



Chamber of Commerce and Tourism Promotion Agency

www.wycochamber.org / www.gowyomingcountyny.com

Photo by Christy Hilsch

**Inside
This Issue:**
*2018 Women's
Business Lunch
on Pg. 24!*

5th Edition / September 2018

SPONSORED BY:



OAK ORCHARD
HEALTH
MEDICAL | DENTAL | VISION



Glen Iris Inn

Letchworth State Park

Open Daily ~ Dining Reservations Recommended

Letchworth State Park, Castile, NY 14427

Phone: (585) 493-2622 Fax: (585) 493-5803 • www.glenirisinn.com



Looking forward to fall

It was another busy spring and summer season, which always seems to go by too quickly. With memories made, the kids have headed back to school, fall is in the air, and we are more than half way through September. At the Chamber we are looking forward to upcoming autumn festivals and holiday promotions which are just around the corner. We are looking ahead to a fall and winter that promises continued opportunities and programs for Wyoming County businesses and community.

Over the late spring and summer, we hosted several ribbon cuttings around Wyoming County for new and expanding businesses. This is a positive indicator that the local economy is moving ahead and there is an optimism among business start-ups and existing companies. It was fun to welcome and celebrate with a diverse group of entrepreneurs from every corner of the county and wish them the best success as they work to grow their new and expanding businesses.

We are also pleased to report continued growth in our tourism sector again this year, which we discuss in greater detail in this newsletter. We are so fortunate to have so many great reasons to come to Wyoming County from our natural landscapes, great places to eat and drink, and fun family attractions.

At the end of the month, you can catch the AppleUmpkin Festival in the Village of Wyoming and then in the beginning of October do not miss the Letchworth Arts and Craft Festival. In early October, we are also celebrating national manufacturing day, which recognizes the many outstanding



Scott A. Gardner
President & CEO

manufacturing business located all over the county. These often-overlooked enterprises represent a strong and important sector of the business backbone of the county and we are very pleased to have an opportunity to set-aside a day to recognize the companies and their employees.

We are also looking forward to our annual countywide small business recognition events coming up in November. First, we will be kicking

off this year's Shop Wyoming and Win, the Chamber's annual buy local holiday promotion on Black Friday. We will also celebrate Shop Small Saturday on November 24th which is geared to focusing attention on our downtowns and small businesses. Stay tuned for more about these two upcoming events as they closer.

We look forward to another beautiful fall season filled with time together and all of the wonderful seasonal activities available. We also wish for a prosperous holiday shopping season and hope that everyone takes advantage of the many opportunities to patronize local businesses across the county.

On behalf of the membership, Board of Directors, and staff we hope everyone has a great fall and holiday season. May you find some time to enjoy with family and celebrate all that is good about Wyoming County and our great area.

Shop Wyoming and Win

The Wyoming County Chamber of Commerce will once again kick off the seventh annual Shop Wyoming and Win campaign for the year on Black Friday, November 23, 2018. Stay tuned for the announcement of prizes, drop box locations, and event rules as the event gets closer. Many thanks go out to the businesses who participate every year and serve as drop box locations for customer receipts.

"It's always a great way to pick up holiday gift items, while supporting small businesses by shopping locally. We always want to beat the previous year's record of sales and give a holiday season boost to the business community in Wyoming County," said Chamber President and CEO Scott Gardner.

As in past years, participants are required to save their receipts from purchases made in Wyoming County between "Black Friday," November 23, 2018 and Christmas Eve, December 24, 2018. They then submit the receipts by mail, in-person, or in drop boxes by the deadline of January 11, 2019. For every \$50 worth of purchases in Wyoming County, participants will be eligible for one entry in the drawing.

The Chamber was pleased to report that 581 participant and entered receipts totaling in-county purchases at \$460,473, up over the previous year. Shoppers turned in sales receipts which brought in estimated sales taxes of \$36,838 during the 31-day promotional period. The event runs from November 23rd (Black Friday) thru December 24th (Christmas Eve). Look for more information and how to get involved as we get closer to the holidays.

Great Food  **Great Prices!**
Great People!



Save
a lot

461 N Main St., Warsaw • (585) 786-0820

Monday - Saturday: 8am - 9pm

Sunday: 8am - 8pm



 **WESTERN NEW YORK**
Urology Associates, LLC

Mark Doerr, MD

providing Adult & Pediatric Urologic Care
at our Warsaw Location:

408 North Main St.

Louis Baumann, M.D.

providing Adult Urologic Care at our
Corfu location:

24 East Main St. (Route 33)

Please contact us at:

716-677-2273

www.wnyurology.com

A time of beauty and fun

Hooray, it is fall in Wyoming County! That means it is time to enjoy Wyoming County's famous fall foliage as you visit New York State's best craft festivals, explore our stunning countryside, and embark upon some truly unique adventures.

For starters, we have plenty of events that you and your family will love. On back-to-back weekends, Wyoming County hosts two premier arts and crafts festivals. The AppleUmpkin Festival takes place in the Village of Wyoming September 29-30. Stroll along this historic downtown district and enjoy over 200 craft vendors, non-stop musical entertainment, a baking contest, street entertainers and great harvest food. Spend October 6-8 in gorgeous Letchworth State Park at the Letchworth Arts & Crafts Show -

voted the 17th best Classic and Contemporary Craft Shows in the Nation by Sunshine Artists! Experience over 320 arts and craft exhibitors, food vendors, and live entertainment while surrounded by colorful fall foliage in the most popular state park in the United States.

The fun doesn't end there, because your next stop should be the Enchanted Forest, October 5-7, at Beaver Meadow Audubon Center in North Java. You can spend the evening strolling along jack-o-lantern-lined paths while the nocturnal critters who call Beaver Meadow home. After you visit, you're treated to delicious apple cider and donuts. Is seriously spooky more your speed? Check out The Haunt at the Artisan Villa in Warsaw Friday and Saturdays from October 5-27. They're offering up a

terrifying trial, corn maze, refreshments and more!

Love getting outdoors to enjoy the spectacular Fall colors? We've got you covered! Each Saturday and Sunday in October, the Arcade & Attica Railroad will have Fall Foliage Train Rides. This is the perfect opportunity to ride through the rolling hills of Wyoming County during peak leaf-peeping season!

Get into the woods by trying out the Wyoming County Geocaching Trail, where you find hidden treasures throughout the County in some of our favorite places. If a road trip

close to home is more your style, there's the Wyoming County Barn Quilt Trail. Visit over 90 barn quilts, each a unique and handcrafted work of art!

Finally, no trip to Wyoming County in the fall would be complete without taking in the beautiful countryside and all the fall foliage, and the best place to do that is in Letchworth State Park. With 66 miles of secluded hiking trails, a myriad of stunning vistas, world-famous waterfalls and unique educational programs at the Humphrey Nature Center, there's something every-

one.

All of these events, activities, attractions, and more are on Wyoming County's #1 fun resource: GoWyomingCountyNY.com

One quick reminder, we are now working on the 2019 Wyoming County Travel Guide! The Travel Guide gives you everything you need to know about Wyoming County. When it's completed, we'd love to send you a free copy. It's easy to do, just visit our website and sign up for email updates. We'll contact you at the end of the year and let you know how to get free copy!

General Construction Contractor

SJF CONSTRUCTION, INC.



Celebrating
40+ Years
in Construction

FOR ALL YOUR AGRICULTURE NEEDS:

- Concrete bunks, manure storage, freestall and milking parlor concrete
- Excavation and drainage

NOW OFFERING:

Diamond Cut Grooving to New or Existing Concrete Floors

- Create 'Cow Friendly' concrete floor
- Helps prevent injuries



585-547-9490

info@sjfconstructioninc.com



**SIGNS • GRAPHICS • WRAPS
BANNERS • LETTERING • STORE FRONTS**



585.492.4575 • 24 EDWARD ST. ARCADE, NY

Fostering business growth

Wyoming County Business Center, Inc. FastTrac Program Is Empowering Entrepreneurs

Every successful entrepreneur knows that the “big idea” is only as good as his/her ability to execute it. Access to the right resources and knowledge at the opportune time is often the key to a successful launch and building a world class company from the start up stage takes education and motivation.

In Wyoming County, the FastTrac Program is helping entrepreneurs transform their innovative business ideas into viable career options, creating jobs and supporting economic growth.

The Wyoming County Business Center, Inc. offers a renowned entrepreneurship development program called FastTrac that provides entrepreneurs the necessary tools to refine their business idea and start their journey. Since its inception, the program has educated more than 100 entrepreneurs and assisted 72 businesses get established by en-



abling them to overcome barriers and challenges common in starting a new business and helping them build a strong, solid business plan.

“Providing the FastTrac Program, through our partnership with the Kauffman Foundation, has proved immensely helpful to entrepreneurs looking to either start or expand their business in Wyoming County,” said Jim Pierce, President of the Wyoming County Business Center, Inc. “The Wyoming County Business Center, Inc. Board of Directors and the Wyoming County Board of Supervisors support the FastTrac Program, recognizing that entrepreneurship and new business startups are a primary source of job

KAUFFMAN FASTTRAC®

growth. FastTrac is a great tool to implement this strategy plus it has the resources of the Kauffman Foundation for support. This program has proven results, and we look forward to seeing its continued success,” notes Pierce.

The Wyoming County Business Center, Inc. offers the FastTrac training program twice a year in the spring and fall. The current cycle, which is at its capacity, started September 4th and will continue 10 weeks on Tuesday evenings from 6-9 p.m. at the Wyoming County Agriculture and Business Center located at 36 Center Street in Warsaw, NY.

The program consists of 10 classes. The first few classes are devoted to determining the viability and market potential of the business concept. The remaining classes help build the framework for a solid business plan. The classes, which are intentionally kept small in

size to personally engage each participant, are facilitated by two local experienced entrepreneurs. FastTrac participants work on their own business endeavors throughout the course. The program is fast-paced and energizing, using guest speakers and interactive activities. Participants build a unique network with one another helping to build their business plan. Jennifer Tyczka, Program Manager, states “The FastTrac Program allows entrepreneurs to express their ideas openly and create their business plan in a confidential environment. The motivation of the classroom setting accelerates entrepreneurial development and growth.”

Additional assistance is provided from the Wyoming County Business Center, Inc. to help with financing options, identify business locations, available resources and other guidance.

An exciting opportunity is available to high school and college students who live in Wyoming County that are thinking about starting a business. In collaboration with the Wyoming County Business

Education Council, the Wyoming County Business Center, Inc. will provide two motivated, responsible students a full scholarship to attend the professional FastTrac training program. The “Wyoming County Business Center, Inc. Entrepreneur Scholarship” applications are available and young entrepreneurs are encouraged to apply.

