

EDUCATION & INFORMATION TECHNOLOGY COMMITTEE
OF THE
SUFFOLK COUNTY LEGISLATURE
MINUTES

A meeting of the Education & Information Technology Committee of the Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, 725 Veterans Memorial Highway, Smithtown, New York on March 12, 2013.

MEMBERS PRESENT:

Leg. Sarah S. Anker, Chairwoman
Leg. Wayne R. Horsley, Vice Chair
Leg. Thomas Cilmi
Leg. Jay H. Schneiderman
Leg. John M. Kennedy, Jr.

ALSO IN ATTENDANCE:

Sarah Simpson, Assistant Counsel to the Legislature
Renee Ortiz, Chief Deputy Clerk of the Legislature
Maria Barbara, Aide to Leg. Cilmi
Benny Pernice, Budget Review Office
John Lombardo, Suffolk County Community College
Andrew Hazen, LaunchPad Long Island
Rick Brand, Newsday
Paul Perillie, Aide to Leg. Gregory
And all other interested parties

MINUTES TAKEN BY:

Diana Flesher, Court Stenographer

THE MEETING WAS CALLED TO ORDER AT 1:04 PM

CHAIRWOMAN ANKER:

We are going to start our Education Technology Committee. Please rise for the Pledge of Allegiance led by Legislator Horsley.

SALUTATION

Please remain standing for a moment of silent meditation as we remember those who are in need of our good thoughts; and also for our military men and women protecting our country.

MOMENT OF SILENCE OBSERVED

Thank you. You can be seated. Okay, welcome to our Committee meeting. We're going to go to our agenda. I think we're going to go through our resolutions and then we have a presentation. We have no correspondence, no public comment. We will go to the Tabled Resolutions.

TABLED RESOLUTIONS

We have **1116, Establishing the Jobs Opportunity Board ("JOB") to centralize career advancement and educational opportunities in the County of Suffolk. (Anker)**. I'll make a motion to table.

LEG. CILMI:

Second.

CHAIRWOMAN ANKER:

Okay. All in favor? Opposed? Abstentions? Okay, motion carries. **(VOTE: 5-0-0-0)**

PRESENTATION

We're going to continue our agenda. And we have a speaker. We have Andrew Hazen. Andrew, would you like to come up to the front? Okay, Andrew is from LaunchPad, Long Island initiative that supports tech firms -- or startup tech firms. And I had the pleasure of meeting Andrew and some other members of LISTnet, {Peter Goldsmith}, {Tyler Rowe}. And it's very important that we support our technology here in Suffolk County. And as Chair of the Information Technology Committee, I'd like our members here to listen and be enlightened in what will be to push the initiative forward in supporting our technology startup businesses.

So, welcome.

MR. HAZEN:

Thank you.

CHAIRWOMAN ANKER:

Just give us a brief description of yourself and your projects.

MR. HAZEN:

Sure. So, thank you for having me here this morning. My first time appearing here, which is great. My name is Andrew Hazen. I'm the cofounder of LaunchPad Long Island. Prior to starting LaunchPad Long Island in February, I started an internet marketing company here on Long Island called Prime Visibility after I practiced law for eight weeks doing mortgage foreclosures. So I'm also an attorney. I recently become of counsel at Ruskin, Moscou, Faltischek in January 2012.

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I essentially started an internet marketing company that helped people get on the first page of the search engine. So when you did a query online, we help companies like Trump Organization, Henry Schein, Sleepy's, Bagel Boss, Garden City Hotel, Fox News, Wells Fargo, CIT get on the first page of the search engines. Fragrance.net here in Suffolk County, Riverhead Building Supply. And I grew that company to about \$12 million in revenue, had about 75 employees. Started LISTnet Incubator at Briarcliffe College, moved to Melville right across from where Canon is, 1660 Walt Whitman Road. And was extremely blessed to make the LISTnet the fastest growing companies in both '06 and '07. And sold the company in '07 to private equity. Stayed on board to run it and sold it again 2011 to a public company called Blanks, which is a recorded \$36 million deal.

So I took off two weeks. Had three young boys. I had enough of staying home. And become of counsel to Ruskin, Moscow, Faltischek where I headed their technology department that's newly formed, the Digital Media Group, working closely with the corporate securities group as well. And I also had this affinity to help startups or take an idea from nothing and generate it to a reality. So I launched Angel Dough Ventures, which is out of Hicksville. And we already had six companies in Angel Dough Ventures. One of them is called allbobbleheads.com. So if anyone gets Groupons, if you've ever seen a custom Bobblehead, your head on a body, golf, suit, tennis, what have you, took that idea from a conception, grew it to a \$3.8 million last year just selling Bobbleheads.

CHAIRWOMAN ANKER:

And congratulations. I read about you in the Long Island Business News. I believe you're on the cover?

MR. HAZEN:

Yeah. Front page for LaunchPad, yeah.

CHAIRWOMAN ANKER:

Yes, for LaunchPad. And then you're also on for Bobbleheads.

