

New Chamber Website to Launch by Month's End

Enhanced with new features to benefit members

The Chamber is in the process of overhauling its website to provide greater use and benefit for its members. We anticipate launching the new site before the end of the month. New features will include a fresh homepage with news you can use, enhanced business listings with interactive maps and directions to your business, online program and event registration, and the ability to update any of your member contact information directly from the website, just to name a few. In addition, the new website will have expanded relocation, quality of life and workforce information for newcomers to Wyoming County and those looking to move into the county. And finally, following the launch of the new website members will receive a monthly E-Newsletter to keep you up to date on topics important to your business. So, if you would like to be included on this list, please send your email address to ljlane@wycochamber.org today!



The Chamber's new website is being designed and developed by Delicious Web Design

Network or Starve

It's as simple as that

What happens if you don't eat? Simple question right? If you don't eat, you will starve. As a businessowner, what happens if you don't network? Your business can starve. So we invite you to our newest networking event NETWORK OR STARVE.

This new networking event is designed for all types of networkers – the seasoned networking pro and the newbie, not really sure how to network but willing to give it a try. NETWORK OR STARVE is set up as a structured networking program, with a Buffalo Bills theme and activity intended to get you moving and meeting new people in a relaxed

setting. The event is also designed to include open networking as well.

There will also be the opportunity for 10 businesses to set up information tables at the event for increased exposure. The cost for a table is \$75. See the back cover for information on registering for one of the limited number of Business Tables. We hope to



NETWORK OR STARVE

see you on **Wednesday, September 12th, 5:30pm - 7:30pm** at Byrnclyff Resort and Conference Center to NETWORK OR STARVE. Watch your mail for the event registration information.

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UPSTATE DOOR, INC.

Joe Rivellino

RIVELLINO REALTY

Lindsay Meidenbauer

BYRNCLIFF RESORT & CONFERENCE CENTER

Annual Summer Social Wednesday, August 8

5:30 PM - 7:30 PM

The Lake House at Silver Lake Golf Club

3820 Club Road, Perry
(off West Lake Rd.)

Plenty of hot and cold hors d'oeuvres
and cash bar available
\$12 per person

Enjoy the beautiful
backdrop of Silver Lake
while networking with
other businesspeople.
Be sure to bring your
clubs to take part in an
exciting putt-off for great
prizes where
12 lucky contestants will
be drawn by raffle to take
part in a combo putt off
for \$25,000!



Each of the 12 contestants will take a
10ft. putt. Make that and move on to a 30ft. putt. Make that
and move on to a 50ft. putt. Make that and win \$25,000!

Discounted golf available for Chamber members if you book your
tee-time before 1pm that day. Call the Silver Lake Golf Club at
237-9949 to make a reservation for golf.

VISION • COMMITMENT • UNITY

WYOMING COUNTY
CHAMBER of COMMERCE

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James M. Pierce
EXECUTIVE DIRECTOR

Laura Lane
PROGRAM COORDINATOR

Robin Marschilok
OFFICE MANAGER

Annual Report Marks Major Milestones

This past year marked some major milestones by the Wyoming County Chamber in terms of its involvement in developing and now administering new programs that will further its mission to improve the economic business climate of Wyoming County. The Empire Zone, the Wyoming County Business Center and Leadership Wyoming are three new dynamic programs.

It was in July of 2006 that Wyoming County was awarded an Empire Zone. The Wyoming County Empire Zone has 1,280 acres of property located in it and for businesses that are making a major capital investment and creating jobs the benefits offered as tax credits can be a very attractive.

The Chamber, on behalf of the Wyoming County Board of Supervisors, established and is administering the Wyoming County Business Center, Inc. (a local development corporation). The Business Center is currently administering the Empire Zone Program, assisting with the development of a business park and in the near future will be acquiring and rehabilitating real estate for reuse by the business community of Wyoming County.

The Chamber also developed and is administering a Leadership Wyoming program, a program that was talked about for years and was launched this year by the Chamber. The Leadership Wyoming program is a multifaceted program that provides participants with an increased knowledge and understanding of the inner-workings of the county educational systems, businesses, government and organizations. The program as a whole is designed to develop an informed group of leaders, who will have a strong sense of ownership, trustworthiness, responsibility and a commitment to the common good of Wyoming County.

In addition to the new programs the Chamber has also continued its economic development work. The Chamber has played an integral role in assisting numerous businesses on expansion projects as well as a number of new start up businesses.