The Wyoming County Business Center, Inc. is greatly appreciative of its generous program sponsors Tompkins Bank of Castile, Five Star Bank and Complete Payroll and the workforce development resources available to participants through Community Action for Wyoming County.

To learn more about the Kauffman Foundation’s FastTrac Program or to register for a class visit www.wycoida.org/FastTrac-Entrepreneurship-Training or www.facebook.com/wycofastrac. You may also contact Jennifer Tyczka at the Wyoming County Business Center, Inc. at (585) 786-3764 or email jtyczka@wycoida.org.

Micro Enterprise Loans Available at a Low Interest Rate for Small Businesses

Are you starting a new business or have an existing business with less than five employees in Wyoming County and can’t seem to secure the financing that you need? The Wyoming County Business Center, Inc. can help. The Wyoming County Business Center, Inc. (WCBC), a not for profit local development corporation, has financing available at a very attractive interest rate. The current interest rate is set at 2% for a five to seven-year term loan. The maximum loan amount is \$50,000.

Jim Pierce, President of the Wyoming County Business Center, Inc. says that “small businesses need to look at this program to see if they qualify because it is designed to assist small businesses that may be considered high risk or for individuals that may not have the best credit score. The Micro Enterprise Loan can also be used for gap financing with a bank and we are always subordinate to a bank in terms of collateral. For businesses that may not be ready for financing yet, should still reach out to the WCBC because there is a wide variety of assistance available to encourage and support entrepreneurs.”

For more information about the Micro Enterprise Loan program and to see if you qualify, please contact Jim Pierce at 585-786-3764 or email jpierce@wycoida.org or stop by and visit us at the Wyoming County Ag & Business Center, 36 Center Street, Suite D in Warsaw.

Fingerstick Lead Testing for Children

Lead poisons people and is especially bad for children. Lead poisoning can cause:

- Lower IQ • Behavior problems
- Growth problems • Anemia
- Kidney damage • Hearing loss

Lead can be found in old paint, dust, soil and water. New York State law says that all children must get tested for lead at age 1 and age 2. They can also be tested at any other age if there is reason to believe they have been exposed. Call the number below if you have questions or to schedule an appointment.

Wyoming County Health Department 585-786-8890

Tourism critical to economy

Tourism is big business for Wyoming County and the state's recent tourism report backs it up with solid and exciting numbers. Wyoming County's tourism program continues to build on the momentum of previous successes by reaching out to more visitors with new promotions, targeted marketing, and strong partnerships.

According to the state's recently released data from Tourism Economics, an Oxford Economics Company, New York State's tourism economy expanded in 2017 with 4.4% growth in traveler spending, reaching a new high of nearly \$67.6 billion—27% above the state's pre-recession peak set in 2008. Tourism in the Greater Niagara region, where Wyoming County is located, is a \$2.7 billion industry, increasing 5.5% over last year and supporting 53,168 jobs.

"I would like to recognize the tourism businesses across Wyoming County who have invested and work tirelessly to grow their businesses. I would also applaud the effort of the staff and board of directors who put together a strong tourism program for our County," said Scott Gardner, President and CEO of the Wyoming County Chamber of Commerce. "We must also recognize state leaders for continuing to wisely



invest in New York's tourism as an economic driver and thank the Wyoming County Board of Supervisors for continuing to support efforts to strengthen the tourism sector."

This latest report shows that Wyoming County's tourism impact is up 5.4% representing \$46.2 million in traveler spending up over 2016 levels. Wyoming County is also still the second highest in terms of growth year over year in the Greater Niagara region. Travelers are spending in several categories with Food and Beverage at \$12.8 million leading the way, then second homes at \$10.9 million, retail sales at \$8.1 million, recreation at \$7.4 million, lodging at \$5.2 million and transportation at \$1.5 million.

"The state's report is great news for Wyoming County and reflects the hard work our tourism partners put in every day and each season. From beautiful and award winning Letchworth State Park to our outstanding restaurants, attractions,

and landscapes, Wyoming County is a great place to recreate," said Eric Szucs, Director of Tourism and Marketing at the Wyoming County Chamber and Tourism office. "It's awesome when the data reflects what we know about Wyoming County. We love to tell the story and welcome visitors to experience all we offer."

The report also details the effect of tourism on employment and shows that between direct, indirect and induced, Wyoming County's total labor income is \$25.4 million. Further, the impact of tourism on the Wyoming County tax base is very important. Between state and local taxes generated from tourism, Wyoming County is collecting \$5.4 million, which translates to savings for county taxpayers. Were it not for tourism-generated state and local taxes, the average household in Wyoming County would have to pay an additional \$348 per year to maintain the same level of government revenue. For the Greater Niagara region, that number jumps to \$622 per household on average.

Tourism Economics, headquartered in Philadelphia, is an Oxford Economics company dedicated to providing high value, robust, and relevant analyses of the tourism sector that reflects the dy-

namics of local and global economies. By combining quantitative methods with industry knowledge, Tourism Economics designs custom market strategies, project feasibility analysis, tourism forecasting models, tourism policy analysis, and economic impact studies. Oxford Economics is one of the world's leading providers of economic analysis, forecasts and consulting advice. For more informa-

tion email: info@tourismeconomics.com.

For more information, or to become a member of the Chamber of Commerce, please call 585-786-0307 or visit wycochamber.org or gowyomingcountyny.com. The Greater Niagara Region report can be found at the Wyoming County Chamber of Commerce Website on the "About Wyoming County" tab under demographic reports.

CLOSE ENCOUNTERS OF THE WILD KIND

The adventure is closer than you think!
Escape the ordinary, and take a ride on the wild side at Hidden Valley Animal Adventure. Get up close and personal with some of the world's most exotic animals in a breathtaking setting. It's an experience you won't soon forget.

ESCAPE TO THE WILD

Wild Game Safari Tours run
Fridays, Saturdays and Sundays
through October 28, 2018
see website for park hours
HiddenValleyAdventure.com
or call 585.535.4100
2887 Royce Road, Varysburg, NY 14167
Only 30 minutes from Batavia, just off Rt. 20A at Royce Road

Main & More shows local appeal

Wyoming County Chamber & Tourism is pleased to once again partner with the Arcade Area Chamber of Commerce to host Arcade's Main & More event on Thursday, October 4, 2018, from 4:00-7:30 PM. This year the event will start and end at the Arcade Chamber office on Main Street. The event guides visitors along the downtown Main Street corridor for a relaxing evening of visiting downtown merchants and their partnering businesses. This year's theme is "Arts & Antiques." Businesses will display some history, whether



of the store, an item, or of Arcade in general. The goal is to have participants take a "walk back" in time, and participate in a "treasure hunt" up and

down main street.

"This is always a fun event that brings customers to downtown businesses and offers a unique opportunity to learn more about what is available from the local business community. It's also a great time mingling with friends and neighbors," said Scott Gardner, President of the Wyoming County Chamber and Tourism office. "By combining the off-main and main street businesses, both the business owners and customers get twice the opportunity for exposure and

networking. This has been a very successful event in past years, and I thank everyone involved for making it another great success."

Main Street businesses partner with businesses outside the main street corridor giving visitors double the opportunity to learn more about local merchants, and the off-main street businesses an opportunity to share all that they have to offer. The event will be held in multiple locations – it's progressive in nature! It will start at a designated downtown launch site with event sign in and program information. Participants will then have the opportunity to pick up a Main & More souvenir glass, light refreshments and participate in the first mingle of the evening! After that, guests will use their event maps, highlighting participating busi-

nesses, to move to their next stops, visiting host/partner business pairs on Main St. The event will end at the launch site with prize drawings to end the evening. Each Main Street business will receive a unique puzzle piece, and when all of them are collected, it will display an iconic picture of downtown Arcade. Businesses are also being invited to host artwork from students at Arcade Elementary School to display local youth talent.

Hundreds of people have participated in this "shop-local" focused event in the past and both organizations are hoping for another great turnout for 2018. For more information on attending please call 585-786-0307 or visit the website at www.wycochamber.org and follow us on Facebook.

Why Shop LOCAL?

Lower Taxes!

Local businesses put less demand on our roads, sewers, and safety services and generate more tax revenue per sales dollar, helping to keep your taxes lower.

For more information: WyCoChamber.org
GoWyomingCountyNY.com



We carry gravel, stone, sand and crushed stone to meet your needs.

585-567-2100 • 7785 Route 19, Pike

Wyoming County Chamber of Commerce 2018-2019 Board of Directors

CHAIR: Norbert Fuest, Appletree HR & Safety Consultants

VICE-CHAIR: Hans Kunze, Steuben Trust Company

SECRETARY: Colleen Kennedy, Warsaw Penny Saver/
Perry Shopper

TREASURER: Nicole White, Freed Maxick CPA's

DIRECTORS:

Amber Williams, Arcade & Attica Railroad

Andrew Rice, Five Star Bank

Andrew Stang, PrizmTech Document & Technology Solutions

Ashley Hamilton, Complete Payroll

Hon. Becky Ryan, Town of Warsaw

Brock Beckstrand, Upstate Door

Hon. Daniel J. Burling, Rivellino Realty

Jackie Hoyt, Arts Council for Wyoming County

Jacqueline Blujus, Beaver Hollow Conference Center/
Biggest Loser Niagara

Jenifer Bannister, DeLaval Direct NY

John Wheeler, Bank of Castile

Lisa Seewaldt, Ash-Lin's Elegant Rose

Megan Burley, Burley Berries & Blooms

Michael Hardie, Tompkins Insurance Agencies

Pilar McKay, Silver Lake Brewing Project

Tim Brick, Pioneer Credit Recovery

Wyoming businesses earn honors

The Wyoming County Chamber & Tourism was very pleased to announce the 2018 award winners for Large, Small, Tourism, and Most Promising businesses of the year at the Chamber's Annual Award reception on Wednesday, May 16, 2018. The event took place at the Humphrey Nature Center at Letchworth State Park, and was catered by the Glen Iris Inn.

"These businesses received these awards because they represent some of the very best that Wyoming County's

business community has to offer," said Scott Gardner, president and CEO of the Wyoming County Chamber & Tourism office during remarks at the event. "Again, the Board of Directors selected a diverse group of awardees who have grown, continue to grow, and show even greater potential for growth in our community. We are very pleased to honor the owners, employees and their families with a token of recognition for all their hard work."

Cole Building Solutions in

Portageville as 2018 Large Business of the Year, has been committed to providing customers with lasting quality at affordable prices since 2012, as a locally-focused construction company serving Western New York. In April 2017, they took over Finger Lakes Construction, and are an authorized dealer for EPS Buildings. They offer pre-engineered structures custom designed to fit each of their customer's requests. They also build from the ground up, in-



Photo by Jerry Kelsey

Continued on next page... Harding Plumbing



Photo by Jerry Kelsey

Cole Building Solutions

Welcome to our new members...

