



Irish American Small Business Awards

Friday, April 25, 2014 • 6 – 9 pm

Cocktail Reception – The Three Monkeys
236 W 54th Street, New York, NY 10019

**The
IrishEcho**



Tourism Ireland
Marketing the island of Ireland

THE IRISH AMERICAN SMALL BUSINESS AWARDS



Mark Cooper
Age: 76
Place of birth: Liverpool
Where you live: New York City
Name of business: Mark Cooper Ltd
Type of business: Gourmet Food and specialty beverages
Website:

mcooperdistribution.com

First established: 1992

Employees: part time bookkeeper

First job: St. Regis Paper Company, International Division.

What it taught me: Manufacturing companies do not offer rapid advancement for ambitious immigrants.

Family: Leonora Kelly, Leslie Cooper.

Best advice anyone ever gave you: Virtue is its own reward.

Best advice you could give someone

starting out: Determine what you want out of your business and personal life - establish measurable objectives - review every six months.

The most important thing for a business success is: Learn from your mistakes.

Immigrated to the USA in 1963, naturalized American: Educated at Oxford, University of Paris, La Sorbonne, and University of Zaragoza. 17 years in Advertising in New York City. Clients ranged from Alka Seltzer, Gillette, Coca Cola Foods and Quaker Oats to Colgate-Palmolive and Lever Bros. Managed the Colgate-Palmolive account for six years at D'Arcy McManus and Masius in NYC. Raised the agency ranking by Colgate from 5, the bottom, to 1, the top and kept it there for five years. 30 years subsequently in sales and marketing of consumer products in the USA, Canada and the Caribbean, primarily beverages. As Director of Marketing for White Rock Products Corporation of NYC in 1983 introduced Moussy non-alcoholic beer, imported from Switzerland, into the USA market - sold 1 million cases in 9 months. As President of Sibra Beverages International, Greenwich, CT, in 1986 created from scratch a wholly-owned subsidiary of Sibra Holdings S.A. of Fribourg, Switzerland - responsible for the importation, distribution and sales in the USA of Moussy N.A. beer, Cardinal beer, Amber Light beer and Provins wines. Expanded sales into Canada, Bermuda, the Bahamas and Puerto Rico. Created an import relationship with V Suarez, the largest wholesaler in Puerto Rico. Built sales in P.R. through marketing and promo support to 16,000 cases.

Facing major competition from Budweiser and Miller, negotiated an exclusive importation and distribution agreement with the Coors Brewing company for the Moussy brand. Closed down Sibra Beverages. As President of Mark Cooper Ltd, an independent brokerage since 1992, I have 1) Created Charade, a new brand and label of red and white table wine for Destileria Serralles in Puerto Rico - imported from Chantovent in France - managed with Destileria Serralles the marketing and support programs for the brand - grew sales to 12,000 cases and a 20 percent share of market. 2) Acted since 1997 as the exclusive broker in the Caribbean for Harney & Sons, America's leading gourmet tea company - have built a network of 25 distributors, mostly coffee and wine and spirits, from Bermuda to Panama - sell annually over \$400,000 worth of tea and bottled beverages - sell direct to major hotels including Harlequin and Viceroy. 3) Established in the USA a relationship between Harney's and 4 major U.S. food service companies, Compass, Restaurant Associates, Aramark, and Sodexo - through them selling new customers for Harney's - more than 25 major banks, insurance companies, and financial service companies. 4) Acted as a broker for Lavazza in the Caribbean in 2008/09 - introduced the broad line of Lavazza coffee products into Bermuda - sales responsibility for the Caribbean reverted from the USA to Italy in 2010 - thus ending the relationship. 5) Currently represent 16 principals in the Caribbean and the USA. Sales in the USA in excess of \$ 175,000



Kevin Coyne
Age: 53
Place of birth: Queens, NY
Where you live: Woodside, Queens, NY
Name of business: Pat's Service Station
Type of business: Auto Repair and Gas
First established:

1952

Employees: 3, Kevin, Patrick and Michael Coyne.

First job: Newspaper delivery boy

What it taught me: To wake up on time and how to get along with people

Family: Parents, the late Patrick and Catherine (nee Lydon), Brothers, Patrick, Michael, and John, Sisters Patricia and Mary.

Best advice anyone ever gave you: Be punctual and honest.

Best advice you could give someone

starting out: Treat everyone with respect.

The most important thing for a business

success is: To keep your word and treat others as you would like to be treated.

Pat's Service Station was established in 1952 by my father Patrick from Tourmakeady, Co. Mayo. He worked outdoors doing all repairs with his sons Kevin, Patrick, John and Michael. In 1978 a three bay garage was built to modernize our business. We have been serving the Maspeth/Woodside Queens community for over 60 years. Our parents, with deep roots in County Mayo, instilled a great work ethic in all their children. We carry on their legacies with grateful pride.



Anita Daly
Place of birth: Brooklyn NY
Where you live: New York City
Name of business: Daly Communications
Type of business: Marketing and Public Relations
First established:

1996 as Intercultural Niche Strategies and 2003 as Daly Communications

Employees: Two + Interns we mentor from various Business Colleges

First job: Receptionist for a major advertising company in NYC

What it taught me: How to organize, be creative and treat people with kid gloves. The client and the person on the other end of the phone are golden. Also how to enjoy your work - the company was great in letting one have fun on the job while doing the best job you can.

Family: A fifth generation Irish American, Anita is one of seven siblings and too many other relatives to mention. My father was a NYC policeman, one grandfather was a NYC Fire Chief and my other grandfather owned a pub in downtown NYC on Grand Street. My fraternal grandmother was called the 'Belle of the First Ward' in NYC. My mother was a saint!

