

Wyoming County's Newest Leaders Graduate

Plans underway for 2008 Program Year

Wyoming County has 21 new leaders ready to take action. On December 13th the Leadership Wyoming program graduated the first class of new Wyoming County leaders. After having spent the 10-months taking an in-depth look at Wyoming County, what makes it tick and the systems in place to help the County function from education and healthcare to business, industry, agriculture, tourism, government, arts, and community resources, the Leadership Wyoming graduates leave the program educated and prepared to take on leadership roles throughout Wyoming County.

The Class of 2007 graduates are: **Lindsay Meidenbauer** - Byrnclyff Resort & Conference Center; **Nicholas Humphrey** - Bovis Lend Lease; **Jim Brick** - Supervisor, Town of Perry; **Lisa Bowman** - Bow Hill Farms; **Chris Bannister** - Bannister Farms; **Kevin Herbek**, Complete Payroll Processing; **Candi Snyder** - Pioneer Credit Recovery; **Dr. Beverly Prince** - Warsaw ENT; **Jane Schmieder** - Private Practice Attorney; **Adam Willson** - Attica Auto & Hardware; **Patty Jarnot** - Wyoming County YMCA; **Lisa Neary** - Community Action for Wyoming County; **John Wheeler** - The Bank of Castile; **Bill Bacon** - Five Star Bank; **Rob Fontaine** - Upstate Door; **Judi Laird** - Judi Laird German Designs; **Jay Tangeman** - Morton Salt; **Dave Gilbert** - Mille Fabricators; **Keith Kranick** - Genesee Valley BOCES; **Cindy Elbow** - Wyoming County Community Hospital; and **Pam Bliss** - Elitsac Lumber.

Leadership Wyoming is a locally based program sponsored in part by the Sallie Mae Fund and the Wyoming Foundation that has been designed to develop an informed and active group of leaders, who

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Health Insurance - As Rates Keep Climbing How Can Chambers Help Small Business Owners?

Over the past three years the Wyoming County Chamber of Commerce has seen health insurance rates increase on average of 34% for our members. And we're not alone. All Chambers in Western NY have seen insurance rates skyrocket and 2008 has been no different. Our 2008 insurance plans saw rate increases from 8% - 43%. Not only did plans increase, coverage's changed as well. And then, we are at the mercy of the carriers and the plans they allow Chambers to offer.

It is the Chamber's role to speak on behalf of business owners and that is exactly what we are gearing up to do. We are currently working through our Board of Directors, Legislative and Small Business Committee and the Western NY Chamber Alliance to develop the most effective approach to addressing the health insurance concerns of our member business owners. In the meantime, we encourage you to please send your thoughts on health insurance and your needs as business owners to ljlane@wycochamber.org as well as Senator Volker at jharrisonwarsaw@yahoo.com and Assemblyman Burling at burling.district@frontiernet.net.



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BYRNCLIFF RESORT & CONFERENCE CENTER

Work Begins on 2008 Directory

It's that time of year when the Chamber teams up with representatives of the County's penny savers/shopper to begin pulling together the Chamber's Business Directory.

The Business Directory has rapidly become a very popular resource that is used often for contacting businesses, local officials and community service based organizations in Wyoming County. For Wyoming County Chamber members, the Business Directory has become a very effective marketing tool resulting in new customers and a raised awareness about their business all across Wyoming County.

Chamber members will once again get a free classified listing in the Business Directory. That, coupled with a discounted display advertisement (optional) almost assures you new business opportunities for the year. Only businesses that have a current membership in the Wyoming County Chamber will be listed in the Directory. So it's important to renew your membership today, if you have not done so already.

Distribution of the Directory is scheduled for May 2008 and it will be delivered to every household and business in Wyoming County (over 20,000 copies). A representative from the penny savers/shopper will soon be in contact with members to discuss advertising opportunities.



Welcome New Members

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

Arcade Rehabilitation Today	Letchworth Wireless Rebar Detailing Services, Inc.
Attica Mohawk's General Contracting Attica Laundry Service	Silver Springs Silver Springs Antiques
Gainesville Goldenrod Campground	Warsaw Cornell Cooperative Extension Crestview Terrace
North Java William G. Becker & Sons, Inc.	Wyoming ITSA Dogs World Grooming
Perry BDBBlackCodes, Inc.	