The Chamber is proud of our accomplishments of the past year. "We recognize that our success is due to the strong support from our members, our Board of Directors, Community Investors (now numbering twenty-three), the Wyoming County IDA and the Wyoming County Board of Supervisors. Collectively we are all working to create a healthy economic business climate in Wyoming County," stated Chamber Executive Director James Pierce.

The Annual Report is made available to our members and funding partners. If you would like a copy please contact the Chamber office.

How to be an effective small business owner

Small business owners always seem to have time on their hands. Just kidding.

"We continually hear from our small business members about how they have so much on their plates. From billing, to payroll, to human resources, the list goes on and on," stated Bruce Camp, Chair of the Small Business Committee. So how do you manage the daily grind and

become an effective small business owner? Join us for an evening seminar (6-8pm) on Tuesday, October 16th to find out. The program will focus on organizational management, time management, marketing, and creating balance. Watch your mail for registration information.



**Contact us
for a copy
of the
Annual
Report**

Small business owners always seem to have time on their hands.

Business Accomplishments Celebrated at Annual Meeting



Sam Gullo of American Classic Outfitters accepts award for Outstanding Manufacturer

On June 13th nearly 200 chamber members came out for this year's Annual Meeting that was held at the Legion Hall in the Warsaw Village Park.

This year's award winners were: American Classic Outfitters – Outstanding Manufacturer; Sunny Knoll Farm – Outstanding Agribusiness; Creekside Fabrics and Quilts – Outstanding Retail/Service Business; and Burlingham Books – Most Promising New Business.



Ann Burlingham of Burlingham Books accepts award for Most Promising New Business



Don Butler and sons of Sunny Knoll Farm, Outstanding Agribusiness

Members present voted to approve the following slate of Directors for the Chamber's 2007-2008 Board: Mark Balling, Bovis Lend Lease; Deborah DiNoto, GCC-Arcade Campus; David DeLaVergne, The Bank of Castile; Lindsay Meidenbauer, Byrncliff Resort & Conference Center;



Sandy and Ed Pirdy of Creekside Fabrics & Quilts accept award for Outstanding Retail/Service Business

Charlie Brown, Pioneer Credit Recovery; Christine Till, Warsaw PennySaver; John Witkowski, Five Star Bank; Doug Berwanger, Wyoming County Board of Supervisors; Rick Fish, Complete Payroll Processing; Joe Rivellino, Rivellino Realty; Eric Parker, M&T Bank; and New Board Members: Jason Beachel, Tompkins Insurance Agencies; Jason Beck, Don Beck, Inc.; Keith Standera, Valley Home Inspections; Dariel Draper, Daryl's Pizzeria.

The Chamber recognized long-standing board members Frank Vitagliano, Jr. and Marty Mucher who completed 10-year terms on the board. The Chamber also recognized Richard Tindell for his nearly 18 years of service to the Chamber.



Board President Mark Balling, with Jim Pierce and outgoing board member Frank Vitagliano, Jr.



Board President Mark Balling, with Jim Pierce and outgoing board member Richard Tindell

Would you like a business visit?

Most economic development growth in any county or region comes from existing businesses. The Chamber recognizes this and makes regular visits to businesses that hold the best potential for economic growth of Wyoming County. The purpose of these visits is to listen and learn about concerns or plans for future growth. It is then the Chamber's job to tackle the concerns and identify programs and resources that can assist with growing your business. If you would like a confidential business visit please contact Jim Pierce at the Chamber at (585) 237-0230.

Membership Special Spread the Word

The Chamber is currently running a membership special and we're asking you, our current members, to help spread the word.

The Chamber typically sends out membership information to prospective members each December for a Chamber membership for the following year. While we typically have a strong response to this, we felt we were still missing businesses that would like to join the Chamber but are experiencing a slower business time during the winter months. So, we have created options for a business to join the Wyoming County Chamber of Commerce.

Option 1 – Become a Mid-Year Member

Join now and your membership will be good for a full year. You won't be billed again until June 2008. Your business will receive a free classified business listing in the 2008 Business Directory (distributed to over 20,000 Wyoming County residents and businesses); your business will be listed on the Chamber's website (with a free direct link to your website); you will receive a complimentary admission to a Business After Hours to be redeemed in your first year of membership; and you will also enjoy all of the benefits of Chamber membership.

Option 2 – ½ price 6-month membership

Consider this a test-drive. You will enjoy all of the benefits of a full year membership for the rest of 2007 at half the cost. Then, when you renew your membership in December, you will guarantee your free classified business listing in the 2008 Business Directory. You will also continue to enjoy the many benefits of your Chamber membership without interruption.

