BUSINESSNEWS

INTHELEAD

Long Island Business News



Table Of Contents

AT YOUR SERVICE STAFFING COMPANY
BAYPORT FLOWER HOUSES, INC
BOWEN17
BRINKMANN HARDWARE CORP
CENTRAL BUSINESS SYSTEMS
CRONIN & CRONIN LAW FIRM
DAMIANOS REALTY GROUP LLC20
ELM FREIGHT HANDLERS, INC., DBA ELM GLOBAL LOGISTICS20
HAYDUK ENGINEERING, LLC21
INTERNATIONAL ASBESTOS REMOVAL, INC. (IAR)21
LESSING'S HOSPITALITY GROUP
L.I. ADVENTURELAND, INC
LIPSKY CONSTRUCTION CO., INC
LMN PRINTING OF NY, INC
LODUCA ASSOCIATES INC
LONDON JEWELERS24
LORRAINE GREGORY CORPORATION
MANGANO FAMILY FUNERAL HOMES, INC25
MAPLE FAMILY CENTERS
NAPPI'S NOOK
NATIONAL STANDARD ABSTRACT LLC
NICO'S WAY AUTOMOTIVE27
PLESSER'S APPLIANCES
RDR LIGHTING28
SCOTTO BROTHERS AND ANTHONY SCOTTO RESTAURANTS28
SUFFOLK COUNTY BRAKE SERVICE, INC
TABLE WRAPS SPECIALTY LINEN RENTALS & ACCESSORIES28
TRITEC REAL ESTATE COMPANY
VISUAL CITI, INC
ZERE REAL ESTATE SERVICES, INC
70RN'S OF RETHPAGE 20

MANAGING DIRECTOR

Suzanne Fischer-Huettner

CONTENT LEAD, **BUSINESS DIVISION**

Ben Jacobs

EDITOR

Regina Jankowski

PRINT PRODUCTION SPECIALIST

Amelie Rode

ACCOUNT MANAGERS

Barbara Pescuma Jackie Douglas

Robin Burgio

RESEARCH AND BRAND COORDINATOR

Kathy Lombardo

WRITER

Bernadette Starzee

Editor's Note

ABOUT THIS YEAR'S IN THE LEAD: FAMILY OWNED **BUSINESSES**

In following up to our previous In the Lead section focusing on womenowned businesses, we'd like to introduce you to another new special editorial section, this time focusing on Long Island's family owned businesses. These multi-generational businesses (and some that are firstgeneration in the hopes of passing down their legacy), run the gamut from hospitality, automotive, home and garden, law and more.

While all businesses and organizations within our region are important and necessary for our economic growth, family owned businesses bring something special to the table. Their history, legacy and ability to weather economic, environmental and other life events ensures their strength and ability to prevail.

Some of the companies profiled in the following section have outlasted two world wars, economic depressions, a health pandemic and several natural disasters. The common theme is these businesses have remained a driving force throughout our region as a result of perseverance, hard work and embracing evolving technologies.

From all of us at LIBN, we commend you and your families for your work ethic, and your support throughout the region both professionally and through your community involvement.

As we move forward into 2025, if you, or someone you know is a leading family owned business, please reach out and let us know by emailing: editor@libn.com.

In the meantime, I encourage you to read the profiles on the following pages and learn more about these legacy businesses.

> —REGINA JANKOWSKI **EDITOR LONG ISLAND BUSINESS NEWS**





AT YOUR SERVICE STAFFING COMPANY

t Your Service provides waiters, bartenders, captains, coat checks and barista staff across many business segments in the Northeast hospitality and food service industry. Employing between 600 and 1,000 people at any given time, the staffing company was established 36 years ago by Mark Casaburi, who had worked as a bartender at local events and saw an opportunity to make a difference after noticing these events were mostly being staffed with waiters and bartenders from out of town. AYS focuses on connecting those in need of staff with hardworking hospitality staff from local communities, ensuring quality service at every

In its early years, AYS faced challenges transitioning from a seasonal operation to providing year-round staffing to keep pace

with the growth of the Long Island events industry. Casaburi overcame these hurdles with dedication and by building a strong, family-like culture, which helped the company thrive and expand into New York City, Boston and the Washington, D.C./Maryland area.

From the start, AYS has been a family effort. Casaburi's father, Joseph, interviewed staff from home, while his mother, Sheila, handled uniforms and receivables. Siblings Michael, Chris and Melissa offered insights and helped at events. Casaburi's sons, William and Nate, recently joined the team, adding fresh energy, while his wife, Maureen, supports recruitment. This strong family foundation has been key to the company's success while fostering a close-knit

Each year, the AYS team volunteers at organizations like Bethany House Soup Kitchen, Habitat for Humanity and The Ronald McDonald House.

aysstaff.com



BAYPORT FLOWER HOUSES, INC.

ayport Flower Houses is a full-service florist, garden center and landscaping family business that has served Long Island since 1932. The company is currently led by Karl Auwaerter; his sister, Christine Saroka; and his son, John Auwaerter.

"Being part of Bayport Flower Houses' story is both an honor and privilege for us all," Saroka said. "As a family, we are grateful to our Long Island community, customers and local businesses that have allowed us to prosper for nearly a century. We are also grateful to our grandparents, Maria and Paul; our parents, Gisbert and JoAnn; current family; and all our dedicated staff who make Bayport Flower Houses a very special place."

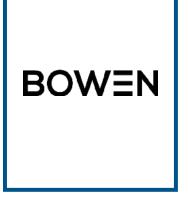
Bayport's mantra is to bring joy to its customers. One of its challenges is keeping up with customer demand for its florals,

plants, design services and workshops. "We work hard to offer all levels of assistance from the very beginning gardener to the newly engaged bride," said Karl Auwaerter. "We are also blessed to meet the challenge of a generational business with the addition of John, fourth generation, carrying on the tradition."

Saroka added, "We are extremely proud of our customer reviews, detailing both business loyalty and joy in both our floral designs and home gardens."

Bayport's floral shop designs are now available to order online 24 hours a day to meet the needs of customers. The company also recently acquired additional greenhouse space to expand its capacity and maintain high-quality levels for both homeowners and Long Island town flower baskets.

bayportflower.com



BOWEN

ounded 20 years ago, Bowen is a digital agency that works to elevate brands worldwide. The family-owned company, which consists of a team of passionate innovators, designers and technologists committed to helping businesses grow, is led by the husband-and-wife team of Chief Executive Officer Dan Bowen and President Natalie Bowen. In the early years, Dan's mother, a graphic designer by profession, also contributed to the company's growth by supporting its design work. While she is no longer directly involved, her influence helped shape the company's early visual style and its commitment to quality.

As a family business, Bowen prioritizes relationships grounded in care, integrity and meaningful impact. "Each partnership is a reflection of our dedication to building a legacy

through high-quality work and shared values," Dan Bowen said. Focused on long-term success, the company approaches challenges creatively to help businesses navigate and grow in the digital era.

