area outside the men's lacrosse locker room at Hofstra's Shuart Stadium.

Other charities / causes Jim has supported are - Big Brothers Big Sisters of Long Island, The Funeral Service Foundation, The American Heart Association, Boys & Girls Clubs of America, Wounded Warriors, Amer-

ica's VetDogs, and Canine Companions, among others.

After the onset of COVID-19, Jim immediately steered Whitmore with three major moves.

First, take care of the people, make the office a safe place. He invested in antimicrobial cleaning products and adopted aggressive procedures to guard against infection. Further, the office began to operate virtually and on schedules that assured employee and visitor safety.

Second, as some client industries were hit hard - e.g., restaurants and hospitality - and others like the funeral services business, which were busy operationally, but at drastically lower margins, financial and economic adjustments were made. Whitmore worked with insurers and industry partners to allow for relief and forbearance on policy payments.

Lastly, Jim looked forward. Applying sage advice from his grandma that, "this too shall pass," he is making strategic moves and investments with private equity firms and venture capitalists to be in a prime position to help them protect their success when the world begins to recover from the pandemic. ■

In 1989 James C. "Jim" Metzger put his insatiable drive and entrepreneurial instincts in action and opened The Whitmore Group Ltd. in Roslyn.

Today, as the award-winning insurance and financial services agency's Chairman and CEO, Jim continues to lead the business located in Garden City. There, the company has more than 70 employees, and is known as The Whitmore Agency.

In addition to driving bottom-line business wins, Jim is also a renowned Long Island philanthropist. He contributes to and participates in numerous organizations with the belief that his support will help make it possible for future generations of leaders to attain

their dreams.

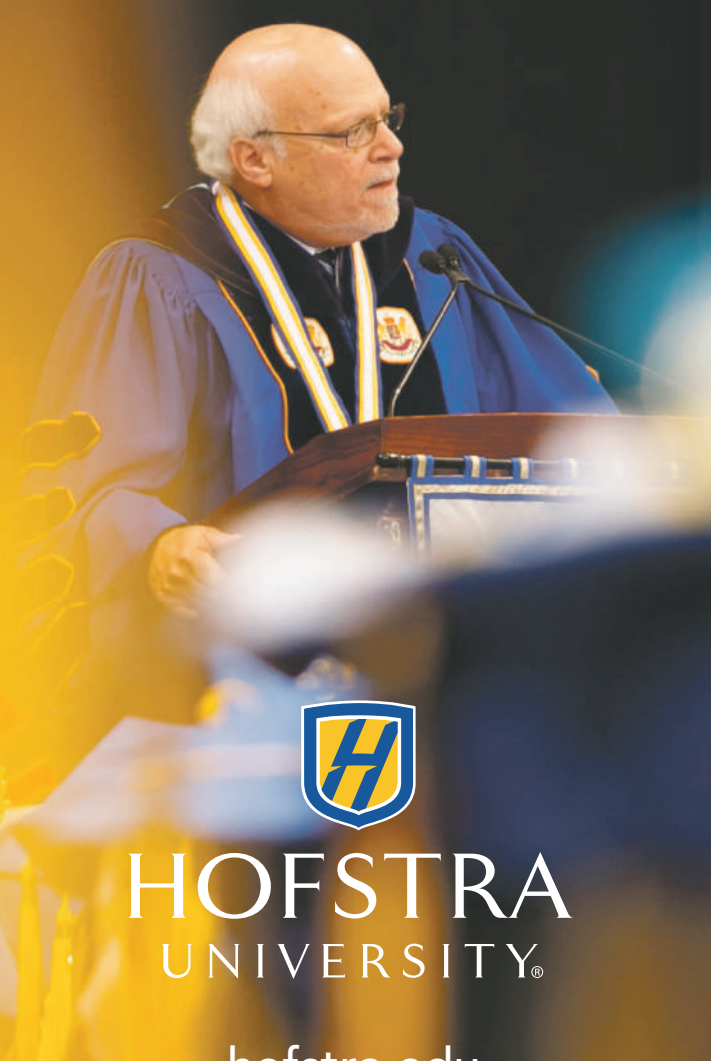
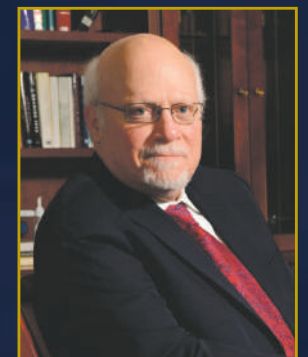
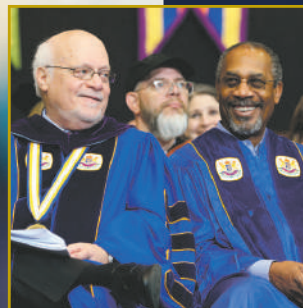
Two key influences - sports and mentors - in his early life prepared him for his calling as a creative, innovative, and successful Insurance executive.

As he readily headlines on his personal website - jamesmetzger.net - **"Everything I ever needed to know about business I learned on the sports field."** Growing up on Long Island, Jim was known as a gifted natural athlete playing football, basketball, and lacrosse at Half Hollow Hills High School.

He was a Suffolk County All-Star running back who started every game in his 3-year varsity football career graduating in 1977 with the distinction

We proudly join with
Blank Slate Media
in saluting the

Top Business Leaders of
Nassau County
including our president,
Stuart Rabinowitz
Educator, Innovator, Leader



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DEIRDRE O'CONNELL

CEO | DANIEL GALE SOTHEBY'S INTERNATIONAL REALTY

recently on Long Island's south shore coast with the opening an office in the City of Long Beach.

In 2020, under her direction, the Daniel Gale Sotheby's International Realty management team quickly met the challenges imposed by Covid-19, implementing safety protocols and providing extensive video training to continue to close transactions and show homes. Daniel Gale Sotheby's International Realty achieved its highest sales numbers ever in 2020, ranking it among the top ten of Sotheby's International Realty's nearly 1,000 brokerages.

O'Connell has excelled as an agent and as a broker owner throughout her career and today is recognized as one of the top residential real estate executives in the nation. She enjoys a longstanding reputation for exceptional customer service, unparalleled local knowledge and strong managerial skills that result in positive outcomes for Daniel Gale Sotheby's International Realty sales agents, customers and clients.