MR. HAZEN:

And the Bobblehead they just had -- because we're looking to bring manufacturing back. So we manufacture in China. We have four factories. I went there for the first time last year. Now we're working with Stony Brook. I'm also on the Board of the Long Island Angel Network. Always the youngest guy, always learning the most information. But I'm there with {Jacob Shamas}, {Bob Brill}, {Steve Winnick}, {Rus Arch} from Computer Associates. And now through Stony Brook, which I'm heading back out there Thursday, they have these 3-D printers. So we're actually looking to do the manufacturing of the heads here on -- on Long Island and manufacture these Bobbleheads. Keep in mind we did 50,000 pieces last year. And I don't know if we're on the record, but we have a letter of intent signed with the NHL so we're going to do your head on your favorite NHL player jersey. We want to make the heads here on Long Island, so --

LEG. SCHNEIDERMAN:

Just the heads?

MR. HAZEN:

Just the head with a 3-D printer. The bodies we'll do molding. But then I had this idea, I grew up on the South Shore, worked at Bagel Boss as a kid, close friend of mine, just left a meeting with Adam and there's a chocolate-of-the-month-club, wine-of-the-month-club, beer-of-the-month-club, cigar-of-the-month-club. There's no bagel-of-the-month-club.

So July out of Angel Dough, we launched bagelofthemonthclub.com. And we've already received over 7,000 orders shipping New York bagels across the country all made by Bagel Boss. So Angel Dough is 3,000 square feet. We have 10 or 14 people there. My office was used up by two or three people because we ran out of space. And I told my partners I'll find another place to work;

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hence, LaunchPad.

We found a building in October, November. It's in Mineola at the Mineola Train Station, 55 Mineola Boulevard. It's 12,000 square feet. My partner Rich Foster, who is a 23-year-old, hold nine US patents, 7 portfolio companies and three construction companies, another Long Islander from Great Neck. I met him in October. Told him this idea I've had since 2007. We started looking at office buildings. My friends happen to own this building. So we found an entrepreneur landlord that could help us, you know, do the right deal below market. And December 31st when everyone was getting ready for New Year's Eve, we started demolition and got the place -- new floors, painted, carpeted, demo, everything in under 45 days.

We launched February 11. This is the Monday after that crazy snow storm. We had 490 people at our opening party. Eric Trump gave the keynote from the Apprentice. Senator Jack Martins was there, Mineola Mayor was there. It was a phenomenal turnout. Ed {Eisenstein}, CIO from Nassau County. And already in less than four weeks we have 12 companies working out of there. We've received 50 applications. We've already had seven pitches for funding. And LaunchPad, if you've watched like Shark Tank on television, is like our 12,000 gallon shark tank in Long Island.

So Rich and I have committed a minimum of a quarter of a million dollars of our own money to seed capital into these companies. Five, ten, twenty, fifty, \$75,000. If you need more, we'll bring it to the Long Island Angel Network. And we actually put five figures -- our first night we made the announcement, the paint wasn't even dry on the walls and we cut a check to {Tyler Roy}, who was mentioned before, based in Hauppauge, groupgifting.com. So we've made an investment in them. And we're looking to make other investments as well.

LaunchPad is a co-working space and business accelerator. So for -- our first floor is a hardwood floor, is all glass table tops called a flight deck. And it's a co-working space. So there's 50 glass table tops and leather chairs, hardwood floors, plasma televisions. And for \$99 a month, someone can come there and work; WiFi, water, coffee. We have the write-able walls. You have an idea, you stand up, you just start writing on the walls, take out your Smart Phone, take a picture, wipe it down.

Downstairs is our blastoff lounge sponsored by Bethpage Federal Credit Union. We have leather couches, foosball, ping pong, dart boards, an entrepreneur library, floor-to-ceiling bookcases, with, you know, *Who Moved My Cheese*, *One Minute Manager*, all the things you need to read to to be, you know, on track for success.

The second floor is 13 private office suites, of which we have only five or six left already. We have an event room that seats about 100 to 200 people with a stage and a podium. We have a kitchen. And, you know, it's just a place for students -- I spoke at Hofstra last night. We're also offering students a \$20 month pass. So this past Saturday I joined the Board of College startup.org, which was founded by two students out of Hofstra. And we had a {bus} plan competition where I put up a thousand dollars cash prize. We had five company -- five -- we had 30 college kids come. They pitched their ideas. It was a 12-hour day from ten to ten. They pitched their ideas in the morning. They formed teams. I brought in mentors. Bagel Boss brought in tons of food, energy shots. They were there all day getting advice and ideas. And at eight o'clock at night they came in and pitched a panel of judges. And the winner, who was a woman who had an idea for a business called Art on Demand, we gave a thousand dollars to.

So if that activity -- just when people come by and see it, you know, you've been there firsthand. It's just -- we want to make a place where people don't want to leave. We want that Google or that Apple for Long Island.

CHAIRWOMAN ANKER:

And I think that's what -- you know, when I went to visit I actually had my daughter with me. And, you know, she's 12. And, you know, it was -- you know, you had all the tables, you had computers, you had faxes, you had everything to share. So if you don't have the finances -- in fact I thought I saw -- I think you had the special going on \$49 --

MR. HAZEN:

\$49 the first month. And then \$99 each month thereafter for access to our company. And \$20 for college students.

CHAIRWOMAN ANKER:

What a deal. I mean where can you go on Long Island to start up a business and have this available, this resource available to new business owners?

