

Steel Raising Speech
Stafford Technology Center
Friday, November 14th 2008

First I wish to acknowledge a group of well-known guests who are with us today:

Our distinguished Congressman Tim Bishop who all of you know
Brian Foley, Our Town Supervisor
Steven Fiore-Rosenfeld, our councilman
And Joe Morgo, Chief Deputy from Suffolk County Executive Steve Levy's office

When I finish my ramblings, I know they would like to say a few words.

Good afternoon Ladies and Gentleman, Gadimus Igitur, or as we say in English let us celebrate. Five years of Latin, more than fifty years ago has paid off. I am Eugene F. Stafford, Vice President and CFO of Stafford Associates; I have been asked to represent the Stafford Family and Stafford Associates at today's Steel Raising.

This is indeed a dream come true for us. Long in our dreams and longer in the preparation and execution; before you is arising the Stafford Technology Center, a magnificently designed, LEEDs certified state-of-the arts Technology and Data Center which will be the first PCI Certified Data Center in Brookhaven, if not Long Island and the Metropolitan Area.

Many people and organizations were involved in turning this dream into a reality and assisting us in arriving at the stage we are in now. It is only fair and just that we mention some of these people and organizations, because they were so helpful both by their deeds and in their constructive criticism, that made a good idea an even better one, and a great building an exceptional one.

We owe an eternal debt of gratitude to several of our local politicians who helped guide us along the way. Our sincere thanks to Supervisor Brian Foley, who unfortunately we will lose to Albany but our loss, will be Albany's gain. And above all we must thank Councilmen Steve Fiore-Rosenfeld, who as our Councilman, was always there to help and advise us and introduce us to the many labyrinths of the bureaucracy at Town Hall, I hope he will stay with us; we need a few good people in Brookhaven. Speaking of Brookhaven I must offer our thanks to Craig Lucas from the Planning Department for his diligence and patience and his thoughtful suggestions.

We must extend a hardy word of thanks to the Setauket Civic Association; they were very constructive in their criticism and very helpful in their suggestions, and had some very excellent

ideas, many of which we incorporated in our final plans. Special thanks must go to Herb Mones, Norma Watson, Cynthia Barnes and Bob DeZafra. We are all part of the same community with the same goals in mind.

We were novices in this whole process and knew no one, and then we were introduced to someone who became our guardian angel, Gloria Glowacki of the Small Business Development Center at Stony Brook University. What a gem she is and what a resource she was and still is. She had connections with everyone and introduced us to people like Ray Donnelly of the IDA. How fortunate that was since, with Ray's guidance and support we got the IDA behind us. Thanks to the IDA for continuing to work with us and working to improve Brookhaven. Additionally, thanks to Gloria we were made aware of LIPA rebates and so many other things. And from LIPA many thanks to Mike Dearing, VP of Environmental Affairs, Dominic Abbatiello, Director of Economic Development and Tim Harris of LIPA for your support by coming today, our LIPA bill will be smaller thanks to you. Also, thank you to Charlie Schreiber, formerly of the Long Island Development Center for all of his work on our behalf to secure our loan.

One thing Gloria said that we needed was a financial prospectus that we would have to deliver to the banks to support our loan application, again we had never done this before and from the examples she showed us this was beyond our capabilities, and to have this drawn up professionally would have been no small expense. Then my son, Kenneth, introduced us to Pat Gillan, his friend and the author of Gillan Guides. In a matter of a couple of weeks, Pat used his extensive financial and real estate background to create and distribute to the banks a professional real-estate and financial prospectus in our name. It was, to say the least, unbelievable and most exceptional. And for all his work Kenneth took him to a real upscale restaurant and bought him a Big Mac for lunch. Thanks so much, Pat.

We must also give special thanks to our corporate attorney, Bob Bernstein, lawyers are not high on my list of favorites, but he has changed that. He is a true professional who pulled us through the mounds of contacts and the nuances of contract law. Thanks, Bob and I presume Kenneth will also honor you with a fabulous lunch maybe even a Big Mac Meal.

A thank you to Larry Alperin, our accountant, for all of those rushed statement and tax returns; most appreciated.