Following a career in public and employee communications for a major insurance company,

O'Connell began working in real estate in 1991. She founded her own business, Deirdre O'Connell Realty Inc., in 2002 in Manhasset. She expanded her operation to the North Fork in 2005 with the opening of a Cutchogue office. When her successful business was acquired by Daniel Gale Sotheby's International Realty in 2007, O'Connell joined the organization in a sales management position. Her role continued to expand in scope and responsibility, ultimately encompassing the sales oversight of the entire organization. She was named CEO in 2018.

As for Daniel Gale Sotheby's International Realty's future in Long Island and Queens real estate, O'Connell plans to continue to lead the organization, guided by "our strong core values of professionalism, ethics and luxury service at every price point as well as our leadership in leveraging real estate technologies."

Recognized with numerous awards throughout her career, O'Connell's most recent honors include ranking nationally among real estate executives in the

Swanepoel Power 200 and receiving RISMedia's 2019 Real Estate Newsmaker Award. Locally, she has been recognized among the Top 50 Most Influential Women in Business, received the Executive Circle Award, and was named to the Long Island Power List. She serves on the Board of Directors of The United Way of Long Island and on the Board of Trustees for Old Westbury Gardens. She was selected as the 2018 honoree for the Old Westbury Gardens annual gala for her commitment to the continued cultivation and preservation of Long Island's beautiful places and singular heritage.

COVID forced Daniel Gale Sotheby's International Realty to readjust and retool for an imminent shutdown almost overnight. O'Connell's leadership, the core values of an almost 100 year history, and the leading edge technologies and systems that were in place enabled the organization to show and sell homes virtually. While there were many challenges to be met, Daniel Gale Sotheby's International Realty emerged from 2020 with \$4 billion in sales revenue, its best year on record. ■

As Chief Executive Officer, Deirdre O'Connell plays a leading role in both the day-to-day success of Daniel Gale Sotheby's International Realty and the development of strategic initiatives and goals for the future of this highly innovative organization.

She oversees the sales man-

agement of this \$4 billion dollar organization with 850 sales associates and nearly 100 employees in 25 offices spanning Queens, Nassau and Suffolk counties, the North Fork of Long Island, and Westhampton Beach. O'Connell has led the company's ongoing expansion into new markets, most



CONGRATULATIONS DR. JEFFREY REYNOLDS, FCA PRESIDENT & CEO

FOR BEING RECOGNIZED AS ONE OF

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Your dedication and determination
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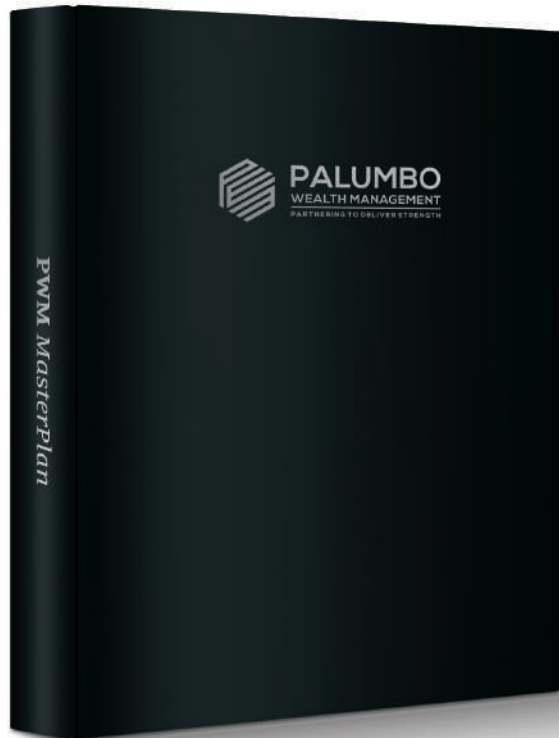


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When it comes to retirement planning, most people don't know where to start or who to trust. They lack the time, knowledge and tools needed to take control of their financial lives.

As a Certified Financial Planner, we know it's almost impossible to do this on your own. That's why we created the PWM MasterPlan, the foundation enabling us to offer you the most appropriate fiduciary advice.

The PWM MasterPlan is a holistic, long-term framework that provides you clarity and direction in making the correct financial decisions. Serving as your personal "**chief financial officer,**" we apply our knowledge and experience from working with many individuals and families. The process offers you peace of mind knowing you can achieve your retirement goals.

The PWM MasterPlan provides you with:

- Comprehensive financial organization
- Fully integrated retirement plan
- Tailored investment strategy
- Detailed advanced planning

With more than 100 years of combined experience, Palumbo Wealth Management is the client-first private wealth management firm delivering the highest level of service to clients who are nearing or in retirement.

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Philip G. Palumbo, CFP®
Founder and CEO

Palumbo Wealth Management

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As a firm providing wealth management services to clients, Palumbo Wealth Management LLC offers both investment advisory services and brokerage services. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements.

After 20 years of working for major wealth management firms, Philip Palumbo showed tremendous resilience as a business leader by successfully launching his own firm, Palumbo Wealth Management (PWM) in January 2020 in the face of the COVID pandemic.

As challenging and unprecedented COVID has been, Philip's detailed preparation and thorough due diligence assisted in making his transition for his clients as seamless as possible. Philip's passion to deliver a platform that is solely focused on his clients as a fiduciary contributed to he being able to transition his clients at record speed.

Today, just completing his first full year in business, his firm is thriving and continues to be laser focused on providing a world-class experience for his clients. We would like to congratulate Philip Palumbo as being chosen as the top business leader on Long Island.



PHILIP PALUMBO

FOUNDER, CEO AND CHIEF INVESTMENT OFFICER | PALUMBO WEALTH MANAGEMENT

goals.

- Third, ensure that our clients can TRANSFER their wealth to their heirs, helping the next generation to carry on their legacy.

OUR PWM MASTERPLAN: *Delivering Financial Peace of Mind*

The Palumbo philosophy is grounded in three tenets: financial planning, fiduciary advice and full service! It starts with the PWM MasterPlan. Designed by their Certified Financial Planning team, the PWM MasterPlan offers complete financial organization and delivers the peace of mind that comes with knowing one's financial objectives are achievable and on target. As a fiduciary advisor, our clients can always be assured PWM's advice is in their best interest, with no conflicts of interest. The PWM MasterPlan provides the most appropriate financial advice tailored to their unique situation.