Best advice anyone ever gave you: Be an expert in your field and tell the truth. Not to take yourself or the other person too seriously. Love what you do & do what you love.

Best advice you could give someone

starting out: The same advice I received -

and in this technical era of emails, linked in and twitter - I say call people on the phone and meet them for lunch - I have the most successful relationships with clients and potential clients by doing this. And remember to laugh.

The most important thing for a business

success is: Knowing your expertise and make that your focus - focus is the key. Surround yourself with smart young people that you can mentor and in return they will keep you young and on the cutting edge. Believe in your clients and keep them close and make sure they know you are part of their team. Stand up for your work and your decisions and don't be afraid to tell a client they are wrong- you are the expert. This makes you stand out.

Anita Daly is a key player in niche marketing and the founder and President of Daly Communications. The company thrives on its ability to pinpoint Irish American audiences and create marketing campaigns geared specifically to this consumer, utilizing press, radio and social media outlets. With over 30 years in the entertainment industry, Anita has been part of various groundbreaking trends. She launched her own marketing company in 1996 called Intercultural Niche Strategies specializing in World Music artists and the company helped launch Riverdance, Andrea Bocelli, Sarah Brightman and worked with The Chieftains, King Sunny Ade and Ravi Shankar. In 2003 Anita started Daly Communications specializing in promoting Irish/Celtic and Folk Music entertainment in the US. The company provides press, radio, Internet and lifestyle marketing reaching out to consumers where they work and play. This includes direct marketing via social media, email, blogs and websites, street teams and outreach to mainstream media outlets.

Daly Communications' artist roster has included Celtic Woman, Van Morrison, The Irish Tenors, The High Kings, The Chieftains, Black 47, The Saw Doctors, The Pogues and Finbar Furey. Corporate clients include Live Nation, HBO, A&E, PBS, Sony, EMI and Universal. The company has received Gold and Platinum records for CD and DVD units sold. Daly Communications has recently partnered with music publishing company, Cosmic Trigger to further promote some of the acts the company represents. This includes getting airplay for artists in movies, TV programs and commercial advertisements. Anita is a founding member of Women in Music and a long-time member of the Irish Business Organization of NY. Daly Communications has voluntarily mentored many students from colleges in NY and abroad. This is Anita's second award as a member of the Irish Small Business Top 50 and she is very thankful!



Frank Dauksis
Age: 29
Place of birth: Belleville, NJ
Where you live: Belleville, NJ
Name of business: Michael's Roscommon House
Type of business: Irish Sports Bar & Restaurant

Website: michaelroscommon.com

First established: 1982

Employees: 20

First job: 6 Years Old - Helping sweep the floors at my dad's restaurant and bar.

What it taught me: The value of working for a dollar.

Family: Fiancee Sheila, Mom Pam Dauksis, Brother Mike Dauksis.

Best advice anyone ever gave you: If you want something done right do it yourself - My Dad.

Best advice you could give someone

starting out: Hard Work pays off. Work hard and play harder.

The most important thing for a business

success is: Proper management and a good team of well-trained employees around you.

I'm 29 years old and have grown up in the family restaurant and bar business since I could walk. I learned the value of hard work and a dollar's value at a young age. When I wake up in the morning I love going to work and enjoy every minute of the day. Of course there's trials and tribulations just like any other job, but at the end of the day, I always go home with a smile on my face.

Niall Handley

Age: 42

Place of birth: Dublin

Where you live: West Caldwell, NJ

Name of business: Cara Resources LLC

Type of business: Executive Recruiting

Website: www.cararesources.com

First established: Aug 4, 2007

Employees: 220 employees in the United States



First job: Potato picker.
What it taught me: Perseverance and that nothing comes easy.
Family: Wife, Donna, Kids Conor 12, Cara 10.
Best advice anyone ever gave you: Always set

measurable goals.

Best advice you could give someone

starting out: Have a dream and never lose sight of it.

The most important thing for a business

success is: A clear goal and perseverance.

Cara Resources is a premier full-service executive search and consulting firm, specializing in the areas of Information Technology, Financial Services, Engineering, Healthcare, and Manufacturing placements. We have an outstanding team of experienced recruiters to fill the most critical employment requirements. Our reputation and commitment to producing excellent results, combined with our great track record of successful placements, has allowed us to develop strong business partnerships and trusted relationships with both industry-leading clients and top quality candidates.

Mike and Dave Hannon

Name of business: A.C. Klem Plumbing
 With a history reaching back over fifty years, over fifty people on staff, and a booming uptown business, AC Klem is widely recognized as one of the city's premier plumbers. The firm mainly does large renovations and new construction to the trade, but keeps its existing clients happy with 24-hour emergency service and radio-dispatched trucks. AC Klem also installs and repairs radiant heating systems and condensation pipes for AC units. Clients say the firm provides highly skilled and friendly service, delivering "top, top" quality to both residential and commercial clients in New York. References report that the staff is reliable and trustworthy, and that the company's response times are hard to beat. Above-average costs are reflected in above-average quality.



Brendan Lally
Age: 37
Place of birth: Dublin
Business: Fire Alarm and Security Systems
Name of business: IRL Systems, Inc.
Website: www.irlsystems.com
First established: 2002

Employees: 17

Where you live: Bay Ridge, Brooklyn

First job: Galway Bay Construction

What it taught me: It taught me that I didn't want to do concrete work for the rest of my life, lol, way too hard.