The Bowens found it particularly challenging to navigate the pandemic as business owners and new parents of two daughters. "Balancing the demands of family life, adjusting schedules and staying closely engaged with our business was complex," Dan Bowen said. "Parenthood added new purpose to our roles as leaders, motivating us to foster a supportive team environment and focus on meaningful work that builds a legacy for the next generation." The company has embraced a hybrid schedule, fostering flexibility and collaboration.

Four years ago, the company purchased and renovated its office building, in Mineola. "We created a beautiful, inspiring headquarters for our team and clients," Dan Bowen said.

bowenmedia.com



BRINKMANN HARDWARE CORP.

rinkmann Hardware Corp., founded in 1976, operates six retail stores called Brinkmann's and employs 105 people. Locations include Sayville-which was the company's first store and serves as its headquarters—along with Glen Cove, Miller Place, Jamesport, Blue Point and Holbrook.

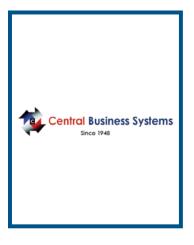
Founders Pat and Tony Brinkmann wanted to own their own business and decided there was a need for a hardware store in Sayville, where Tony had grown up. The couple put all their earnings back in the business and, after five years, expanded from a 1,100-square-foot rental space into a 3,000-square-foot building that they purchased.

The same mindset continues today. The company currently has 88,000 square feet across the six stores-which all operate in family-owned real estate, except for one

leased location (Glen Cove)-and the principals continue to reinvest in the growing business. Revenue for 2023 increased by \$3 million, to \$25 million, versus the prior year. Today, Brinkmann Hardware is owned and operated by the founders' children, Hank Brinkmann, Ben Brinkmann and Mary Neimeth. Neimeth runs the office, while her brothers oversee operations and real estate. Their mother still works there daily, while their father visits often.

Long-term goals include reaching \$100 million in sales. The principals constantly tailor their inventory mix to keep up with trends and technology. They enjoy responding to customer requests and expanding their offerings. Some recent new product categories include live plants, marine and boating, fishing and even live chickens in the spring. The company has also rolled out a buy-online-and-pick-up-in-store option that is rapidly growing.

Brinkmannhardware.com



CENTRAL BUSINESS SYSTEMS

ounded in 1948 as a typewriter dealer, Central Business Systems has evolved into a one-stop shop for comprehensive office technology solutions and services for businesses in Long Island and New York City.

Led by President/Co-Owner Michael Chambers and Vice President/Co-Owner Sean Infante, the family-owned business is known for its personalized service, reliability, integrity and commitment to giving back. These qualities, along with an ability to adapt to change, are the cornerstones of Central's long-term success.

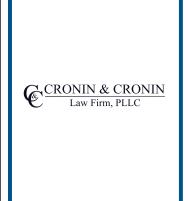
"Many of our team members and clients have been with us for decades, and they are like family to us. Some team members have celebrated 40 years with us!" Chambers said. "We are committed to building relationships

and understanding clients' needs so we can better serve them."

Facing competition from large, publicly held conglomerates, Central succeeds by providing personalized service and doing everything locally: account management, spare parts support, dispatch, helpdesk, warehousing, etc. Team members are available for in-person meetings and service calls. By contrast, conglomerates' services are typically out of state or overseas, and they treat employees and clients like numbers, resulting in high turnover and poor service.

Central offers the expertise, efficiencies and economies of a single-source provider for document imaging, copiers, printers, advanced business products, managed IT, cybersecurity, cloud services, VoIP, unified communications and more. The company has earned the prestigious Pros Elite Top 100 Service Provider accolade and excellence awards from Sharp, Canon and Xerox. Central also received SCO Family of Services' Shepherd's Award and Family Service League's Corporate Leadership Award in recognition of its long-term support.

entraldigitalsolutions.com



CRONIN & CRONIN LAW FIRM

ronin & Cronin practices exclusively in the field of tax certiorari. Led by Founding Partner Brad Cronin, the 40-year-old Mineola-based law firm obtains property tax refunds and assessment reductions for commercial properties statewide.

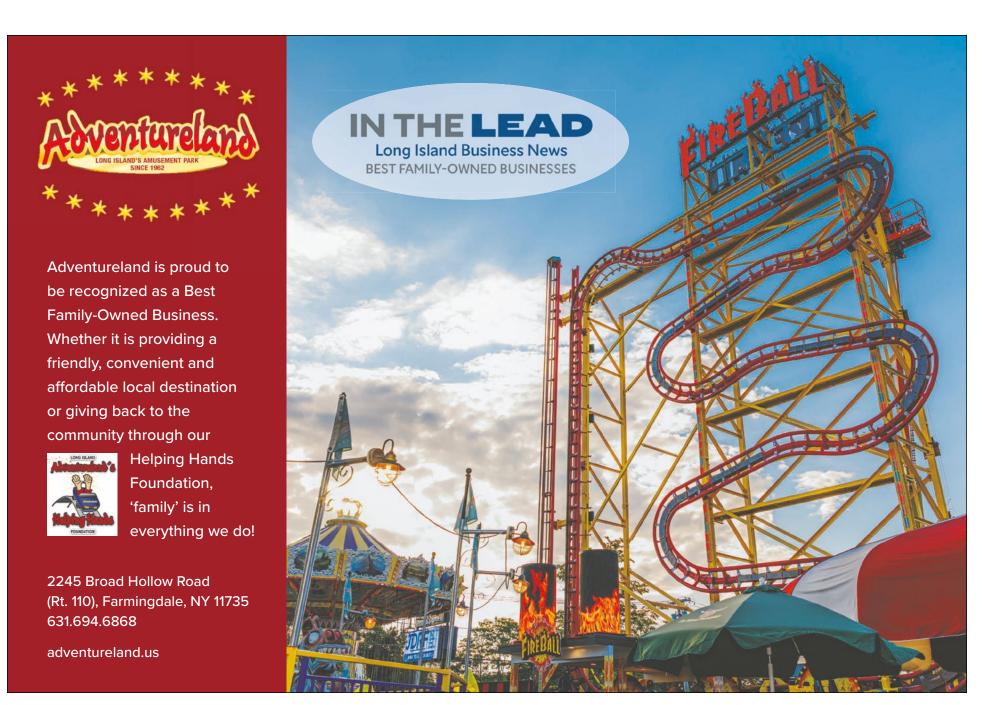
"As a family business there is an emphasis on having a long-term vision," Cronin said. "This forward-looking approach and investment in our firm for an extended period of time directly benefits the service we are able to provide to our clients. Many of our clients have been with us for decades because of the integrity and innovative service they have come to expect. In today's often impersonal business world, we pride ourselves on providing a more personalized, authentic and trustworthy experience."