OUR APPROACH

PWM seeks to serve as our clients' personal "chief financial officer," the "go-to" source for any financial advice that may arise. As

personal CFO, we seek to take the burden off their shoulders by managing every aspect of their financial lives, freeing them to enjoy their retirement years.

We help guide each of our clients to the most appropriate decisions, not only around their investments, but also regarding tax mitigation opportunities, estate and trust planning, family governance, asset protection, long-term care planning, Medicare, Medicaid and Social Security planning, and their philanthropic goals.

At the core of our wealth management approach is understanding each client as an individual — not just as an investor. Our team seeks to embrace their financial goals and how best to achieve them. They are laser-focused on five main concerns that are critical to clients:

1. Will I have enough money to live on to maintain my desired lifestyle?
2. Where will my income come from in retirement?
3. How do I protect my assets from major stock market declines?
4. How will my assets be protected if I become ill?
5. Who will inherit my money

when I die?

The result of our approach provides clients with straightforward answers to these questions and identifies any specific gaps which may need to be addressed.

An Institutionally Based Investment Approach Supplemented by Strategic Partners

As clients consider estate planning and wealth transfer, our strategic partners assist in customizing individual plans and programs, along with the appropriate steps to fit their planning needs. Whether it is a large charitable donation, or a trust for transferring generational wealth, our team is prepared to work with clients to achieve their objectives.

In summary, we believe the PWM approach to wealth management, starting with the PWM MasterPlan for all clients, is the proper way, and in our opinion, the only way to assure individuals and families a secure retirement. It delivers a foundation for clear and appropriate decision making and most important, peace of mind for PWM clients. ■

OUR FIRM

PWM is a Great Neck, New York-based SEC Registered Investment Advisor (RIA) focused on high-net-worth and ultra-high-net-worth families. Our seven-person team and five strategic partners are solely focused on assisting clients to prepare for or make the most of their retirement. Clients include professionals such as surgeons, dentists, attorneys and business owners who have worked hard to build

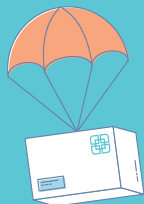
their wealth over decades. Protecting their wealth against unforeseen risks is the critical objective.

As an RIA, Phil has a fiduciary duty to his clients, which is among the highest standards of financial care in the American legal system.

PWM believes it is imperative to follow a disciplined planning and investment process to achieve three critical goals for our clients:

- First, PROTECT our clients' money.
- Second, GROW our clients' money, providing a return that will assist them in achieving their life

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STUART RABINOWITZ

PRESIDENT | HOFSTRA UNIVERSITY

tures, and its enrollment become increasingly more diverse in every way.

Hofstra is the only university ever to host three consecutive presidential debates – in 2008, 2012 and 2016, and one of only three schools in the New York metropolitan area with schools of medicine, engineering and law.

President Rabinowitz also insisted that the University find ways to help the community meet the needs of underrepresented groups. This included the creation of Long Island’s first law clinic to help immigrants facing deportation and forging a partnership with the Central American Refugee Center (CARACEN) in which students are trained to provide tutoring in English for Speakers of Other Languages, and help immigrants prepare for the citizenship application process.

He has presided over significant investments in new facilities, including new state-of-the-art buildings for the Zucker School of Medicine and the Frank G. Zarb School of Business, as well buildings dedicated to the arts and humanities and graduate student

housing. He also has heralded the role of higher education as a regional engine of economic innovation in his role as co-chair of the state’s Long Island Regional Economic Development Council, which has helped drive bring more \$727 million for nearly 900 projects on Long Island. He is also a member of the board of directors of the Long Island Association and Accelerate Long Island.

President Rabinowitz was the leading force behind Hofstra’s swift and effective response to the COVID-19 pandemic. He convened a Task Force on Reopening which focused on implementing new health and safety protocols to ensure a safe return to campus for students, faculty, and staff. Hofstra students were able to enjoy a full semester on-campus with no disruption to learning as a result of his new policies and procedures. We commend President Rabinowitz for all he has done at Hofstra - not only through the challenges of 2020 - but through the last 50 years.

At the start of 2020, President Rabinowitz announced his retirement in August 2021 after 20

years as president and five decades serving the University, first as a member of the Maurice A. Deane School of Law faculty and then as its dean. He has been recognized for his commitment to the University and the Long Island region many times, most recently with a lifetime achievement award from the Long Island Association and a number one ranking on the 2020 Long Island Business News Power 25 in Education.

In the final year of his tenure, President Rabinowitz is successfully steering Hofstra through the challenges presented by the COVID-19 pandemic.

Working with Northwell Health, Hofstra’s partner in the medical and nursing schools, the University has developed one of the most comprehensive testing and tracing programs among colleges in New York State and instituted health and safety protocols that protect the campus community while continuing to provide students with a rewarding experience inside and outside the classroom. ■



For the past two decades under the leadership of President Stuart Rabinowitz, Hofstra University has become an institution of international reach and reputation, hosting three consecutive presidential debates and launching several new schools, including the Donald and Barbara Zucker School of Medicine at Hofstra/Northwell, the Hofstra-Northwell School of Nursing and Physician Assistant Studies, the Fred DeMatteis School of Engineering and Applied Science, the Peter S.

Kalikow School of Government, Public Policy and International Affairs and the School of Health Professions and Human Services.

He also founded the National Center for Suburban Studies, the Center for Entrepreneurship and the Cybersecurity Innovation and Research Center and ensured they became community resources as well as academic centers. The University’s endowment has grown six-fold to more than \$700 million, the academic profile of its students has increased on all mea-

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SCOTT RECHLER

CEO AND CHAIRMAN | RXR REALTY

the Port's \$30 billion capital budget, including the World Trade Center redevelopment.

In May 2013, Mr. Rechler was appointed to represent Gov. Cuomo on the Board of The National September 11 Memorial & Museum at the World Trade Center Foundation, Inc. Mr. Rechler also served on the Board of the Metropolitan Transportation Authority (MTA) from 2017 to 2019.