Family: I have been married to Sinead for 12 years. We have a beautiful son, Finbar, who is 16 months old and the love of our lives. My Mom and Dad and brothers and sister are in Ireland, but we get home as often as we can to see them.

Best advice anyone ever gave you: Forgive and forget, life's too short to hold a grudge.

Best advice you could give someone

starting out: Try to figure out what you love, even if it takes a few jobs to figure it out. Start small and stay small as long as you can to work out the kinks. And remember, if it was easy, everybody would do it.

The most important thing for a business success is: There are many things really. I think that your staff in many ways are more important than your customers. Treat them exactly as you would want to be treated, and they will stick with you all the way. If you have a great company, the customers will come. As a company we look forward to many more years of continued growth and success, and to build IRL family to become a household name in New York and the surrounding boroughs.

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Brendan Lally is the President of IRL Systems, Inc.; a company that specializes in commercial NYC Fire Alarm & Security Systems installation, serve and maintenance. IRL Systems has become one of the leading and most sought after fire alarm and security companies in the city, winning numerous national awards and accolades. In July 2009, Brendan was recognized as a future and present leader to watch and named one of the "Top 20 Under 40" by Security Systems News for his leadership in the industry.

In June 2011, Brendan was honored with the 2011 Walter Geier Inspiration Award by WIBO - Workshop in Business Opportunities. This was an entrepreneurial award for his achievements in business since graduating from the WIBO program in 2008. Along with this award, as a WIBO honoree Brendan was also featured on FOX 5's "Good Day Street Talk" in segment discussing their business workshop. Brendan currently holds the position of treasurer of the New York Fire Alarm Association.

As a company we look forward to many more years of continued growth and success, and to build IRL family to become a household name in New York and the surrounding boroughs.



Steve Lenox

Place of birth: New Jersey
Business: Communications
Where you live: New Jersey/Cork, Ireland
Name of Business: Lenox Consulting

www.lenoxconsulting.com

First Established: January 2010

Employees: Two full time employees and an extensive network of seasoned professionals utilized to provide clients with a full range of services.

Place of birth: New Jersey

Where you live: New Jersey/Cork, Ireland.

First job: Shoveling driveways, mowing lawns, raking leaves.

What it taught me: A job worth doing is worth doing well.

Family: Wife, Aoife, sons Conor, Cian and Dylan.

Best advice anyone ever gave you: I am thankful for all of the advice I have received since launching Lenox Consulting in 2010. I am happy to listen to advice from anyone who cares enough to offer some.

Best advice you can give someone starting out: Build your business around the values loyalty and honesty. It's hard to find a client or customer that doesn't value those traits, and if they don't, they're probably not a client or customer worth having.

The most important thing for business success is: The challenges new businesses face can be daunting, success comes by facing down those challenges, and preparing for the next one that comes your way. The most important thing for business success is: Anticipate your client's needs.

Lunched in 2010 Lenox Consulting has developed a strong reputation for its unique hands-on approach to the service it provides a variety of clients in both the public and private sectors. From public affairs to business development, digital strategy to media relations, Lenox Consulting offers its clients increased opportunities to deliver their message to relevant audiences in the most strategic and cost effective way possible. Recognizing that in this age of modern technology a client's message can be deployed, misinterpreted, revised and redeployed almost simultaneously; Lenox Consulting continues to place great importance on personal interactions and relationships, deftly combining the principles and capabilities of social media with the ability to open doors for face-to-face contact.

Representative clients currently benefiting from the services of Lenox Consulting include William Fry, one of Ireland's most respected

law firms; the Jersey City Police Officers' Benevolence Association and Superior Officers' Association, the unions that represent the more than 800 members of the Jersey City Police Department; and Property Pilot, a New Jersey startup offering cloud based municipal management software to government bodies. Steve serves as the Co-President of Irish Network USA, the national umbrella organization integrating the Irish Networks that exist in various cities across the United States which allows members of the networks to connect with their peers and to develop relationships that will foster success in their business, economic, cultural and sports ventures. He is also a member of the American Ireland Fund's Young Leaders and recently joined the U.S. Advisory Group for Social Entrepreneurs Ireland.

Charlie Lord

Place of Birth: Belfast
Where you live: Philadelphia
Name of business: Celtic Clothing LLC



Website: CelticClothing.com

Charlie Lord left his native city of Belfast in 1987. He now owns CelticClothing.com and teaches Web Design at Haverford High School in the western suburbs of Philadelphia. Charlie

spent four years at University in England where he earned a BA (Hons) in Business Studies, and later went on to complete his Master's degree at Temple University in Philadelphia. He has lived in the U.S. for the last 22 years. He is happily married to his American wife Janice, together they have two children aged 10 and 8.

A certified Business teacher, Charlie is a member of the National Business Educators Association and the Pennsylvania State Educators Association. In his teaching career he concentrates on Web Design, E-commerce and Internet Marketing.

Charlie uses his Web Design and Business training to good effect in his entrepreneurial activities through his e-commerce website CelticClothing.com. Charlie started Celtic Clothing LLC back in the early nineties. In the intervening years the company embraced new technologies and Celtic Clothing LLC has now become a vibrant e-commerce company providing Irish products to the Irish-American target audience. They have an extensive digital footprint, with a large social media following and additional sales channels on both Amazon and E-Bay. Charlie is also a certified MicroSoft Office Specialist, and has a well-developed skill set in the field of Internet Marketing. This knowledge has been deployed to help promote large Irish music festivals around the U.S., in locations such as Los Angeles CA, Dallas TX, Baltimore MD, Staten Island NY, and Long Beach NY.

