

# Brookhaven Business Advisory Council Draws Record Breaking Attendance at the Ninth Annual "Building Business in Brookhaven" Expo

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*Pictured left to right at the Brookhaven Business Advisory Council (BBAC) Expo are Deputy Director of the Brookhaven Town Industrial Development Agency (IDA) James Tullo, international sales expert, trainer and author Jeff Goldberg, BBAC President Henry Bramwell, Supervisor Ed Romaine, BBAC board member Jim Guma, BBAC Past President Bruce Newman and BBAC board member Reeni Brill*

**Farmingville, NY** - On Thursday, September 26, the Brookhaven Business Advisory Council (BBAC) hosted its Ninth Annual "Building Business In Brookhaven Expo" at Town Hall and broke all previous records for participating vendors and attendees. The event, which attracted over 450 local business people, and more than 90 vendors, focused on business networking and included a trade show with booths featuring local, regional and national companies that service businesses in Brookhaven Town. The event was co-sponsored by the Town of Brookhaven Industrial Development Agency (IDA).

This year's event also featured a well-attended presentation by international sales expert, trainer and author Jeff Goldberg. "Build Your Sales" provided tips and true practices for business owners and covered subjects such as "It Starts with a Goal," "Creating YOUR Plan" and "Selling Without Feeling Salesy."

Supervisor Ed Romaine, who delivered opening remarks at the event, said "The Business Expo is growing more popular every year, proving that local companies are doing whatever they can to grow their business and reach more customers. I thank the BBAC board members, who are all volunteers, for their commitment to help promote both big and small businesses in Brookhaven Town."

BBAC President Henry Bramwell said, "The 2013 Brookhaven Business Expo was a phenomenal success. Not only did we have the largest turnout of attendees, we also doubled the number of exhibitors from last year. It's a testament to the fact that Brookhaven means business."

Attendees also had the opportunity to meet with representatives from the New York State Small Business Development Center, the Small Business Administration and various Brookhaven Town department representatives. During the evening, vendors and attendees were interviewed for a special program which will air in the next few weeks on Brookhaven Cablevision Channel 18. Please visit [www.brookhaven.org](http://www.brookhaven.org) for program times or to view the program on

the website's Channel 18 On Demand feature. The program will also be available on the BBAC website at [www.brookhavenbac.org](http://www.brookhavenbac.org).

The Ninth Annual BBAC Business Expo was presented by the Brookhaven Business Advisory Council in partnership with the Town of Brookhaven, the New York State Business Development Center, Miller Business Resource Center, Town of Brookhaven Industrial Development Agency, Brookhaven National Laboratory and the Brookhaven Arts and Humanities Council.

### **About the BBAC**

The BBAC serves as the business liaison to the Supervisor and Town Board. The council is comprised of business owners and professionals who serve on a volunteer basis. The Council's key function is to assist Town government by disseminating information to and from the business communities. They also help to compile information on business in Brookhaven Town, and develop and implement public information programs to educate the business community regarding outreach programs and assistance available to them. For more information about the BBAC, visit [www.brookhavenbac.org](http://www.brookhavenbac.org) or call Lisa Mulligan, Director of the Town of Brookhaven's Division of Economic Development at (631) 451-6563.

### **About the Town of Brookhaven Industrial Development Agency**

Since 1971, the mission of the Brookhaven Industrial Development Agency has been to promote the economic welfare and prosperity of the town of Brookhaven by assisting the acquisition, construction, reconstruction, and equipping of commercial and industrial facilities. The IDA has issued millions of dollars in tax-exempt or taxable bonds on behalf of more than 50 companies encouraging them to either locate or expand in the Town of Brookhaven. This assistance has been extended to companies both large and small, and has resulted in the direct creation of thousands of jobs for Brookhaven residents. The IDA has provided assistance to a wide range of companies, including Amneal Pharmaceuticals, Quality King, BASF Beauty Care Products, Suffolk Transportation Service, Intercounty Appliance, Caithness Energy, United Baking (Uncle Wally's), Framera, and Motorola (Symbol Technologies).

For more information visit [BrookhavenIDA.org](http://BrookhavenIDA.org) or call 631-451-6563.

#### **Division of Public Information \* Office of the Supervisor**

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