

# Turning Points Project

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By Paul Lisborg

# Ray Hutch

- Ray Hutch is the CEO of Synergy Global Solutions.
- Synergy Global Solutions has 225 employees.
- They are the largest technology solutions provider in Western and central NY.
- Have 125+ engineers.
- They offer technology solutions.

# Ray Hutch

- At the young age of 12, Ray worked as a door to door salesman of business cards and stationary.
- This gave him incite on how to run a small business.
- At the end of his high school career, his guidance counselor told him he should become an engineer.
- He decided to pursue this and went to Cornell university.

# Ray Hutch

- Ray decided that he was not interested in being an engineer so he moved closer to home and attended Trinity College.
- After college, he got a job with IBM.
- He then decided to start his own company.



# Ray Hutch

- For the first 18 months, Ray did not take a salary. He lived off of his savings.
- Ray used his business experience to create his company.
- Quote: ““I wanted to control my own destiny. I realized that, having been moved around by GE, IBM, Travelers...none of them had fulfilled my goals. The only way I could control my own destiny was to work for myself, to own my own business.””

# Ray Hutch

- Ray adjusted to the demands of the market and he was able to find what he wanted to do with his life. He was able to control his destiny by doing what he was good at.

# Dan Meyers

- President of the Al Sigl Center.
- As a young boy, he was taught to give back to the community.
- He worked as a janitor for the Association for the Blind and Visually Impaired (ABVA)
- He was invited to the White House for a conference about community service.



# Dan Meyers

- When Dan was 39, he became the first executive director at the Al Sigl Center.

Quote: “If you tie yourself to causes that you believe in with all your heart, as I have been fortunate to do in my professional life and in my volunteer life, you always find it within yourself to give what you have and ask for whatever else is needed.”



# Dan Meyers

- With hard work and perseverance, Dan was able to become the director of the Al Sigl Center. All of the giving back to the community paid off for him.

# Al Sigl Center

- Located on 1000 Elmwood Avenue.
- The Al Sigl Community of Agencies is a collaborative community network that provides high-quality, cost effective real estate and business services to a growing array of independent human service agencies that serve children and adults with disabilities and special needs.