He has also worked in this capacity with well-known Irish bands such as Black 47. He has traveled extensively throughout the North American continent, Europe and into the Caribbean. He loves soccer (football) and has an interest in Celtic archaeology and Irish history. Charlie served on the board of the Irish Network in Philadelphia, and helped set up and maintain the IrishNetwork-Philly.com website, along with their e-mail marketing and online social networking presence.



Michael Lynch

Age: 35
Place of birth: Seattle, Washington
Where you live: New York City
Name of business: Maltin Wealth Management
Type of business: Investment Management and

Financial Planning
Website: www.maltinwealth.com

First established: September 2012
Employees: 4

First job: Office Assistant at a Fixed Income Asset Management Firm

What it taught me: Work hard at the job you have, not wishing about the job you had.

Family: My wife of 5 years is Erin, and we have two children. Declan, 2.5yrs, and Nola, 3 Months old.

Best advice anyone ever gave you: Make hay while the sun shines. This was repeatedly told to me (and still is) by my father. He grew up in a farming town in Ohio. To me, it means that you should take advantage of your opportunities, as you do not know how long they will last.

Best advice you could give someone starting out: Before you get the job - ask everyone for help, but have a clear goal of how they can help. After you get the job - thank everyone you asked for help and find a good mentor.

The most important thing for a business success is: To prepare for a client meeting, and every item that you produce for a client, ask yourself; "Is this how I would want to be treated if I was the client."

I primarily work with busy executives, business owners, and private investors. My clients value comprehensive planning-based wealth management and consistent, personalized service. Clients typically have a net worth of \$2mm-\$10mm. Peter Maltin and I created Maltin Wealth Management about two years ago after establishing ourselves at Merrill Lynch. When we met at Merrill in 2010, we quickly realized that we shared many of the same core values when working with clients. We strongly believe that financial advisors should do more than provide investment advice. We help you protect, grow and manage your wealth through investment strategies and comprehensive wealth planning. This takes a lot of time on our behalf, but it is time well spent to help you achieve your goals. We provide high touch financial management so our clients have more time to enjoy their lives (and families). Being independent enables our clients a unique planning process and utilization of network of professionals.



Nicholas B. Malito

Place of birth: Mineola, New York
Where you live: New York, New York
Name of business: Hofheimer Gartlir & Gross, LLP
Type of business: Law Firm
Website:

www.hgg.com

First established: 1879

Employees: 39

First job: Mowed lawns.

What it taught me: There's no substitute for hard work.

Family: Wife, Denise Cahir.

Best advice anyone ever gave you: A willingness to work hard is your single biggest advantage.

Best advice you could give someone starting out: When setting up or expanding your business, consult with legal and financial advisors along the way, and continually network.

The most important thing for a business success is: You must always be prepared to take advantage of opportunities as they are presented.

My maternal ancestors emigrated from County Kerry and settled in New York. I have a B.A. from Fordham University, and a J.D. and an LL.M. from St. John's University School of Law. As an attorney at a full service law firm, my practice focuses on commercial litigation, bankruptcy, and real estate disputes. I have widespread experience in all aspects of civil litigation including matters in federal and state courts, administrative tribunals, and arbitration proceedings. Additionally, I am

the Treasurer of the Irish Business Organization of New York. The law firm of Hofheimer Gartlir & Gross, LLP is a full service law firm headquartered in New York City. Since its founding, the continuity of leadership and accumulation of knowledge and experience have been of great benefit to our clients. Our attorneys make a point of thoroughly understanding each client's business and goals. We satisfy those goals by combining practical and creative thinking with excellent legal skills in an efficient manner.



Mick Moloney

Name of Business: Mick Moloney's Cultural Tours.

Mick Moloney, Ph.D. Folklore and Folk Life, University of Pennsylvania and M.A. Economics and Politics, University

College Dublin was born in Limerick in 1944. He has recorded and produced over fifty albums of traditional music and acted as advisor for scores of festivals and concerts all over America and throughout the world. He is the author of numerous essays on Irish music and culture and is the author of "Far From the Shamrock Shore: The Story of Irish American History Through Song" and is editor of the dance book "Close to the Floor."

He has hosted, consulted, musically arranged and/or performed in numerous television and film productions for PBS. Dr. Moloney has taught at U Penn, Georgetown and Villanova Universities and Boston College, and is currently Global Distinguished Professor of Music and Irish Studies at NYU. His numerous grants and awards include the National Heritage Award from the NEA (the highest award a traditional artist can receive in the U.S.), a 2013 Presidential Distinguished Service Award for the Irish Abroad, and most recently, a 2014 Gradam Ceoil TG4 Award in the category of Special Contribution which recognized him as a hero of trad music.

Mick Moloney's Cultural Tours, formerly Mick Moloney's Irish Folklore Tours, has been in existence since 1992. Since Mick first began his business, he has conducted around 150 tours for groups he purposefully keeps down to around 30 each to maximize personal enjoyment. His combined talents for teaching and music have made it possible for him to offer enlightened travelers a uniquely customized experience of cultural heritage throughout Ireland, Scotland, Wales, Brittany, and for the future, Southeast Asia. Mick's standards for his business (as they are for all his work) are of the highest level, and the accommodations are always in the finest and most picturesque hotels.