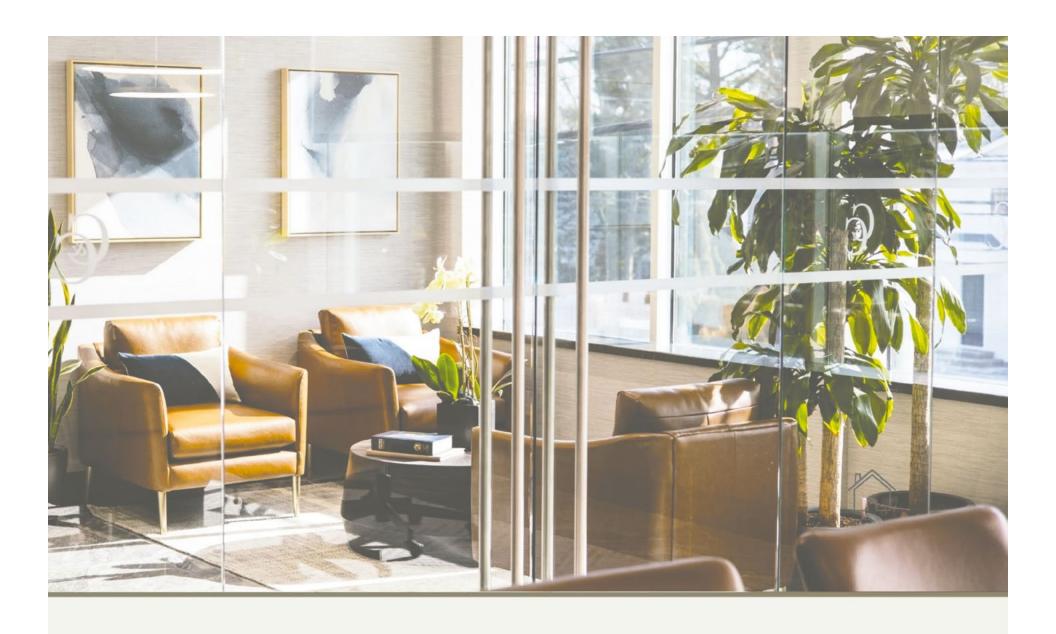
According to Cronin, investment in

technology critical. "But the challenge is identifying the investment that matches our specific business," he said. "We have family members that have seen the transition from fax machines to email. Today, we're utilizing technology that makes that seem like ancient history. By spanning generations in our family, the different perspectives of how to integrate technology to our business is invaluable."

Recent accomplishments include obtaining an 80% reduction on a highprofile property, resulting in millions of dollars in tax refunds, which has helped with getting the property redeveloped. "We have assisted many new development projects that were hit hard by rising construction costs and inflation by obtaining immediate tax relief even during construction," he said. "Most gratifying is helping a client obtain needed tax relief in sectors or properties that are struggling, such as office buildings or properties with vacancies."

cronintaxlaw.com





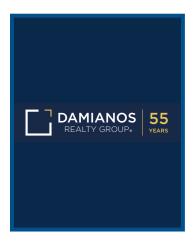
CRONIN & CRONIN LAW FIRM

Real Property Tax Assessment Reduction and Condemnation for Commercial Properties



100 E OLD COUNTRY RD

RD MINEOLA, NY 11501 WWW.CRONINTAXLAW.COM (516) 747-2220



DAMIANOS REALTY GROUP LLC

ounded in 1968, Damianos Realty Group is a family-owned and operated commercial real estate company specializing in office, retail, industrial and land development.

"My brothers and I worked alongside our father (who started the business) for many years before our father turned it over to us," said X. Cristofer Damianos, who currently leads the company along with his brother, Pelops Damianos. "We have continued to grow our portfolio of buildings over the years and are now poised to hand it over to the next generation. There would be no greater satisfaction than seeing the business continue and prosper with our children leading the way.'

Challenges like daily operational stresses, personalities and differences of opinions come with the territory of operating a family business. "You have to be able to turn it off or, better

yet, balance it," said Pelops Damianos. "Our challenge is to see how the next generation of family members rise, harmoniously working with each other, and all the while adhering to both their grandfather's and fathers' unfettered continued dream of succession and growth."

Cristofer Damianos is particularly proud that the company has expanded from a handful of mostly small Class B office buildings to become, through growth and acquisitions, "one of the largest commercial landlords in Suffolk County, with the majority of our properties in the Class A range."

Other sources of pride, according to Pelops Damianos, include the company's "overall ability to persevere and overcome obstacles, and most importantly, the accomplishment of integrating our next generation, by embracing their talents to succeed beyond our expectations."

drgrealty.com



ELM FREIGHT HANDLERS, INC., **DBA ELM GLOBAL LOGISTICS**

LM Global Logistics is a family-owned, food-grade, rail-served third-party warehouse provider with 1 million square feet of space to assist companies with warehousing and physical distribution. ELM has facilities in Brentwood and Central Islip, along with two facilities in New Jersey.

Bill Conboy, who serves as president, and his wife, Gale, founded the warehousing and distribution company in 1984. They leased a small portion of a previously occupied distribution center and, in the early years, the team consisted of a few associates along with close family members who brought a lot of energy and passion and who shared the founders' vision. As the business continued to grow, ELM expanded its services and warehouse space. With the help of dedicated family and close family friends, the company expanded to employ 160 people and serve more than 140 clients. "We are proud that we

have very low employee turnover, and our dedicated family and close family associates play a very large role in the success of our company," Conboy said. "We now see our hard-working grandchildren becoming important players as well. It is very gratifying to see the growth and new generation contributing to our future success."

The development of ELM's rail business at its Brentwood facility has been very successful, as it provides clients with a reduction in trucking costs by allowing rail freight to be received within 15 in-house railcar sidings. At Central Islip, ELM established a premier temperature-controlled facility offering temperature loggers and controls for vitamin and pharmaceutical companies.

elmlogistics.com



WE'RE THE PERFECT PLACE FOR... GROUP OUTINGS, FUNDRAISERS, HOLIDAY PARTIES & TEAM BUILDING!

Maple Lanes RVC, Rockville Centre | Coram Country Lanes, Coram | Jib Lanes, Flushing



HAYDUK ENGINEERING, LLC

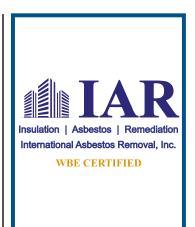
ayduk Engineering, a certified servicedisabled veteran-owned business (SDVOB), is a multidisciplinary consulting engineering firm serving clients in both the private and public sectors. Based in Ronkonkoma, the 40-year-old familyowned business is led by Stephen G. Hayduk, a professional engineer.

"Being a family-owned business makes us different than most other engineering firms," Hayduk said. "Our tight-knit leadership team is hardworking, dedicated and has a unified vision for the future. While our staff has grown significantly in recent years, we still consider each of our employees to be part of our extended family. It is important to us that they know how much we care about their personal well-being, their professional development and their career advancement."

According to Hayduk, the company recognizes that there is a need to ensure that having family members included in the staff does not complicate the office environment or interfere in any way with efficiency in the workplace. "Family who are part of our staff are very successful in keeping their work lives and personal lives separate," Hayduk said. "Most importantly, we respect each other, and that is reflected in how well we work together."

