

# Ribbon Cuttings Celebrate Grand Openings of Area Businesses

## Rivellino Realty Expands and The Village NP and The Dollar Cafe Open for Business



**Rivellino Realty**  
190 Main St., Attica  
591-2581

The Chamber has been out and about celebrating the expansion of one business and the opening of two others with Ribbon Cuttings. Joe Rivellino of Rivellino Realty recently expanded his real estate service area with the opening of a new office in the former Agway Feed Mill at 190 Main St. in Attica. The office is located in the former grain section of the mill and has been beautifully restored, retaining the original



**The Village NP**  
6 Main St., NY  
975-9180

beams throughout the first floor. Sarah Schaffer, NP has open the Village NP at 6 Main St. in Wyoming in the beautifully restored the Kramell Meat Market. Sarah worked with a graphic designer on every detail of the meticulously restored building turning it into a medical office with two exam rooms and an inviting waiting area. And, Amy Teets has opened the Dollar Café at 23 Market St. in Attica. Dollar Café will be catering to the people of Attica and the surrounding areas. Dollar Café, in its name, speaks to their prices. Their goal is to serve people the best coffee, great beverages and breakfast foods for \$1.

The Wyoming County Chamber of Commerce offers Ribbon Cutting ceremonies to new businesses in the county, as well as for Chamber members that have recently undergone a renovation or expansion. Please contact the Chamber office at 585-237-0230 if interested in arranging a Ribbon Cutting.



**The Dollar Cafe**  
23 Market St., Attica  
708-4141

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**Charlie Brown**

## Chamber Christmas Party Offers Members a Cost Effective & Easy to Plan Company Christmas Party

Let the Chamber take care of all the planning for your company Christmas Party this year. We'll secure the venue, send out the invitations, plan the menu, arrange the entertainment and prizes, and you just show up with your employees. It's that simple.

The annual Chamber Christmas Party is designed to make it easier and more cost effective for our members to have a company Christmas Party. The year's party is scheduled for Thursday, December 4<sup>th</sup> from 5:30pm – 9:30pm at Byrncliff Resort & Conference Center. There will be plenty of delicious food (appetizers and a full buffet with carved turkey and beef) entertainment with music, dancing and door prizes. And it wouldn't be Christmas without a visit from Santa and Mrs. Clause.

Wyco Construction brings their employees and spouses to the Chamber Christmas Party each year. Company President Arna Herman tells why they use the Chamber Christmas Party as their company party:

*"It's a relaxed evening with great entertainment, music, delicious flavorful food, and to top off a super evening, you have a chance to win great prizes. All this, for a small fee. Our men and their wives are terrific! They work hard as a team, to make Wyco the successful business it is today. We want to have something fun and special for them. This party really fits the ticket. It's a great evening out that everyone enjoys! I hope more businesses take advantage of this great opportunity to mingle with other businesses and their team members. As a plus, the pressures of your own party are relieved, you have more fun too!"*

So make your holiday plans now and plan to attend the Chamber Christmas Party. The cost is only \$20 per person. Watch your mail for registration information or register online at [www.wycochamber.org](http://www.wycochamber.org)



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CHAMBER of COMMERCE

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# Meeters & Greeters

## A New Quarterly Networking Program

*Meeters & Greeters* is a new quarterly meeting for members of the Wyoming County Chamber of Commerce designed to maximize your networking opportunities and help you get the word out about your business, organization or service. This is a great opportunity to make contacts, form professional relationships and get your products and services out in front of others.

Held quarterly, twice in the morning and twice at lunch, members will congregate at different Chamber member businesses for each meeting. *Meeters & Greeters* is designed to maximize networking with features like self-introductions, new member introductions, host interviews and printed announcements. Lively and uplifting, attending *Meeters & Greeters* will keep you connected to what's going on in the business community and who's who. Watch your mail for registration information for the first *Meeters & Greeters* of 2009.

### Host Businesses Sought

Would you like to host a *Meeters & Greeters* meeting and show off your business? There are only four hosts spots available for the first year of the program so contact us quickly. *Meeters and Greeters* will be held in March and April and again in September and October.

First and foremost, as a host you will be featured in an interview and have the chance to show off your business. As a host you will need to be able to accommodate approximately 50 people with additional space for registration and information. If your place of business cannot accommodate the group, Chamber staff will work with you to secure an alternate location. Hosts also provide water, coffee, juice and other appropriate breakfast or lunch refreshments. Contact Laura Lane at 237-0230 or email [ljlane@wycochamber.org](mailto:ljlane@wycochamber.org) if you would like to become one of the host businesses for 2009.