Each day of the ten day tours is an exploration of town and cities and islands steeped in history and adorned with architecture and artifacts. Travelers have a chance to meet and chat with craftspeople, archaeologists, historians, musicians, poets, and storytellers along the way. Each evening concludes with exhilarating music sessions featuring renowned musicians, singers, and dancers. For over 20 years, Mick Moloney's business has offered thousands of tourists such extraordinary cultural odysseys that many have taken his tours over and over again and look forward to future trips. He employs an assistant in New York and in Dublin and an outstanding coach driver who has been with him since the very first tour in Ireland.



Brian McCaffrey

Age: As old as my gums and a little bit older than my teeth
Place of birth: Plainview, New York
Where you live: Manhattan New York
Name of business:

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Brian McCaffrey & Associates, Attorneys at Law
Type of business: Law practice focusing on employment law issues, overtime litigation and business litigation. We represent physicians, financial brokers and teachers
Website: www.nyemploymentattorney.net
First established: 2003
Employees: 3
First job: Communications Officer, USS Mount Vernon LSD-39 US Pacific Fleet 1975 - 1979.
What it taught me: My ship was participated in evacuation and rescue of refugees after the fall of Saigon in April/May 1975. It taught me that I was fortunate to be born in a free country that so many people would literally sacrifice their lives to live in.
Family: Wife Phyllis Dembo, Director of Risk Management Mount Sinai Roosevelt and Mount Sinai St. Luke's Hospital.
 Sons: Kevin and Jamie, both successful stand-up comics and comedy writers; son Joseph, teachers assistant, son Patrick, medical student. Dogs: Jordie (Dalmation) and Cheeks (St. Bernard).
Best advice anyone ever gave you: Do what you love, and the money will follow.
Best advice you could give someone starting out: In this economy I would say don't reinvent the wheel. Find a mentor and learn from their successes and failures. I would also say don't get discouraged. Today's most successful businesses were started out during tough economic times.
The most important thing for a business success is: Be sure your clients know you love what you do and they give you the opportunity to do what you love.

Brian McCaffrey & Associates is a boutique law firm. Brian McCaffrey is a well-known trial attorney who has been practicing law since 1982. He is a special advisor to the board of the IBO, a Director & past president of the Irish American Bar Association. He has selected over 400 juries and has over 60 verdicts. He and his staff's dedication have resulted in their selection to New York City Superlawyers and New York Top Attorneys each year since 2009 for their experience in medical malpractice, insurance defense and employment litigation matters.



Veronica McCluskey
Age: 58
Place of birth: New York City
Business: RM Irish Jewels
Website:

www.rmishjewels.com
First established: 1995
Employees: 1 - That's Me!
Where you live: Saratoga Springs, New York
First job: Sales Representative.
What it taught me: Perseverance, the value of Integrity and Reputation. Never Give Up.
Family: Irish Grandparents from Ireland came to New York City.
Best advice anyone ever gave you: My mother Veronica told me "You go out of the world the same way you came into it... with nothing but one thing... your reputation. You can never change it so make it a great one."
Best advice you could give someone starting out: This is not for the faint of heart. You must have a large amount of perseverance and a must is a positive attitude. Never give up.
The most important thing for a business success is: Staying positive, thinking out of the box on how to do things, network, give something back even if you have nothing to give but your time. Find new products and Artisans to keep your current customers engaged.
The most important thing for a successful business: Stay focused. Don't listen to the people who have never done what you are doing. Push forward every day, meet new people, network, get your name and brand out there. Always be nice to everyone you meet. Get on local TV, radio, newspapers. Stay positive at all times and believe that this will all work.

I grew up in Woodside and Little Neck. My parents, John and Veronica, both deceased. Older sister Geraldine, married, lives in Plandome, NY, has 3 children, Seamus, Erin and Kevin. Deceased middle sister, Dorris. She passed away from brain cancer as a result of breast cancer in 2004. I have been in a fabulous, loving relationship for 24 years with a great Irish American, Jerry, World traveler. Visited Ireland 40 plus times and I am a Dual Citizen. After 25 plus years, I left my Corporate America sales career to live my dream of importing unique, non-traditional, Artisan jewelry from Ireland. I offer my collection to the Independent Woman who knows their own style and wants to be recognized for great taste. The absolute highlight of my company was this past October when I went to Belfast to meet a new artisan. She welcomed me into her house where her young son, Seamus played me the tin whistle. I have never had that type of experience working in Corporate America!



Paul McElroy
Age: 36
Place of birth: County Donegal
Where you live: Honolulu, Hawaii
Name of business: Trinity Investments LLC
Type of business: Real Estate Investment

Website: www.trinityinvestments.com
First established: 1997

Employees: 11
First job: Rider Levett Bucknall.
What it taught me: Don't be frightened to undertake something you have never done before - there is a first time for everything.
Family: Wife Jayne and 7 year old son Shay.
Best advice anyone ever gave you: Always try to keep a balance between professional and personal life
Best advice you could give someone starting out: Work hard, stay true to yourself and don't be afraid to ask questions. The most important thing for a business success is: Gain trust and always maintain integrity.



Conor McHugh
Age: 49
Place of birth: County Leitrim
Where you live: Rockland County, NY
Name of business: Clinton Park Stables Associates LLC
Type of business: Horse Stable
First established:

2003
Employees: 8
First job: Construction of a GAA football pitch in Leitrim.
What it taught me: It taught me what people had always told me - that school days are indeed the best days of your life. I was 17 and up early every morning that summer digging and hauling dirt. It was tough but good discipline. It was a good lesson in the importance of doing a good job and building a good reputation for yourself which follows you for years to come.
Family: Married to Maureen, three kids Alexandra, Patrick and Rory. Mom brother and two sisters in Ireland.
Best advice anyone ever gave you: Love many, trust few, paddle your own canoe.
Best advice you could give someone starting out: Have a good attitude towards your work and your colleagues and never burn your bridges.
The most important thing for a business success is: A well run business needs the presence of the owner/manager. Be present as much as you can it keeps things running efficiently and smoothly.