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CHAMBER of COMMERCE

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Wyoming County Manufacturers Expand

The year in review for 2007 included five notable expansion projects that the Wyoming County Chamber had the good fortune to assist with: Drasgow Inc. of Wethersfield, Koike Aronson of Arcade, Blue Seal Feeds of Arcade, Hilec Inc. of Arcade and American Classic Outfitters of Perry.

- ◆ Drasgow, Inc. located in the town of Wethersfield is a machining company that produces parts for the automotive and cable TV industries. It was a little over a year ago when the owner, Karl Drasgow approached the Wyoming County Chamber with his need to expand his business. At the time Karl was operating the business out of his garage in Sheldon and needed more room for his growing business. The decision was made to build a new 6,750 sq. ft. building in the town of Wethersfield. The Chamber brought in the Wyoming County Industrial Development Agency to assist with financing and tax incentives and Wyoming County Community Action to assist with training for new hires and upgrades. Since the expansion the business has grown from 7 to 12 employees

- ◆ Koike Aronson of Arcade manufactures Oxy-fuel, Plasma and Laser cutting machines and welding positioners. The company recently completed an expansion and just broke ground for a second expansion that should be completed in early 2008. The combined projects will involve close to 30,000 sq. ft. of new space and more than \$4 million in investment in buildings and equipment. Employment levels at the plant will rise to more than 150 people.

- ◆ Blue Seal Feeds, Inc. of Arcade manufactures a wide variety of animal feeds. Over a four-year period, the Wyoming County Chamber and Blue Seal Feeds discussed their need and

Leadership Wyoming continued from pg. 1

will have a strong sense of ownership, trustworthiness, responsibility and a commitment to the common good of Wyoming County. This program develops leaders in the County who examine major elements of life, business, and government in the county through participating



in presentations by guest speakers, panel discussions, site tours, and group problem-solving exercises. During this ten-month program, participants meet once a month and examine the following topics:

- ◆ Government and Criminal Justice
- ◆ Tourism, Arts & Culture
- ◆ Community Resources & Volunteerism
- ◆ Business, Industry & Agriculture
- ◆ Education and Healthcare
- ◆ Leadership/Strategic Thinking

Leadership Wyoming is open to anyone 18 years or older living or working in Wyoming County. Each year, up to 25 participants are selected based on their demonstrated leadership abilities, interest in community affairs, volunteer involvement, and commitment to Wyoming County's future. Every effort is made to achieve a cross-section of participants from business, professional, educational, governmental, and non-profit organizations, as well as diversity in gender, race and geographic area.

Applications are currently being accepted for the 2008 program year. If you are interested in applying for the program you can access an application and more information on the program at the Chamber's website www.wycochamber.org or please contact the Chamber at 237-0230.



National Fuel Resources

RISING COSTS . . .
VOLATILE MARKETS .
PRICE SPIKES . . .
TAKE CONTROL!



Call the Chamber office at 237-0230 to learn more about the National Fuel Resources Program for Chamber members

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The WCBC is Open for Business

Last year the Chamber, on behalf of the Wyoming County Board of Supervisors, created the Wyoming County Business Center Inc. (WCBC). The WCBC is a not for profit 501 (c) 3 Local Development Corporation. The WCBC, after 11 months of waiting, received its designation from the IRS as a tax-exempt organization and is now ready to conduct business.



Why was the WCBC created and what purpose will it serve? Essentially the WCBC is another economic development tool for Wyoming County. The following is a proposed listing and brief description of business objectives and program goals for the Corporation:

I. Provide Centralized Economic Development Services for the County.

The WCBC, through its Board and Staff will provide administrative services and work closely with the County, the Wyoming County Industrial Development Agency (the "Agency"), and the Wyoming County Chamber of Commerce (the "Chamber"). The WCBC will act as a lead point of contact for businesses seeking to locate and grow within the County. This coordination will provide a single source to market and deploy financial assistance available from the County, the Agency, the Chamber, and the County's newly-established Empire Zone Program (the "WCEZ"). Significant efficiencies and enhanced service should be realized through the centralization of economic development marketing through the WCBC.