Join Now – It's So Simple

We certainly hope these new options help to make it easier for businesses to become a member of the Wyoming County Chamber of Commerce. If you know of a business that might want to join they simply need to choose which membership fits their business best (the ½ price for 6 months or the Mid-Year Membership), and then call the Chamber office at (585) 237-0230 for an application. It's that simple.

	National Fuel Resources
RISING COSTS . . . VOLATILE MARKETS . PRICE SPIKES . . . TAKE CONTROL!	
Call the Chamber office at 237-0230 to learn more about the National Fuel Resources Program for Chamber members	

Welcome New Members

The Chamber wants to extend a hearty welcome to the following businesses that have become members since the last newsletter:

Attica

UPC Wind Management

Arcade

Iannello Electric
SkySource Communications

Castile

Olin's Apple Hill Farm

Perry

Sunny Knoll Farms

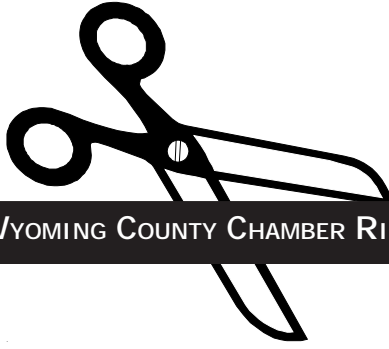
Warsaw

el dor gardens Reiki
Yummies
Wal-Mart Stores, Inc.

Save \$ on Office Supplies

- ◆ Deeply discounted pricing on commonly purchased products (averaging 59% off list!)
- ◆ Free next day delivery
- ◆ Over 25,000 office supply and furniture items
- ◆ No minimum order
- ◆ Office Supply Program customization
- ◆ ELINK Internet Ordering (orders can also be placed by fax or over the telephone)
- ◆ A Sales Account Executive in the field to serve the needs of members

Call the Chamber at
(585) 237-0230 for details.



WYOMING COUNTY CHAMBER RIBBON CUTTINGS

The Chamber was on hand this past spring to help with the grand openings of Sky Source Communications in Arcade and The WG Handyside Gallery of Fine Arts in Wyoming.

Ribbon Cuttings are a great FREE advertising opportunity if you are opening a new business. The Chamber will come out with the ribbon, scissors, and dignitaries to officially celebrate the opening or expansion of your business. We contact the local papers and issue a press release and photo of your ribbon cutting. It doesn't get much easier. Just call the Chamber at 585-237-0230 to schedule a Ribbon Cutting today.

Sky Source Communications



SkySource Communications
235 Main St., Arcade (585) 492-3092
www.sky-source.com

WG Handyside Gallery of Fine Arts



WG Handyside Gallery of Fine Arts
7 South Academy St. Rt. 19, Wyoming
495-6110

Spread the Word with a Newsletter Insert

For \$100 your flyer will be mailed in our newsletter to 600 businesses and individuals. We are taking reservations for the 2008 newsletters so please call the office at 585-237-0230 to reserve a spot. Act fast and we can reserve a spot for you in the October 2007 Newsletter.

Our newsletter is published in
January, April, July & October

2007 Community Investors

Throughout the year, you continuously see a list of 23 Wyoming County businesses with the title of "Community Investor." What exactly does that mean? Community Investors are business leaders that are willing to step forward and, in essence, serve as an advocate and representative for the Chamber's membership. A Community Investor is also a business leader that recognizes that the work of the Chamber is critical to the economic health of Wyoming County. We again extend our gratitude to the following Community Investor Businesses:

- | | |
|--------------------------------------|---------------------------|
| Attica Auto and Hardware | J.N. White Designs |
| The Bank of Castile | Koike Aronson |
| Bliss Machine | McCormick Farms |
| Bovis Lend Lease | Morton Salt |
| Byrncliff Resort & Conference Center | Pioneer Credit Recovery |
| Castile Agway Service | Prestolite Electric |
| Clark Patterson Associates | Select Door |
| Complete Payroll Processing | Tompkins Insurance Agency |
| Don Beck, Inc. | Upstate Auto Group |
| Five Star Bank | Upstate Door |
| Freed, Maxick & Battaglia | Wyoming County IDA |
| GenTech Scientific | |


Marketing Wyoming County

Chamber continues to market the County to bring in new business

At least three times a year for the past three years, the Chamber has targeted a core list of dairy, cheese and potato processors encouraging them to relocate their business to Wyoming County. In addition, the Chamber regularly targets commercial realtors and commercial developers to keep them aware of buildings and green sites available in the county.