Conor McHugh was born and raised in County Leitrim. He is proud to hail from the home town of the famous writer John McGovern. They both have a

love and respect of the Leitrim countryside and McHugh the son of a farmer frequently visits home. He studied Civil Engineering in Institute of Technology Sligo and moved to New York in 1986 where he became a Central Park Hansom Cab driver. He bought his carriage medallion in 1991.

While facing pressure from New York City to vacate leased stables he realized that for the security of the horse and carriage industry there was a need to privately acquire their own stables. After a two year search, McHugh led a group of 15 carriage owners and secured a premises on W52nd Street now known as Clinton Park Stable. When opened on Christmas Eve in 2003 it originally housed 40 horses, but following extensive renovations it is now a state of the art stable housing 78 horses, more than half of all horses in the carriage business. The horse and carriage industry has been a fixture of New York for more than 150 years. In recent years the industry has come under intense pressure from animal rights activists and real estate developers who are intent in closing down this much loved New York tradition.

Due to the support of the Teamsters union, City Council members and most recently Mayor Bloomberg and former city council speaker Christine Quinn the industry has survived and flourished. However, today the carriage business faces a new challenge with the election of Mayor Bill de Blasio who has made it known that his number one priority is to eliminate the horse and carriage business from New York. McHugh and his colleagues, along with numerous supporters, including Mr. Liam Neeson, will continue to fight for the right to work with their beloved horses.



Michael O'Brien
Age: 43
Place of birth: Rochester, New York
Where you live: Fairfax, Virginia
Business: MOB Advocacy
First established: 2012

Employees: Right now, just me. I've had two other employees (at different times) that have moved on. I do get some occasional help from a former intern who is great.

Website: www.mob-advocacy.com
First job: Mopped floors in a nursing home
What it taught me: That no task is beneath me, and sometimes the least glorious tasks are the most important to the success of the mission.

Family: Married to Nicole, son Connor who is 7. Mom is still in NY. My Dad lives in NC. My older sister and youngest brother are also still in NY. My other younger brother lives in SC.
Best advice anyone ever gave you: Find your passion and then make it your profession. It took me a while to figure out what my passion really was. I tried an MBA program, started a coffee business, did fundraising for a non-profit before I found advocacy and found my passion working with state and local governments. With MOB Advocacy I married my two greatest passions, state and local government relations and small business/ entrepreneurship. I advocate for small businesses and startups every day making sure state and local government leaders listen.

Best advice you could give someone starting out: Know what the goal is or where you want to go and always work toward that. You can't plan when you are starting out - you will stray from the plan early and often, but if you focus on where you want to go, you usually keep yourself pointed in the right direction.

The most important thing for a business success is: Sticktoitiveness. The overnight success is something that rarely happens. Great opportunities come from hard work. I once thought that I was often lucky enough to be in the right place at the right time. I later realized that not luck, but recognizing where I needed to be and working hard to get there. Customers. Every successful business needs customers. If you want to know the most important thing to run a successful business, I

would say build a strong support. Even in a single person operation, no one can do this alone.

One major highlight was being accepted as a partner with the National Conference of State Legislatures' partners project Leveraging IT Investments to Improve State Government. MOB Advocacy is bringing the small business voice to that committee, that includes companies like HP, Dell, SAS. It showed me that MOB Advocacy really has an important mission and that it was ready for the national stage.



Susan O'Brien
Age: 39
Place of birth: Cork
Where you live: New York, New York
Name of business: Smigin
Type of business: Mobile language learning product
Website: www.smigin.com

First established: 2012
Employees: We're a team of six scattered across three continents and we have a further team of 12 native language speakers who contribute to the content development.

First job: Working weekends at the local shop when I was 15.

What it taught me: If you are willing to work hard, you can negotiate a better position for yourself. I negotiated a wage increase from £2 to £3 per hour - which is a very big deal when you are 15 years old!

Family: Parents, brother and sister, nieces and nephew in Dublin and a sister living and working in Bahrain.

Best advice anyone ever gave you: My dad would always say 'go back to the drawing board.' If something is not working out or if you're stuck, it's okay to rethink, reinvent and go back to the drawing board to plot out a new course. That has stood to us at Smigin as we reinvented the original product from being on online product to what it is now - a mobile first product.

Best advice you could give someone starting out: Network like crazy. Many people are intimidated by the idea of networking but in reality it's just talking to people. Step out of your comfort zone, leave your apartment, go to the event and say hello to a bunch of people that you don't know. Every time you make a new connection you are building a foundation of personal or professional relationships that extend much farther than you could ever reach on your own.

The most important thing for a business success is: It's all about execution. You can have the best idea in the world but if you can't execute you will fail. You have to have a big vision, but you need to keep focusing on doing the next thing, keep moving forward.

I'm a language graduate from UCC and I've lived and worked in seven countries and have been in international Business Development for 15 years. My last position was working for Denis O'Brien in Portugal, after which I returned to NYC to start Smigin. Our first product launched with three languages late February and we have another 10 in development. Our goal is to become a challenger brand to the more established language learning products by offering a more user-friendly language product to help people speak the basics of another language.



