



## David Buckley

**Business:** Glanola North America  
**State:** Massachusetts  
**First Established:** 2014  
**Your Position in Business:** Founder / President  
**Website:** www.glanolaNA.com  
**Total Employees:** 6  
**Where You Live:** Newburyport  
**First Job:** PA to CEO of Smurfit Corrugated Cases  
**What it taught me:** Smurfit business philosophy  
**Family:** Wife: Ella, and 3 children; Ben (15), Emilie-Kate (13), Sam (10)  
**Best advice anyone ever gave you:** The Kipling poem 'IF' - from my Father - The saying 'the paths of glory lead but to the grave' - from my Grandfather - 'Opportunity comes to pass, not to pause' - from Jefferson Smurfit  
**The most important thing for business success is:** Persistence, persistence, and persistence.  
**You know you're Irish if...** You enjoy a cheese and onion Tayto sandwich with a big mug of Barry's Tea  
**Biography:** A motivated achiever with highly visible results, contacts, and entrepreneurial skills

David has a degree in Business Science, majoring in Entrepreneurial Studies, from Babson College (ranked the #1 university for entrepreneurship in the USA over the last 25 years) and is an experienced

operator and investor with a strong knowledge of the beer industry, graphic arts / packaging industry, niche equipment manufacturing, and distress / turnaround management. An entrepreneur with a strong balance sheet driven style, he is also a savvy investor - focusing on 'post' proof of concept solution / startups - with significant connections in Europe and the USA.

David gained his business foundation working for the Jefferson Smurfit Group in Ireland and England. Upon moving to the US in 2007 he ran a multi-plant graphics supply company based in Atlanta, GA. In 2000, David led a consortium to purchase an antiquated manufacturing company; Data Technology, in Wilmington, MA which supplied the paper-based packaging industry with capital equipment. Following an aggressive restructuring which included a chapter 11 filing, he re-energized the company and product line up and then sold it to a public company; Gerber Scientific, in 2007.

David became involved in the drinks industry in 2010 by investing alongside two fellow Irish men in three north shore taverns, which includes The Port Tavern, a local institution in Newburyport, MA. He then became involved in establishing a new craft brewery; Newburyport Brewing Company, in 2013. NBC is currently brewing over 15,000 barrels per annum. In 2014, David founded Glanola North America which offers the industry a unique automated beer line cleaning system. GNA has installed over 200 systems throughout the northeast and is now expanding nationwide with its latest revolutionary X System.



## Dennis O'Neill

**Place of Birth:** Medford, MA  
**Business:** Beacon Consulting Group, Inc.  
**State:** Massachusetts, New York and New Jersey  
**First Established:** 2000  
**Your Position in Business:** President  
**Website:** www.beacon.ws  
**Company Twitter Handle:** @BeaconCG  
**Total Employees:** 20  
**Where You Live:** Reading, MA  
**First Job:** A paper route  
**What it taught me:** Having the paper route made me realize that no matter what your position is, it can open doors for additional opportunities and personal connections. This job also taught me some fundamentals about finance/accounting, client development, and client services.  
**Family:** My wife Laura, and our three children Jacqueline, Kyra, and Rory  
**Best advice anyone ever gave you:** You have to make your own luck.  
**The most important thing for business success is:** Realizing that the client is the boss, providing the best possible services to your clients, and treating your employees well because they play a major role in a professional services business.

**You know you're Irish if...** You prefer an Irish Pub over a five-star restaurant.

**Biography:** Dennis O'Neill is Founder and President of Beacon Consulting Group, Inc. which provides a wide range of construction consulting services and specializes in construction completion of troubled projects for Surety companies. Dennis has more than 25 years of construction completion experience, and has enjoyed the challenges each project faces, as well as witnessing how technology has contributed to information sharing on building projects and facilities. Dennis received his B.S. in Civil Engineering from the University of Maine, and M.S. in Real Estate Management from New York University.

Dennis was born in Medford, MA and moved to New York City shortly after graduating from college. In the year 2000 he established Beacon Consulting Group, Inc. in New York. After living in New York City for 12 years Dennis moved back to Massachusetts where he opened Beacon's Medford, MA office. Dennis now resides in Reading, Massachusetts, with his wife and three children, but regularly travels between Beacon office locations, and to project locations throughout the U.S.