Mr. Rechler prides himself on enhancing the communities where RXR operates. As such, he serves as Chairman of the Regional Plan Association, is a member of the Real Estate Board of New York, a Board member and Co-Chair of The Feinstein Institute for Medical Research, Board Member of Northwell Health (the largest healthcare system in New York), and a member of the NYU Real Estate Institute Advisory Committee. Mr. Rechler also serves on the Board of the Drum Major Institute and the Long Island Children's Museum.

While unprecedented, COVID-19 was not the first crisis for Mr. Rechler and RXR.

From the attacks of September 11th to the 2008 financial crisis to

Superstorm Sandy in 2012, Mr. Rechler, along with RXR's senior leadership and core management team have managed through a number of past crises.

This experience, combined with RXR's vertically integrated management team and the deep relationships with its tenants and key stakeholders throughout the state, gave the RXR team a comprehensive response and execution framework as the COVID-19 public health crisis began to escalate.

Early in the pandemic, RXR established a dedicated COVID-19 taskforce, which continues to meet on a weekly basis, to monitor and respond to the rapidly evolving social, public-health, and economic crisis. This was followed by company-wide initiative designed to ensure that RXR is not only well-positioned to navigate the current crisis, but also to thrive on the other side.

Pre-COVID-19, RXR had already created a data and analytics environment that allowed RXR to capture, store, and analyze hundreds of millions of data points that are generated continuously by RXR buildings, their occupants, and visitors, built on a foundation of world-class privacy

and infrastructure standards.

As COVID-19 hit, RXR was well-positioned to develop RxWell™, a new comprehensive, public health-based, data-driven program that combines the physical and digital to give RXR customers the peace of mind that they are returning to a safe and healthy workplace. By enabling RXR's customers to congregate safely together, the RxWell program provides for that fundamental element that's been missing when working remotely—a sense of community and belonging.

In addition to leaning into repositioning its core business for a post-COVID-19 world, in 2020, RXR used its resources to support local communities navigate through COVID-19.

Through the creation of a new online platform, RXRvoluteer.com, RXR matched over 300 skill-based volunteers with 150 local small businesses and nonprofits in need. RXR also gave \$5 million to organizations throughout the New York region to support efforts to address food insecurity, struggling small businesses, the growing digital divide, and more. ■

Scott Rechler is the Chief Executive Officer and Chairman of RXR Realty.

Since its formation in January 2007, Mr. Rechler and his partners have led RXR to become one of the largest owners, managers, and developers in New York City and the surrounding region.

The RXR platform manages 75 commercial real estate properties and investments with an aggregate gross asset value of approximately \$20.2 billion[1] as of June 30, 2020, comprising approximately 26.0 million square feet of commercial properties, inclusive of a multi-family residential portfolio of approxi-

mately 3,400 units under operation or development, and control of development rights for an additional approximately 2,900 multi-family and for sale units in the New York Metro Area.

In June 2011, Mr. Rechler was appointed by New York Gov. Andrew Cuomo to serve on the Board of Commissioners of the Port Authority of New York and New Jersey and served on such Board until October 2016.

During his Board tenure Mr. Rechler served as Vice Chairman of such Board, and as Chairman of the Port Authority's Capital Planning Committee with responsibility for

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We congratulate our own Ron Edelson, founder and co-president of ZE Creative Communications, and all the other honorees of Blank Slate's 2020 Top Business Leaders of Nassau County. Like Ron, all these outstanding business leaders, through their creativity, vision, and unrelenting commitment to Nassau County and Long Island, are moving the region's economy forward, creating job opportunities and improving the region's quality of life for all of us.

Bravo!



Ron Edelson, Co-President
ZE Creative Communications



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DR. JEFFREY REYNOLDS

PRESIDENT AND CEO | FAMILY AND CHILDREN'S ASSOCIATION

elected officials to the consumers who access FCA programs, as well as the people who contribute to, work for or volunteer for the organization.

At FCA, Dr. Reynolds has secured new and vital funding, in particular for life-saving opioid and addiction programs.

Most recently, FCA launched addiction recovery centers in Westbury and Hauppauge that play a critical role in helping former users stay clean. A Catholic Health partnership provides peer and family recovery coaches (SHERPA) trained to work with overdose survivors and families in the community and in emergency departments.

Prior to joining FCA, Dr. Reynolds served as Executive Director of the Long Island Council on Alcoholism and Drug Dependence (LICADD). LICADD provides substance abuse screenings, brief interventions and referrals to addiction treatment, as well as professionally-facilitated family interventions, relapse prevention programs and anger management services to adults and adolescents.

Under Dr. Reynold's leadership, LICADD pioneered the

launch of "Too Good for Drugs," an evidence-based K-12 substance abuse prevention program in several Long Island schools, initiated a new mentoring program for children of incarcerated parents and expanded LICADD's Employee Assistance Program, which now covers 60,000 public and private employees in the Tri-state area. During his tenure, LICADD's revenues tripled and the number of families served per month increased nine-fold.

Dr. Reynolds has served as a consultant and grant reviewer for the federal Substance Abuse and Mental Health Services Administration (SAMHSA) and frequently presents at local, statewide and national health and human service conferences.

He has authored more than 250 news and op-ed articles for a wide variety of publications and is consistently used as an expert source for substance abuse, addiction, HIV/AIDS and human/civil rights information by local and national radio, television, print and digital media.

Deeply invested in Long Island, Reynolds serves on the Suffolk County Heroin/Opiate Epidemic Advisory Panel; on the Executive

Committee, Nassau County Heroin Prevention Task Force; Suffolk County's Welfare to Work Commission and as Vice-Chair of the NYS AIDS Advisory Council.

Gov. Andrew Cuomo appointed him to the New York's Heroin and Opioids Task Force and to a task force charged with crafting New York's Adult Use Regulated Marijuana Program.

Dr. Reynolds holds a Bachelor's degree in psychology from Dowling College (1988), a Masters in Public Administration (MPA) with a specialization in health administration from Long Island University (1997) and a doctorate from Stony Brook University's School of Social Welfare (2007). Dr. Reynolds is also a Certified Employee Assistance Professional (CEAP) and a U.S. Department of Transportation-qualified Substance Abuse Professional (SAP).