Hayduk Engineering was recognized as one of the top 100 design firms in New York by Engineering News Record, and as one of the Best Places to Work by LIBN. The firm has also won numerous LIBN awards recently for specific projects, including the Top Green Project, in addition to the Top Mixed-Use Project and Top Engineering Firm.

haydukengineering.com



INTERNATIONAL ASBESTOS REMOVAL, INC. (IAR)

nternational Asbestos Removal, which is also known as IAR, is a licensed, bonded and insured certified women's business enterprise (WBE) contractor specializing in environmental remediation and mechanical/ plumbing insulation. Led by CEO Karen Grando, the family-owned company has been in business for 37 years.

"Being a family-owned business means working together to reach common goals and to be able to improve and expand business across multiple generations," said Grando. "Being a family business extends to our workforce, where we have many families working for IAR, multigenerational and horizontal. Our family realizes the importance of sustaining and growing the business not only for our own family but the families who work for us, too."

Balancing family and business goals and objectives are among the challenges that IAR faces as a family-owned business. "Keeping family first while continuing to address business responsibilities" presents ongoing challenges, Grando said.

IAR's environmental services have included remediation of asbestos, lead and mold, infectious diseases, demolition and fireproofing. The company also professionally installs insulation on mechanical HVAC systems as well as plumbing installations in both commercial buildings and industrial facilities.

Grando is particularly proud of the increase in diversity at IAR in recent years. She is also proud of the company's recent expansion into new services and new markets as it continues to grow.

"I am proud to be part of the most iconic buildings in New York and now Boston, New Jersey and Philadelphia," she said. "I am also proud of the legacy I will hand down to my children and grandchildren."

iaronline.com



Congratulations to the Coughlan Family of TRITEC Real Estate Company and all of this year's honorees on their recognition as one of Long Island Business News' Best Family Owned Businesses.

HAVE FUN \ WIN \ BE NICE

www.tritecre.com



LESSING'S HOSPITALITY GROUP

ounded in 1890, Lessing's Hospitality Group is a sixth-generation familyowned business with 120 locations in the Northeast and Florida, including wedding and catering venues, full-service restaurants, pop-up kitchen concepts, corporate and academic dining centers, a historic inn and a presidential yacht.

"Being a family-owned business significantly shapes the way we operate, as our family values naturally extend into the company," said CEO Michael Lessing. "Integrity is central to everything we do; we take pride in conducting business with transparency and staying true to our commitments. For us, being family-owned means focusing on long-term relationships with employees, vendors, guests and communities to guide our decisions and actions."

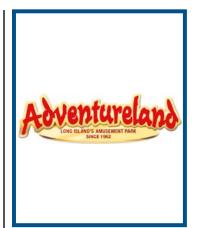
In its 134-year history, the company has

successfully navigated world wars, financial crises and pandemics. "These periods of global uncertainty have tested us, but they've also made us more resilient and adaptable," Lessing said. "The COVID-19 pandemic, in particular, required us to respond quickly and decisively. Family ownership gave us the agility to make immediate decisions, ensuring we maintained jobs, addressed community needs and continued to provide meaningful services."

The company's focus has always extended beyond business, Lessing said. "We aim to create jobs that develop into long-term careers and foster meaningful connections through our community involvement," he said. "In every community we serve, we actively participate in charitable events and initiatives, contributing in ways that align with both local needs and our company values."

Lessing's actively supports Island Harvest, Save the Great South Bay and the National MPS Society.

Lessings.com



L.I. **ADVENTURELAND, INC.**

.I. Adventureland has been a familyfriendly amusement park since 1962. Located in Farmingdale, Adventureland provides a convenient, safe and affordable local destination, with 30 rides and attractions, arcade games, food and entertainment.

Family is at the core of every aspect of operations for Adventureland, which is led by co-presidents Steven Gentile and Paul Gentile, who are brothers. "We are so grateful to have the opportunity to serve generations of Long Islanders," said Steven Gentile.

As with other seasonal outdoor businesses, the unpredictability of the weather is an everpresent challenge. Adventureland also faces significant competition for entertainment dollars, which requires long-term planning and investment. The company is entering phase

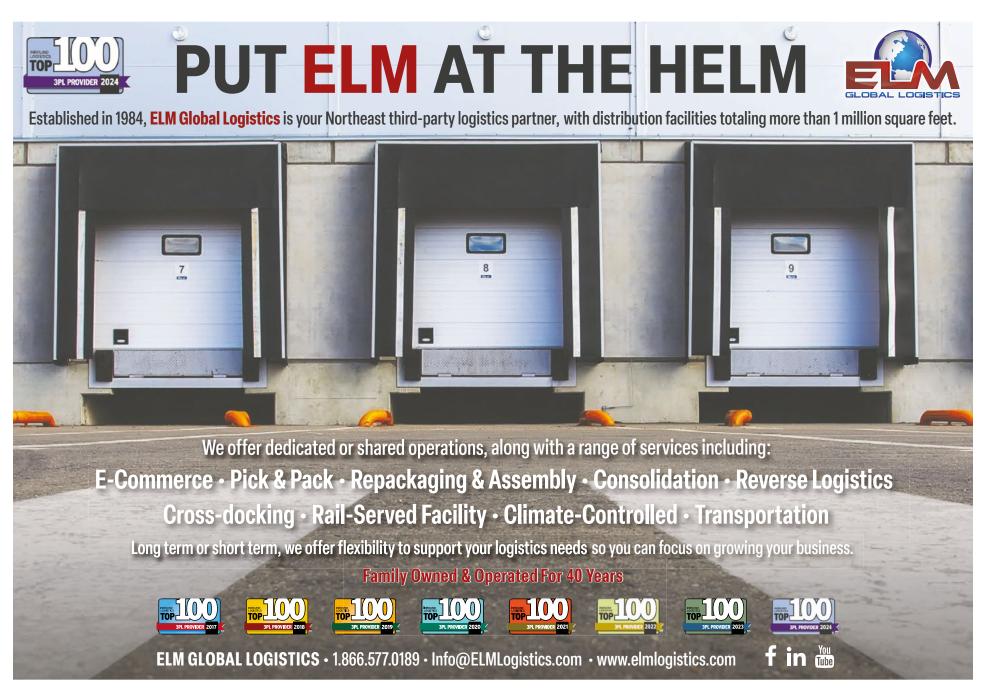
two of a multi-million-dollar renovation that will allow the park to bring in multiple new rides over the next five years.

"To be able to bring the best of the amusement park industry to Farmingdale is incredibly exciting for us," said Paul Gentile. "It is a privilege that we take seriously.'

The company gives back to the community through its Helping Hands Foundation, a nonprofit organization that it created in 2013. Over the last 11 years, more than \$1.7 million has been raised for Long Island. The foundation has awarded more than \$333,000 in scholarships, supported dozens of Long Island nonprofits through a grant program and donated thousands of in-kind items to local goods drives.