The Chamber is now gearing up to expand its contact with commercial realtors and developers. Throughout the summer and fall Chamber Executive Director Jim Pierce will be traveling to Buffalo, Rochester and Syracuse to meet face to face with realtors and developers to “sell Wyoming County.” Information sheets have been put together on numerous commercial sites and green sites available for purchase or lease. In addition, Wyoming County’s new Empire Zone and our business advantages will certainly be touted in these meetings.

Sites Available
Ligniform Building
 This building is located in a Municipal Electric District with extremely reasonable rates. Formerly used for manufacturing wood furniture. Well maintained and ideal for light industry.
 Castle, NY 14427



County:	Wyoming	Price:	N/A
Former Use:	Wood Furniture Manufacturing	Lease:	Negotiable
Zoning:	Light Industrial	Terms:	Negotiable
FEATURES		SPECIFICATIONS	
Square Footage:	8,500 & 9,500	Total Square Feet:	49,000
Ceiling Ht. Center (ft):	14	Multiple Tenants:	3
Ceiling Ht. Eaves (ft):	14	Sub-Division Permitted:	Yes
Column Spacing (ft):	N/A	Acres/Additional Acres:	3
Floor Thickness (in):	6	Empire Zone:	Yes
Air Conditioned:	No		
Sprinkler System:	Yes		
UTILITIES		CONSTRUCTION	
Electrical Service:	Village of Castle	Build:	1970
Water Service:	Village of Castle	Additions:	N/A
Sewer Service:	Village of Castle	Exterior:	Masonry
Natural Gas Service:	Rochester Gas & Electric	Interior:	Masonry
Telecom Service:	Frontier Communications	Road:	Met
ACCESS		FACILITIES	
Closest Highway:	NYS Route 33	Deck High Doors:	2
Miles to Highway:	~25	Dimensions:	10' x 12'
Closest Interstate:	I-190	Drive-in Doors:	2
Miles to Interchange:	14		
Access Road:	NYS Route 33		
Rail Service:	Rochester Southern		
Closest Airport(s):	Buffalo Niagara International		

CONTACT: James M. Pierce, President of Wyoming County Business Center
 PHONE: 1-800-915-9774 | FAX: (585) 237-0231 | WEBSITE: www.wycobusiness.org

Example of the site sheets to be distributed to commercial realtors and lenders. View the complete list of sites available at www.wycobusiness.org

Attention Manufacturers Lean Six Sigma Class to be Offered

The Chamber’s Industry Committee will be offering an introductory class on Lean Six Sigma for Chamber member manufacturers. Bob Lukaszonas, Founder and President of LEAN Engineering will present this introductory class on **Tuesday, September 25th from Noon – 1pm** at the Wyoming County Chamber.

Trained in the Toyota Production System by Toyota engineers, Mr. Lukaszonas has over 14 years of experience applying the lean methodology to different types of industries all over the world including manufacturing, healthcare, distribution, service, and office.

He has a B.S. in Industrial Technology and an A.A.S. in Industrial Engineering Technology. In addition he is certified as a Six Sigma Black Belt, APICS, NIST–MEP LEAN and Kaizen JIT, and he is member of The American Society for Quality at the Rochester, NY Chapter.

Mr. Lukaszonas operates as a change agent, lean engineer, implementation specialist, coach and facilitator. A strong believer in learning by doing and people involvement, he facilitates the hands on teaching and implementation of lean. He brings years of experience in successful lean implementations, industrial engineering, and operations management.

The program will take place at the Chamber office. Space is limited so we request that you send no more than 2 representatives per company. There is no cost to attend this session but advance registration is required. Please call the Chamber at (585) 237-0230 to reserve a spot today.

NETWORK OR STARVE

BUSINESS EXPO AND NETWORKING EVENT

Wednesday, September 12th

5:30pm - 7:30pm

Byrncliff Resort & Conference Center
Humphrey Rd., Varysburg

Only 10 Tables Available!

Hurry to take advantage of this great networking opportunity! Business Tables available on a First Come Basis. Call the Chamber at (585) 237-0230 to get the details and to reserve your Business Table today!
(Cost of a table is \$75)

VISION • COMMITMENT • UNITY

WYOMING COUNTY
CHAMBER of COMMERCE

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