A lifelong Long Island resident, Dr. Reynolds is an avid marathon runner and triathlete, a passion he's used to raise much-needed funds for FCA, United Way of Long Island and other local charities. ■

Dr. Jeffrey Reynolds is a man of many missions and one vocation: to help the underserved and the at-risk. Throughout his 25 year career, Dr. Reynolds has committed his considerable efforts to strengthening not for profit organizations and creating programs that serve vulnerable and often invisible members of the Long Island community.

FCA is one of Long Island's largest health and human organizations with 340 staff, 200 volunteers and 30+ programs. This year Dr. Reynolds is both overseeing the organization's relocation from Mineola to its new Garden City headquarters and continuing to navigate FCA's

comprehensive COVID response.

FCA's response to COVID was multi-faceted and immediate, and is ongoing; to continue and modify essential healthcare programs; to bring provide critical programs virtually, to continue to serve seniors and other at risk populations.

Dr. Reynolds has a history of being able to fortify and turn around not for profit organizations through careful management, by securing increased funding, and implementing programs that address emerging issues.

Dr. Reynolds has earned the respect of New Yorkers of all stripes, from Gov. Andrew Cuomo and other



GEFFEN RODIK

DIRECTOR OF MARKETING/SELF STORAGE | MEN ON THE MOVE

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stop-shop when it comes to all your moving and storage needs!

Men On The Move's Top Business Leader honoree, Geffen Rodik, joined the company in 2012. He has been instrumental in the marketing and development

through the COVID pandemic. While maintaining existing operations in the safest way possible, they had to decide whether to push forward with their Deer Park Self-Storage construction. This is one of many defining moments they faced, and after pausing construction for a few months, they decided to push forward, while implementing the strictest safety protocols in the process. We're still not out of the woods, however, Rodik and his colleagues at Men On The Move have proven to make some great decisions in some incredibly rough times.

Looking towards the future of Men On The Move, Rodik shows a great deal of passion for the company, it's brand, it's team, and it's mission. They look forward to the continued growth of all their divisions, and are consistently looking for underserved Long Island markets in need of self-storage. Men On The Move has served Long Island since 1985, and will continue to serve the region with the help of passionate team members like Rodik for generations to come. ■

We're still not out of the woods, however, Rodik and his colleagues at Men On The Move have proven to make some great decisions in some incredibly rough times.

or fully renovated within the last 2 years!

For those who need mobile storage, onsite or offsite, Men On The Move is excited about their latest mobile storage venture, Storage Cube! Their premium Cubes are insulated, weather resistant, and are delivered using industry-leading horizontal-load technology. They truly are a one-

of all their divisions, and continues to push the company forward with his energy, positivity, and forward-thinking concepts. He enjoys finding ways to streamline workflows, as well as improve customer experience whenever possible.

Rodik was part of the core team at Men On The Move that had to make many tough decisions

Men On The Move is Long Island's most award-winning, and socially responsible moving and self-storage company. Locally founded by John Beyer in 1985 as a moving company, they have grown to offer warehouse storage, self-storage, and recently expanded into the mobile storage industry.

Their moving division includes a fleet of over 25 meticulously maintained trucks and trailers. They offer local and long

distance moves throughout the east coast for both residential and commercial customers. With professionally trained career crews, and industry leading technology, materials, and tools, you can rest assured that Men On The Move is best equipped to perform your move safely, and within budget.

When you're in need of storage, Men On The Move offers a variety of solutions to meet your needs including warehouse storage, self-storage, and now mobile



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PRESIDENT AND CEO | PARKER JEWISH INSTITUTE HEALTH CARE AND REHABILITATION
CHAIRMAN, BOARD OF MANAGERS | AGEWELL NEW YORK

audiences: Families, workers, donors, vendors, partners and the public – all in real time.

Parker remains prepared to win the fight against COVID-19 no matter what comes next.

Mr. Rosenblut has been a driving force in making the COVID-19 vaccine available, via federal and state protocols, to Parker’s residents, patients and staff. And through regular communication to members of the Parker community, Mr. Rosenblut ensures that they have most current information as it becomes available.

In fighting the virus under Mr. Rosenblut’s direction, Parker installed some of the most advanced safety measures available. Parker launched a nonstop testing operation, devoting an entire team to test all staff weekly.

The staff is armed with a robust supply of Personal Protective Equipment, provided by Parker, to stay safe. Prominent signage is posted throughout the building, reminding team members to wear the correct PPE.

With Mr. Rosenblut’s leadership, Parker added digital turnstiles to its entrance, automatically scanning staff IDs and measuring temperatures, enabling the Institute to maintain physi-

cal and health security via contactless technology.

Parker invested in a virus-killing ultraviolet light system for its HVAC units. And the Institute upgraded its generator system to ensure that the power is always on, which is especially critical during COVID-19.

Early in the pandemic, Mr. Rosenblut led Parker to establish its Family Call Center in which staff members communicate regularly with family members, connecting them to additional information and resources as needed.

These projects follow Parker’s newly launched Infection Control Patrol, a multidisciplinary team, guided by Mr. Rosenblut, that makes rounds throughout the facility’s care areas, ensuring that staff members are complying with the Institute’s meticulous standards.

“As we continue to fight COVID-19, Parker stands resolute in protecting our community – our residents and patients, our dedicated, compassionate team members, and their families,” Mr. Rosenblut said. “We remain resilient and focused in these extraordinary times. With the vaccine now available, we are optimistic, but

still prepared to make each day better for our region no matter what comes our way.”

Prior to COVID, Mr. Rosenblut led the planning and development of the Renal Institute, a 15-station chronic dialysis center, as well as launched Lakeville Ambulette Transportation. He is the founding Chairman of the Board of Managers for AgeWell New York, a licensed Managed Long-Term Care Plan and Medicare Advantage Plan in New York State.

Previously the Executive Vice President and Chief Operating Officer, and then Acting CEO of the Institute, Mr. Rosenblut played a crucial role in developing culturally sensitive health care services and programs, including the first-of-its-kind Indian Cultural Unit and an Asian adult day health care program. He helped shape a patient outreach program firmly integrated into the region’s civic, religious and community fabric.

And he catalyzed Parker’s leadership in collaborative labor management projects, including quality improvement training, certified nursing assistant mentoring, and cost containment forums. ■

As President and Chief Executive Officer of New Hyde Park-based Parker Jewish Institute for Health Care and Rehabilitation, Michael N. Rosenblut administers one of the region’s largest skilled nursing facilities for older adults.