"We are so honored to have the support of the Long Island community, and we are thrilled to be able to give back in such meaningful ways," said Steven Gentile.

adventureland.us





LIPSKY CONSTRUCTION

ipsky Construction is a leading construction management and general contracting company serving the commercial and industrial market on Long Island, New York City and the Lower Hudson Valley. Established 45 years ago, the family-owned business is led today by brothers Alex and Joel Lipsky.

"My father taught me the definition of trust," said Alex Lipsky. "Having a brother as co-president and co-owner, I know exactly the level of commitment, professionalism, dedication and trust I have in my business

partner and brother, Joel Lipsky. We reciprocate this same level of trust to our employees and to our clients through transparency and the best business practices in our industry to shepherd the entire development experience from conceptual design through ribbon-cutting

ceremony. Trust is our success story."

Years ago, Lipsky Construction received feedback from employees that they felt disconnected from the "closed door" family management structure at the firm. "Today, we have flipped this perception with a 'One Team One Goal' mentality," Alex Lipsky said. "Every team member at Lipsky is aware of our vision, what projects we are bidding on, where we are headed. We collaborate through weekly team lunches and we are all laser-focused on providing our clients with the best experience they can receive in our region."

In 2024, the team completed over 300,000 square feet of site development for FedEx, a major renovation to the historic Montauk Manor and many other significant projects, including industrial developments, high-end condo revitalizations, retail projects and single-family high-end homes in the Hamptons.

Lipskyconstruction.com



LMN PRINTING OF NY, INC.

oreen Carro leads LMN Printing of NY, a family business that provides full-color digital printing, binding and mailing services as well as graphic design, advertising and promotions. Founded 53 years ago, LMN is a certified minority-owned and women-owned business.

"My father, Luis, and mother, Mary, put in a lot of hard work and long hours building this company," said Carro. "Both from Puerto Rico, they had to endure many obstacles to grow LMN, and they did it mostly for their daughters." She and her sisters, Nancy, Nanette and Nora, all worked for the company from the time they graduated from high school.

"We learned that hard work, family values, love and respect - for family and staff - were the backbone to our success, and it made us all better women," Carro said. "Family is key;

success is the result!"

According to Carro, being in a male-dominated industry, being a minority and dealing with family issues were all challenges. "We also had to withstand and survive the death of our father, my sister Nancy, my production manager and cousin Luis, and the decision to build up an additional company in Florida," Carro said. "Let's not forget COVID-19, competing globally and raising a family. We have managed to survive many, many obstacles, and we still love and respect each other."

LMN recently acquired multiple corporate, nonprofit and government contracts, which Carro said is essential to its growth and which was only made possible through networking and by giving back to the community.

LMNprinting.com





LODUCA ASSOCIATES INC.

oDuca Associates is a diverse general contractor, with projects ranging from high-end residential to complex public projects. The family-owned business is currently led by President/CEO Renee Guerrieri, who took the reins from her father, Rich LoDuca, who recently stepped down after 40 years.

"Working for my father for the past 17 years has truly been one of my life's greatest joys," Guerrieri said. "Being able to take over the company and build on the strong foundation he has built has been a great honor. The pride I have felt over each project we have built has gone far beyond just the feeling of a successful build. Each project has been added to the legacy that my father has built."

At LoDuca Associates, the family members have been very intentional about keeping their

work and personal lives separate. "We are able to work through challenges and disagreements at work and then sit around the dinner table on Sunday night and just be family," Guerrieri said. "Our ability to do that is what makes me so proud of what we do here. Family is the most important thing, so we go to great lengths to protect that first and as a result the business thrives."

Guerrieri was particularly proud to see her father retire after 40 years of hard work. "We all worked so hard to get him to this point," she said. "He has been a role model and inspiration to everyone who knows him, so watching him now enjoy the fruits of his labor is rewarding."

loducaassociates.com



LONDON JEWELERS

he story of London Jewelers spans 98 years and four generations. It was founded in 1926 as a humble Glen Cove storefront by self-taught clock and watch maker Charles London, who had gotten his start by winding all the clocks in the mansions on Long Island's Gold Coast.

Since then, the family-owned business has expanded to today's portfolio of fine jewelry and timepiece boutiques across Long Island and into Manhattan and New Jersey. London's grandson, Mark Udell, serves as chief executive officer of the growing company, which has locations in the Americana Manhasset, Wheatlev Plaza in Greenvale, Glen Cove, East Hampton, Southampton, Manhattan and Short Hills. N.J.

"London Jewelers is more than a familyowned business. We have more than 200

employees and we are still growing," Udell said. "We are all family at London Jewelers, and we are looking forward to celebrating our 100th anniversary in 2026."

As the company continues to grow, Udell said, "we are challenged with keeping the culture of the family-run business. The culture of London Jewelers makes our family business special. We uphold our four-generation tradition of exceptional customer service."

Recent accomplishments for London Jewelers include recognition from the prestigious WatchPro Awards. The premier event for the British watch industry for nearly a decade, the WatchPro Awards celebrates the achievements of leading watch brands and retailers. London Jewelers was honored with the WatchPro Award for 2023 as the Multi-Generational Watch Retailer of the Year, and another WatchPro Award in 2024, when the company received the Lifetime Achievement Award.

londonjewelers.com





CATERING | RESTAURANTS | FOOD SERVICE MANAGEMENT





LESSINGS.COM









LORRAINE GREGORY CORPORATION

orraine Gregory Corporation, which includes Lorraine Gregory Communications and LGC Studios, is a I family-owned, full-service marketing and advertising enterprise. Named for its foundersthe husband-and-wife duo of Lorraine and Gregory Demetriou-the 32-year-old company has expertise in a broad range of strategies and tactics that place its clients' messaging in front of their desired audience.

Greg Demetriou, who serves as CEO, and Lorraine Gregory, who is executive vice president, are joined in leading the business by their son, Jay Demetriou, who is president. Over the years, several family members have held managerial and executive roles as well as board positions.

"Growth of the company means growth for the family and by extension all employees,"

Greg Demetriou said.

Demetriou noted that the family aspect adds another level to decision making. "Family members are expected to perform to the utmost," he said. "Disagreements on policy or operations must be handled, yet the consideration of who the family member is does not overrule what is correct for the company."

Since 1992, the company has evolved from a small storefront to a 25,000-square-foot facility. "Along the way I have been immensely proud of the accomplishments of LGC and the LGC team," Demetriou said.

The recent acquisition of Axle Eight helped Lorraine Gregory expand its online SEO, content development and paid media offerings. Lorraine Gregory has also been recognized with a cohort of Telly, Hermes, ARC and other awards. These honors were capped by a recent Emmy nomination for a documentary produced by LGC Studios.

lorrainegregory.com



MANGANO FAMILY FUNERAL HOMES, INC.

ounded in 1911, Mangano Family Funeral Homes is a group of family-owned funeral homes in Deer Park, Middle Island and Riverhead. Currently owned by Sal F. Mangano, the company employs 21 people.

Years ago, funerals were conducted at home in the parlor if the home was large enough to have one. But most homes were small and cramped, with the deceased laid out on the family table for lack of space. Funeral directors were carpenters or furniture makers by day.