Paul O'Connor
Age: 41
Place of birth: Hackettstown, Co. Carlow
Where you live: New York City
Name of business: Mad Dog & Beans Mexican Cantina
Type of business: Mexican Cantina

Website: www.maddogandbeans.com
First established: 2008
Employees: 40

Employees: 40

First job: My Family's farm in Hacketstown, Co. Carlow.

What it taught me: The farm taught me a very strong work ethic. Long hours almost always pay off. Cold, miserable days usually pay off.

Family: Oldest of six children, now married to New Jersey native Carla, with three children of my own. 6-year-old twin daughters, Lily and Abby, and a 4-year-old son, Luke. My own family now gives me encouragement to keep going, looking towards the future. With three little ones, it's a long way until college is paid off. It's very important that you have a wife and family that supports what you do as it would be impossible otherwise.

Best advice anyone ever gave you: Work hard and smart. Listen to people with experience.

Best advice you could give someone starting out: Have a strong plan. Have clear goals. And have great help.

The most important thing for a business success is: Relationships are tremendously important. From business partners to staff to customers, you must have great relationships so that you can work through the inevitable challenges.

We created Mad Dog & Beans Mexican Cantina as an alternative in an area that had plenty of Irish pubs. It is a casual-upscale Mexican restaurant featuring a traditional Mexican menu. The theme is based on the Mexican Revolution. The decor features vintage black-and-white photos of banditos and scenes of Mexico printed on canvas and displayed throughout the restaurant.



Maura O'Malley

Age: 58
Place of birth: Brooklyn, NY
Where you live: Pelham, NY
Name of business: Lifetime Arts, Inc.
Type of business: Not for profit arts service organization, dedicated to

promoting healthy aging through arts education.

Website: www.lifetimearts.org and creativeagingtoolkit.org
First established: 2008

Employees: The ever evolving Lifetime Arts team is a unique alliance of arts and cultural-programming experts, library professionals, communications and nonprofit experts who share a commitment to lifelong learning, community cultural development, and public service.

Staff: Maura O'Malley, CEO/Co-founder, Ed Friedman, Executive Director/Co-founder, Shannon McDonough, Communications Director, Nathan Majoros, Program Manager, Ryann Akolkar, Program Assistant. First job: Project Assistant, Sam Lebowitz Design, Inc.

What it taught me: Sam Lebowitz, an industrial designer, was a great teacher and initially, I was his only employee. When he needed something done, he taught me how to do it – whether it was graphic design, bookkeeping, or in-house photography – he mentored me through the process. This first professional job taught me how important it is to create a work environment that allows people to learn and contribute to the greater organizational mission.

Family: For 30 years I have been married to Jorge Szendiuch, an architect and fellow Pratt graduate. We have 3 sons, John (27), Nicholas (22) and Luke (20) – and a daughter-in-law, Ashley. I grew up in a bustling Irish household in Brooklyn - the 7th of 14 children. My mother, Eileen Moogan O'Malley was born in Westport, County Mayo and immigrated to Park Slope, Brooklyn in 1937. My father, John O'Malley, was born in Brooklyn to Irish immigrants from Cleggan, Galway. An architect, known primarily for his work for the Archdiocese of New York, my father designed twenty churches, thirty schools, and thirty other buildings for the Catholic Church. Always encouraged to find and follow our

passions - my siblings' careers run the gamut from art historian, to cabinetmaker to NYC EMS Lieutenant, to teacher, nurse and architect.

Best advice anyone ever gave you: Listen to everyone's advice – and then do what you think best for you and your particular situation.

Best advice you could give someone starting out: Don't reinvent the wheel. Ask questions. Share ideas and partner whenever possible. Keep up to date with what's going on in your sector.

The most important thing for a business success is: A focused mission with respected and engaged leadership.

Maura O'Malley, Lifetime Arts' CEO/Co-founder, is an arts specialist with more than thirty years' experience in program design and implementation, arts education policy and funding, and community cultural work. She has informed policy and created innovative programming for adults and children with the Westchester Arts Council, New York City Department of Education, Stamford Public Schools, New York, Brooklyn, Queens, Boston, Dallas and Miami's Public Library systems, Studio in a School Association, Young Audiences of New York, and many other premiere arts and educational organizations. Maura graduated from Pratt Institute with a Bachelor of Fine Arts in painting and earned a Masters of Public Administration in arts policy and planning from New York University. She has served as a panelist for the New York State Council on the Arts, The Bronx Council on the Arts, and ArtsWestchester; served on the Pelham Art Center Board of Directors and the New York Public Library Community Advisory Committee. Lifetime Arts' mission, organizational structure, programs and services are designed to support a vision that fully embraces "positive aging" – with the arts at the core. With the overarching goal of improving the quality of life of older adults through arts education Lifetime Arts is affecting cultural change – catalyzing a shift from the ageist, passive entertainment offerings of traditional "senior programs" to the development of programs that actively engage older adults in in-depth arts learning, decrease social isolation by creating new learning networks and develop new community partnerships to better serve older adults. In just five years, Lifetime Arts has emerged as the acknowledged leader in library based creative aging programs and has gained national recognition as a major contributor to the development of creative aging policies, best practices, artists training resources, technical assistance, and advocacy. We provide programming and services in 12 states.



Deirdre O'Mara

Age: 46
Place of birth: Dublin
Where you live: Leonia, NJ
Name of business: Deirdre O'Mara School of Irish Dance
Type of business: Irish dance and

ballet school

Website: deirdreamara.com

First established: 1998

Employees: 5

First job: Superquinn in Dublin.

What it taught me: It taught me that leadership was from the top down. I admired Fergal Quinn and his policy of having a higher quality product with great service.