MR. HAZEN:

And it's amazing. It's not just tech. So it's tech and, like, consumer products. I had a woman -- the woman Marin from Centerport, came out to LaunchPad last week, has this idea for an ultrasound where you get the jelly to take it off your body in a better way than a paper towel. She's coming back again tomorrow. She loves LaunchPad. I said "Centerport? Is this okay?" She said "it's fine." We are looking and thinking about LaunchPad Suffolk. We have a meeting -- we have dinner actually tomorrow night with someone that owns a building in Hauppauge. We've already met with someone else in the industrial park who is not probably the right fit for us. I'm still learning. It's interesting. We need the right ingredients for success. And having the right landowner or building owner is one of them.

So we're in no rush but there is activity. There is interest. You know, I'm highly active in the entrepreneur VC Community for Long Island. And I also run LIstartups.org. I felt as though Long Island has plenty of money, plenty of smart people, jobs and opportunities, but all these entrepreneurs young and old -- the woman I mentioned yesterday was probably in her mid to late '50s. So it's not all about kids in sneakers. Well, now -- I just turned 40. I thought I was a young guy. Rich is 23. I stopped texting him at two AM and we're resuming it at six. My wife thinks we're, you know, bonkers, but it's -- you know, you gotta have that drive and you gotta have that energy to go. And that's what it is. You have people. You meet every day, people with ideas. And if it's something that we like and we can make it happen through a contact -- it's not always just money. It's a contact. It's a resource. It's knowing.

We started speaking at -- I didn't leave out on purpose -- we have a 2000 square foot deli built into the building that we have incorporated as LaunchPad Cafe. And we spoke about launching a chef program where the schools can get the young students graduating real life experience, like a food incubator, out of LaunchPad. And we can help them with their marketing, if they want to create an apron or a new spice rack, you know -- I just launched bagelchips.com. We're going to launch a bagel chip company. Right now we're working on bitesizesnacks.com. We're going to create a healthy organic snack brand.

CHAIRWOMAN ANKER:

I don't think I've ever known -- excuse me -- especially a man to multi task as much as you do. I'm just -- you know, if all the things that you do are in the computer, the webcloud, it would be filled with so many things. It's just amazing.

MR. HAZEN:

Yeah. My wife jokes that when she can't explain what I do for a living, she shows that my business card has these logos on the back, you know, where it's clearly -- because it's Bobblehead, it's bagels, it's, you know, mobile trucks, it's organic marketing for our protection. We have something better than Purell, which is alcohol-based, which is not good. When you use a Purell and then you

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open the door, you're getting germs on your hand. So we've created and we're based on Long Island Four-Hour Protection. Four-Hour Protection, as the name indicates, it's a non-alcohol based hand sanitizer. So we're talking to Stony Brook. We'd love to donate like even for this building, give you the pumps or whatnot for the walls. We've got the product. It's actually made in the United States, not yet on Long Island, but that's something that we can discuss. The fill is done in the Midwest, but we got it in Vitamin World; talking with Sleepy's also about getting into their -- into their facility in Hicksville. But you know, I'm all about keeping it here. I have three boys 11, 9 and 6 and I want to make sure they can afford to stay here and that they want to be here. And, you know, it's not going to be easy.

So that's why I just circled back, I started LI Startups because there's plenty of money, there's plenty of access to everything else, but we don't have enough of these entrepreneurs young and/or old. So I started LI Startups in October with 210 members. I've had three meetings already. None of them had less than 76 people. And it's -- I usually know 80 percent of the people in the room. When I had these meetings, I know 30 percent. That's what I love.

CHAIRWOMAN ANKER:

Well, that's it. It's sort of, like, you know, good things gravitate towards more good things. And what you're doing is very good.

MR. HAZEN:

Thank you.

CHAIRWOMAN ANKER:

And creating, you know, jobs, ideas, energy, you know, you can't go wrong with that. And your name came up today. I met with David Calone. He's a --

MR. HAZEN:

Yeah, board member.

CHAIRWOMAN ANKER:

Board member. Right, for our environmental here at the County. And prior to him was Jane Alcorn. Jane Alcorn is with Friends of the Tesla Museum. And that's located right in Shoreham in my District. So they just acquired property. And, you know, I brought out Google Map, the satellite version. And we were looking at the buildings on the computer that's there. And wouldn't it be nice to have a nice hub, a tech hub right there. And I would love, you know, maybe if you're interested to come take a look at the facility. There's still some -- I've given it a year or two, maybe three, before it gets to be a science museum, a tech hub, a place where high school students can go.

MR. HAZEN:

Sure.

CHAIRWOMAN ANKER:

We've got Brookhaven National Lab close by. It's very exciting.

MR. HAZEN:

We had Teresa from the United Way of Long Island at LaunchPad yesterday. We were playing ping pong. Right. They took a co-working pass for the month. They're going to bring the students from Deer Park on the train to Mineola and show these kids that there's other opportunities.

CHAIRWOMAN ANKER:

Right. And I was trying to figure out -- figure out a way how do we start the STEM programs and how do you start kids all the way in kindergarten, all up until they get -- they get their job? And

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this is, you know, this type of science museum is a perfect way, I think, to enlighten our kids and inspire our kids to go into the direction of science and technology.