AdMonitor, Batavia
 Alzheimers Association WNY, Williamsville
 Beaver Meadow Creek Golf, Java Center
 Biblio-Tech Café, Perry
 Bid-N-Buy Realty & Auctions, Inc., Castile
 Bond Benefit Consulting, Pittsford
 Boss Hair & Nails, Warsaw
 BPC Lawncare, Warsaw
 Crestview Terrace, Warsaw
 Cybersleuth Investigations, Inc., Perry
 E-LOC Self Storage, Castile
 Gateway Home, Attica
 Getterr Done Construction, Bliss
 Light House Station, Warsaw
 Morlusk's Italian & Polish Cuisine, Attica
 Perry Main Street Association, Perry
 Reidenouer Insurance Service, Lancaster
 Sheldon Wholesale, Strykersville
 Silver Lake Association, Silver Lake
 Studio 16 Productions, Bliss
 The Vintage Cow Farmers Market, Attica
 Stahlka Agency, Williamsville
 Triloky Farm, Horse Power & More, Varysburg

Serving Genesee, Wyoming, & Livingston Counties



Plumbing • Heating • Air Conditioning
 Residential • Commercial • Agricultural

Shane Harding
 shane@hardingplumbing.com



34 North Main St., Perry
www.hardingplumbing.com

Member of the Wyoming County Chamber

Awards

Cont. from previous page.

cluding curtains, free stalls, headlocks, ventilation, gates, and more.

Harding Plumbing and Heating in Perry as 2018 Small Business of the Year, was started by Ed Harding in 1978, and later purchased by Shane & Tara Harding in 1998 and has sustained steady growth over past 19 years. They serve a large region in New York and beyond, and have recently expanded in Perry allowing for more inventory, larger showroom space and better organization of daily tasks.

Balloons Over Letchworth in Genesee Falls was selected as the 2018 Tourism Business of the Year. For 30 years, Sean Quigley has been a balloon pilot and has been operating Balloons Over Letchworth



Photo by Jerry Kelsey

Silver Lake Brewing Project

since 1993, as the exclusive hot air balloon company to launch from within the south end of Letchworth State Park. Balloons Over Letchworth offers unique and spectacular views of the waterfalls, gorge, and scenery of the "Grand Canyon of the East."

Silver Lake Brewing Project in Perry as the 2018 Most Promising Business of the Year. It was started as a conversation over beer in 2012, as the three founders came together to start a microbrewery in Perry, New York to celebrate beer in a rural community. As Perry was growing into a center of arts, culture, and business, the founders recognized that there was demand for a craft brewery. The brewery and taproom, located at 14 Borden Avenue, Perry, opened in March 2017. SLBP specializes in Belgian-style and classic American craft beer. The



Photo by Jerry Kelsey

Balloons Over Letchworth

taproom sells pints, flights, growlers, crowlers, snacks, and merchandise.

The annual 2018 Agri-Business of the Year award was previously given to the Perry

Veterinary Clinic at the Pride of Agriculture Dinner on March 3, 2018.

UPSTATE Auto Group
www.upstateautogroup.com

Our Family of Dealerships Is Proud To Serve You!

UPSTATE CHEVROLET 36 MAIN ST. ATTICA, NY 1-800-639-4446	TOYOTA OF BATAVIA 3899 W. MAIN ST. BATAVIA, NY 1-800-639-4225	UPSTATE DODGE CHRYSLER JEEP 125 PROSPECT ST. ATTICA, NY 1-800-311-9871	UPSTATE CLASSIC CAR CENTER 5 WEST AVE. ATTICA, NY 1-800-639-4446



**Proud Supporter of the
Wyoming County Chamber
of Commerce**

*Durable Medical Equipment • Ostomy Supplies
Prescription Compounding • Home Medical Supplies & Equipment*

Hallmark Cards & Gifts

MOST INSURANCES ACCEPTED

*Your friendly neighborhood pharmacy,
gift shop & more!*



75 North Main St., Warsaw, NY 14569

Phone: 786-2330 / Fax: 786-2767

Mon.-Fri. 9am-9pm; Sat. 9am-4:30pm; Sun. 9am-1pm



Trained Pharmacist
J. Rutowski, R PH

Staff Directory

Scott A. Gardner, President and CEO
sgardner@wycochamber.org

Kelly Ashcraft, Director of Member Services
kelly@wycochamber.org

Eric Szucs, Director of Tourism & Marketing
eric@gowyomingcountyny.com

36 Center St., Suite A, Warsaw
(585) 786-0307
www.wycochamber.org
www.gowyomingcountyny.com

Chamber announces board members

The Wyoming County Chamber of Commerce & Tourism office held its annual organizational meeting on Wednesday, June 13, 2018, at the Ag & Business Center in Warsaw to elect directors and officers. As per the bylaws, directors and officers are elected annually at the meeting and the staff present the annual report of the organization.

Those members in attendance elected the following directors for two-year terms: Colleen Kennedy, Warsaw Pennysaver; Nicole White, FreedMaxick CPAs; Andrew Stang, Prizm Document & Technology Solutions; and Hans Kunze, Steuben Trust.

The following members were elected to serve as directors for a one-year term: Megan Burley, Burley Berries & Blooms; Michael Hardie, Tompkins Insurance; Pilar McKay, Silver Lake Brewing Project; Becky Ryan, Wyoming Co. Board of Supervisors; Ashley Hamilton, Complete Payroll; Brock Beck-

strand, Upstate Door, Inc.; Jackie Hoyt, Arts Council for Wyoming County; Tim Brick, Pioneer Credit Recovery; Amber Williams, Arcade & Attica Railroad; Daniel Burling, Rivellino Realty; and Jacqueline Blujus, Beaver Hollow Conference Center.

The following members have served multiple terms fulfilling their mandatory tenure and are not returning, the Chamber wishes to thank them for their years of service: Austin Fish from Complete Payroll, and Darren Long from Prestolite, Inc.

The Board of Directors also elected officers to lead

the organization for a one-year term: Norb Fuest as Chairman; Hans Kunze as Vice-Chairman; Nicole White as Treasurer, and Colleen Kennedy as Treasurer.

"The staff and I look forward to continuing our work with this group of diverse and dedicated members and directors," said President Scott Gardner. "Our board of directors are leaders in their respective fields and bring a great wealth of knowledge to the organization. We deeply appreciate their commitment to the membership and the business that the chamber serves."

MONTGOMERY'S BUILDING SUPPLIES

(585) 786-2510
(585) 786-8660

100 ALLEN STREET
WARSAW

- KITCHEN & BATH
- HARDWARE
- SIDING
- LUMBER
- PAINT (Ben. Moore)
- WINDOWS
- DOORS
- ROOFING
- CEMENT
- DRAINAGE PIPE
- STEEL SIDING & ROOFING



www.montgomeryslumber.com

Like us on facebook



COUNTRY TREASURES

2 STORY BARN FULL OF
*Country Decor • Antiques
• Primitives*


- FALL DECOR IN
- NEW ITEMS
- ARRIVING WEEKLY
- CHECK US OUT






Rt. 98, Attica, NY
585-591-0802
2 miles South of Attica,
Between Rt. 20 & Rt. 20A
Hours: Fri. & Sat. 10-5pm or by appt.


Comprehensive health care for the whole family.



ALBION BROCKPORT HORNELL LYNDONVILLE WARSAW



**OAK ORCHARD
HEALTH**
MEDICAL | DENTAL | VISION



oakorchardhealth.org
Oak Orchard

Oak Orchard Health is an equal opportunity provider and employer.

New website is 'one-stop-shop' for business start-ups and expansions

The Wyoming County Industrial Development Agency recently (WCIDA) announced the newly launched unified economic development website www.wycoida.org for Wyoming County. The new website consolidates and creates a one-stop location for accessing everything that Wyoming County has to offer developers, entrepreneurs and start-ups, and businesses looking to expand or grow in Wyoming County.

"We are very pleased to offer this new website as a helpful tool and resource for those looking to grow or locate their business in Wyoming County," said Jim Pierce, Executive Director of the Wyoming County IDA. "By combining all of the programming, incentives, and reporting infor-



mation into one easy to use website, we have created an effective one-stop for economic development assistance and business growth in our County."

The new website effectively consolidates previous websites including the Wyoming County IDA, Wyoming County Business Assistance Corporation (WCBAC), and the Wyoming County Business

Center (WCBC). It began six months ago at the direction of the Board of Directors of the WCIDA, WCBAC and the WCBC. The goal of the website is to offer a unified home for business attraction and marketing of the many economic development assets and resources available through the County's various business development entities.

The new website hosts all of Wyoming County's economic development resources making it easier to access financial assistance, learn about available development sites, start a business, and access demographic data. The website also hosts a section on quality of life, links to social media and partner resources, and provides easier access to the very successful FastTrac entrepreneur training program. It also contains a section hosting the mandated compliance documents required by law for public engagement and review.

The website was developed and designed by Civics Plus, the specialized municipal web development company Wyoming County used to redevelop its website wyomingco.net, which launched a few months ago.

The Wyoming County IDA (WCIDA) is a public benefit corporation established in 1974 under New York State

legislation and regulation. The agency is governed by a seven member volunteer Board of Directors appointed by the Wyoming County Board of Supervisors. The WCIDA acts as lead entity in providing economic development services, and as the coordinating agency for a variety of corporate financing and incentive programs offered by local, regional, state and federal agencies. The WCIDA works on behalf of Wyoming County as a resource for businesses within the County to encourage capital investment, job creation and retention through cost saving incentives. The WCIDA welcomes new businesses from outside the county looking for new locations and opportunities to expand and create new employment within the county.

For more information, contact the Wyoming County IDA at 585-786-3764 or by email jpierce@wycoida.org.

Proud to support

*Wyoming County
Chamber & Tourism*



**INSPIRING DESIGN.
ENRICHING COMMUNITIES.**

Much to see, taste and do at Glen Iris Inn

The Glen Iris Inn is located in scenic Letchworth State Park, which was voted the No. 1 state park in the United States. The Middle Falls, which is the tallest of the three major waterfalls within the park, is located steps from the Glen Iris Inn, formerly the home of William Pryor Letchworth who donated the house along with the founding thousand acres that started Letchworth State Park.