Under Mr. Rosenblut’s aegis, Parker developed community health divisions to address the continuum of care, through social model day care, certified home-health agency care and hospice programs.

He has led progressive clinical, management and environmental initiatives, including new programs in wound care, pain management, palliative care and behavior modifica-

tion, an award-winning technological infrastructure overhaul, and comprehensive building renovation and modernization.

Mr. Rosenblut launched Parker’s Integrated Emergency COVID-Response Campaign in the pandemic’s earliest days. During the COVID-19 outbreak, skilled nursing facilities were Ground Zero.

As information and health mandates changed rapidly, Parker’s leadership was in constant communication, driving new policies ahead of the U.S Centers for Disease Control and Prevention and Department of Health protocols. This enabled Parker to relay urgent messages to multiple

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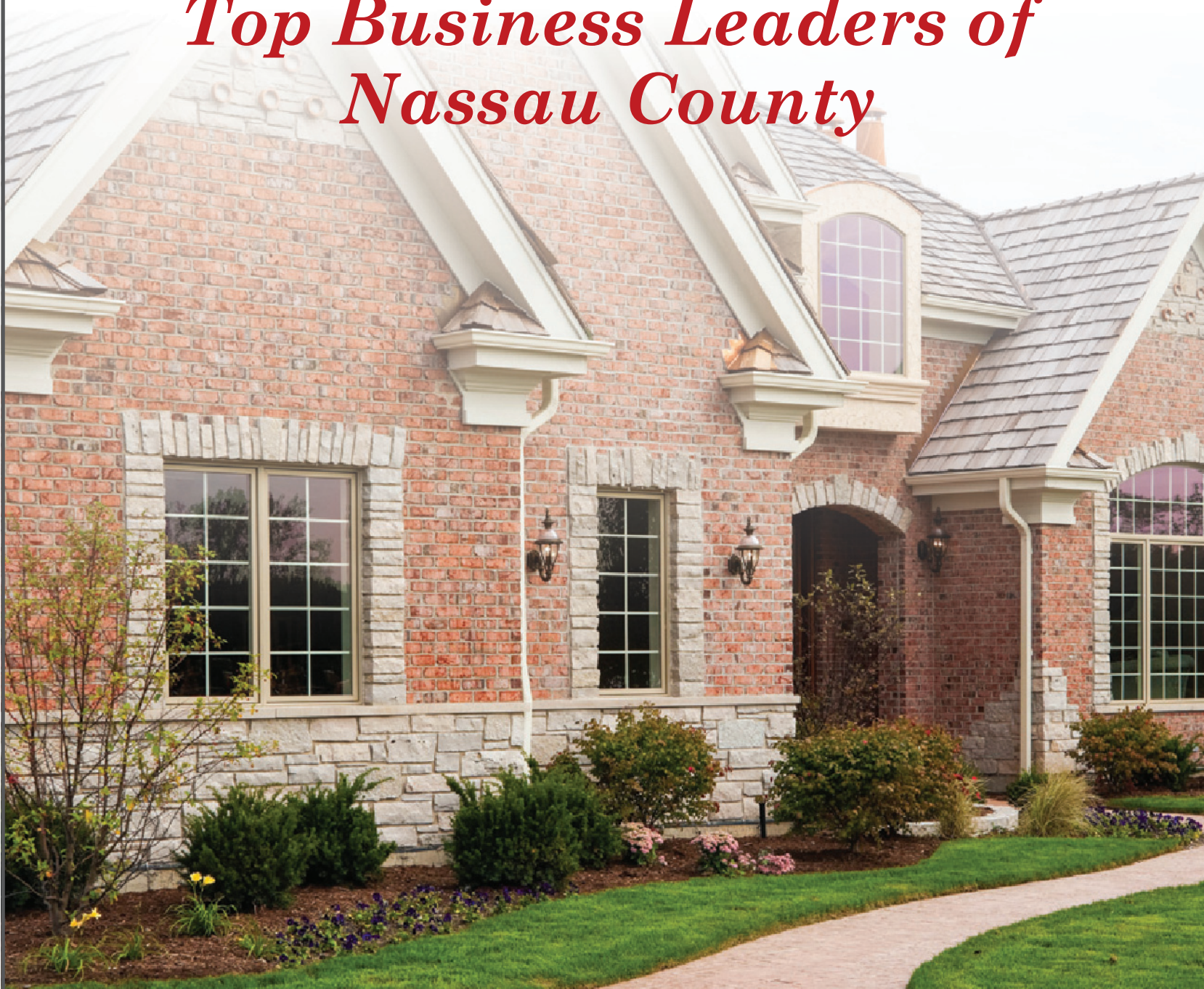


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Rebecca Sanin is the President/CEO of the Health and Welfare Council of Long Island (HWCLI), an umbrella organization for the nonprofit sector in the region that advances social justice and equitable human service delivery systems.

Prior to this position, she served for five years as an Assistant Deputy County Executive for Suffolk County Executive Steven Bellone and has extensive experience in the nonprofit and government sector working on critical issues that impact community develop-

ment. In addition, she has taught various Psychology courses as an adjunct professor at Dowling College, Suffolk Community College, and Iona College, teaching undergraduate students.

She has a long history of working collaboratively across sectors with nonprofits, government, Education, the business community and with a wide array of leaders across Long Island.

A recipient of numerous awards and recognitions for her leadership, Rebecca is most proud of the collaborations and coalitions she has built to advance critical issues that impact the regional economy, and human service provision. She is grateful for the opportunities to build and effectuate a strong vision for Long Island's future during its greatest public health emergency.

Rebecca has a proven record of leadership in executive management, strategic analysis and planning, policy-making and professional development. Since becoming President/CEO of HWCLI in 2017, Rebecca has focused attention on the critical needs of

families and children across Long Island, bolstering the services HWCLI provides to support them and building strong cross-sector coalitions to strengthen policies and opportunities for communities.

Using her background in government and strong community ties, Rebecca has engaged valuable stakeholders and policymakers into the broader dialogue addressing equity across Long Island. She is a strong advocate for systems change and believes that Long Island, as America's first suburb can lead to effectively eradicate suburban poverty.

Rebecca Sanin, as HWCLI's CEO has led a regional coordinated response to COVID-19 by bringing hundreds of nonprofit executives to the "virtual table" each week with partners from Federal, State and County governments to plan and coordinate disaster response.