MR. HAZEN:

Yeah. We'll look into launch LaunchPad Cadets, which I don't know if I brought the flier, but we have it at LaunchPad and I can send it to you. Again, my 11-year-old makes videos, animations. I can't even figure out what he does. But -- and he listens to drums and guitars, you know, the soccer -- but why not have a place that kids can go and learn? So we want to have LaunchPad Cadets where you can go and say "hey, I have an idea, how do I make this a reality?" Like even with your daughter, she has an idea, how do you make this a reality? You know, how do you get a logo? I was talking to United Way. Tens of millions of dollars, you're talking about how you can create a logo by using crowd sourcing like 99.designs.com. And for \$300 you can have 800 logos made for you.

CHAIRWOMAN ANKER:

Even this Tesla Museum that I'm talking about, somehow the word got out, a website was created. And they raised, I think, \$1.7 million to buy a 16-acre parcel and, you know, from {ATVA} which is a Belgium chemical company. And it was through the social media. It was --

MR. HAZEN:

Right.

CHAIRWOMAN ANKER:

-- through the computer web -- to get it going, to kick start it, right.

MR. HAZEN:

Yeah. Well if you're familiar with crowd funding, which is like Kick Starter -- anyone familiar with crowd funding? So kick Starter, for those who don't know, if you have an idea or a business, I have a new widget, I need 5,000, \$20,000, it's insignificant, people give you micro donations. There's no equity. So what happens is "I need 10,000 -- I want to open up a new bagel store so I need an oven, I need 20 grand. If you give me a dollar, I'll give you a virtual high five on Facebook. If you give \$5, I'll send you a handwritten note. If you give me a \$10 donation, I'll send you six bagels. If you give me --" and so forth. So it's all donations.

They did \$320 million last year. They take eight percent as a platform. No equity was given up. So what I do is we launched dormfunding.com. So now the college kids that want to raise 5, 10, 30, 50 grand without giving up equity can use dormfunding as a platform. We went live in (inaudible) about a month ago. We have 20 applications. Touro Law Center is now using the technologies so that they can crowd source just on their campus. And it's wonderful, because these kids who have an idea, can get money without going to a shark or an angel and test it. And it's amazing that they're not familiar -- there are guys that want to do, you know, a story or write a movie. And they're raising \$100,000 on Kick Starter without giving up any equity. Phenomenal.

CHAIRWOMAN ANKER:

And again, you know, this is -- this is the new wave of financial -- of gaining finances --

MR. HAZEN:

Sure.

CHAIRWOMAN ANKER:

-- for a business. What has happened -- you know, it's happened in my generation, it's happened in my parents' generation, is that, you know, we took out a loan and we bought the house or whatever. But unfortunately the business climate, it's not working for us right now. You know, and we're seeing it with the government, the government issues, too, bonding, you know trying to

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keep up with the bills. This is an amazing resource to, you know, to have -- you know, it's great for businesses. And also, you know, that the visionaries and the dreamers, this creates a type of financial stability for them to jump right into this. And with your leadership and -- you know, again, I can't wait until you come over to Suffolk County because you're a little far in Mineola, but we can do that for -- whether you're a college student, whether you're a high school student, a senior citizen, anyone in between, there's opportunity. And that's what we're looking for.

MR. HAZEN:

Sure. And we have been talking to -- who's been great -- Anthony from Suffolk County IDA, been phenomenal, very supportive. There's a Suffolk IDA event April 10th in Huntington at the Paramount, a startup event, you know. We're sponsoring -- Angel Dough Ventures -- my partner, Rich, will be there. I unfortunately have to take my kids somewhere, but, you know, we're talking to the {HIA} about being involved in the business show on May 20th. They're going to have a startup pavilion. And that's -- you gotta be there. You gotta be there. You gotta to meet people and you gotta take those dreams and make them real.

CHAIRWOMAN ANKER:

And, again, if there's anything we can do as County Legislators to help you -- do you guys have questions?

LEG. SCHNEIDERMAN:

It's great -- it's great meeting you.

MR. HAZEN:

Thank you, thank you.

LEG. SCHNEIDERMAN:

There's a lot of energy, a lot of creative entrepreneur ideas. We can inspire people. You know, we in government sometimes are accused of being in the way of economic growth. So is there anything in particular that we can be doing different that would help spur economic activity? Because we do -- you know, we as a County, we do a lot of great things. We provide a real safety net for a lot of people, public transportation, health plans, college systems. So many different things. A lot of it's funded through sales tax. The more people spend, obviously the higher their incomes are, they more they'll have as disposable income, the more they'll spend, they more they'll have the money to, you know, provide the support type of services that the County provides. Any inspiring thoughts, any ideas as to what more we can be doing as a County to create an environment that spurs economic activity?

MR. HAZEN:

I appreciate the comments and the questions. I'm learning a lot of this myself. So having run my own company for 12 to 15 years, these last two months for me working with some government and being involved is all brand new. So I haven't -- I haven't hit too many stumbling points yet. But I would say any resources available -- I know about the boost program, there's a LEEDS program. But what else is available? And it's interesting because people come to us and go "we have this idea but we don't know what's available, how to make it happen."

They talk about -- I've learned now about NYSERTA, and all these acronyms and things I never knew about. So, I don't know if there's one central location or if you know of things in particular that are beneficial to startups that we can keep as a resource or guide through LI Startup and/or through LaunchPad, I'm happy to be that platform, that when I connect with these startups, if there are programs like LEED and Boost and whatever else is available, you know, I'm happy to help be that platform to connect to people with the programs that are being offered.