Today, the Inn offers overnight accommodations ranging from Victorian style guestrooms and suites at the Inn, modern lodges and luxury townhouses at Pinewood, as well as fully appointed rental homes. Caroline's Dining Room opens each year on Good Friday of Easter weekend, and serves breakfast, lunch and dinner daily through



Photo by Rocco Laurienzo/Daily News/File

Smoked trout is the signature dish at Glen Irish Inn.

the fall season. During the peak season of fall, dining reservations are strongly recommended. Caroline's also offers catering services for weddings, corporate meetings and picnics and family celebrations at the Inn and throughout

Letchworth State Park.

"William P. Letchworth was looking for the perfect site for a country retreat where he could entertain his family and friends. One morning in the spring of 1858, he stepped off a train as it slowly approached

a bridge high above the Genesee River. Standing on the bridge, he was touched by the natural beauty of the powerful river rushing below. Gazing at the falls, he noticed that the sun shining on the spray below formed a perfect rainbow.

"While walking along the left bank of the river, Letchworth found a large two-story frame house near the remains of the burned-out lumber mill. Owned by Michael Smith, the house had been built by Alva Palmer in 1828. The view was spectacular, and as he gazed toward the South overlooking the falls, he knew he had found his country retreat.

"Letchworth acquired the house in February 1859 and immediately began renovations. The local Indians had named the area 'An-de-ka-ga-kwa,' meaning 'the place

where the sun lingers,' and it has been said through Indian lore that when the sun passes over the glen, it pauses a moment longer there than at any other part of the valley. Inspired by this, Letchworth chose the word 'Iris,' a synonym for 'rainbow,' and named his estate the Glen Iris.

"William Pryor Letchworth was born in 1832 to a Quaker family of high standing. As a humanitarian and historian, his desire was to have the Glen Iris, with its scenic grandeur, preserved in its natural state so future generations could enjoy the beauty so dear to his heart. Before his death on Dec. 12, 1910, he made provisions for the Glen Iris and surrounding property to be a gift to the people of New York State to be used as a permanent park."



Glen Iris Inn

Letchworth State Park

Open Daily ~ Dining Reservations Recommended

Drink in the foliage this Fall



and join us for our

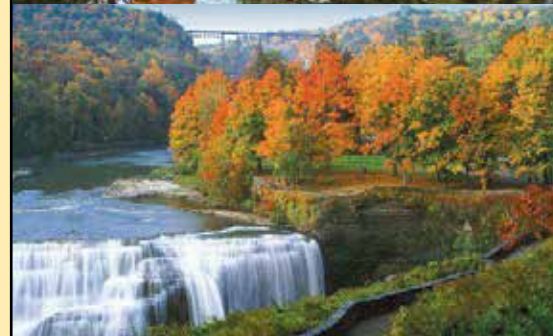


**Fall Gourmet Dinner &
Inspire Moore Wine Tasting**

Saturday, October 26th • 6:00pm Reception • 6:30pm Dinner
Make your reservations now for this popular event!

Letchworth State Park, Castile, NY 14427

Phone: (585) 493-2622 Fax: (585) 493-5803 • www.glenirisinn.com



★ Ribbon Cutting Celebrations ★



The Biblio-Tech Cafe - 2 South Main St., Perry



E-LOC Self Storage - 5682 Route 19A, Castile



Morluski's Restaurant - 121 Prospect St., Attica



The Club on Silver Lake - 3820 Club Road, Perry



Thrive Fitness - 36 North Main St., Perry



Vintage Cow Farmers Market - 11105 Alexander Rd., Attica

Finding opportunity in arts and culture

The Wyoming County Chamber and Tourism office was pleased to announce the findings earlier in the year of the Wyoming County Arts and Culture Marketing Plan that was completed as part of the Wyoming County Rural Arts Initiative, a partnership of the Wyoming County Planning & Development Dept., Wyoming County Chamber & Tourism, Arts Council for Wyoming County, and Wyoming County IDA.

Findings from the research study indicated that Wyoming County has great potential to be an arts destination. The work of the Arts Council for Wyoming County and the variety of existing visual and performing artists have helped to strengthen the local arts economy. The County already has many appealing arts and cultural activities, which makes it already a day trip destination for the greater region.

The study found that Wyoming County's authentic and organic arts industry was already a strong story, and one that can be amplified through multiple marketing avenues and existing programs. It recommended that the County's Chamber and Tourism office act as the appropriate arts and cultural marketing resource as tourists naturally view tourism agencies as trusted resources when looking for information on an area. The objective is then to direct tourists to the events, attractions, and arts based businesses of interest to the traveler while exposing them to other amenities like restaurants and lodging.

The marketing research for the study took place over a seventh month period beginning in May 2017. The Wyoming County Chamber & Tourism office lead the effort and retained local marketing



consultant Pilar McKay to conduct the research and case studies; host focus groups; and compile the data into the final marketing plan. The project was made possible by a grant from the New York State Council on the Arts through the Finger Lakes Regional Economic Development Council.

"By building on a strong foundation of arts and cultural offerings, we can leverage our existing tourism platforms to attract visitors and continue to grow and create outstanding visitor experiences," said Director of Tourism Eric Szucs.

"Our organization has a strong partnership with the Arts Council and we look forward to working together to promote and grow the arts and cultural sector of Wyoming County."

"This marketing project, as part of the Wyoming County Rural Arts Initiative, shows how strong our arts industry is locally. As we continue to work with our partners at the county - including the IDA, BAC, and Wyoming County Chamber of Commerce and Tourism - we are encouraged that together we can help strengthen opportunities for our local artists and arts organization," Jacqueline Hoyt, Executive Director of the Arts Council for Wyoming County.

"We are encouraged that the variety of both visual and performing arts was recognized as a strength of our arts industry. The Arts Council considers our ability to serve so many different types of artists in their profession a great success for our organization," continued Jacqueline.

The Wyoming County Rural Arts Initiative (WCRAI) at its core sought to enhance the vibrant arts community that already exists within Wyoming County, by creating an atmosphere in which creative art of all kinds can thrive. The WCRAI generally seeks to support existing artists in the County and to offer a place for artists currently living outside the area to come and share their inspiration, creativity, and art.

A major component of the initiative was the Wyoming County Rural Art Initiative Microenterprise Program (WCRAIMEP), which concluded at the end of 2017. Wyoming County was awarded \$200,000.00 in December of 2015, as part of a successful application through the Finger Lakes Regional Economic Development Council. It recruited start-up and existing businesses specifically involved in creative arts. The program offered grant funding uniquely tailored to assist 12 artists in establishing and en-

hancing their businesses. The recipients were from diverse backgrounds and several have fully realized the successes of the program and have flourished.

The funding to complete the NYSCA supported "Wyoming County Arts and Culture Marketing Plan" complements "Finger Lakes Forward," the region's comprehensive blueprint to generate robust economic growth and community development. The State has already invested more than \$5.2 billion in the region since 2012 to lay the groundwork for the plan - investing in key industries including photonics, agriculture and food production, and advanced manufacturing. Today, unemployment is down to the lowest levels since before the Great Recession; personal and corporate income taxes are down; and businesses are choosing places across the Finger Lakes as a destination to grow and invest in.



Neil Mohler

& Metal Roofing



MOSSY OAK - Camo Panels

<p>CUSTOM WOOD WORKING Kitchens, Baths, Built-ins</p> <p>ROOF TRUSSES Houses & Pole Barns</p>	<p>OMNI PANEL 50 yr. 27 Gauge Heat-formed TRADITIONAL PANEL 40yr 29 Gauge Low as \$2.10 LF</p>
---	---

1084 Kingsley Rd., Wyoming, NY 14591
Monday - Saturday 6am - 8pm • 585-495-9916



Celebrating

50 Years
of continued Tree Service throughout Western New York!

For all your tree care needs
call 786-5600

6109 Route 20A E | Warsaw, NY 14569

2018 Manufacturing Day

As October approaches, we as a community want to recognize and highlight the contributions that manufacturing makes annually to the economy of Wyoming County. This year, on Friday, October 5, 2018, we will celebrate manufacturing day which is a nationwide grassroots movement dedicated to overcoming the shared challenges facing manufacturers today.

While Wyoming County is commonly known as a leader in the agricultural industry, it is not well known that manufacturing is one of the county's top business sectors. The county is home to nearly fifty unique manufacturers making products that range from automatic girth welders used on oil storage tanks around the world, products used in the automotive industry, baked goods exported around the country and world, and many other products.

In fact, manufacturing experienced unprecedented growth in Wyoming County in metals-based manufacturing jobs since 2010. This increase is due to the workforce, low energy, operational costs, and easy access to 50% of North America's population. According to DataUSA manufacturing jobs represent nearly 15% of the workforce in Wyoming County. Our manufacturers employ over 1,500 workers, 40% above the national average, and those workers on average earn \$56,516 per year.

However, one of the most pressing issues facing manufacturers today is finding skilled labor: 600,000 manufacturing jobs are currently unfilled in the United States due to a gap between the job requirements and the skills of those who are applying for



them and the gap is growing. Over the next decade, nearly 3.5 million manufacturing jobs will likely be needed, and 2 million are expected to go unfilled due to the skills gap.

While this is a nationwide problem, the Chamber of Commerce and the Wyoming County IDA having been working together to address workforce development issues directly. We convened a roundtable of leaders from a variety of organizations at the county, regional and the state level who are involved in serving and working toward solutions for business and employees. We surveyed our local businesses and manufacturers earlier in the year to hear directly from them as to what are their needs, obstacles and challenges, and where our focus should be directed.

The survey found that our employers are hiring, but had difficulty finding job applicants to fill the jobs available. They cited a variety of factors that were barriers to hiring including educational skill gaps and soft skills. These difficulties have lowered productivity and output, and prevented the companies from developing new services or products. Our companies have taken a number of steps on their own

including internal training, utilizing programming available to them from a variety of sources, and sending their employees for continuing education. They all were willing to invest in employees who are willing to work and who are committed to staying with the business. While we learned

that there are issues within the workforce, it was very encouraging to learn how willing our local companies are to train and retain good employees. We are fortunate to have all types of employers who are committed to their communities and want to be a part of the solution and provide good jobs to our residents. We are continuing to look at the data presented and the needs that have been identified to find reasonable solutions for both our employers and potential employees.

Manufacturers' ability to address this gap has been hindered by the public perception that careers in manufacturing are undesirable and by insufficient preparatory education. Both of these problems stem from a lack of understanding of present-day manufactur-

ing environments, which are highly technical. Manufacturing today includes highly trained, well-paid employees who work on state-of-the-art equipment, although the perception persists that they are commonly thought of as antiquated factories designed for low-skilled workers. This change in public perception is the first step in addressing one of the main challenges faced by manufacturers today—a gap in skilled labor.

To learn more about National Manufacturing Day, visit www.mfgday.com. For additional information on manufacturing or workforce development in Wyoming County, please call the Wyoming County Chamber at 585-786-0307 or the Wyoming County IDA at 585-786-3764.