II. Serve as the Zone Administrative Entity for the WCEZ.

The State's Empire Zone Program (the "EZ Program") is governed by Article 18-C of the General Municipal Law ("GML") of the State (the "EZ Act"). The EZ Act specifically allows applicant communities, through their Empire Zone Administrative Board ("ZAB") to contract with an LDC to serve as the Zone Administrative Entity ("ZAE"). The ZAB annually contracts with the WCBC to serve in this capacity. In this capacity, the WCBC assumes all programmatic responsibilities for the WCEZ, including staffing, marketing, budget and finance, and EZ Program administration. In the capacity of ZAE, the WCBC is empowered to contract for services a Zone Coordinator ("ZC") to administer the day-to-day WCEZ activities. Annually the WCBC enters into a memorandum of understanding with the Wyoming County Industrial Development Agency for ZC services.

III. Serve as the County's Primary Economic Development Grant and Loan Conduit.

The LDC Act specifically allows the WCBC to make grants and loans to private businesses and organizations. In addition, the County is empowered to contract with the WCBC to provide marketing services. This municipal power is the most commonly utilized tool to provide annual revenues to LDC supporting organizations throughout the State.

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Health Insurance Rates Released for 2008

We have enclosed in this newsletter a list of health insurance plans offered through the Chamber and a brief outline of some of the basic plan overages and monthly costs. Please contact the Chamber immediately at 237-0230 if you are interested in making changes to your existing plan or enrolling in a new plan. You can also find additional information on each plan at the Chamber's website www.wycochamber.org

Save \$ on Office Supplies

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

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

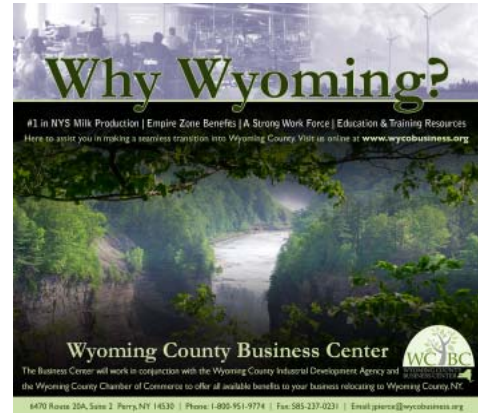
Wyoming County Right at People's Fingertips

In our continued effort to attract a specialty dairy processor to Wyoming County, the Chamber has developed an eye-catching mousepad that has been mailed to over 600 small to mid-sized dairy processors across the country.

At least twice a year the Chamber targets this list of companies with a catchy marketing piece to allure them to Wyoming County. We then follow up with a phone call to each company to discuss any plans for growth or expansion, and again, encourage them to consider a move to Wyoming County. In the past the Chamber has sent out such items as locally produced maple candy in the shape of people to represent our strong, stable workforce and small packets of sunflower seeds representing the growth potential in the County.

As Wyoming County residents know, one of the County's greatest economic assets is our agriculture industry. Leading the way is the dairy industry well known for its advances and production of high volume quality milk. It was determined a number of years ago that we need to market this asset as an opportunity to leverage economic growth for new businesses that rely on the agricultural industry. With that in mind, the Wyoming County Chamber, under the guidance of a diverse Agriculture Committee and a Marketing Committee has been working on a business attraction marketing plan to agribusinesses since 2004, specifically targeting specialty dairy processors (primarily cheese makers) and select food processors, manufacturers of agriculture related products and bio-based product manufacturers.

As we continue our efforts to market Wyoming County to these agribusiness, we are encouraged by the Buffalo Niagara Enterprise (BNE) plan to devote a great deal of their regional marketing efforts in 2008 to attracting the same type of agribusinesses to the region. The additional push from the BNE coupled again with the Chamber's continued efforts will hopefully see a new agribusiness in Wyoming County in 2008.



Ribbon Cuttings



Wolfe's Wine & Brew House
249 Main St., Arcade
492-2738

www.wolfeswineandbrewhouse.com



Letchworth Wireless
21 South Main St., Perry
237-0216

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

Membership Reminder

In order to be included in the 2008 Membership Directory, your 2008 Membership Investment needs to be paid by January 31st. Please contact Laura at the Chamber office at 237-0230 if you have any questions about your membership.