Family: I have 2 sisters and 1 brother. My dad was from Laois and passed away 3 years ago but is with me all the time; mom was born in England and moved to Ireland when she was 11.

Best advice anyone ever gave you: When people tell you who they are, believe them... the first time. Maya Angelou

Best advice you could give someone starting out: Give it 100 percent all of the time. You can't control the outcome, but you can control your input, and over time your

input will always yield results in direct proportion to your effort.

The most important thing for a business success is: Integrity. Your word is everything.

I am from Dublin and moved to the U.S. when I was 18. I have always had an entrepreneurial spirit and love all aspects of business. I started my first business at 19 and have had a cleaning company, a restaurant, a construction company and now am the very proud owner of The Deirdre O'Mara School of Irish Dance and also of Feis Floors, a company that rents dance floors for feiseanna.



Susan Daly Stanek

Place of birth: Dublin, Ireland
Where you live: Ridgewood New Jersey
Name of business: Camp Rince Nua
Type of business: Irish Cultural Summer sleep away

camp.

Website: www.CampRinceNua.com

First established: 2010

Employees: Summer employees 18-20, year round, 6

First job: First "real world" job was at Tiffany & Co. NYC.

What it taught me: Never be afraid to ask questions. Know your product really well. Customer service is huge. Everything you do is a stepping stone to your future. Learn from everything and everyone you encounter.

Family: Husband Blaise, Son, Nick 22, Daughter Ashling 18, Daughter Lindsey 16

Best advice anyone ever gave you: My Father always says "focus on the solution not the problem." Turn every negative into a positive learn from it find the solution and move onward and upward!

Best advice you could give someone starting out: Find your passion and love what you do. If you love what you do it's not a job it's a way of life. Sleep is not an option, your business success depends on your being 100 percent committed to it. Be flexible. Know your stuff. Surround yourself with positive people.

The most important thing for a business success is: Getting the job done. Do it right and don't waste time. Believe in what you are doing. Be respectful and treat everyone fairly. "What goes around comes around."

Our mission at Camp Rince Nua is to present the vibrant Irish culture in a progressive environment. Throughout our lives, we all love to return to the experiences that have been joyful, positive and fun. Our goal is to give each camper a beautiful cultural experience and a life-long love of Irish Dance, its fun and its joy. The atmosphere is intentionally kept light and informal, but with enough structure to deliver a solid grounding in the fundamentals of footwork and timing, of body position and stage presence, while building confidence and friendships that last a lifetime. We are assisted in everything we do by a core of dedicated, passionate camp professionals – our Leadership Team. Handpicked for their caring, creativity, and ability to work with youth, these parents, educators, artists, and coaches collectively and individually set the bar for the staff they supervise. We work to create the best possible summer experience. In addition to our professional instructors, Camp Rince Nua will have an on-call Nurse, Life Guard, counselors, fitness instructors and "Camp Moms"

Susan Daly Stanek was born in Dublin where she began dancing at the age of 3. Susan enjoyed a flourishing dance career and traveled Europe as a member of an international touring group. She was also a member of the John Players Theater Company, "Tops of the Town." Susan moved to the United States in 1986. In 2006, she opened Ridgewood Irish Dance Studio. With the encouragement of both daughters Ashling and Lindsey Camp Rince Nua was founded in

2010 and has grown to become a well-established summer must have! Susan's choreography has been featured at major sporting events, theater productions, and commercials. She is the recipient of many international awards for her work in theater and dance.



Ray Shea

Age: 71
Place of birth: Brooklyn, New York
Name of Business: Laurita Winery
First established: September, 2008
Employees: 6 full time and depending upon the event, up to 60 part timers

Website: www.lauritawinery.com

Where you live: Farmingdale & Bay Head, N.J.

First job: Davis & Gilbert Law Office

What it taught me: The importance of listening closely and acting ethically in all matters both large and small

Family: Wife, Suzanne. Children: Erin Shea Farber, Ed Shea, Kate Shea, Tim Shea & Megan Shea

Best advice anyone ever gave you: If in doubt...always do a gut check!

Best advice you could give someone starting out: Listen carefully, act decisively and exude genuine kindness.

The most important thing for a business success is: Maintain constant awareness of changing attitudes, sensing shift in directions, taking the plus of your public and surround yourself with people smarter than you.

Christine Brianne Walsh

Company: Hampton Modular

Christine graduated from Greenwich High School in Connecticut. She then attended the Architecture Program at the New York Institute of Technology in Westbury New York. She transferred to Penn State University in her Junior Year, where she obtained her undergraduate degree.

Her industry experience includes working for a real estate development firm in Westchester County for several years. She was instrumental in their developing and building a multi-million dollar Water-Front Complex in Port Chester, New York.

In addition to her commercial planning and operational experience, Christine has also accumulated numerous years of sales training and sales experience in the New York City residential market.

Christine displayed her entrepreneurial desires by starting her own development company, Hampton Modular, specializing in land development and in commercial and residential system built construction in the Tri-State area.

She has managed to successfully compete and excel in this male dominated industry by consistently exceeding the needs and expectations of her customers. Despite all odds and relying on her exceptional determination to succeed, influenced by her Irish ancestry, she is geared to having one of her most profitable year ever. She gives credence to the idea of the strong Irish-American Woman.

Her pride in her Irish heritage is demonstrated by her recent acquisition of her Irish Citizenship, based on her grandparent's citizenship. All four of her grandparents are Irish born and proud.

*Congratulations
To All
The Irish American
Small Business
Award Winners*