

## **Galanis Family Gift Will Enhance AU's Center for Family Business**

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Alfred, NY – Through their support of Alfred University's College of Business, the Galanis family, founders of Sealing Devices, Inc., Lancaster, want to help future entrepreneurs be successful, too. Terry A. Galanis Sr., a 1940 alumnus of the University and chairman of the board of Sealing Devices; Terry A. Galanis, Jr., president of the company; and their family are donating \$250,000 to the Center for Family Business and Entrepreneurship, part of the AU College of Business. "We appreciate so much the Galanis family's support for Alfred University," said President Edward G. Coll, Jr. "It is gifts such as this that will help define the future of this institution. It is particularly fitting that the Galanis family chose to support the Center for Family Business and Entrepreneurship since they have built such an outstanding business themselves in Sealing Devices, Inc." Dr. Gene Bernstein, a 1969 alumnus and chairman of Alfred University's Board of Trustees, announced the gift at a ceremony during which the College of Business presented its annual Family Business Award to Sealing Devices, Inc., and the Galanis family. From now on, the annual award will be called the Galanis Family Award for Excellence in Family Business, Bernstein said. "Alfred University has done more for me than you will ever know," Terry Galanis, Sr. told Bernstein and President Coll. "It is such a pleasure to be coming back here with my son, my family, my friends and the management group from my company" to receive the award. "I don't care how big a company gets, in the final analysis, what counts is how happy you are," said Terry Galanis, Sr. "I am deliriously happy, and I have Alfred University to thank for it." "It has been such a pleasure and such an honor" to receive the Excellence in Family Business Award from Alfred University, added Terry Galanis, Jr. "I am so proud of what (Sealing Devices) is doing, but it was easy for me. I was the son. I didn't do the hard work of starting the business and getting it on its feet. My sisters and I never really knew the hardships my parents faced." "We've been successful because we built the company on pride, not on greed or the promise of wealth," Terry Galanis Jr. said. During their visit to Alfred University, the Galanises had an opportunity to meet with students in the College of Business. Among them was their grandson and nephew, Thomas Czechowski of Alden, son of Mrs. Alicia Roncone. The College of Business created the Center for Family Business and Entrepreneurship because such businesses "are an important part of the economic, political and social landscape of this country," said Dr. David Szczerbacki, dean of the College. With the support from the Galanis family, Szczerbacki explained, the College of Business will be able to "impart the skills (to our students) that will create future generations" of leaders in family business, and future generations of entrepreneurs. "We will be able to complement the high-quality academic program with active learning opportunities," such as internships, visiting lecturers and entrepreneurs-in-residence," which give students a chance to hear what it is like to build "major, real-world family firms." "The Center for Family Business and Entrepreneurship is a true center of excellence for this University, and it is gifts from our friends and alumni, like the Galanises, that make it possible," he added. The gift from the Galanis family represents the most recent in a series of major gifts to the University in support of the Center for Family Business and Entrepreneurship. Last year, George Raymond, former chairman of AU's Board of Trustees who received an honorary degree in 1983, and his wife, Robin, donated \$2 million to create the first chair in Family Business. Former trustee Jon Tabor, a 1955 alumnus, and his wife, Mary, a member of the Class of 1958, pledged \$1 million to create a second chair. Earlier this year, the Fred L. Emerson Foundation presented the University with a \$500,000 grant to enhance its curricular focus on small and growing businesses. All of the support, noted Szczerbacki, is allowing Alfred University to become "one of the leading programs in Family Business in the country today. That's a goal that's well within our sights, and it is due, in large part, to the involvement you have invested in us," he told the Galanises.