Seeing a need for a place apart from the home for people to mourn, founder Guy Mangano opened the first Brooklyn funeral parlor as a full-time funeral director in a storefront in 1911. The company established its Deer Park funeral home in 1960, followed by the Giove Funeral Home in Middle Island in

2012 and the Reginald H. Tuthill Funeral Home in Riverhead in 2015.

In the early 1960s, Guy's sons, James and Guy Jr., joined the business and assumed operating responsibility, and in 1965, his daughter, Barbara, joined. Barbara's son, Sal, came aboard in 2000. Over the generations, the family members have maintained commitment to the founder's goals of providing the utmost in caring personal service to families in the region.

For more than 100 years, the company has adapted to different methods, societal trends, products and technology.

As a member of the local community, Mangano Family Funeral Homes supports numerous charitable causes and fraternal organizations including local churches, Sons and Daughters of Italy, Knights of Columbus and many others.

manganofh.com

IN THE LEAD

Long Island Business News BEST FAMILY-OWNED BUSINESSES

NOREEN CARRO President

LMN Printing of NY, Inc.

"a certified minority woman owned company"



Your Ideas . . . Our Solution From Concept to Completion

> 516-285-8526 Orders@LMNprintingny.com LMNprinting.com

23 West Merrick Road, Valley Stream, New York 11580





MAPLE FAMILY CENTERS

aple Family Centers owns and operates five bowling centers, including Maple Lanes RVC (Rockville Centre), Coram Country Lanes (Coram), Jib Lanes (Flushing) and two Florida locations. Since its 1960 founding, Maple has been owned by the LaSpina family. who share their love of bowling with families and sports enthusiasts.

"For many years, I worked with my dad and brother, and today with my son and daughter, Joseph LaSpina and Teresa McCarthy," said President John LaSpina. "It gives me tremendous joy to see my grandchildren at our bowling centers, knowing that their greatgrandfather, Peter J. LaSpina, Sr., started it all. We embrace my father's simple value system: Treat your staff and customers like extended family."

Any company as old as Maple must embrace change. "Today's challenges are different than years past," LaSpina said. "Societal changes are always top of mind. The normal business challenges exist. Insurance (both health and liability) is more expensive than ever. We mitigate being a small business by utilizing every option available to us to succeed. We are members of our trade association; we embrace their training programs, which enable us to have highquality, contemporary offerings for our staff and our business to succeed. The association's buying programs have helped us navigate everything from food and beverage to air conditioning units."

Maple is proud to have raised more than \$750,000 for the Bowlers to Veterans Link, a national charity, and directed those funds to local programs serving veterans. Vice President Joe LaSpina recently won a prestigious bowling industry award for his public policy advocacy.

Maplelanes.com



NAPPI'S NOOK

appi's Nook is a breakfast and lunch restaurant with a cool vibe that serves comfort food with a twist. Opened more than two years ago in Nesconset, the family-owned business now employs 15 and has seen its revenue grow from \$600,000 in 2022 to \$1 million last year.

Very much a family affair, Nappi's Nook was launched by brothers Steve and Jason Nappi, who grew up in the area and wanted to return to their roots to create a great neighborhood place. Steve's wife, Denise, and Jason's wife, Jeanne, are also co-owners, as well as servers. Steve's daughter, Gina; and son, Nick; also work in the restaurant. Gina handles host and bus duties, while Nick is a server.

In the restaurant business, there are challenges every day. This is no surprise to the Nappi family, as Steve Nappi had an Italian

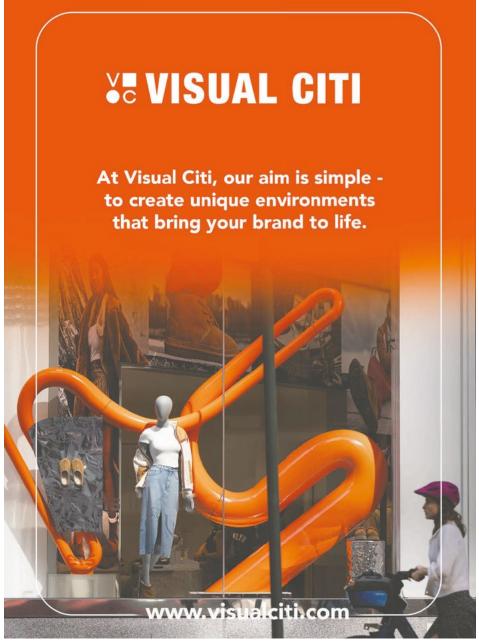
restaurant for more than 12 years. Switching from Italian food to breakfast food has presented its own learning curve and challenges.

The Nappis plan to be a mainstay in the community for years to come, and their long-term goals include possibly buying their building and expanding to open more restaurants. The owners stay on top of trends and do menu changes every couple of months.

Active in the community, Nappi's Nook sponsors Little League teams and fields and donates to local schools and various local charities.

Nappisnook.com







NATIONAL STANDARD ABSTRACT LLC

or the past decade, National Standard Abstract has provided title insurance policies for real estate transactions. Owned by Osei Rubie and his son, Nadir, the full-service title insurance agency employs 10 people and has expertise in residential and commercial real estate transactions.

Before deciding to launch National Standard Abstract, Osei Rubie worked for another title insurance company for a number of years. While it is difficult to secure new clients at scale for a business that is somewhat obscure, he was very creative in marketing the business in unique and engaging ways, and, over the last 10 years, the company has closed more than \$3 billion in transitions.

Nadir Rubie, who previously worked in the public and private sectors with industry leaders in affordable housing, real estate law

and development, joined National Standard Abstract in 2017 and became a partner two years later. He manages daily office operations, title production, new business development and professional vendor services. He established the National Standard Resource Center to provide residential and commercial real estate professionals with access to cutting-edge industry insight and opportunities for exchanges through continuing education courses.

The company continues to navigate challenges, including adapting to new legislation impacting title companies.

A philanthropic company, National Standard Abstract has donated more than \$300,000 to community youth programs and provided a college scholarship endowment.

nationalstandardabs.com



NICO'S WAY AUTOMOTIVE

ince 2008, Bohemia and the surrounding areas have had access to excellent auto maintenance services from Nico's Way Automotive. The family-run company offers reliable and trustworthy auto repair and maintenance services using the recent automotive technologies available today.

In a radically changing world, there is something to be said for keeping things simple. At Nico's Way Automotive "Simple" simply means: Integrity, Quality Care and Fair Straightforward Service.

Steve Nicosia (aka Nico) is the owner at Nico's Way Automotive. A talented, wellrounded master technician with over 35 years' experience, Nicosia is well-known for many things, perhaps best are his honesty and integrity. He says all the time: "Because it is the right thing to do."

With dedication and high-level customer service the mainstay of his company, it is hard to catch Nicosia out of his shop or office. Most of his customers have become friends, and this has undoubtedly led to his effective word-of-mouth marketing strategy.