I don't know if people are going to all these individual websites. They don't have time. They have

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a regular job. They have an idea. They just want to go one place and have one resource that says, "hey, you need a patent lawyer, all right, bring in {Ray Farrel} from {Carl Deluca}. You need a business lawyer, bring in -- you need a marketing guy?" "I need a website, I need marketing -- what can the County do for me?" They don't have the time to do the research. So anything that we're missing or we don't know about would be great to put on our radar. And as other things develop, because I'm still new at this, I'll be sure to keep the lines of communication going.

LEG. SCHNEIDERMAN:

One more thing. Because, you know, I talk to a lot of people who are interested in economic development. And, you know, I hear certain things repeated over and over, you know, the high cost of utilities, you know, versus another place, maybe to the south where, you now, it's not as cold in the winter. So -- so that's an issue, the high cost of living in this area where they have to pay their employees a little bit more than they typically would in, you know, somewhere else. What are some of the other concerns? The permitting process in terms of, you know, the amount of time it may take to actually get that business up and running.

MR. HAZEN:

Yes.

LEG. SCHNEIDERMAN:

Because of Health Department or Town regulations. Those kinds of things seem to be collectively discouraging people maybe from setting up shop here and -- you talked a lot about manufacturing. It was great to see a manufacturing base, not just a service base. You know, with manufacturing, obviously, there's environmental concerns. There's all kinds of things that --

MR. HAZEN:

Right. Maybe with 3-D printing -- not to interrupt you, but 3-D printing -- you know, that -- we have smart people here. We got the Grumman area, we got technology people, we got young guys like me. 3-D printing, we have one at LaunchPad. I mean, you take a picture of -- you know, this microphone, and the printer prints it three dimensionally. We can do --

LEG. SCHNEIDERMAN:

It's just a composite of it. It's actually not a working microphone.

MR. HAZEN:

Correct. It depends on what you're doing. If you're manufacturing --

LEG. SCHNEIDERMAN:

With the Bobblehead, that can work but --

MR. HAZEN:

Right, but statues and piggybanks. When I went to China, when I walked into the showroom that shows me the Empire State Building and the New York City Taxi Cabs, and I'm halfway across the world, why can't we make these here in Suffolk County on a 3-D printer 24 hours a day?

LEG. SCHNEIDERMAN:

Is it cost effective?

MR. HAZEN:

Let's figure it out.

LEG. SCHNEIDERMAN:

Souvenirs, right?

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MR. HAZEN:

Right. Or -- okay.

LEG. SCHNEIDERMAN:

Pretty cheap to manufacture, I suppose, in China.

MR. HAZEN:

Or metal or key chains or finding the widget that we could --

LEG. SCHNEIDERMAN:

I'm sure when you buy a Happy Meal for the kids, that little plastic toy is probably manufactured in China. But then would it have to be? It could be manufactured here. You know, chemicals industry, again, we'd get concerned about the solvents and the bi-products and the dumping, where it's going to end up, vapors, all those concerns. And, you know, maybe 3-D printing, can it solve some of those -- those issues?

MR. HAZEN:

Yeah, with all -- the materials you talk about -- like getting rid of the materials, it's all reusable. So whatever you use -- what's not used, goes back in, right.

LEG. SCHNEIDERMAN:

Recycled plastic, is that what --

MR. HAZEN:

Right. I don't know about the fumes or whatnot --

LEG. SCHNEIDERMAN:

Yeah, I don't know much about 3-D printing. I keep hearing it come up in the news.

MR. HAZEN:

That's --

LEG. SCHNEIDERMAN:

But you can't get -- you don't 3-D print a cell phone. I mean it has a lot of internal components there. You can just --

MR. HAZEN:

But you prototype it. And the innovation, if you had (inaudible) or Motorola --

LEG. SCHNEIDERMAN:

You can make components, right, to test out a new device.

MR. HAZEN:

There's a gentleman -- I think he's from Suffolk, Scott, who has this idea for rekey, so you take a picture -- you ever lose your key, take a picture of the key, it goes up in the Cloud; you lose your key, it comes down, 3-D printer prints a copy of the key.

LEG. SCHNEIDERMAN:

And it's that affordable to do 3-D printing?

MR. HAZEN:

The one -- the one that the gentleman has at LaunchPad is like \$800. The one that we're looking at for the Bobbleheads is probably 25 to 150,000. But for 800 --

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LEG. SCHNEIDERMAN:

Okay. And then the composite material -- like a key -- a key's made of metal typically. It's got to be able to take that stress -- that torque involved.

MR. HAZEN:

It does plastic, resins, you know, I'm learning a lot about this myself.

LEG. SCHNEIDERMAN:

It's a hard material.

MR. HAZEN:

It's due diligence. But even if it's modeling, we're the innovated hub for the next cell phone, you know, iterations.

LEG. SCHNEIDERMAN:

Right.

MR. HAZEN:

Which we have. There are really smart people who like to use the technology.

LEG. SCHNEIDERMAN:

Thank you. It's informative.

CHAIRWOMAN ANKER:

And, again, I think -- I think what's important is that, you know, we have someone like yourself willing to show others what -- you know, how to do it. And, you know, business is competitive. There's no doubt about it.

MR. HAZEN:

Sure.