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interest in building a new warehouse. The question was to build it in Arcade or one of their other manufacturing facilities in the Northeast. The decision was made to expand the Arcade facility and Blue Seal Feeds recently completed construction of its new warehouse and distribution facility this past summer adding a total of 60,000 sq. ft. of space. The Chamber worked with the Wyoming County Industrial Development Agency to assist with some tax incentives. The project created a \$2.8 million investment in the building and equipment and will create 25 new jobs over a three-year period bringing employment levels to 115.

♦ Hilec, LLC of Arcade manufactures electrical sleeving. Hilec was sold in this past year to a company from Wisconsin. The Chamber and the Wyoming County Industrial Development Agency went to work to retain this company in the county. The new owners had excess production capacity in a plant in Wisconsin and in Connecticut. By

utilizing the Office for Small Cities a grant/loan was secured that assured Hilec would remain in Arcade and retain 35 good paying manufacturing jobs.

♦ American Classic Outfitters of Perry received the Chamber's designation as Outstanding Manufacturer of the Year for 2007. While accepting their award at the Chamber's Annual Meeting, company representatives announced a contract commitment with Adidas to become their exclusive provider of customized sports apparel. As a result of winning the contract with Adidas, American Classic Outfitters is projecting new investments of over \$1 million in facility improvements and equipment. In order for American Classic Outfitters to meet the commitment to Adidas the company will be creating 185 new jobs over the next five years bringing their total workforce to over 300. The Wyoming County Industrial Development Agency and Empire State Development have both made incentive offers to assist the company.

2008 Community Investors

Community Investors are business leaders that are willing to step forward and, in essence, serve as an advocate and representative for the Chamber's membership. A Community Investor is also a business leader that recognizes that the work of the Chamber is critical to the economic health of Wyoming County. We encourage you to join our growing list of Community Investors. We extend our gratitude to the following investors thus far:

- | | |
|--------------------------------------|--|
| American Classic Outfitters | Five Star Bank |
| Attica Auto and Hardware | Freed, Maxick & Battaglia |
| The Bank of Castile | GenTech Scientific |
| Bliss Machine | Koike Aronson |
| Bovis Lend Lease | McCormick Farms |
| Byrncliff Resort & Conference Center | Morton Salt |
| Castile Agway Service | Pioneer Credit Recovery |
| Clark Patterson Lee | Prestolite Electric |
| Complete Payroll Processing | Tompkins Insurance Agency |
| Creative Food Ingredients | Turnbull Heating &
Air Conditioning |
| Don Beck, Inc. | Upstate Door |
| Ed Hulme, Inc. | Wyoming County IDA |

These Community Investors will be recognized throughout the year as sponsors of events and in Chamber communications.

Save the Date

Upcoming Chamber Programs and Events

watch your mail for registration information or register online at www.wyochamber.org