The Arc.
Livingston-Wyoming
New York

Achieve with us.®



The Arc of Livingston-Wyoming empowers and supports people of all ages with intellectual and developmental disabilities to be independent, productive and dignified members of our community.

18 Main Street - Mt. Morris, NY 14510 • (585) 658-2828 • www.lwarc.org

Arc Agency Services and Hilltop Business Services

- Printshop • Cleaning Services • Finders Keepers Thrift Store •
- Assembly & Packaging • Vending • Lawn Care • Bottle & Can Return •
- KidStart School • Residential Services • Intake and Innovative Supports •
- Clinical Services • Day & Community Habilitation • Transportation •

Byrncliff Named Buffalo's Best

On August 3rd, 2018, Buffalo news station WIVB News 4 officially named Byrncliff Golf Resort & Banquets "Buffalo's Best Golf Course" as decided by online voting. This is exciting news for Buffalo and Wyoming County locals, who have treasured the scenic gem for decades as their go-to escape for golf and ski season. The honor is also deeply humbling for the resort staff, who works so hard to make sure that guests thoroughly enjoy their stay, whether it be for a golf tournament, a banquet, a conference, or just an overnight stay.

The beautiful resort boasts a 6,800 yard, par 72 course with 18 holes nestled in the rolling hills of Varysburg, NY. The area is truly breathtaking in



Submitted Photo

Owners (left to right): Brian Eddy, Lindsay Eddy, Patricia Meidenbauer & Scott Meidenbauer

the fall when all of the trees are russet and gold and the cool breezes blow through the valley. Many of Byrncliff's guests come to tee-off multiple times a season. There are also

avid golfers who come back every single year, not even skipping one, to get their annual Byrncliff fix in the form of weekend golf trips, vacation stays, or golf

tournaments.

"I usually tell people when it's their first time coming here that it won't be their last time, just because everyone tends to fall in love with this course," says Mike Poirier, the Assistant Director of Golf at Byrncliff.

Even after the golf season ends and the weather turns snowy, Byrncliff adapts to fill the needs of winter sports lovers. Second-to-none cross-country ski trails that weave through the hills, as well as snowmobile, hiking and snowshoeing trails, all offer guests unforgettable experiences and views of the Western New York landscape.

When guests are done on the course or on the trails, they get the chance to enjoy some of the very best food that the area

has to offer. Chef Alex Dispenca makes sure that every delicious item on the menu compliments the resort and golf course and is tailored to the expectations of the resort's guests. The restaurant sports a gorgeous rustic bar with local brews on tap and a patio with a spectacular view of the course.

Next to the restaurant is a beautiful and spacious banquet hall which can seat up to 200 guests, and which also has some terrific views of the course. The Banquet Hall offers a buffet-style menu that every pallet will enjoy, as well as a sit-down, family-style atmosphere that can accommodate groups of any size.

Continued on page 17...

The Dream Team

Find the Home of Your Dreams with:



Doreen Graham

Licensed Real Estate Salesperson

C: **585.329.0734**

DoreenGraham@HowardHanna.com

www.DoreenGraham.HowardHanna.com



Real Estate Services

570 E. Main St, Batavia, NY 14020

Finance the Home of Your Dreams with:

Laurie Jennings

Loan Officer | NMLS# 49954

C: **585.259.2921**

LJennings@PremiumMortgage.com

www.PremiumMortgage.com



2541 Monroe Ave., Rochester, NY 14618 | (585) 241-0000
Equal Housing Lender | NMLS# 3254 | Licensed Mortgage Banker NYSDFS

**Put our Experience,
Service, Knowledge
& Professionalism
to Work for You!**

The love abounds for Wyoming County

To celebrate Travel and Tourism Week 2018, the Wyoming County Chamber & Tourism office held an “I Love Wyoming County” Testimonial contest during the month of May. Participants were encouraged to provide up to 500 words sharing their favorite Wyoming County stories, recommendations, suggestions and adventures.

This contest was designed to get thoughtful stories from real people with real experiences. Word-of-mouth recommendations are an important advertising and promotion resource, similar to reviews on Facebook, Yelp, TripAdvisor, etc.

These testimonials can be shared on social media, our tourism website and through other marketing and promotional outlets with tourists who are traveling through our community looking for hidden gems, interesting locations and unique experiences.

“We’re excited to read the many great things people had to say about Wyoming County,” said Eric Szucs, Director of Tourism & Marketing at the Wyoming County Chamber & Tourism “What surprised and delighted us was the number of stories folks had about our “foodie” culture – and how they enjoyed sharing it with family, friends and complete strangers. It’s true what they say, the “power of food makes friends of us all” – and our food and welcoming atmosphere makes Wyoming County a wonderful place to live and/or visit.”

Over a dozen participants responded and three winners were selected to receive Wyoming County Chamber & Tourism Gift Cards.

Highlights of their testimonials are:

Kate E., Attica:

There are so many things about Wyoming County that I love and that draw me into its natural beauty; but one of my favorite things has always been and will always be the Charcoal Corral. Since I was little I have enjoyed the excitement, beauty and pure entertainment of the Corral. From the picturesque views that each of their massive screens back up to, to the amazing food that they have to offer every single guest... to the excitement of playing a round of miniature golf.

Alan H., Lancaster:

Charged with the duty of selecting a restaurant for breakfast for a group of friends gathering in Wyoming County this morning, I consulted a dear friend with intimate knowledge of all things WYCO and my favorite food

groups. Without hesitation, he relayed that he had heard good things about Mack’s bait shop, boat livery and restaurant down on the shore of Silver Lake. As a fan of everything not tied in to some global corporate franchise, I seek out of the way diners to experience the variety of menu offerings offered by the independent joints. After being welcomed by the owner/server and cook all rolled into one person, we learned of what seemed to be a dozen breakfast specials being offered today. Regardless or who ordered what we all enjoyed our meals immensely. I can safely say that no one was disappointed with our first visit to Mack’s. Two members of the group had been questioning why we were driving so far for “eggs” on the ride to Silver Lake we’re overheard making plans to return on the ride home. I know I’ll be back as there seems to be at least eight more breakfast

specials I can’t wait to try!

Melissa F., Wyoming:

Buds Deli in Warsaw has amazing daily specials with fun people taking our orders. Lantz’s Bulk Foods up on the hill is another fun lunch stop where we are greeted by friends and friendly staff. Of course we love the food on Fridays at the Wyoming Inn. When we aren’t out stuffing our faces at fun establishments we are also enjoy driving through at Yummies in

Warsaw for some ice cream or grabbing a pizza and some subs from The Gainesville General Store on the way over to and help her son and future daughter in law work on their new house. On sunny days we head out on her boat at Silver Lake and make some waves with big smiles on our faces, then we relax at her campsite at the lake. The Charcoal Corral is just a short drive away when we are ready for some mini golf and ice cream or some huge chicken wings.

Who We Are:

MISSION: Our mission is to serve the members and community; promote and grow the area’s economic and tourism assets; and work collaboratively to create an environment that leads to the success and economic prosperity of Wyoming County.

VISION: The Wyoming County Chamber & Tourism is the leading membership organization for local and regional growth, advocacy, and connection for Wyoming County’s business community.

CORE VALUES: The core values of the Wyoming County Chamber and Tourism are Leadership, Excellence, Integrity, and Responsiveness.

CASTILE AG SERVICE

Feed • Seed • Fertilizer
Clothing • Footwear
Farm Supplies
Grain Drying

98 S. Main Street, Castile, NY
493-5240

Does she want a bigger diamond?



Do you want a bigger truck?



HANS MOELLERS
JEWELERS
Since 1953
2 Main Street, Attica 591-1440

HansMoellerJewelers.com
MASTER IJO JEWELERS TM

Byrncliff

Continued from page 15.

Guests can also choose to stay and play with one of the many hotel packages that Byrncliff offers. This spring, the resort fully renovated and updated the accommodations in all of its 25 rooms. The hotel offers both hot breakfast and dinner, as well as access to the pool and the mini-golf course where guests can unwind. The resort's Conference Center is located right next to the hotel, so it is an ideal place for local businesses to hold their annual conferences and get-aways.

The Maple Lodge is also available for guests who would like the experience of staying in a cottage that overlooks the entire course. It accommodates up to 12 people and is handicap and WIFI accessible. It contains 5 bedrooms, 3 full baths, a living room, an entertainment room, and a fully equipped kitchen and dining room, so it is perfect for multiple families

who wish to stay together.

It was all of these attributes, and most of all the kindness of faithful guests, that earned Byrncliff Resort & Banquets "Buffalo's Best Golf Course" this August. The folks at Byrncliff are beyond grateful to the loyal Buffalonians and regular guests who voted for their business in "Buffalo's Best" at wivb.com.

"For more than 50 years, my family and the staff have worked hard to develop a unique golf resort in Wyoming County. We are blessed to have supporters like you and we hope to serve you to even greater heights in the future," says Director of Sales and Marketing, Lindsay Eddy.

Byrncliff will continue to strive to provide strong customer satisfaction, not only with their golf stay and play packages, but also with their bar, restaurant, and their winter sports offerings.

Call Lindsay Eddy, Director of Sales & Marketing at (585) 535-7300 or info@byrncliff.com to get more details or for a

tour of the premises.