CHAIRWOMAN ANKER:

And, I think, you know, generations ago, you know, everyone more or less was out for themselves to some extent. You know, I gotta be, I gotta make, you know, I gotta be successful in my business and gotta beat the competition. And what success is that, here you are, you've been successful, you're continuing to look for ideas and new businesses, but you're also extending your wisdom to people who are just trying to get started, which is helping Long Island and Suffolk County. So, again, you know, sort of like that volunteerism and -- that we -- we have here in our country. You know, we're helping our -- by helping ourselves, you know, we're helping others, we're helping ourselves. So I want to thank you.

Legislator Kennedy has a question for you.

MR. HAZEN:

Sure.

LEG. KENNEDY:

Well, a question and, I guess, two suggestions: First of all, as to the industrial park, you're working with Anthony and that's my Legislative District. The piece that I want to share with you, you may not know yet is, is that the area's being completely sewerred. And there is relief going on for upwards build up. So as you take a look at whatever the footprint is, it may in fact actually lend itself very soon, probably within the next 18 months, to build out on a footprint that might be able to go ahead and more or less emulate what you have there in Mineola.

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MR. HAZEN:

So not look for a building, actually -- are you saying build a building?

LEG. KENNEDY:

Well, or take an existing type of footprint and go in with a broader vision if you want to try to go ahead and replicate what you have at LaunchPad in Mineola.

MR. HAZEN:

Okay.

LEG. KENNEDY:

Secondly, the guy right behind you sitting in the audience is our Dean for the Manufacturing of Technology Program in Suffolk Community College, which is located right over here on the Brentwood Campus, which has our students going through a lot of the design and development and stuff in an academic level, similar to what Legislator Anker spoke to you about, in partnering with the culinary side. I would encourage you to speak with John and talk about the --

MR. HAZEN:

Absolutely.

LEG. KENNEDY:

-- ability to possibly passively do hands-on internships for our students that are coming through on the manufacture and tech side.

MR. HAZEN:

Absolutely. We're looking -- actively looking now for people that can help us, take 2-D images and convert to 3-D. And instead of sending it to the Philippines or Vietnam, we want to do it here.

LEG. KENNEDY:

He's the man to talk to. Thank you.

CHAIRWOMAN ANKER:

It's true. And, again, when we spoke and I went to visit you in Mineola, I took a tour of the deli area where your -- your hub site. And it, you know, it sort of like reminded me of being in the City, you know, city-looking, you needed a shop, you needed some help there. And I thought, gee, who do I know in Suffolk County that works with culinary projects? And, of course, we have Suffolk Community College, School of Culinary -- what is it, Culinary Institute? Yeah. One of the top in the Country. So, John Lombardo, just remind me I gotta connect you with John and -- there's so many -- there's so, many connections that -- I mean I'm looking forward to making with you and your -- your projects.

And, again, I think what's important, too, is how can government help you? And whether it's County government -- even down to zoning issues. You say you get a place, there's some zoning issues. You know, we can work with our counterparts with the Towns and Villages, State and Federal. What funding's available? There's so many programs. That I do get newsletters from Kirsten Gillibrand of all the grants available for new businesses; minorities, women, you know, they specialize in different areas. But Legislator Horsley has a question for you.

D.P.O. HORSLEY:

Yeah, thank you. And certainly welcome.

MR. HAZEN:

Thank you.

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D.P.O. HORSLEY:

Love to hear you talk. It's -- it's kind of inspiring. I like it. Let me ask you a quick question, a couple things. On the building itself, what is the building in which you are presently working out of? Do you have the square footage on it?

MR. HAZEN:

It's 12,000 square feet.

D.P.O. HORSLEY:

Twelve.

MR. HAZEN:

There's two buildings. It was a law firm, Sullivan, something and something. And it was a contracting business with a deli underneath. So it's actually two buildings. We literally broke through the wall.

D.P.O. HORSLEY:

So it's 12,000 combined or --

MR. HAZEN:

12,000 combined. And there's a parking lot behind that takes about 32, 35 slots -- car slips.

D.P.O. HORSLEY:

Great.

MR. HAZEN:

And then that touches the train tracks at the All Island Taxi Stand at Mineola Train Track. So -- I think they said it might have been back in the day of the old Mineola Bus Depot building, but I wouldn't know.

D.P.O. HORSLEY:

Yeah. And then you're looking to mirror that -- your new building, the new Suffolk building at 10, 12,000 --

MR. HAZEN:

-- thousand square feet. We looked at one building that was 10,000 square feet in the park on Rice Field Lane. And we're looking at another that's probably a little over 10,000 square feet with an occupant in it already. So the building that we occupy, excuse me, is all LaunchPad.

D.P.O. HORSLEY:

Right.

MR. HAZEN:

One of the buildings that we're looking at now is three stories. Top story is occupied. So it's the first and second story.

D.P.O. HORSLEY:

So you'd be a tenant. You're not looking to own.

MR. HAZEN:

Well, we would explore that. But for this particular case, we would be -- we'd be running the building and --

D.P.O. HORSLEY:

Yes.

MR. HAZEN:

It'd be a LaunchPad building.

D.P.O. HORSLEY:

Yeah, I think that's -- I got that part. That part is --

MR. HAZEN:

Yeah. And there's also another building in Suffolk that we looked at -- I forget where, but it was -- in Lindenhurst or Lynbrook. There was a Chase Bank that was for sale.

