

# Nicholas T. Terzulli, Formerly With the Nassau County IDA, Joins Farrell Fritz

Nicholas (Nick) T. Terzulli, former Director of Business Development at the Nassau County Industrial Development Agency (NCIDA), has joined Farrell Fritz as a real estate associate focused on economic development. He will advise companies and nonprofit organizations on a range of tax incentive programs and tax-exempt financings.

“We are pleased to announce that Nick has joined the firm,” said Robert C. Creighton, managing partner. “Nick is a leading young economic development professional in New York State and is highly respected in the private sector, government and media. Our clients will benefit from his creativity and experience in finding and securing tax incentives and benefits.”

In a release, the firm said Terzulli joined the NCIDA in July 2011 as the Director of Business Development. In that role, he counseled businesses and nonprofit organizations on how to apply for and secure financial assistance. During his tenure, the NCIDA closed transactions with 243 organizations generating approximately \$65 billion in economic impact for Nassau County.

As part of Nassau County’s business recovery efforts after Super Storm Sandy, Terzulli created a team of economic development first responders. The firm said this team of bankers, accountants, and business school students helped provide immediate financial relief to more than 100 storm-affected businesses, saving them more than \$4 million, and

technical assistance to many other businesses and organizations. Additionally, Terzulli created programs that provided economic development pathways for small and medium-sized businesses, national developers, inventors, entrepreneurs, and nonprofit organizations.

In addition to his work at the NCIDA, Terzulli is an adjunct professor at Hofstra University's Frank G. Zarb School of Business, where he designed and teaches a course in economic development.

Terzulli serves as treasurer of the Nassau Community College Foundation Board, lector at St. Raphael's Roman Catholic Church in East Meadow and is an active member of the Chaminade High School Alumni Association. He earned a J.D. from New York Law School and a B.A. in Political Science and Public Communication from American University in Washington, D. C.