



# HIA-LI Success Story: Being “Plugged Into The HIA-LI” Helps Companies Thrive

## HIA-LI Member: *Campolo, Middleton & McCormick, LLP*

Tuesday, September 14, 2010, was the day that Joe Campolo fully recognized the power of HIA-LI to transform his business. That day his firm, Campolo, Middleton & McCormick, a full-service law firm located in Ronkonkoma, earned the HIA-LI Business Achievement Awards, Rookie of the Year during a gala event held to recognize the best run companies on Long Island. **“There were so many great companies that I met at that function. I realized HIA-LI was the perfect fit for us and the market we served,”** says Campolo. A little more than four years later, Campolo credits HIA-LI for playing a part in quadrupling the size of his business and helping his clients build their businesses as well.

He had joined other networking groups on Long Island in the past, but he found that many were not a great fit. At the urging of an existing HIA-LI member he trusted Campolo joined HIA-LI. At first he began attending events, then he sat in on some of the committee meetings.

**“I really plugged into the HIA-LI in many ways,”** says Campolo. He began serving on committees, moderating and speaking on panels, and presenting on his own topics.

Another member who met him nominated his law firm for the HIA-LI Business Achievement Awards (BAAs). The event changed the way Campolo looked at networking as he understood the value of the BAAs and the HIA-LI for winning and finalist companies as well as attendees.

Campolo says that the number one benefit to his law firm is the ability through HIA-LI membership to access hundreds of business owners and hear directly from them about the challenges they face and their individual stories. **“For a business lawyer, that’s important,”** says Campolo. **“Long Island businesses face some unique challenges and the HIA-LI is the best representative of those doing business on Long Island and beyond.”** What he has learned through meeting HIA-LI members has helped Campolo, Middleton & McCormick in hiring and training attorneys with the right skills and talents for the Long Island business environment. **“People would be amazed at the diversity of companies here on Long Island that we’ve met through HIA-LI,”** he says.

**“HIA-LI has been a catalyst for growth among those clients who have become members,”** says Campolo. **“It’s been a tremendous resource for clients. Any issue a business is having, the HIA-LI has a resource that can help them.”** Campolo says that one client looking to open a solar energy-based business was able to connect with the HIA-LI Energy/Utilities & Infrastructure Committee to identify workforce development and economic development benefits they could not have found without the knowledge of committee members.

Today, Campolo serves on the Executive Board, which acts as a steering group for the organization. He says, **“My philosophy is ‘Give First to Get’ and that is exactly what has happened for me at HIA-LI.”**

## How Can The HIA-LI Help Grow Your Business?

HIA-LI helps Long Island businesses prosper. For over 30 years, we have been the recognized voice for business on Long Island and a powerful force and economic engine for regional development. We provide a forum for business leaders to network, problem solve and obtain advice on critical issues facing their businesses. Our member companies represent tens of thousands of business professionals. We’re headquartered in and support one of the largest industrial parks in the United States. HIA-LI programs and events promote strategic partnerships, targeted networking, and information sharing and business advocacy. Members benefit from our committees, educational programs, career resources, research capabilities, mentoring opportunities and business advisory services. For more information, visit <http://www.HIA-LI.org> or call 631-543-5355.



**Joe Campolo**  
Managing Partner  
Campolo, Middleton & McCormick LLP

### Campolo, Middleton & McCormick LLP

Campolo, Middleton & McCormick, LLP is a full-service law firm with the expertise and experience to represent clients in a wide variety of legal matters for clients who range from individuals to global companies.

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