D.P.O. HORSLEY:

Oh, yea, there is one in Lindenhurst.

MR. HAZEN:

Right. For like 880 thousand --

D.P.O. HORSLEY:

It's right down the street from my office.

MR. HAZEN:

So we were looking at --

D.P.O. HORSLEY:

I like that location. That's a good one. And it's been vacant for quite a while now. I bet you can get a pretty good deal on it.

MR. HAZEN:

So we're looking at -- we looked at that -- not that we looked at it but we found it on line. We saw that one was listed. You know, the good thing is, we're not in a rush to do anything, but at the same time we know there's a need in Suffolk. We've got actually someone actively in Atlanta for launchPad Atlanta, that we even have a website up for launchpadatlanta.com because we have a guy talking to building owners and actually looking to be our counterpart down there; in Philly, Jersey and Florida as well. But, you know, LaunchPad is not just one in Nassau and one in Suffolk. It's because of our density.

D.P.O. HORSLEY:

It's a growth business.

MR. HAZEN:

Yeah. Well, no one from Hewlett wants to go to Mineola. And somebody in Yaphank may not want to come to Dix Hills so --

D.P.O. HORSLEY:

But they will go to Lindenhurst, though.

MR. HAZEN:

But maybe it's 3,000 -- you know, let's also realize it may be -- it could be satellite offices. Because the beauty of technology today, if someone's pitching us that -- we had a company pitch us, Suffolk guy, he had a business and motivation station with kiosks. But if he's pitching us in Mineola, we can video stream that to Suffolk and maybe like three locations.

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D.P.O. HORSLEY:

Right.

MR. HAZEN:

So if you're an angel in the Hamptons, you can be sitting there drinking your -- you know, whatever, your champagne, watching and listening to the pitch --

D.P.O. HORSLEY:

Well, we're beer in Lindenhurst.

MR. HAZEN:

"We're into ten grand. We're in for five grand." And then we can help raise money for these companies.

D.P.O. HORSLEY:

You know, it sounds great. It sounds like the right track.

MR. HAZEN:

Thank you.

D.P.O. HORSLEY:

If you're interested in the Chase Building, let me know and we'll find somebody out -- I'll have him show it to you. But the idea of a platform for all governmental issues, that's intriguing. I've heard people talk about them before, but I've never seen anyone do it. You know, you have all the County functions or, you know -- but to add, you know, all the games in Town -- I chair Economic Development. And I'm pretty familiar with different sites and stuff like that. And I don't think anyone has ever done this.

MR. HAZEN:

Right. You know, I was on a panel with Mark Lester. We said Long Island's missing that wrong website --

D.P.O. HORSLEY:

Right.

MR. HAZEN:

-- that talks about accelerate Long Island, everything -- done. I'll take care of it. LI Startup, Long Island Startup, fair game for everybody. And we're actually -- it's not like -- we're working on like a Google Map, you can see every day popping up new startups. You startup in Deer Park, it goes up on the map. You startup in Oceanside -- - so you can see the activity, the ecosystem for the things that are happening here. And I'm learning about -- I just learned about --

D.P.O. HORSLEY:

It's like my drug indexing map where people get arrested, but it's been a positive thing.

MR. HAZEN:

It's a startup. Well, startup, service providers and capital. You know, so that a startup saying "I'm in, you know, I'm in this Town, what's available near me? Where do I go for funding, where do I go for a website?" And we'll show the right things

D.P.O. HORSLEY:

I love the idea. I think that's great. And if the County can in anyway be of assistance -- and I'm glad you hooked up with Anthony Minetta. He's --

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MR. HAZEN:

Great.

D.P.O. HORSLEY:

He's our young, aggressive guy out there. And he is putting together a lot of good programs. And I think you guys could mirror each other.

MR. HAZEN:

We were e-mailing to one AM back and forth so --

D.P.O. HORSLEY:

Excellent. Very good.

MR. HAZEN:

Thank you.

D.P.O. HORSLEY:

Okay.

CHAIRWOMAN ANKER:

And you mentioned that you're working with Accelerate and LIFT. And the numbers have been --

MR. HAZEN:

LIFT, LISTnet. I'm on the board of LISTnet. Been active in the last -- working with, you know, Accelerate and Jeff Leventhal in Huntington is looking to do a lot with his hub.

CHAIRWOMAN ANKER:

I think BNL.

MR. HAZEN:

Brookhaven National Lab. (Inaudible) with Ann Marie (inaudible) at Stony Brook. And I'm kind of wired into {Suet}, the energy center, you know, talked about with the Governor, with these hotspots. And we're seeing if we can align LaunchPad with one of the universities possibly to make it a hotspot. Because I understand if you're a company operating out of a hotspot, there's no state income tax? So now we're trying to figure out how to get the Bobblehead business into LaunchPad, move that to Hicksville.

CHAIRWOMAN ANKER:

Those are benefits. And again --

MR. HAZEN:

Huge.

CHAIRWOMAN ANKER:

-- if they can tap into that --

MR. HAZEN:

Then you don't need that Florida place or Tennessee place. You do it right here.

CHAIRWOMAN ANKER:

Can you repeat that? So we don't need that Florida place.

