

The Annual Pride of Wyoming County Ag Dinner 350 People Celebrate and Recognize Agriculture in Wyoming County

In so many sectors, Wyoming County agriculture is unparalleled in New York State and across the country. Our farms host visitors from across the Country as well as international visitors anxious to learn about new technologies and innovative farming techniques used on Wyoming County farms. We are home to the State's largest and most successful dairy farms. The success of Wyoming County dairy directly relates to two factors; the ability to grow excellent forages in large quantities, and a progressive business approach to the industry. Wyoming County dairy farmers have been leading New York forward for several years now, establishing a model that has allowed the state to maintain a strong dairy industry.

In addition to the County's strong dairy farming, Wyoming County leads the state in the production of potatoes and corn silage. And the economic impact that agriculture has on the County is enormous. In 2007 the total value of crop sales was \$28,571,000, livestock sales was \$210,372,000, making the total value of farm products sold over \$229 million.



The annual Pride of Wyoming County Agriculture Dinner was created to recognize and celebrate the important role agriculture plays in Wyoming County's economy and its contributions to the quality of life. It's a much needed opportunity to pat ourselves on the backs. Not many people can say they're #1 in something. Wyoming County can, when it comes to many aspects of agriculture.

The 350 people in attendance at the second annual Pride of Wyoming County Agriculture Dinner recognized Michael Emerling with the Good Neighbor Award. Mike is a partner on the family farm, Emerling Farms, located on Route 246 in Perry. Mike and his wife Elizabeth are extremely active in their community and place a strong emphasis on educating youth about farming and making the connection between the food on their tables and the farms in their community. The Emerlings continuously open their farm for public and school tours, even having school children experience milking the cows.



The Wyoming County Chamber of Commerce recognizes the importance of agriculture and feels strongly that it is important to take the time to recognize the significant impact this industry has on our county. Agriculture is big business in Wyoming County.



Michael and Elizabeth Emerling were honored with the 2009 Good Neighbor Award

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Spring Needs - Remember These

It's that time of year again. Farmers are planting and homeowners are fixing up their homes and yards. With that in mind, we put together a list of some Chamber members that can serve your spring needs! Visit the chamber website at www.wycochamber.org for directions and detailed information on each business.

77 Construction

Agri-Fab & Repair, Inc.

Aloha Pool Service

Al Vlietstra Masonry

Attica Auto & Hardware

Attica Package Co.

Beardsley Builders, Inc.

Bloomz Florist

Bryan Geedy Carpets

Bush Hill Florist

Castile Ag Service, LLC

Christie Commercial Cleaning

Country Line Electrical Distributors

D.J. Beardsley & Sons, Inc.

Daryl Rogers Htg.

Donald G. Butler Construction, Inc.

Edelrock

Edward Hulme Inc.

Ed's Woodworks

Elitsac Lumber & Rental

Francis A. Simons & Associates

Freeman Construction

George & Swede

Green's Hoof Trimming

GX Construction

H.G. Miller Farm, Inc.

Harding Plumbing + Heating, Inc.

Hart to Hart Industry & Home Center

Hendrickson's Hooftrimming, Inc.

Hilltop Gardens & More

Iannello Electric

J. Meyers Contracting, LLC

J.D. Andrews Construction

Jeffres Ag Service, LLC

JND Construction

Kelly's Garage

King Brothers Fireplace & Stove

Koziel's Tree and Landscape

Kramer International, Inc.

L. Breton Construction, Inc.

Lamb & Webster, Inc.

Laurer Lawncare & Landscape

Lee Lawn Care and Stump Removal

Linwood Turf Equipment, LLC

Marcy Electric

Mohawk's General Contracting

Montgomery's Building Supply

Morton Buildings

Mucher Erectors, Inc.

New Eagle Silo Corp.

Ortel Supply, Inc.

Papke Water Systems & Plumbing

Parkside Counters and Woodworks, Inc.

Perry Asphalt Sealer

R.L. Jeffres & Sons, Inc.

R.W. Taylor Trucking & Excavating

Robert Koerner Construction

Roto-Rooter Services Company

Royce Electric

RW Enterprise, LLC

S.J.F. Construction, Inc.

Strykersville Hardware

T&D Plumbing & Heating

Timothy Roll, Inc.

Top to Bottom Cleaning

Tri-County Tree Service

Turnbull Heating & Air Conditioning

Valley Home Inspections

Warren's Carpet Cleaning, Inc.

Wick Construction

Willey Well Drilling

WNY Crop Mngt. Assoc.

Woodland Custom Finishing

Wyoming Gun

WYCO Construction, Inc.

Wyoming County Power Sports

Even in today's economy Wyoming

County businesses are hiring.