His appreciation and love for the industry is shown through the care and attention he provides to every customer and vehicle that comes through his shop.

nicoswayauto.com



PLESSER'S APPLIANCE'S

family-owned retailer, Plesser's Appliances has offered high-quality appliances and expert service for more than 100 years. Marc Howard, who purchased the business in 1990, serves as president, while family members Alan Howard, vice president of sales, and Beth Howard Price, vice president of builder and trade development, are part of the leadership team. Plesser's has showrooms in Babylon and Southampton.

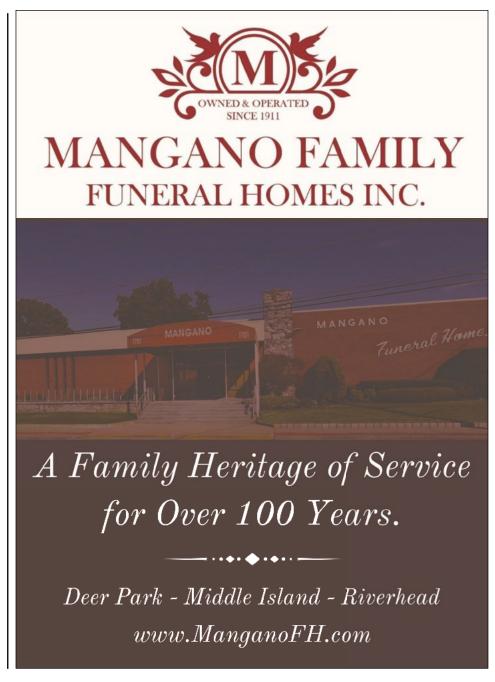
"Plesser's is one of the nation's longestestablished appliance retailers," said Marc Howard. "As a third-generation family business, the Howard family continues to uphold the principles set by [founder] Sam Plesser more than 100 years ago: 'Treat the customer with respect and offer them the best prices, products and support available.' We take great

pride in both the quality of the products we offer and the exceptional service we provide to every customer."

As a retailer with deep roots in the community, Plesser's has experienced significant growth over the years while navigating a constantly evolving market. "While the retail landscape has presented its fair share of challenges-such as changing consumer behaviors and new technological demands-we've embraced these changes as opportunities to innovate," Howard said. "By staying focused on our core values of exceptional customer service, quality products and competitive pricing, we've been able to adapt and thrive."

The company's ability to maintain its family-owned values while expanding its reach has been a key factor in its success, Howard said. "Another achievement close to our hearts is the Plesser's Charity, which has allowed us to give back to the community that has supported us throughout the years," he said.

Plessers.com





RDR LIGHTING

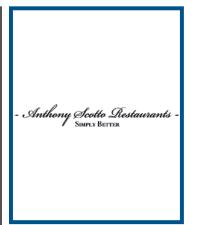
estled in the heart of Bayport, this family-owned outdoor lighting company is dedicated to helping homeowners create beautiful, vibrant and secure spaces with expertly installed lighting solutions. Specializing in Jellyfish and Haven Lighting products, they bring a range of options to light up homes for every occasion, season, and

The company's permanent outdoor lighting systems are designed to be durable, versatile, and low-maintenance, providing homeowners with an all-in-one solution for every lighting need. From soft, ambient accent lighting that highlights architectural features and landscaping, to powerful security lighting that keeps families safe, their installations are tailored to each property's unique needs. One of the company's standout offerings is its color-

changing lighting system, ideal for holidays, celebrations or simply adding a touch of personality to the home. With programmable settings, homeowners can easily shift from festive reds and greens for Christmas to pastel shades for spring or bold, patriotic colors for the Fourth of July.

Beyond aesthetics, these lights serve a practical purpose by illuminating walkways and driveways, enhancing visibility and security around the home. As a family-owned business, they take pride in a commitment to quality and customer satisfaction, treating each client like family and every installation as a part of their legacy. Bringing warmth, style, and safety to Bayport and surrounding communities, this company truly lights up people's lives—one installation at a

rdrlighting.com



SCOTTO BROTHERS AND ANTHONY SCOTTO RESTAURANTS

he storied history of the Scotto Brothers brand dates to 1967, when Anthony Scotto and his brothers, Vincent and Victor, opened Scotto's Pizzeria in Port Washington, shorty after emigrating from Italy. The family-owned businesses have owned and operated more than 40 restaurants and catering venues, as well as a boutique luxury hotel. A hospitality leader on Long Island, the companies employ about 1,000 people.

"Being a family-owned and operated business means that you value the close relationships and trust that come from working together as a family," said Anthony Scotto, president of both companies. "It also signifies a commitment to our community and a personal touch in our customer interactions."

Scotto added that being a family-owned business "creates a unique culture that resonates with both employees and customers,

contributing to a loyal customer base and a positive workplace as we prioritize building relationships with our customers and employees, treating them like part of the family." He acknowledged that family-owned companies face certain challenges. For instance, relying primarily on family for management and decision-making can lead to a lack of diverse viewpoints, which are important for growth and innovation. "Navigating these challenges requires clear communication, well-defined roles and often a willingness to seek external advice or support when necessary," he said.

Scotto is proud that the companies have brought subsequent generations into the workplace, with third-generation family members now working for the corporate office. Other recent accomplishments include the launch of Anthony Scotto Restaurants' newest establishment, The Halston American Kitchen & Bar in Melville.

scottobrothers.com anthonyscottorestaurants.com



SUFFOLK COUNTY BRAKE SERVICE INC.

n business for 91 years, Suffolk County Brake Service has weathered wars, recessions and the Great Depression as it evolved from a brake service provider to a full-service truck and equipment sales, service and parts company. With revenue of \$23 million in 2023-up from \$20 million the prior year-the family-owned business employs 30 people.

Suffolk County Brake Service was originally established in a cow barn in Patchogue in 1933, when its founder, George H. Lindveit, saw a need in the marketplace for an automotive and truck service facility. After 17 years, Lindveit had a larger facility constructed down the street, to accommodate the newer, larger trucks and trailers that carried potatoes, fish, ducks and oysters to New York City

Today, Suffolk County Brake Service is owned by Lindveit's grandson, Jeffrey Scannelli, who purchased the business in 1983 and serves as president. Scannelli is committed to continuing his grandfather's business philosophy of hard work, honesty and excellent service. His cousin, a parts specialist, also works in the business.

Scannelli moved the expanding company five miles west to its current location in Bohemia, which includes a 35,000-square-foot facility on five acres. The company has constantly evolved in changing economic times to serve its loyal customers. Its future goals include continuing to grow the municipal sales and service aspect of the business.

Suffolk County Brake Service maintains a community garden, growing more than 3,000 plants and giving them away to friends, customers and staff. The company also supports the Heart of the Hamptons.

Suffolkbrake.com

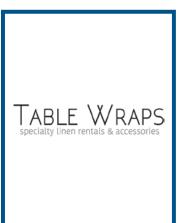


TABLE WRAPS SPECIALTY LINEN RENTALS & ACCESSORIES

stablished 47 years ago, Table Wraps serves the event industry, renting luxury linens and accessories to planners, designers, florists, brides and anyone looking to create beautiful events nationwide.