MR. HAZEN:

Yeah. If you're in the -- for the Governor designated these hotspots. And my understanding from

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Stony Brook is these hotspots will have no income -- no state income tax. So if your business is operating out of one of these hotspots, aligned with possibly the University -- and I was out at Stony Brook maybe two weeks ago with Dr. Tim {Ferrel} who's the head of research for the whole SUNY system, the Governor sent him down here to Stony Brook to say, "hey, so I was in a room with a lot of smart people and a lot of interesting people doing great things and trying to figure out how we can be innovative, you know, do we drive them Upstate by Syracuse and Rochester?" We're telling him no. We have universities here, you have Cold Spring Harbor. A gentleman -- Cary from -- Cary Stark? {Starler, Starler}, -- he was there. So we have all the players together just -- the entrepreneurs and the academics to see what was going on. I mean, it was a great brain trust.

CHAIRWOMAN ANKER:

And, again, trying to keep our kids on Long Island, keep the education, you know, thriving through -- locating jobs for those people and those bodies that are there. Because what's happening they're leaving Long Island.

MR. HAZEN:

Yeah, well, I was at an MBA class last night at Hofstra. And my wife said they're not paying you to speak. She gets it, right? There was 26 kids that are over, three of them are graduating, one of them is Asian. He said he's not going back to China. He goes "I can maybe help you get your Bobblehead stuff here." You know, he's an engineer. So, it's great. I love working -- you know, working with these younger people, it's just -- failure's not an option. They're just either just naive, stupid or smart, right?

CHAIRWOMAN ANKER:

I know Jay had mentioned the issues of the uphill battle trying to keep these businesses or kids on Long Island. And -- but the thing is, though, you know, we are so close to New York City. You know, and my daughter goes to Hunter College in the City and she loves the City life. So, I mean we do have advantages. We have one of the best education systems in the Country, you know. We have so many wonderful resources. But I don't think our kids identify that until they go away but then they come back. We just have to have some more good resources for them to say, "okay, I'm back and I'm going to stay." And I think it's two components. There's affordable housing. They need a place to live and they need a good job. And if we can help provide those two components and support that, then they'll stay and Long Island will thrive. So -- Legislator Cilmi, did you have any question?

LEG. CILMI:

I do not.

CHAIRWOMAN ANKER:

No, okay. All right. Anybody else have any questions? Well, Andrew, I just want to thank you for coming out here.

MR. HAZEN:

Great.

CHAIRWOMAN ANKER:

It's been wonderful listening to you and sharing what you have here. And like I said, we can't wait until you have your Suffolk hub here that we can visit. And, you know, again, I will say that your Mineola hub is open and available?

MR. HAZEN:

Absolutely.

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CHAIRWOMAN ANKER:

I guess they call you if they want to come back?

MR. HAZEN:

Well, it's 24-hour access, but we have someone full-time nine to five. Otherwise it's a key pad at the, you know, the front door. But they can either e-mail me at -- I have all the contact information or what not. And if you's want to stop by and check out the place -- I also brought a bunch of, like, free one-day co-working passes. So if there's anyone that you know, you want to hold onto, they can come, they can work there for the day. We've got VC guys in Setauket that work in Manhattan and Greenwich so they've bought a monthly pass. They sit there. They jump on the train. They come back. You know, it's a good connector.

CHAIRWOMAN ANKER:

Right. And, again, what I'm hearing and seeing from you, you don't offer just one thing, you know, just one pass. You offer a lot of things, a lot of -- he just wants a Bobblehead. I know you're into Bobbleheads. But again --

LEG. SCHNEIDERMAN:

Can you line the Legislature? Can you do Bobbleheads for the Legislature?

CHAIRWOMAN ANKER:

We want some Bobbleheads.

MR. HAZEN:

Absolutely, we can make all of you Bobbleheads. I'll take pictures today. I need a front photo and a side photo. I can take them today on my phone and we be good.

LEG. KENNEDY:

There's plenty of pictures out there.

CHAIRWOMAN ANKER:

Rick Brand wants -- Newsday wants a Bobblehead, too.

LEG. SCHNEIDERMAN:

How much is a Bobblehead?

MR. HAZEN:

They typically retail on the website, allboobleheads.com unlimited revisions, you know, make changes, make things bigger, smaller, whatever you want, painted, delivered to your door, \$130 for one. When we run our Groupons, we do that offer for 65 bucks. And when we run that offer we get about 12,000 orders in two days.

And then we also do wine stoppers where your head is a wine stopper, which we just started doing. Like Eric Trump bought a winery. So I gave him and Mr. Trump their heads as a wine stopper, which now we're doing -- we're selling as well. And we just launched a -- we've sold over 5,000 units in a month so --

LEG. SCHNEIDERMAN:

With the hairs?

MR. HAZEN:

Yep, yep. I have pictures on my iPad I can show you afterwards.

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CHAIRWOMAN ANKER:

I wish you continued success.

MR. HAZEN:

Thank you very much.

CHAIRWOMAN ANKER:

And, again, I look forward to having you back here and updating us on your -- your adventures and your ventures. And, again, welcome and look forward to working with you. Thank you.

MR. HAZEN:

Absolutely. I appreciate your time.

CHAIRWOMAN ANKER:

Okay. We're going to close this Committee meeting. And we will adjourn. Thank you for attending.

**THE MEETING CONCLUDED AT 1:44 PM
{ } DENOTES SPELLED PHONETICALLY**