Visit www.wycochamber.org

to view current job openings in Wyoming County!

www.wycochamber.org

James M. Pierce
EXECUTIVE DIRECTOR

Laura Lane
PROGRAM COORDINATOR

Kelly Ashcraft
BOOKKEEPER/OFFICE ASSISTANT



WYOMING COUNTY
CHAMBER of COMMERCE

6470 Route 20A, Suite 2, Perry, NY 14530

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info@wycochamber.org

Grant Funding Available to Diversify Ag Operations

Grants range from \$2,500 - \$10,000



The Wyoming County Business Center, the lead entity for economic development assistance to the business community, has recently partnered with the Chamber and Wyoming County Planning and Development to roll out the “**Agri-Business Diversification Program**”. In an effort to encourage diversification and create a new source of revenue for existing agricultural related businesses, the first of its kind pilot project has been developed. For existing agricultural related businesses there is an opportunity to apply and receive a matching grant ranging from \$2,500 to \$10,000 for a new agri-business opportunity that will create or significantly enhance a new source of revenue that is outside of the primary revenue source of the business.

A couple of examples of eligible projects might include a dairy farm that wants to start a small cheese making operation or some other food processing or someone that who wants to develop an agri-tourism business as part of their existing operation. A total of \$50,000 is available to help fund the pilot projects. The agri-businesses have to be established in Wyoming County and meet the eligibility set by NYS Office of Community Renewal (the grant funding source). Pre-applications are being accepted until June 30, 2009. Pre-applications are available online at www.wycobusiness.org or www.wyomingco.net. If there are any questions about the program, please call the Wyoming County Business Center at 237-0230 or Wyoming County Planning and Development at 237-4110.

The Wyoming County Business Center, Inc. is a one-stop entity that specializes in the economic development of Wyoming County. This includes activities such as business retention and expansion assistance, assisting new business start-ups, site and building development, business attraction marketing, empire zone administration and financing program assistance for all types of business projects. Please remember, if you, or someone you know, is planning to start up a new business, is considering expanding, relocating, needs new space, has workforce training needs, financing needs... whatever the needs are, make that first call to Jim Pierce at the Wyoming County Business Center or email at jpierce@wycobusiness.org. The Business Center’s web site address is www.wycobusiness.org.

Save the Date

How to Start a Small Business

April 29 6:30 - 8:30pm
Wyoming County Chamber of Commerce
6470 Route 20A, Perry

Meeters & Greeters

April 30 8:00 - 9:00am
Creekside Fabrics & Quilts
237 Main St.. Arcade

Medicare 101

May 7 6:30 - 8:30pm
Wyoming County Chamber
6470 Route 20A, Perry

Business After Hours

May 13 5:30 - 7:00pm
The Hillside Inn, Wyoming
890 East Bethany Rd., Wyoming

Meeters & Greeters

May 28 Noon - 1:00pm
Carlson’s Studio
2110 Sayre Rd., Wyoming

Chamber Annual Meeting

June 10 5:30 - 8:00pm
Warsaw Village Park
Liberty St, Warsaw

To register for any of these programs or events, visit www.wycochamber.org



Q&A with the SBDC

Richard Barth, SBDC Counselor at SUNY Geneseo

Question: How can I improve my company's cash flow?

Answer: Even in the best of times and for the best of businesses, cash flow management can be challenging. And even though its importance can be overlooked day to day, it plays the central role in the health of a business in both the short and long term, because cash is what a business uses to pay all the relentless bills that come in day after day.

A lack of cash is one of the primary reasons small businesses fail. Cash flow forecasting is a relatively simple, but crucial skill that helps a business owner understand where and when cash will be needed. Yet many of the established business owners I talk with who are having money problems do not understand this important skill.

A cash flow statement works like your check book. You deposit money in your account and then itemize the checks individually in the ledger as you write them to pay your bills. After each check is written you subtract the amount from the balance, and can see how much cash is left in the account. The only difference with a cash flow statement is the time period used to examine the account. So, instead of seeing a balance left after every check written, you might see the balance every week, or every month.

Forecasting is similar and equally simple, but it's done in advance of writing the checks and predicts how much cash will be needed to cover the costs in each category of expense. Those categories include costs for things like labor, utilities and rent.

Forecasting is not as hard as it might seem at first, and once it has been set up, usually using a month to month time frame, you can look at the actual expenses and compare them to the prediction, which leads to better forecasting and better management.

The benefits of doing a forecast are always large because the process itself reveals unexpected information. As you examine each expense category, for example labor costs, you might realize seasonality to your income that will affect the amount of labor you need. Or, you may realize there is a short fall of income in a specific month that requires you to cut back on variable expenses, or bring in cash from a line of credit.