In his free time, Dennis coaches his children's hockey teams and continues to play ice hockey himself every week. Dennis is also a co-founder of Beacon Merchant, a GC firm, and founder of Beacon Films, an independent film production company.



## Elizabeth Clifford

**Place of Birth:** Suffern, NY  
**Business:** Heritage Financial Recovery Services  
**State:** New Jersey  
**First Established:** March 27, 1961  
**Website:** hfrst.com  
**Total Employees:** 7  
**Where You Live:** Ramsey NJ  
**First Job:** AGE (4) LEMONADE STAND - my cousin Marilyn and I would set up a table at the end of the driveway in the morning; afterward my mother and I would walk her to her afternoon kindergarten class.  
**What it taught me:** Organizational skills, teamwork, handling money, interacting with the customers and carrying a pitcher of lemonade without spilling!  
**Family:** A large Irish/Italian family...I'm divorced, with one son of my own, a step-son and step-daughter.  
**Best advice anyone ever gave you:** From my handsome Irish father: "Don't ever sell yourself short" and "You don't have enough information to make a decision." He offered the first piece of advice when I was 12 and I was recounting a political debate with my history teacher. He gave me the second piece of advice much later and it has been worth its weight in gold.  
**The most important thing for business success is:** Commitment  
**You know you're Irish if...** (1) A feeling of nostalgia overcomes you when you're in an Irish pub; (2) You have a great sense of humor; (3) Funerals are

a celebration of a life well-loved and lived; (4) The whole family gets together on St. Patrick's Day; and (5) Without even thinking about it, a large percentage of your friends and business associates are Irish.

**Biography:** Elizabeth Clifford has 40+ years working in the credit and collection industry. She came to Heritage Financial in 1977 and by 1988 had become President. Under her leadership the firm's list of clients grew to include some of the largest financial institutions in the area. The overriding philosophy of Heritage Financial Recovery Services is commitment to professionalism, industry standards and safeguarding our clients' reputation while helping those in debt see solutions, they do not recognize themselves.

Elizabeth is a nationally recognized businesswoman and leader in the credit and collection industry. She serves on the Board as a trustee of the New Jersey Association of Collection Agencies and is a former board member of ACPAC, the political action committee of ACA International. She also is passionate about supporting the community and created the Quest for Excellence scholarship that each year goes to a local senior in high school heading to college. She founded the Turning the Tide hurricane relief fund following Hurricane Sandy, enlisting support from collection agencies throughout New Jersey and the nation to raise more than \$35,000 to assist two families from the devastated Union Beach township. Under Elizabeth's leadership, Heritage Financial supports a number of other charitable and community causes. In addition to Heritage, Elizabeth is president of Clifford & Clifford, a specialty paper, print and packaging company.

When not working, Elizabeth enjoys spending time with her family and friends.



## Dan Healy

**Place of Birth:** San Francisco, CA  
**Business:** Prolific Interactive  
**State:** New York  
**First Established:** 2009  
**Your Position in Business:** Chief Operating Officer  
**Website:** www.ProlificInteractive.com  
**Company Twitter Handle:** @weareprolific  
**Where You Live:** Brooklyn, NY  
**First Job:** Caddy  
**What it taught me:** Developing genuine relationships with people will always benefit you in the long term.  
**Family:** Wife, Ashley Healy and Daughter Everly James Healy

**Best advice anyone ever gave you:** Learn how to listen

**The most important thing for business success is:** Persistence and the belief that you are capable of achieving whatever you put your mind to

**Biography:** As Chief Operating Officer at Prolific Interactive, Dan Healy has led the operational and strategic direction of the business for the past 8 years. Prior to Prolific, Dan had founded and joined startups in the Financial Technology, B2B, and Services industries. Dan joined Prolific in 2011 as one of the first five team members and he has had the privilege of working with companies ranging from American Express and BlackRock to GAP, Sephora, and Scott's Miracle-Gro. Prolific now has offices in Brooklyn, San Francisco, and Durham, NC, and has been listed in the Inc. 500, as one of Ad Age's top 50 agencies to work, and as one of Crain's fastest growing companies in NYC.