According to owner Gunjan H. Matalia, being a family-owned business means that customers, the community and employees come first.

"As a small family-owned business, we have a responsibility to ensure we always do right by our customers, we support our community and our employees are always cared for, as they are the backbone of our business," Matalia said. "This belief and understanding allows us to stay compassionate and humble to serve our customers and strive for growth of all associated within the organization."

As a family-owned small business, at times there are challenges concerning home and work-life balance. "Having a young family, we

always want to balance home and work responsibilities equally as possible; at times it can shift depending on the respective needs and situations," Matalia said. "Fortunately, having a great team allows us to keep things balanced for the most part; however, at times, sacrifices have to be made and such compromises are part of owning a business."

According to Matalia, the team at Table Wraps takes the utmost pride in the company's products and services, and in the achievement of receiving fivestar Google reviews. "Our customers always provide positive feedback, our involvement with community is intact and our employee morale and satisfaction are at an all-time high," Matalia said. "These achievements truly make us proud of our company culture and involvement.

tablewraps.com



TRITEC REAL ESTATE **COMPANY**

ritec Real Estate Company is a project delivery organization that successfully acquires, develops, constructs, finances, leases and manages real estate projects on Long Island and throughout the New York and Washington, D.C. metro areas. Led by brothers Bob and Jim Coughlan, who are co-principals, the 38-year-old family business is focused on building a lasting legacy for their community.

"Tritec's motto-'Have Fun, Win, Be Nice'drives us," said Bob Coughlan. "'Have Fun' means creating a family-oriented, supportive environment where everyone feels valued. 'Win' reflects our commitment to growth by exceeding employee and customer expectations. 'Be Nice' reminds us to create value through quality service, profitability and integrity. Family ownership fuels these values."

According to Jim Coughlan, running a family-owned business brings challenges, similar to those all businesses face: making tough decisions, balancing growth and managing resources. "But there's comfort in knowing your team genuinely wants what's best for you and the organization, always putting family first," he said. "This trust helps us tackle disagreements and difficulties, knowing everyone's intentions are rooted in respect and shared goals. The support we have for each other makes it easier to navigate challenges."

The Coughlans are particularly proud of delivering two community-focused projects this year that address Long Island's pressing need for more housing. Station Yards in Ronkonkoma and Shoregate in Bay Shore were each designed to create not just apartments but vibrant, welcoming neighborhoods where people can live, work and connect. "Meeting the demand for housing while also enhancing the communities we serve is a rewarding accomplishment," Bob Coughlan said.

tritecre.com



VISUAL CITI, INC.

isual Citi, a full-service signage, printing and fabrication company, is an American success story. The husband-and-wife team of Abbas Devji and Samina Bootwala founded the business in their Queens basement 20 years ago, a few years after they had immigrated to the United States. Seeing an opportunity to become entrepreneurs, they took a risk and left secure jobs in the print and design manufacturing industry to start their business. Today, Visual Citi creates displays for some of the world's leading brands, including Dior, Valentino, UGG, American Eagle and Puma. The company now owns a 140,000-square-foot headquarters in Lindenhurst and employs more than 100

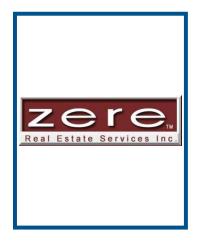
Early challenges for Visual Citi included establishing its brand and signing its first customers. The company brought on talented engineers and production teams and evolved

to utilize cutting-edge technologies in its manufacturing process, including 3-D printing. Visual Citi is truly a family business. Devji's son, Laith Devjiyani, who has worked at Comedy Central, Showtime, Jax Media and Marvel Studios, came aboard as a corporate development executive. Devji and Bootwala's brothers, Arif Devji and Azim Bootwala, are design and manufacturing professionals overseeing sales, marketing and production.

Visual Citi hopes to continue expanding into new markets and product lines. One goal is to take on more public work, including transportation, such as signage for airports, as well as schools and other public institutions.

The company supports food pantries run by Long Island Cares and Pronto Long Island and has an annual scholarship program for graduating students at Lindenhurst and West Babylon high schools.

visualciti.com



ZERE REAL ESTATE SERVICES, INC.

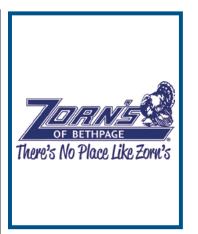
ere Real Estate Services was founded 45 years ago by Marie Zere, a trailblazing pioneer in the commercial real estate industry. Zere continues to serve as president and chief executive officer of the Ronkonkoma-based family business, which was the first woman-owned commercial real estate firm on Long Island and in New York State. Zere Real Estate Services specializes in the sales and leasing of office, industrial, retail, medical and investment properties. Zere's knowledge, integrity and hands-on business style have been instrumental in the completion of a multitude of major transactions throughout the region.

Several members of the Zere family work in the business. "We support each other, and we each have our own special areas of expertise," said Zere, who takes pride in the legacy she

has created for future generations. "The name 'Zere' is trademarked. Therefore, it's a legacy that my grandchildren and great-grandchildren can be proud of, and a career that they may choose to continue the name."

According to Zere, it has been a great achievement to survive in the recent "unusual market" and "very difficult environment" in which large users of commercial real estate–10,000 square feet and up–are few and far between. "Today, the need is for very small businesses who need to continue their business to feed their family," she said. These small businesses require small spaces in multi-tenanted buildings. "There are waiting lists for customers who require under 5,000 square feet," she said. "Our relationships with multi-tenanted owners have saved us whenever there is a recession or financial slump."

Zere.com



ZORN'S OF BETHPAGE

orn's of Bethpage is known for wholesome, homemade food prepared fresh daily using cherished family recipes made with only natural ingredients. The 84-year-old family business is led by President and CEO Merrill S. Zorn-Jensen.

"At Zorn's, being family-owned is at the heart of who we are, carrying forward a legacy that began generations ago," said Zorn-Jensen. "Since 1940, we've been committed to quality, authenticity and strong community ties, making us a beloved staple. More than just homestyle food, Zorn's has been a centerpiece for Long Island families and friends to come together, celebrate and make lasting memories. With each generation, we continue to preserve our traditions."

The company's challenges mirror those of most small businesses: the need to expand to

reach new demographics and, at the same time, remain true to its loyal customer base while remaining competitive. Although the company is one-of-a-kind in the marketplace, its leaders must consistently work to spread the word about what makes it so special.

The Zorn family is proud that they have been able to retain their original property in addition to building a new flagship store for Zorn's. "It was imperative not to let go of the family business so we could carry forward our traditions for Zorn's and our community," Zorn-Jensen said. "Our future is firmly rooted in our past, and we strive to continue our success on Long Island."

Zorn's is listed on the New York State Historic Business Preservation Registry, which recognizes businesses over 50 years old that have contributed to their community.

zornsofbethpage.com