Business After Hours and Ski Nite

Byrncliff Resort & Conf. Center

Thursday, February 7

4:30pm - 7:30pm

Value Stream Mapping

The Chamber and ACO

January 25th and February 15th

8:00am - Noon

EBay University

The Chamber of Commerce

March 6th and March 13th

6:00pm - 9:00pm

Network or Starve Casino Night

Attica Golf Club

Wednesday, April 2

5:30pm - 7:30pm

Pride of Wyoming County

Agriculture Dinner

North Java Fire Hall

April 5

6:00pm - 10:00pm

Value Stream Mapping

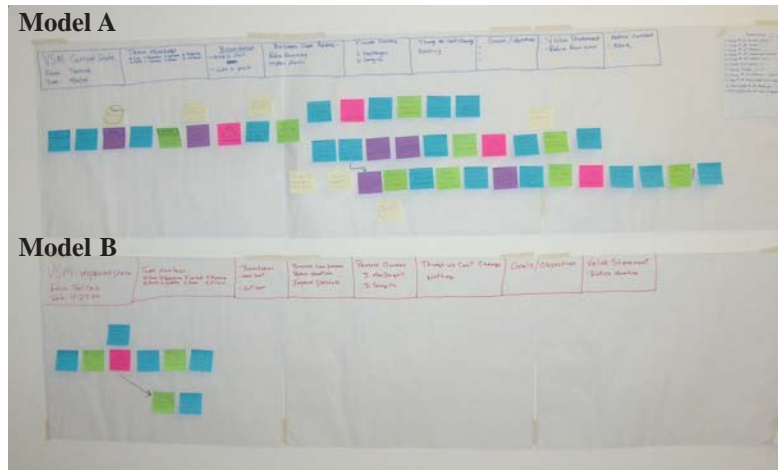
Taking a Look at the Efficiency of Your Manufacturing Process

When was the last time your company took the time to identify where waste exists in processes? If you have not done this recently or need help, not only identifying waste but more importantly ways to improve processes and eliminate wastes, then the Chamber has a two-day seminar that will certainly be useful.

The course will cover what is known as Value Stream Mapping, a useful tool for manufacturers to identify waste and develop a new an improved Lean Process. Over the course of two sessions you will learn to map out your company's Current State (the way the process exists today), Ideal State (the way the process could be in a perfect world) and the Future State (the way the process could be if you implemented some no cost or low cost improvement ideas immediately).

Bob Lukasonas of LEAN Engineering will present the two sessions. The first is scheduled for Friday, January 25th and the second session is scheduled for Friday, February 15th. Both sessions will run from 8:00am – Noon and the \$100 registration fee covers both sessions.

You can register online at www.wycochamber.org or call the Chamber at 585-237-0230 if you have any questions.



Value Stream Mapping can help move your company's process from Model A to Model B - improving and enhancing your company's efficiencies

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IV. Provide Economic Development Services and Financial Assistance.

The WCBC will be conducting the following services:

1. Serve as a charitable entity for private donations, gifts and bequests of personal and real property to be used to advance economic development opportunities within the County. This ability, coupled with tax credits available through the WCEZ, provides unique opportunities to acquire valuable assets, including land, for nominal funds to support economic development programs.
2. To construct, purchase, acquire, rehabilitate and improve buildings or real estate in the County for use by retail, commercial and industrial businesses. The WCBC's activities would include the acquisition and development of business parks and the revitalization of downtown areas, including blighted or contaminated properties. In doing so, the WCBC is empowered to provide mortgage recording tax and sales and use tax exemptions similar to those offered by the Agency. The LDC Act does not contain any retail restrictions or prohibitions however, so the WCBC has greater flexibility in deploying benefits to retail projects in downtown areas.
3. To redevelop municipally-owned real estate. The LDC Act provides unique powers allowing municipalities to convey surplus realty to LDCs without bidding and for nominal consideration.
4. To facilitate traditional manufacturing and industrial projects. The WCBC will coordinate closely with the Agency to provide a wide range of benefits to existing and prospective industrial projects in the County.
5. Provide Alternative Financing Opportunities to the County. The WCBC is empowered to conduct "off book" financings to support the County and its municipalities. LDCs can sponsor 63-20 Financing Transactions and 57-187 Financing Transactions that allow public improvements to be constructed without the issuance of traditional, government-backed debt.
6. Undertake Retail and Community-based Organization Projects. In addition to the WCEZ program, the WCBC is empowered to administer brownfield cleanup tax credit programs and undertake real property and infrastructure financing and management.

If you would like more information about the Wyoming County Business Center you can visit their website at www.wycobusiness.org or call Jim Pierce at 585-237-0230.



Business After Hours at Byrncliff Resort & Conference Center

**Thursday, February 7th
5:30pm – 7:30pm**

**Group Cross Country Skiing on Byrncliff's
groomed and lighted trails begins at 5:00pm and
will be led by Scott Meidenbauer
(*check in to get ski equipment at 4:30pm*)**



\$10 for Chamber members (includes hors d'oeuvres and free cross-country skiing and ski rental)

\$20 for non-members (includes hors d'oeuvres and discounted cross-country skiing and ski rental)

Please call the Chamber at 237-0230 to register or register online at www.wycochamber.org



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address space needs only
about 4 inches by 2 inches