If you need to get a handle on your daily cash flow, call Dick at the Small Business Development Center at 585-245-5429. He can work with you individually to determine your cash needs, set up a forecast, and help you uncover expense reduction or sales increase opportunities that can make a big difference to your bottom line.

Good cash flow management that leads to profits begins with cash flow forecasting.



Welcome New Members

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

Arcade

Ressler's Corn MAIZE
Country Side Scrapping
Delightfull's Ice Cream Parlour &
Coffee Shoppe

Bliss

S&L Logistics

Buffalo

Child & Family Services Loan Program

Chaffee

Chaffee Printing
Hart to Hart Industry

Perry

Leaping Sure Software
Commodore Liquor

Varysburg

The Lodge at Hidden Valley
Animal Adventure
All Pet's Cherished Kids Decor

Warsaw

Wolcott's Four Seasons
American Red Cross
Oatka Valley Snowmobile Association
Jane Monaghan, Attorney

The Chamber Board of Directors have proposed changes to the organization's by-laws. To review the proposed changes, please visit the website at www.wycochamber.org and email any comments to ljlane@wycochamber.org by May 29th.

The proposed changes will be voted on at the June 10th Annual Meeting

Leadership Wyoming Launches Third Program Year

The third class of Leadership Wyoming kicked off on March 24th with a two-day opening retreat held at Beaver Hollow Conference Center. The 17 participants in this year's class represent a great cross-section of Wyoming County residents and business people.



The group spent two days getting to know themselves better and getting to know each other while gaining an understanding of how to work together as a team based on reading and understanding each other's personality types. They also began the processes of assessing Wyoming County; it's assets and opportunities.

The group's next session will focus on Education and Healthcare where they will learn about the County's emergency preparedness plans as well as the plans for the County Hospital and the need for updates within the Hospital. They will also have the opportunity to hear from school administrators and teachers about the current education system, how it's changed and how it effects the daily operation of schools and teaching. They will also participate in an activity with high school seniors that address real life skills necessary to succeed.

The participants in this year's class are: Carrie Steck – Five Star Bank, Jessica Hibbard – Genesee Community College – Warsaw Campus, Grant Brown - YMCA, Daniel Rauscher – Bovis Lend Lease, Donald O'Geen –



Assistant District Attorney, Tracy Smith – Perry Veterinary Clinic, David George – Morton Salt, Rae Frank – Wyoming

County Community Action, Robin Manning – Horizon Wind Energy, Kimberly Schwab – Don Beck, Inc., Candice Hawley – Pioneer Credit Recovery, Jonah Broughton – The Bank of Castile, Ron Smith – Town of Warsaw, Jane Monaghan – Private Practice Attorney, Bill Brauen – Prestolite Electric, Ann Burlingham – Burlingham Books, and Wendy Stoffer – Wyoming County Community Health System

Meeters & Greeters

Getting to know the right people could be just what your business needs!



Maximize your networking opportunities and get the word out about your business, organization or service. Make contacts, form professional relationships and get your

products and services out in front of others. You'll enjoy self-intros, host interviews and printed announcements. These lively and uplifting meetings will keep you connected to what's going on in the business community and who's who!

April 30th

Creekside Fabrics & Quilts
237 Main St.
Arcade
8:00am - 9:00am

May 28th

Carlson's Studio
2110 Sayre Road
Wyoming
Noon - 1:00pm

Free for Wyoming County Chamber Members
Please call 237-0230 if you plan to attend

Any business attending may submit a 30 word announcement related to the business to include in the printed Announcements flyer distributed at the event. Email info to ljlane@wycochamber.org

Chamber Chairman Honored as 2009 Distinguished Citizen



The Boy Scouts of America, Iroquois Trail Council has named Chamber Chairman Richard B. Henry III as the 2009 Distinguished Citizen for Wyoming County. Rick will be honored at the 2009 Boy Power Dinner on Thursday, May 21st at the Batavia

Downs. For more information or to attend the dinner, please contact James McMullen at 585-343-0307 or email him at jim.mcmullen@scouting.org



Ribbon Cuttings



Western NY Crop Management - Rt. 19 - Warsaw



Leaping Sure Software - 3 Lake St., Suite 205 - Perry

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.

The following businesses have signed on as Community Investors for 2009:

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

IS YOUR BUSINESS HIRING?

Advertise your current job openings on the Wyoming County Chamber Website

FREE for Chamber Members
Visit www.wycochamber.org to submit a job opening today.

**WYCO JOBS ON
WWW.WYCOCHAMBER.ORG**

Congressman Chris Lee Met with Chamber Community Investors at Pioneer Credit Recovery



Congressman Lee and Town of Castile Supervisor Joe Gozelski



Congressman Lee and Rob Fontaine, owner of Upstate Door in Warsaw

New COBRA Requirements

How will this affect your business?