Emerging issues that have been prioritized in the health and human service delivery system response include emergency food and nutritional equity, mental health and access, health equity,

legal needs and domestic violence/child abuse.

HWCLI has also coordinated and delivered thousands of needed PPE to nonprofit businesses to ensure front line workers have what they need to continue to serve communities through the height of this crisis. Rebecca's commitment to COVID 19 response includes the cross-sector coordination of service delivery to meet emergent and immediate needs and also long term planning to restructure opportunities, innovate and rebuild a regional infrastructure that catalyzes the brightest future possible for every family and every community.

As a Stein Scholar, Rebecca earned a Juris Doctor from Fordham University. She holds a Master's Degree in Developmental Psychology from Teachers College, Columbia University where she was a fellow at the National Center for Children and Families. Born and raised in Nassau County and living in Suffolk County, Rebecca's a lifelong Long Islander committed to building its bright future. ■

REBECCA SANIN

PRESIDENT AND CEO | HEALTH AND WELFARE COUNCIL OF LONG ISLAND



Sandwire Corporation, headquartered in Farmingdale, New York, is a growing provider of managed IT and telecommunications services for small and large

businesses. The company is expanding to meet the demands of customers in the evolving business world. During the COVID-19 pandemic,

Sandwire President and CEO Adam Schwam and his team came to the rescue of many businesses that needed to rapidly move to remote work. Sandwire's IT professionals worked long hours as many clients shifted from traditional office environments to remotely working from home.

These efforts kept businesses, professional practices and health care providers open and connected, allowing them to retain employees and provide vital services to clients, customers and patients.

Mr. Schwam and his entire team employ the philosophy that Sandwire takes full ownership of any technology-related challenge for clients. They are committed and stay focused until clients are satisfied. This is a significant differentiator and has assisted the company in developing long-lasting relationships.

During the pandemic, cyber threats to businesses have increased significantly.

With their strategic partner Kasey, Sandwire's cybersecurity measures and protocols have kept their clients' technology safe.

Fighting cyber attackers, ran-

somware, phishing, viruses and malware is an ongoing battle. Sandwire remains vigilant, staying on top of all the latest software and strategies to protect their clients.

The company has expanded its services to include cloud-based operations and solutions. The company manages over 7,500 computers and the networks they run on. The firm added IP telecommunications products and services several years ago, supporting another layer of needed technology for businesses.

The company's services also include workstation setup, hardware installation, e-mail and printer management, registration of products and more. The corporation manages anti-virus and backup systems, addresses spam issues and repairs computers, and also supplies hardware and software to meet client needs.

As an IT professional, Mr. Schwam works directly with the CEOs and decision makers at large and medium size business and professional firms. He has a unique perspective on business operations and needs. Often, he provides is candid and in-depth knowledge and expertise to help leader solve

problems and take advantage of opportunities.

Long Island Business News recognized Adam as one of Long Island's "Top 40 Business Professionals" under the age of 40. He has been interviewed by a number of media outlets, including Newsday, Long Island Business News, News 12 Long Island and SC Magazine on a wide-variety of technology topics.

Mr. Schwam is a member of the board of directors of Commerce Plaza and donates his professional service to Pet Peeves. He is a member of the Long Island Elite where he played a key role in its development of its Diversity Committee.

Adam has been a two-time volunteer boxer for the Long Island Fight For Charity, raising more than \$75,000 for Long Island not-for-profits. He also serves on the board of Tempo Group, which specializes in drug and alcohol abuse addiction programs for youths, teens, adults and families.

He and his wife and two daughters are residents of Lynbrook. ■

ADAM SCHWAM

FOUNDER AND PRESIDENT | SANDWIRE TECHNOLOGY GROUP

Congratulations

Michael N. Rosenblut

**President and Chief Executive Officer,
Parker Jewish Institute**

**for Health Care and Rehabilitation and
Chairman, Board of Managers, AgeWell New York,
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Neil Seiden is the Founder and President of Asset Enhancement Solutions, LLC (AES), a financial advisory firm that provides both Investment Banking and Consulting Services to companies considering important transactions such as selling a company, acquiring a company and raising capital.

AES specializes in arranging debt and equity financing for companies with challenges, both favorable and unfavorable.

Unfavorable challenges include operational, legal, tax, financial or liquidity issues and positive challenges consist of opportunities for growth, acquisitions and long-term success. AES has arranged over \$600 million of financing for scores of middle market companies, public companies and small businesses in a variety of industries.

When the effects of the pandemic brought small businesses

to a standstill and the CARES Act caused chaos and panic for those trying to secure much-needed funding – Neil quickly responded.

He staffed up in just a few weeks with more than 20 accountants and other financial professionals and began helping hundreds of small businesses.

While many others provided frantic business owners with just a link to a Paycheck Protection Program (PPP) application, Neil offered VIP personal service and guidance to any applicant who sought out help, regardless of the size of the business or the loan.

AES also presented over 100 free webinars, teaching small business owners how to apply for a PPP loan. To Neil and his team, this was a mission beyond the financial support secured. AES gave business owners reassurance and a helping hand that relieved some of the stress that owners and managers were facing.

Neil and his team were relentless in their efforts to get PPP loans approved. Often, the referrals to AES were companies that had applications rejected at least

NEIL SEIDEN

FOUNDER AND PRESIDENT | ASSET ENHANCEMENT SOLUTIONS, LLC

once before. The team worked seven days a week and long into the evening each day. They helped more than 800 companies survive and saved approximately 10,000 jobs.

With the second wave of the PPP effort now underway, AES is helping many more businesses. The team is assisting businesses apply for a PPP loan for the first time, or second time. Two weeks into the new program, AES has already assisted hundreds of companies.

The financial and economic damage that the pandemic caused will be with us for years to come. There are many financial options that AES will be able to offer to businesses as they overcome this economic hardship and begin to grow again. The AES team is here now and will be here in the coming years to help Long Island businesses pull through this downturn and thrive.

Neil and his team at AES recognize that every business opportunity and challenge is different. Therefore, all business relationships must be personal and built

on trust. As an advocate for challenged businesses, AES will never shy away from adversity, but instead, will embrace it and thrive on it. The economic conditions resulting from the pandemic have caused unprecedented turmoil. It is during these times that having the right trusted professionals on your side is critical.

