

LI People ON THE MOVE



FARMINGDALE STATE COLLEGE

Christopher Malone of Jackson Heights, Queens, has been hired as an associate provost at **Farmingdale State College**. He was founding dean, School of the Arts and Sciences at Molloy College in Rockville Centre.



MATHER HOSPITAL

Dr. Joshua Howard Kern of Woodbury has been hired as medical director, imaging services at **Mather Hospital** in Port Jefferson. He was medical director of Northwell Health Imaging at Bay Shore at the Imbert Cancer Center and medical director, Northwell Health Imaging at Great South Bay.



ISABELLA TORELLI

Isabella Torelli of Seaford has been hired as a proposal coordinator/administrative assistant at **M&J Engineering** in Farmingdale. She is studying graphic design and marketing at Adelphi University in Garden City.



ISABELLA TORELLI

Waqas Khatri of Farmingdale has been hired as an engineer at **M&J Engineering** in Farmingdale. He was a civil engineer at Stantec in Manhattan. — DIANE DANIELS

READ MORE
See who else has a new position
newsday.com/onthemove

2 TAPPED TO LEAD STATE BUSINESS AGENCY

BY JAMES T. MADORE
james.madore@newsday.com

Business leaders from Long Island and Queens, Kevin Law and Hope Knight, will be nominated to lead the state's primary business-aid agency, Gov. Kathy Hochul announced Thursday.

Law, a former CEO of the Long Island Association business group, is being tapped to serve as board chairman of Empire State Development. Knight, CEO of the Greater Jamaica Development Corp., will be ESD CEO.

The nominations are subject to confirmation by the State Senate, though Knight will serve in an acting capacity for now, according to an ESD official. ESD consists of two agencies: the Urban Development Corp. and Department of Economic Development.

"After the devastating impact the pandemic had on New York's economy, we need the best of the best at the helm to lead our economy," Hochul said. "Hope Knight and Kevin Law are ready to lead New York's economic development



HANS PENNIK

Kevin Law, ex-Long Island Association chief, and Hope Knight, CEO of the Greater Jamaica Development Corp., were named by Hochul.

in communities and cities across the state and bring our economy back stronger than ever before."

Knight's position comes with a salary while Law's does not.

Law will replace ESD board chairman Steve Cohen, who resigned in August. Cohen, a longtime confidant of former Gov. Andrew M. Cuomo, was named in the state attorney general's report as allegedly helping to discredit Lindsey Boylan, a former economic development aide to Cuomo who accused him of sexual harassment.



GHR COMMUNICATIONS

Law, 61, of St. James, is a partner and executive vice president at Tritec Real Estate Co. He joined the East Setauket-based developer in April after 10½ years at the helm of the LIA, the region's most prominent business group.

"I look forward to helping Long Island, NYC and the entire state recover from the pandemic and to promote economic development throughout the state," Law told Newsday on Thursday.

Prior to leading the LIA, Law was CEO and president of the Long Island Power Authority.

Hochul is the fourth governor to tap him to lead initiatives in the past 30 years.

Law said he plans to leave the boards of the MTA and Long Island Regional Economic Development Council but will continue to chair the Stony Brook University Council.

Knight, 56, of Manhattan, has led the Jamaica, Queens development agency since 2015 and serves on the New York City Planning Commission.

On Long Island, business leaders praised the governor's selection of one of their own.

Kyle Strober, executive director of the developers' group Association for a Better Long Island, said Law's appointment reflects "his business expertise" and a "recognition that the health of Long Island's business climate directly impacts . . . the ability of New York to compete and win in a global economy."

Matthew Cohen, Law's successor as LIA CEO, said, "No one knows New York State's business community and economic issues better than Kevin."

1-800-Flowers.com adds seafood to its menu

BY KEN SCHACHTER
kenneth.schachter@newsday.com

1-800-Flowers.com Inc. has added seafood to its gift and snack lineup with the acquisition of Pacific Northwest-based Vital Choice.

Terms of the deal announced Wednesday for the provider of wild-caught fish, shellfish and organic beef were not disclosed.

On Thursday, shares of 1-800-Flowers.com jumped after the company's first-quarter earnings announcement.

Closely held Vital Choice, based in Bellingham, Washington, was founded in 2001. The company will operate as a wholly owned subsidiary of 1-800-Flowers.com.

In a conference call Thursday, 1-800-Flowers.com chief executive Chris McCann said the acquisition illustrates the company's focus on the "better-for-you" business category.

"It's more than just a product expansion for us," he said. "It's a brand we think we can grow."

Steve Lightman, group presi-



RAYCHEL BRIGHTMAN

CEO Chris McCann says of his company's acquisition of Bellingham, Washington-based Vital Choice: "It's a brand we think we can grow." Shares rose 3.2% on Thursday to \$29.44.

dent of gourmet foods and gift baskets at 1-800-Flowers.com, said the acquisition seeks to tap demand by younger consumers for food "that is healthy, natural and convenient."

The Jericho e-commerce company offers a broad menu of floral, gift and snack products from brands including 1-800-Flowers.com, Cheryl's Cookies, Harry & David, Shari's



VITAL CHOICE

Berries, Moose Munch and The Popcorn Factory.

Vital Choice will be integrated into the company's website, joining steak brand Stock Yards in offering main course options.

Before the stock market opened on Thursday, 1-800-Flowers.com reported a net loss of \$13.2 million, or 20 cents per share, on a 9% rev-

enue increase to \$309.4 million in the first quarter.

That compared with a net loss of \$9.8 million, or 15 cents per share, on revenue of \$283.8 million in the 2020 quarter.

Shares of 1-800-Flowers.com rose 3.2% to close Thursday at \$29.44.

McCann noted that the 9% revenue increase came on top of 51.5% revenue growth in the previous year's first quarter. The 2020 quarter's increase came amid a surge in e-commerce demand fueled by the COVID-19 pandemic.

The company also reaffirmed its guidance for fiscal 2022, including revenue growth of 10% to 12%.

That forecast came despite what the company sees as a challenging environment with a tight labor market and rising wage rates as well as higher commodity costs and shipping rates.

For fiscal 2021 ended June 27, 1-800-Flowers.com posted record revenue of \$2.12 billion versus \$1.49 billion in the previous year.