For the latest information, news and consumer offers,

please visit: Byrncliff.com or follow us on [facebook.com/byrncliff](https://www.facebook.com/byrncliff)

Contact Info: Lindsay Eddy
(585) 535-7300 – lindsay@byrncliff.com



**Perry's Finest
Pizza, Subs,
Wings
& More!
Since 1981**

EST. 1981
Daryls
PIZZERIA

**163 South Main Street
Perry, NY 14530**
(585) 237-2113
Order Online at
www.Darylspizzeria.com



Byrncliff
GOLF RESORT & BANQUETS
2357 Humphrey Rd., Varysburg
585-535-7300 | Byrncliff.com

Premier year-round Golf Resort Golf Range & Pro Shop
Cross Country Skiing - Snowshoeing - Snowmobiling

Stay & Play Packages Available
Lodging - 25 Traditional Hotel Rooms - Maple Lodge

Bar & Restaurant - Sunday Brunch | Heated Pool - Hot tub
Banquet Facilities - Wedding, Conference, Banquet, Golf Outing



JELLYSTONE PARK™
Yogi Bear's
North Java New York
CAMP-RESORT

**Where you
camp with
friends!®**

wnyjellystone.com • (585) 457-9644

5204 Youngers Road • North Java, NY 14113
YOGI BEAR and all related characters and elements © & ™ Hanna-Barbera. (s17)

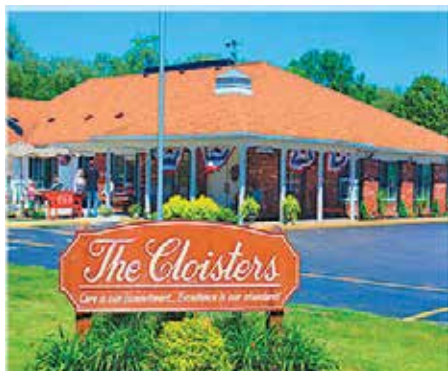
Sun
RV RESORTS®



The Cloisters

"Your Home Away From Home"

- Trained staff on Duty
24 Hours a Day
- Supervised medications
- Planned Activities and social programs
- Assistance with personal care
- Laundry of linens and personal clothing
- Housekeeping
- Three meals daily
- Beauty and barber shop
- Cable TV and private phone access
- Comfortable, spacious resident dining room and lounge
- Individually controlled room temperatures
- Garden Walkway - 500 foot sidewalk provides outdoor exercise, fresh air and a beautiful view of nature and perennial gardens
- Use of workout facility at Step by Step
- Registered Nurse on staff



An Adult Residential Care Facility

171 North Maple Street, Warsaw • 585-786-8727

www.thecloistersseniorliving.com • cloister@frontier.net

Health

Wellness

Prevention

Step-By-Step, P.T.

*We'll
be there.*

Step-By-Step, Physical Therapy is a professional rehab center specializing in orthopedic and sports injuries.

We offer a goal approach to rehabilitation.

- Total Joint Replacements
- Back & Neck Pain Relief
- Joint Sprains
- Arthritis & Neurological Rehab
- Carpal Tunnel
- Tendonitis

Step-By-Step gives individuals personal care with hometown service.

With a doctor's referral, it is the individual's choice where services are rendered. We accept all insurances.

2333 North Main Street • Warsaw • 585-786-8700

56 Main Street • Akron • 716-542-1135

120 Prospect Street • Attica • 585-591-3082

3 Handley Street • Perry • 585-237-3050

STEP
BY
STEP



PHYSICAL
THERAPY P.C.

WYOMING EVENTS & HAPPENINGS

There are plenty of interesting and exciting events going on in the area for the remainder of 2018 – check them out!

For an entire list of events, visit: GoWyomingCountyNY.com/Events.

Sept. 29 & Oct. 6: **Fall Harvest Days.** Hidden Valley Animal Adventure, Royce Rd, Varysburg. Hiddenvalleyadventure.com. Come celebrate the fall season at Hidden Valley! Tour the animal preserve, games for the kids, and all kinds of seasonal events.

Sept. 29-30: **AppleUmpkin Festival.** Village of Wyoming. 585-495-9940. appleumpkin.com. Arts & Crafts Festival throughout the village. Numerous vendors, food, live entertainment. 10am-5pm.

Sept. 29-30: **Weekend of Hope.** Artisan Villa, 140, N. Main St, Warsaw, 14569. 585-786-8766. 5k run/walk on Sept. 29, local craft vendors all weekend. 10am-5pm.

October Weekends: **Fall Foliage Train Rides.** Arcade & Attica Railroad, Arcade, 14009. 585-492-3100. aarrailroad.com. See WNY's most beautiful colors through our train windows! Every Saturday & Sunday in October.

Oct. 5-7: **Enchanted Forest.** Beaver Meadow Audubon, 1610 Welch Rd, North Java, 14113. 585-457-3228. buffaloaudubon.org. An evening visit with nocturnal animals who call Beaver Meadow home! Tours begin at 6pm.

Oct. 5-27: **The Haunt At The Villa.** Artisan Villa, 140, N. Main St, Warsaw, 14569. 585-786-8766. Haunted trail, kids corn maze, refreshments, and more! Friday & Saturdays in October. 7pm-10pm.

Oct. 6-8: **Letchworth Arts & Crafts Show.** Highbanks Recreation Area, Letchworth State Park. 585-237-3517. artswyco.org. Rated one of the best craft shows in the US!

Over 300 arts & crafts vendors! 10am-5pm.

Oct. 27-28: **Halloween Haunted Express Train Rides.** Arcade & Attica Railroad, Arcade, 14009. 585-492-3100. aarrailroad.com. Fun for the entire family. Wear your costume! 11am and 2pm both days.

Nov. 5-6: **Perry Rotary Show.** Perry, 14530. perryrotary.org. Annual holiday show featuring local acts. A treat for the whole family! Tickets required.

November & December Weekends: **North Pole Express Train.** Arcade & Attica Railroad, Arcade, 14009. 585-492-3100. aarrailroad.com. Visit with Santa as you travel to the "North Pole". Wear your pajamas!

Dec. 1: **Holiday Delights Festival.** Village of Perry, 14530. 585-208-9096. iloveperry.com. Community-wide activities, holiday shopping spree, entertainment, live nativity scene, caroling and more!

Dec. 1: **Breakfast with Santa.** Beaver Meadow Audubon, 1610 Welch Rd, North Java, 14113. 585-457-3228. buffaloaudubon.org. Jolly Old Saint Nick will visit with children of all ages as you enjoy a delicious breakfast. 9am-12pm.

Dec. 1-2, 8-9: **Christmas at Hidden Valley.** Hidden Valley Animal Adventure, Royce Rd, Varysburg. Hiddenvalleyadventure.com. Celebrate Christmas at Hidden Valley!

Meet Santa. 9am-2pm.

Dec. 6: **Moonlight Magic.** Warsaw Village. Spend an evening with Santa and Mrs. Claus while visiting businesses in downtown Warsaw. Chili contest, cutest elf contest, hay rides and more. 12-8pm.

Dec. 31: **Last Night Perry.** Perry Middle School, Perry, 14530. 585-237-5375. lastnightperry.com. Alcohol-free, family-oriented New Year's Eve celebration. Live entertainment and games.



Howard Hanna
Real Estate Services

Ask me about the 100% Money Back Guarantee!


DOREEN GRAHAM
Licensed Real Estate Salesperson
570 East Main Street • Batavia, NY 14020

Cell: 585.329.0734
Office: 585.409.2121 • Fax: 585.343.8502
doreengraham@howardhanna.com
HowardHanna.com




D.J. BEARDSLEY & SONS INC.
COMMERCIAL RESIDENTIAL
ELECTRICAL CONTRACTOR

We are celebrating our 42nd year in business!
New Wiring ⚡ Troubleshooting ⚡ Lighting Installations
Electrical Upgrades ⚡ Phone, Cable & Internet Wiring
Smoke & CO2 Detectors ⚡ Surge Protection



The RIGHT Connections mean EVERYTHING

Member of the
Wyoming County Chamber

BBB A+ Rating

585.493.5709 | djbeardsley@frontiernet.net | 585.493.2426

150 West Mill Street, Castile, NY

WYOMING COUNTY HEALTH DEPARTMENT MEN'S & WOMEN'S REPRODUCTIVE SERVICES

Accepting New Patients



DONNA GRAY
CNM, NP

Providing care to residents in the area since 1993

TINA CSENDOM, RN
Full-time Nurse

PAM ROBB
Senior Clerk



JULIA MILLER, RN
Outreach Nurse Educator

Has been working in the community for many years

Services

- Health Education
- All types of Birth Control
- STI Testing
- Pregnancy Testing
- Cancer Screening

- Walk-ins Welcome
- Same Day Appointments

- Services you can afford
- Most Insurances Accepted
- Self Pay/No Fee Available
- Confidentiality assured

CONVENIENT HOURS IN 2 LOCATIONS:

5362 Mungers Mill Rd.
(in the Health Dept.)

Silver Springs, NY 14550

Open 7 am to 7 pm

Mondays, Wednesdays & Thursdays

Intercommunity Health Center
(Across from Attica High School)

Attica, NY 14011

Open 8 am to 6 pm

the first Wednesday of each month

Call now for your appointment
585.786.8881 or 1 800.419.4177



www.wyomingco.net/251/mens-womens-health-services

Marketing:

You'll lose customers the same way you gain them

Marketing and advertising are only part of the equation when attracting new clients. Service is perhaps the single most important aspect of any business.

If your business provides good service, but you are still losing clients, it is important to identify the reasons. We have identified some of the problems local businesses encounter when marketing to potential and existing clients.

Many entrepreneurs and small businesses in the service industry have difficulty determining value. Whether you want to be at the top or bottom of the price range, or somewhere in-between, you need a starting point. Research what other companies in similar markets are charging for their services. Setting your price

too low at first can make it difficult to retain clients once you have to raise them.

Let's look at some of the factors that influence client retention:

The Importance of Appearance

Consider the appearance of the company. When marketing your business, do you advertise low prices or a fast turn-around? Are you focused on creating an image of luxury and comfort, or are you targeting teens? Take a hard, realistic look at what your marketing and ads say about the business, and how this influences a potential or current customer's perception.

Consider whether your image has changed recently. For instance, consider a clothing

store that has provided family clothing in the past and has now chosen to focus on teens, neglecting their current customers. This example illustrates an obvious change that may or may not be in the businesses' best interest, but is one that will lead to the loss of existing customers. Will these changes bring in enough new customers, and revenue, to replace what is lost?

Is the business “user friendly?” Potential customers are typically courted during the sales process, offered deals and presented with a can-do



When was the last time your family had a photograph taken?
Don't put it off any longer!





585-786-2871
Carlsons@rochester.rr.com



Reward
CLEANING SERVICE

*Residential Carpet and
Upholstery Cleaning*

- ***Carpets***
- ***Upholstery***
- ***Water Damage***
- ***Tile VCT and Ceramic***
- ***Pet odor/stain removal***



(585) 228-1090



IICRC
Institute of Inspection Cleaning
and Restoration Certification

Like us on
facebook



Loans and Lines of Credit

Checking & Savings Accounts

eBanking & Mobile Banking

Business Account Services

Commercial & Agricultural Loans

Personal Service & Local Decision Making

WARSAW

2490 North Main St.

585-786-0261



EQUAL HOUSING
OPPORTUNITY

Member FDIC

attitude. This can create a two-fold problem. First, are you actually able to provide what has been promised once the client is retained? Secondly, are you putting this much effort into retaining current clients? Is any effort put into retaining current clients?

Build Customer Relationships

Creating a relationship with customers makes it easier to not only retain them, but to obtain new customers as well. Word of mouth is the best advertising. A satisfied customer will sing your praises, while an unsatisfied customer can wreak havoc on the reputation of your business.

Customer service is a valu-

able tool that should be implemented. Take time to foster a relationship with your regular customers and learn what you can do to increase their satisfaction with your products or services. You will gain valuable insight that will increase your businesses' bottom line.