Any venture of this type requires the financial backing of a bank, and with a bit of trepidation we approached Suffolk County National Bank, a local bank with its roots and heart in Long Island. Richard Broskett of Tritec laid the groundwork and introduced us to their commercial loan department. They loved the idea and the design; and as for going green, they were part of the movement before it became a cliché. With special thanks to Dave DeVito and Bob Grady of Suffolk County National Bank's Commercial Loan Department for their work and support and also to Jackie Brown our Branch Manager who comes to us at any time. She spends more time visiting her clients while in other banks, the managers seem only to warm a chair. In all seriousness, a bank like SCNB is a major asset to our community as they are in the community,

they invest in the community that they are a part of and we must never lose institutions like SCNB, we know them by their deeds not by radio commercials.

Once we had the first set of plans and drawings we had to obviously to select a construction company. Again, boy, were we novices at this, and I guess it showed. A couple of firms we interviewed considered the project too insignificant and brushed us off; others were not impressed by a husband and wife with their son and a set of plans. Then we decided to try Tritec, they were only a mile away at the Setauket Technology Center, our neighbor. I could not go to the first meeting, I still have to teach; but that evening when I came home my wife said, "They are it". I was skeptical, another meeting was set up in which I went, together with Dolores and Kenneth, We met with head of Tritec and the major people who would be involved in the building project. I was knocked off my feet, Donald Trump could not have been treated more respectfully, what impressed all of us was that they were really interested in the project and they had some great ideas to offer. Again, they are a part of our community. Thus, began our relationship with what must be the most progressive building and development company on Long Island. Just look at their Patchogue Project. What most amazes us is that with all the multi-million dollar projects they are working on, they treat our humble building as if it were their one and only concern. I must acknowledge the guys at Tritec who are actually building what stands before you. Marty De Pasquale, VP of Preconstruction Services, Ken Abrami, VP of Field Operations, Rich Krill our Project Manager, and last, but not least, the ever present Rick Delgiorno, our Field Superintendent. And, of course, thanks the many other men and women of Tritec who we have worked with over the years. And just to repeat a comment of Kenneth's when the daily crisis arises, "Thank God for Tritec", we all agree with that.

A commercial building of this type requires more than one architect and a host of specialists, again a fact that we did not realize. But again, we were lucky to have the expertise of Maria from Avitz Engineering who is our structural engineer. Her professionalism and knowledge are most appreciated. You need, of course, a mechanical engineering firm to design the electrical and HUVAC , and with the fact that we are having a PCI Certified Data Center, added to the challenges facing Emtec Engineering, thanks guys ; Andy, Tony, Joe and Derreck for your great work and especially in your patience in not killing Ken and Harry, who have a tendency to change specifications with the frequency of sunrise and sunset.

We must also acknowledge the work and support of Melissa and Toby from Peter Caradonna Architects; a LEED building must have a separate LEEDs Architect to monitor the construction and certify our points that will give us LEED certification. They are in the true sense keeping us GREEN.

Working with Bob along the way with the original plans and filling in the details is the team from William Collins Architects who took Bob's plans and turned them into AutoCAD drawings and got the project off the ground; where would we be today without Bill Collins, Steve Saraniero, Neil MacDonald , the ever patient, Eldon Smith and the other members of their team. Thank you all. Just in your floor plans for our offices I would like a window view, maybe

some room for my trains, and don't forget the oven in the break room, maybe they'll make me chief cook and I can make a bit extra selling lunch.

We also have to acknowledge and thank for their patience our good client Nikon. We have been promising them the completion of the new data center for years, but what was once virtual will be physical in a few months as you can see, thanks again Sal Vetrano and Jeff Figurski you will soon be able to rest easy knowing that Nikons Applications are secure in our new state-of the art Tier facility.

There seems to be an almost endless list of names of people who assisted us along the way and I wish I could mention them all but we would be here all day. So if I failed to mention you now you will be well remembered at the building's commissioning ceremony some nine months from now.

But one final big thank you, and that must go to our employees who have been awaiting this building for years and who patiently toiled for years under less than ideal working conditions, sharing desks, no air conditioning, since the file servers had the priority, no space and for some who have even worked in a closet, we did take down the door though. Hang in, the Promised Land awaits.

For all of you for coming today our heartfelt thanks and we will meet all again in approximately nine months at the ribbon cutting when you can tour Stafford's Tech Center and hopefully the weather will be better.

I would like to present my wife, the CEO of Stafford Associates, who will introduce a few of our noted celebrities who would like to say a few words.