Before founding AES, Neil, who is a CPA, served as the CFO of a variety of companies in manufacturing, distribution and service businesses.

He began his career at KPMG after graduating Summa Cum Laude from Boston University with a BS in Accounting. He is a member of the Beta Gamma Sigma Honor Society. He is on the Board of Directors of the Long Island Chapters of the Institute of Management Accountants (IMA), the Turnaround Management Association (TMA) and Middle Market Alliance of Long Island (MMALI). He is Past-President for both the LI IMA and the LI TMA. ■



Stephen J. Silverberg, Esq., CELA, a lifelong Long Island resident, is a nationally recognized leader in Elder Law, estate and tax planning, estate administration,

and helping individuals, families and business owners plan for the future and preserve assets by managing complex legal, tax and financial issues.

STEPHEN J. SILVERBERG, ESQ., CELA

PRINCIPAL FOUNDER | LAW OFFICE OF STEPHEN J. SILVERBERG, PC

He became an Elder Law Attorney before it became a recognized practice area. Working as a tax attorney in New York City, Mr. Silverberg focused on complex pension and tax matters for large corporations. When a client asked if he could protect her family's assets as her husband needed long term care, he researched the law and created a will with a Supplemental Needs Trust. The year was 1980; the National Academy of Elder Law Attorneys (NAELA) had not yet been founded.

Mr. Silverberg found that his experience in complex tax and pension law gave him a unique skill set that could be combined with estate planning to solve problems for families.

He joined NAELA in 1991 and immediately became active in the organization, was elected to the Board of Directors in 2002 and then president in June 2009. In 1995, Mr. Silverberg founded NAELA'S Tax Section to help educate other attorneys on the tax aspects of Elder Law planning. Mr. Silverberg is also a founding member and past president of the New

York State chapter of NAELA.

In 2003, he was named a NAELA Fellow, the highest honor bestowed by NAELA, for his efforts on behalf of NAELA, seniors, and the special needs community. In 2019, he was awarded the Accredited Estate Planner (AEP©) designation by the National Association of Estate Planners and Councils.

Mr. Silverberg is a Certified Elder Law Attorney (CELA), awarded by the National Elder Law Foundation under the auspices of the American Bar Association. There are fewer than 550 CELAs throughout the United States.

He holds the AV® Preeminent 5.0 out of 5.0 rating from Martindale-Hubbell, has been named a Super Lawyer by his peers for thirteen consecutive years and a Best Lawyer from U.S. News & World Report.

On Long Island, Mr. Silverberg has served as an active member of the Nassau County Bar Association's Elder Law, Social Services and Health Advocacy Committees. He is a past President of the Pension Council of Long

Island

A long-standing member of the Estate Planning Council of Nassau County, he was recently elected to serve as a member of the Executive Committee of the Estate Planning Council of Nassau County.

Mr. Silverberg's law firm moved seamlessly to working remote in March 2020 when New York State was "paused." The firm's management, document storage, and communications systems were all internet and cloud based even before the pandemic, allowing attorneys and staff to work in the office, at home, or anywhere. Investing in technology has always been a high value at the firm, and clients benefited from our ability to keep working without interruption. Since returning to the office, the firm has followed all CDC guidelines, including mask wearing and sterilization requirements.

Mr. Silverberg's dedication to the advancement of Elder Law and to protecting seniors, special needs individuals and their families, is at the heart of everything he does. ■

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To the healthcare workers, first responders, public servants, essential workers, and all those doing their part to support our community through this global health crisis.

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MARC B. SPECTOR, FAIA, NCARB

PRINCIPAL AND OWNER | SPECTORGROUP

As principal and owner of Spectorgroup, Marc is (re)Innovating Innovation, applying this core cultural principal to the Business of Architecture, to create value for design excellence and the profession.

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Marc leads a diverse team of professionals live in office and virtually from across the country and world, advancing the creative and technical strategies in the various practices the firm has built over its 55-year journey.

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upon an architect within the profession, recognizing not only the achievements of the architect as an individual, but also an architect's contribution to the profession and to society.

The leverage of Fellowship allows Marc to have a voice in the profession, to bring importance, prominence and respect for all architects and the very reason we are considered essential during these tumultuous times.

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trality, Passive and Net Zero principles of design and construction are now indigenous in the firm's Cultural DNA.

Marc is a member of the American Institute of Architects College of Fellows. Fellowship is the highest honor to be bestowed



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Health & Welfare Council of Long Island



HWCLI congratulates our
President/CEO

Rebecca Sanin

Top Business Leader of Nassau
County 2020

HWCLI works tirelessly to assist Long Islanders in need through coalition building, advocacy, and direct service such as providing assistance with SNAP applications, health insurance enrollment, free tax preparation, and housing assistance referrals. For more information, please contact us at: (516) 483-1110 or connect@hwcli.com

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STEPHEN J. SILVERBERG, ESQ., CELA

Congratulations to Blank Slate Media's Top Business Leaders Of 2020

It is an honor to be part of this first group of forward thinking leaders who share a larger vision for their professions and businesses. Your commitment to pushing through traditional boundaries inspires us all.

*Congratulations to my fellow honorees, and
congratulations to Blank Slate Media
for launching this recognition platform.*

The Law Office of Stephen J. Silverberg, PC

is a nationally recognized Estate Planning and Elder Law firm, helping individuals, families, and business owners plan for the future and navigate the technical world of estate planning. The firm integrates the areas of estate tax, wealth preservation and business succession planning, Elder Law, Medicaid planning, estate administration, retirement benefits planning, and planning for closely-held businesses and professional practices to achieve client goals.



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BLANK SLATE MEDIA PRESENTS

TOP BUSINESS LEADERS OF NASSAU COUNTY

VIRTUAL AWARDS EVENT

FEBRUARY 18, 2021 • 7:00PM

Recognizing and celebrating individuals who are influential in their field and have developed visionary ways to progress their business.



KEYNOTE SPEAKER:

Michael Dowling
President and CEO of Northwell Health



EVENT HOST:

Steven Blank
Publisher
Blank Slate Media

To register for this event visit:

<https://theislandnow.com/nassau-countys-top-business-leaders-of-2020/>

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