Marketing Consistency and Value

It is important to consistently contact customers to show

them you value their business. Depending on the type of store you own, you might send them a monthly coupon or notice of a special that is operating. Not all contact should be marketing, providing the customer with something of value is important too. A paint store could send out an email showing the five most popular colors for the coming season. A gardening store could send out a monthly what to-do

list, while an HVAC business could send out reminders to change filters.

We recommend taking a hard look at your existing customer base and the image and reputation of your business. There are many ways to increase business by adding

new customers, but the general rule of thumb has always been that it is less expensive to retain an existing customer than obtain a new one.

Please feel free to stop by the Chamber to chat with our experienced staff to brainstorm ideas for your business.

Shop Small Saturday

The Chamber is once again highlighting local businesses on Small Business Saturday on Saturday, November 24th by requesting the Wyoming County Board of Supervisors pass a county proclamation declaring the day. The Wyoming County Chamber of Commerce is a Neighborhood Champion through American Express and will be distributing "Shop Small" materials and encouraging shoppers to visit local businesses.

The Chamber partners with other local organizations around the county to promote the day and encourages shoppers to visit all their favorite small businesses on the Saturday after Thanksgiving, right after the rush of Black Friday.

By all accounts at the local, state, and national levels this is a fun and successful event which highlights local businesses and communities. Much of the focus is to remind consumers that small businesses are critical to our economy and the health of our communities.

**We have been Servicing
Harley Davidsons for
over 60 years!**



**STAN'S
HARLEY-DAVIDSON**
More Than Just a
"Motorcycle Shop" Since 1958
www.stanshd.com



Hours:
Mon., Tues., Wed. 9-6
Thurs. 9-8, Fri. 9-6, Sat. 9-4,
Closed Sun.



Genuine
PARTS & ACCESSORIES
Full Service Department

4425 W. Saile Dr., Batavia, NY (585) 343-9598

**BUFFALO AUDUBON
SOCIETY**



Eight Miles of Nature Trails • Gift Shop
Discovery Room • Live Reptiles

Make Your Reservations Now!

Enchanted Forest

*An evening visit with the animals that call
Beaver Meadow home.*

October 5, 6 & 7

Beaver Meadow Audubon Center
1610 Welch Road, North Java
585-457-3228 • buffaloaudubon.org

Tues.-Sat.: 9am - 5pm • Sun.: 1-5pm

Find us on Facebook

- Pizza & Subs
- Beer & Pop
- Lottery & Tobacco
- Fuels & BBQ Propane
- Deli & Mini-Grocery
- Farm to Table Meat Market

4200 NY-78, Bliss, NY
585-322-7234

**OPEN
5:30 AM -
8:00PM**

Small Store,
Large Inventory

LACROSSE

CAROLINA
Built For Work.

PEET DRYER

WIGWAM
THE PERFORMANCE SOCK COMPANY

ZIMMER
Footwear

Find us on Facebook

665 Main Street, Arcade | 585.492.1142

Letchworth Arts & Crafts Show #17 in Nation

The Arts Council for Wyoming County is presenting its 43rd Letchworth Arts and Crafts Show & Sale on October 6, 7, and 8 at Letchworth State Park in Western New York. Sunshine Artists ranked the Letchworth Arts and Crafts show as the #17 Classic and Contemporary craft show in the nation (Sunshine Artists, 2018). The show can attract upwards of 90,000 visitors during the three days of the show.



The show is held on October 6, 7, and 8 at the Highbanks Recreation Area at Letchworth State Park. Letchworth State Park, also known as the "Grand Canyon of the East," was ranked as the #1 State Park in the Country (USA Today, 2015).

The Letchworth Arts and Crafts Show and Sale started when a group of artists showed their work on a fence at Letchworth State Park in the 1975. The Arts Council for Wyoming County has produced the show since that time. The show has grown from seven artists to over 320 in 2017.

Applications to the Letchworth Arts and Crafts Show and Sale are juried by a panel of artists and master craftspeople. The panel considers the quality of work, innovative use of media, and craftsmanship of the artists.

"There are so many ways

to enjoy the Letchworth Arts and Crafts Show, whether it is visiting artists or enjoying the park," says Sunny Simmons, Show Coordinator, "We spend the entire year planning for this show, and we believe our artists this year are among the best we've ever hosted."

Categories that the show accepts include:

Decorative Painting
Fiber Arts & Leather
Glass
Jewelry
Metal
Mixed Media
Painting/Drawings/
Graphic Art

Photography
Pottery/Ceramics
Toys/Dolls
Woodworking
Culinary/Consumables
Miscellaneous/Other

In addition to 330 vendors, there are also musical and dance performances and artists' demonstration each day at 1 p.m. Admission to the festival is free with a \$10 per car entry fee to the park. Handicapped parking is also available along with curbside pickup of heavy purchases.

For more information on the Letchworth Arts and Crafts Show and Sale, visit the Arts

Council for Wyoming County's website: <http://www.letchworthartsandcraftsshow.org>

and email info@artswyco.org, or call (585) 237-3517.




Real Estate Services

Ask me about the 100% Money Back Guarantee!

NANCY CROCKER
Licensed Real Estate Salesperson
570 East Main Street • Batavia, NY 14020

Cell: 585.314.7982
Office: 585.409.2121 • Fax: 585.343.8502
nancycrocker@howardhanna.com
HowardHanna.com





Wyoming County

all within reach

THE ARTS COUNCIL FOR WYOMING COUNTY PRESENTS

LETCHWORTH

ARTS & CRAFTS SHOW



ACWC
arts council for
wyoming county

artswyco.org
P: 585.237.3517
E: info@artswyco.org

COLUMBUS DAY WEEKEND: OCTOBER 6-7-8, 2018

Sat & Sun: 10am-5pm • Mon: 10am-4pm • Highbanks Recreation Area, Letchworth State Park






For a FREE WYOMING COUNTY TRAVEL GUIDE & further info call 1-800-839-3919 or visit GoWyomingCountyNY.com

Enjoy a scenic drive over rolling hills just a short distance from Niagara Falls, Buffalo and Rochester. Visit the majestic LETCHWORTH STATE PARK, THE "GRAND CANYON OF THE EAST," and experience fabulous outdoor activities.




733 Route 20A, Strykersville, NY 14145

WNY's First Custom Beer-Makers Center
Come Try One of Our Beers!

Make an Appointment for a
HOME BREWING EXPERIENCE
DON'T FORGET TO CHECK OUT OUR TAP ROOM!
585-805-4006 • windybrewery@gmail.com

Check Out Our Website windybrews.com



**Safe, Reliable, and
Convenient Public Transit
in Wyoming County!**

(585) 786-6050
myRTS.com/Wyoming

Proud member of the Wyoming County Chamber.

Wonderful! Festival Returns

Celebrate the holidays and new year in downtown Perry by experiencing dance, theatre, music, crafts, and the arts with It's a Wonderful! Festival. Starting on December 1 with an evening of arts, the month-long celebration will bring dozens of artists to the community to perform and share their art.

Here is a list of what's already planned with new events being added throughout the fall:

- **Arts & Crafts Show at the Arts Council for Wyoming County** - Local artists fill two stories of the ACWC and sell art that includes pottery, painting, jewelry, yarn & fiber arts, soaps, and more! (December 1)

- **A Christmas Carol with Shake on the Lake at Theatre@37** - Celebrate Charles Dickens' classic play with a cast of two professional actors and a host of original puppets (December 7, 8, and 9; 14, 15, and 16)

- **Performances by Gen-**

ese Dance Theatre - Enjoy the works of professional and students of Geneseo Dance Theatre in their holiday performances (December 1; December 14, 15, and 16)

- **Grammy nominee Mike**

Brown at Silver Lake Brewing Project - Geneseo artist takes the stage for a night of music at the brewery (December 8)

- **All the Fun at Last Night**

Perry - Say goodbye to 2018



Howard Hanna Go WYOMING! CHAMBER & TOURISM

Real Estate Services

Ask me about the 100% Money Back Guarantee!

SAM MOAG
Licensed Real Estate Salesperson
570 East Main Street • Batavia, NY 14020

Cell: 716.474.1246
Office: 585.409.2126 • Fax: 585.343.8502
sammoag@howardhanna.com
HowardHanna.com

100% MONEY BACK GUARANTEE

REALTOR

Perry Market Place

**FULL SERVICE SUPERMARKET
AND SELF SERVICE GAS STATION
OPEN 7 DAYS 8am-9pm**

121 North Center Street • Perry, NY
www.shurfinemarketplace.com

585-237-2910

like us on **facebook**

and hello to 2019 at Perry's longest running New Years Celebration - with plenty to do for all ages (December 31)

There are also crafts with Burley Berries & Blooms, Holiday Party at Silver Lake Brewing Project, and much much more in store during

the It's a Wonderful! Festival in Perry.

To learn more about venues, dates and times please visit http://artswyco.org/events_and_programs/itsa-wonderfulfestival.html or on facebook at It's a Wonderful Festival.

Terry A. Raszeja
Attorney at Law

26 West Street • Arcade, NY • 14009

- Wills •
- Estates •
- Marital •
- Real Property •
- Personal Injury •

Email: raszejalaw@aol.com

Telephone **585-492-2532** Buffalo & Fax Line **716-496-5144**

Let Morton Construct Your Building



OFFICE | WAREHOUSE | RETAIL | INDUSTRIAL

So You Can Focus on Your Business

A building for your business should be inviting, efficient and easy-to-maintain. With Morton Buildings, you get that plus style and affordability. From mini-storage buildings to retail stores and even restaurants, we work with your ideas and budget to construct a building that fits your business needs.

You can also rest-assured knowing that if you ever need warranty work or want to put an addition onto your building, Morton will be there to fulfill your request.

For more information
585-786-8191
5616 State Route 20A
Warsaw, NY

 **MORTON BUILDINGS**
mortonbuildings.com

©2018 Morton Buildings, Inc. Morton Buildings is a registered trademark of Morton Buildings, Inc. All rights reserved. A listing of GC licenses available at mortonbuildings.com/licenses.



P.O. Box 84, Warsaw, NY 14569

Fun... Family... Friendly!

Enjoy our WNY winter and see some beautiful scenery!



Club meetings held September through May on 1st Sunday of the month at 11am at Silver Lake Sportsmen's Club, East Lake Rd., Perry.

Join our club online at **www.oatkavalley.org**

 Find us on **Facebook**

Women in Business

The Arts Council for Wyoming County (ACWC) and the Wyoming County Chamber of Commerce and Tourism are pleased to announce the fifth annual Wyoming County Women's Business Luncheon to be held Thursday, October 11, 2018 at the Hole in the Wall Restaurant, 7056 Standpipe Road in Perry.