The American Recovery and Reinvestment Act (ARRA) of 2009 signed by President Obama on February 17, 2009 includes changes to COBRA health coverage requirements and timelines for employers and COBRA beneficiaries.

Under this Act, eligible individuals will be required to pay 35% of their COBRA premiums. Employers that provide group health coverage through insurance will need to cover the remaining 65% of the premiums until reimbursement can be requested from the federal government. Employers that provide coverage through insurance or self-insurance will be able to obtain reimbursement of the 65% subsidy as a credit against their quarterly federal employment tax filings. The premium reduction applies to periods of health coverage beginning on or after February 17, 2009 and lasts for up to nine months. This will affect every employer that sponsors a group health plan for employees and has terminated or laid off an employee on or after September 1, 2008.

Individuals who were involuntarily terminated from September 1, 2008 and February 16, 2009 who did not elect coverage, or who did elect COBRA but are no longer enrolled will be provided a new election opportunity.

What does this mean for your business?

As a business offering health insurance the ARRA requires that you:

- ◆ Provide a notice about the premium reduction to individuals who have a COBRA qualifying event during the period from September 1, 2008 through December 31, 2009.
- ◆ This notice must go to all individuals, whether they have COBRA coverage or not, who had a qualifying event from September 1, 2008 through December 31, 2009.
- ◆ Individuals eligible for the special COBRA election period also must receive a notice informing them of this opportunity which must be provided within 60 days of February 17, 2009.

Some groups are not covered by the federal COBRA, but instead are covered by New York State continuation of coverage provision. Generally, these are groups with fewer than 20 employees, as well as church and government plans. Once more information about how the COBRA subsidy will apply to these groups is provided through the US Department of Labor we will forward the information on to our members.

Changes to this act are pending in legislation so please watch for additional information to come and please note that this information and the enclosed fact sheet from the US Department of Labor are not intended as a substitute for legal or compliance advice; consult your legal counsel and/or payroll provider for specific guidance. You can also visit the IRS website for more information at www.irs.gov



Who doesn't need to save money these days?

Anyone in business knows that an opportunity to stretch every dollar a little more helps in the long run. The Chamber recognizes this and we want to help our members save more than 50% on many of their everyday office and janitorial supplies by purchasing them through a fellow chamber member – Eaton Office Supply Co.

The Chamber has set up an easy-to-use system with Eaton Office Supply that is quick and simple to get set up. You will work with a local sales and service agent to establish an account that once completed will enable your business to start saving immediately.

Through the Chamber plan with Eaton Office Supply, members will receive:

- ◆ Deep discount pricing on
 - Everyday Office Supplies
 - Computer and IT Supplies
 - Coffee and Beverages
 - Janitorial Products
 - Plus more than 30,000 items available
- ◆ Price Match Guarantee – Eaton will meet and beat your current prices for products if the prices are less than the program offered price
- ◆ Overall price discounting as high as 56% off manufacturer list prices
- ◆ Free Delivery and No Minimum Order Fees
- ◆ Online ordering
- ◆ 5% CASH BACK REBATE on your first month's purchases
- ◆ Monthly product specials
- ◆ Guarantee to generate at least 10% savings for your products

See the insert in this newsletter for more information and details. Feel free to contact Jen Davis at 800-365-3237 ext. 333 to learn more about how your business can start saving money today!

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Explore the exciting wonders of

CHINA

OCTOBER 30 - NOVEMBER 7, 2009



**The Wyoming County Chamber of Commerce
invites you to visit China!**

The Wyoming County Chamber of Commerce and CITSLINC International, Inc. are partnering to offer an incredible tour of China. Visit Beijing, Suzhou, Hangzhou and Shanghai to see how China's economic reforms continue to transform this ancient land into an unforgettable fusion of the exotic and modern.

This 9-day tour includes air fare (from JFK), 4 and 5 star hotel stays, three meals each day, Chinese banquets, deluxe bus tours, English speaking tour guides, admission tickets to all tourist spots and airport taxes throughout the trip.

A Pre-tour familiarization briefings
will be held on May 7, 2009
at 5:30 pm at

The Genesee County Chamber of Commerce
210 East Main Street
Batavia, NY 14020

Contact Laura at 585-237-0230
to sign up or for details on
other locations/meeting dates.



The Wyoming County Chamber of Commerce will be conducting a Business leader's Trip to China. In cooperation with CITSLINC International, Inc. this experience is available to all WNY Chamber Alliance business members and friends.

all for just...
\$1899*

*Based on double occupancy.
Exclusive of Passport and VISA expense.



6470 Route 20A, Suite 2
Perry, NY 14530