The luncheon and speakers will begin at 12:00PM and concludes at 3:00 PM. Participants will enjoy a lunch prepared by the Hole in the Wall Restaurant, known for their high quality, creativity and attention to detail, and hear from guest speakers Jessie Barth and Tom Sylvester. The event is open to everyone and the cost is \$35.00 for Chamber or Arts Council members and \$50.00 for non-members.

"We are very pleased to co-host the fifth Women's Business Luncheon with the Arts Council, this year at the Hole in the Wall restaurant," said Wyoming County Chamber President Scott Gardner. "Our continued goal is to bring women business owners, professionals, and entrepreneurs, a unique opportunity to hear from dynamic presenters on issues relevant to the personal and professional lives of Wyoming County's women business leaders."

Featured Speakers at the Women's Luncheon include Jessie Barth speaking on "The Key to a GOOD life." Jessie is from Perry, NY and enjoys exploring the connection between health, harmony, and vocabulary as an author, teacher, and musician. She loves to study the roots of words and recently taught a class at Silver Lake entitled How to Sentence Yourself to a Good Life based on her US trade-marked Single-Speak System of thinking. Barth

taught a similar course entitled How to Build a Million Dollar Vocabulary in New York City at The Learning Annex.

Attendees will also hear from Tom Sylvester, originally from Wyoming County and currently from Rochester, NY. He will speak on the topic,

"What is an entrepreneur?" Tom is a husband, father, serial entrepreneur and business strategist. After college, Tom set a goal to achieve financial freedom by 35. He started by building a real estate investment company, followed by opening a wine and liquor store. These days, Tom (along

with his wife Ariana) spend the majority of their time helping entrepreneurs with families, start and scale their businesses to enable them to achieve financial freedom as well.

Continued on page 26...



ORTEL SUPPLY, INC.

268 LIBERTY ST
ARCADE, NY 14009

585-492-2239
1-877-496-5050



SPOTLIGHT THEATER

Matinee prices before 5pm every day
Super Saver Tuesdays - Matinee all day & free popcorn with a drink purchase
Always first run movies
Three screens to choose from

Get out of the heat into air conditioned theaters with comfy new seats!

**23 South Main Street,
Warsaw**

585-786-2222
thespotlighttheaters.com

Need Help Enrolling in Affordable Health Care?

Call your Wyoming County Navigator at

(800) 466-1191 or 786-8890

Small Business and Individual Assistance

Providing information and enrollment assistance for affordable health insurance options offered through the New York State Health Exchange or "Marketplace"

Small Businesses may qualify for up to a 50% tax credit (only available in the Marketplace), there are no broker fees, and an unbiased selection process for Qualified Health Plans including options from MVP, Univera and Independent Health

Individuals may be eligible for tax credits and subsidies. There are several Qualified Health Plans to choose from.



2018 Women's Luncheon

Hole in the Wall

(7056 Standpipe Rd, Perry)

Thursday, October 11th

Noon to 3:00 pm

\$35 Members/\$50 General Public

Join us for an afternoon of empowering conversation



The Key to a GOOD Life **Jessie Barth, Perry**

Jessie enjoys exploring the connection between health, harmony, and vocabulary as an author, teacher, and musician. She loves to study the roots of words and recently taught a class at

Silver Lake entitled *How to Sentence Yourself to a Good Life* based on her US trade-marked Single-Speak System of thinking. Barth taught a similar course entitled *How to Build a Million Dollar Vocabulary* in New York City at The Learning Annex.



What is an entrepreneur? **Tom Sylvester, Rochester**

Tom is a husband, father, serial entrepreneur and business strategist. After college, Tom set a goal to achieve financial freedom by 35. He started by building a real estate investment company,

followed by opening a wine and liquor store. These days, Tom (along with his wife Ariana) spend the majority of their time helping entrepreneurs with families, start and scale their businesses to enable them to achieve financial freedom as well.

To register, go to WyCoChamber.org or call 585-786-0307



Women

Continued from page 24.

For more information or to register for the Summit, please email Kelly Ashcraft at kelly@wycochamber.org or call the Chamber office at (585) 786-0307. Seating is limited.

The Arts Council for Wyoming County (ACWC) and the Wyoming County Chamber & Tourism are both leaders in the field of services they provide in Wyoming County.

The Wyoming County Chamber & Tourism is the leading membership organization for local and regional growth, advocacy, and connection for Wyoming County's business community. The Chamber & Tourism's mission is to serve the members and community; promote and grow the area's economic and tourism assets; and work collaboratively to create an environment that leads to the suc-

cess and economic prosperity of Wyoming County.

The Mission of the Arts Council for Wyoming County (ACWC) is to bring art to the people and people to the arts, which is being accomplished

by their vision to enable unlimited opportunity for artists to create, and for the community to engage in, the arts. The ACWC provides funding to artists and non-profit organizations in Wyoming County,

primarily through the Community Arts Grant program funded by the New York State Council on the Arts. The organization is home to two year-round galleries on Main St., Perry, NY, and supports 12

satellite galleries throughout Wyoming County as well as presenting the Annual Letchworth Arts & Crafts Show with over 300 artisans, and an audience of over 90,000.



Stellar
Spirits & Wines

585.786.3508
248 SOUTH MAIN STREET, WARSAW

**LARGEST SELECTION OF LOCAL
FINGER LAKES, NY WINES**

WE NOW CARRY 200 DOMESTIC WINES

WARSAW'S LARGEST WINE & LIQUOR DISCOUNT STORE

MONDAY - THURSDAY	10AM-8PM
FRIDAY - SATURDAY	9AM-9PM
SUNDAY	12PM-5PM



MAXTRAC DURA-TECH

JAMESWAY

ORTEL SUPPLY, INC.

**268 LIBERTY ST
ARCADE, NY 14009**

**585-492-2239
1-877-496-5050**

**NEW DURA-TECH
SUSPENSION**
Low Maintenance
High Durability
Easy Service

**Schedule an oil change
at Sedam Tire before
November 30th, 2018
and get **\$10-\$15 back.****

SEDAM TIRE

585-237-2124

3165 Route 246 • Perry, NY 14530

**YOU GET OUT
WHAT YOU
PUT IN.**

**RIGHT
BACK
ATCHA
REBATE.**

**UP TO \$15 BACK ON
YOUR NEXT OIL CHANGE!**
Offer good through November 30, 2018



\$15 BACK FULL SYNTHETIC
For upgrading to
Kendall® GT-1® Max, GT-1 Euro
GT-1 Euro+ or GT-1 diesel™



\$10 BACK HIGH MILEAGE
For upgrading to
Kendall GT-1 Endurance

Claim your rebate online at BackAtchaRebate.com

What's your legacy?

Why did you open the doors to your business? Today's business owners often say it's because they want to make a difference, fill a need, solve a problem, or support their community. There's little doubt that business ownership isn't just about making money; it's about making a difference. What role will your business play in supporting, molding, and developing our community? That's left up to your goals.

Our Members Make a Difference Daily

Our members make a difference in many ways. There are countless ways and opportunities to support our community, give back, or open doors for those living here. We've seen members take on incredible challenges or simply offer support.

path of an individual, allowing that individual to achieve his or her goals. Many times, they come back to the community to use those new skills to better it as well. It's comprehensively worth the investment from all sides.

Contributing to the Positive Culture of the Community

Our members also contribute to the positive culture of the community in many ways. As an independent local association, we help facilitate opportunities to do this by communicating needs. However, many of our members find ways to contribute on their own. They may help to support a sports team by contributing financially or purchasing uniforms. They may help to sponsor an event taking place to raise money

for a charity. Though some do it through well-recognized events, festivals, and programs, others do so behind the scenes. They contribute because they believe in supporting the efforts of the organization, residents, employees, or just the community as a whole.

Are You Building a Legacy?

Some entrepreneurs build their businesses themselves as their legacy. They work hard to grow and scale. Others view their greatest impact as what they leave behind within the community. It is the steps they take to make the community better than they found it. Do you hope to leave an imprint? Do you plan to achieve incredible goals?

Many of our members look to find the good and praise it.

They volunteer, give away their time, providing discounts on products or services, or simply give their knowledge. They work to support charities, children's activities, and seniors. They listen, learn, and act to help others in our community to

achieve their goals or meet their needs.

As the Chamber of Commerce, we're proud of the business's efforts to take these steps. We encourage every member to take another look inside to find out they can build a legacy.



Best Wishes to our Wyoming County Chamber Partners.

It is a pleasure working with you



8276 Park Rd • Batavia, New York 14020

Creating Important Jobs

Your business is already doing it. For example, you're creating jobs for the community, which ensures that people can find a way to support their families and to work towards reaching their financial goals. Sometimes, the jobs our members offer can provide new opportunities not otherwise present in the community.

Empowering Employees

Our members also empower their employees. Imagine the opportunities to learn, grow, and expand. Some help to support the educational goals of their employees by supporting flexible scheduling, tuition reimbursement, or continuing education access. This can change the future

Robinson & Hackemer
Funeral Home

Providing Comfort During A Difficult Time



Commitment to service and professionalism are the guiding forces behind our funeral homes. There is nothing more important to us than the trust a family places in our ability to help guide them through a most difficult time. Our goal is to work with each family to provide the service that fits their needs with dignity and honor at a reasonable cost.

246 North Main St., Warsaw, NY 14569

(585) 786-2424 | fax: (585) 786-3024

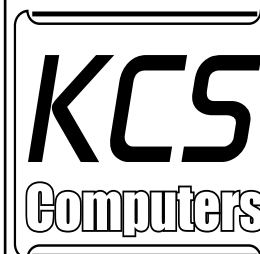
www.robinsonandhackemer.com

*Independently and
Locally Owned*

*Joseph P. Robinson
John J. Hackemer*

For Computer Service, Repair, Upgrades,
Virus and Spyware Removal, or
**NEW Custom Built Computers with
Windows 7 or 10**

Please call Ken at...



KCS Computers

225 Wyoming St., Warsaw NY

585-943-9786

www.kcscomputer.com

ken@kcscomputer.com

Over 25 Yrs. Experience. Repairs starting at \$30.

In-Home Service available in WNY.
No trip charge in Wyoming County.

**Windows 7 or 10
Laptops Available!**

**'Save 5% off Any Repair Work,
or \$25⁰⁰ off Any New Computer'**

Must use code CHAMBER2018



*Thank You
to our Community Investors
for their Substantial
Commitment to the
Advancement of the
Wyoming County
Business Community
and the Mission of the
Wyoming County Chamber of
Commerce & Tourism office*



For more information visit WyCoChamber.org