## Save the Date

The 2009 Pride of Wyoming County Agriculture Dinner has been set for Saturday, April 4<sup>th</sup>! Mark your calendars now for what is sure to be another fabulous night to celebrate and recognize agriculture in Wyoming County.

## 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:

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



### 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

## Tax and Payroll Issues for Businesses and Farms Are you doing it right?

The Wyoming County Chamber of Commerce will host a tax and payroll workshop designed for small business owners and farms on Thursday, November 13<sup>th</sup> from 8:00am – 10:00am at Byrnclyff Resort & Conference Center. The workshop will cover basic information about how to comply with government regulations and tax requirements, as well as the how and why a company should invest in utilizing a payroll-processing firm to handle payroll. Specifically, updates and changes in tax law, depreciation limits, tax savings through retirement planning, sales tax audits, deductions, use of home for business, taxable sales and services and record-keeping will all be addressed.

The cost of the workshop is \$15 for Chamber members and \$20 for non-members. Advanced registration is required. Please register on the Chamber of Commerce website at [www.wycochamber.org](http://www.wycochamber.org) or call 585-237-0230.

Co-sponsored by the Small Business Development Center at SUNY Geneseo, Cornell Cooperative Extension of Wyoming County and Wyoming County JSEC.

## NYS WARN Act Expands on Federal Law

Governor David Paterson has signed the NYS Worker Adjustment and Retraining Notification Act (NY WARN Act) into law on August 5, 2008. The new version of this law will take effect on February 2009. The new law is tougher than federal requirements, in several ways. Under the new law:

- ♦ Any company with at least 50 employees must abide by the law, compared with a 100-employee minimum in the federal law;
- ♦ Companies must notify the state at least 90 days before laying off 25 or more workers, compared with a 60-day window in the federal law;
- ♦ Patricia Smith, as labor department commissioner, can unilaterally demand payment of back wages and benefits. Under federal law, employees must sue employers in federal court to try to recover wages;
- ♦ Smith can unilaterally impose a fine of up to \$500 per day if a business does not comply with the regulations. There is no similar penalty under federal law.

For more information please consult your legal counsel.

## 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

Lee Lawn Care & Stump Removal

### Attica

The Dollar Cafe  
Pampered Paws

### Bliss

Robert Koerner Construction  
Smith Creek Fish Farm

### Java Center

Royal Flush of WNY, LLC

### Perry

Curves for Women

LeBelle Image

### Wyoming

Hillside Inn



Q: I know about the SBDC's one-on-one free business counseling and training for people who want to start a business. But, what can the SBDC do to help me with my existing business?

A: The SBDC at SUNY Geneseo offers numerous services for people who are already in business and have problems they are trying to solve. Our counseling staff has firsthand experience running small businesses and solving day-to-day problems like these:

- ♦Lack of profits ♦ Record keeping problems ♦Using computer technology effectively ♦ Complying with state and federal regulations ♦ Growing the company ♦ Hiring new employees ♦ Selling the company
- ♦ Developing company policies and rules ♦ Managing cash flow ♦ Applying for term loans and lines of credit ♦ Managing trade credit ♦ Exploring exporting or importing opportunities ♦ Becoming more competitive
- ♦ Establishing and managing an advertising program and budget

This is just a sample of the things our SBDC counselors may be able to help you with. And just as with startup clients, our services for established businesses are **FREE**.

If you have problems and don't know where to turn for help, give us a call at 585-245-5429, or send us an email at [SBDC@geneseo.edu](mailto:SBDC@geneseo.edu). We're eager to hear from you.



# Leadership Wyoming

The 2008 Leadership Wyoming program is quickly winding down with the graduation of the second program year approaching in December. This year's class has embraced the program diving into all aspects of Wyoming County and what makes it tick. Highlights of the year thus far include meeting informally with the principals and guidance counselors at Perry Central; touring Blue Seal Feeds, Creekside Fabrics & Quilts, Mille Fabricators, TPI-Arcade and Koike Aronson; learning about the business-side of farming at Emerling Farms, East Hill Farm, McCormick Farms, and Olin's



Apple Hill Farm; building cohesion at Camp Hough Red Pines Challenge Center; brainstorming with the County Supervisors; and exploring hidden gems of county tourism such as the Arts Council, Beaver Meadow Audubon Society and Ressler's Corn Maize. The group is

looking forward to finishing out the year by tackling more individual and group leadership training as well as completing their community volunteer project.

Enrollment has opened for the 2009 class. Information and applications are available on the



Chamber's website at [www.wycochamber.org](http://www.wycochamber.org). The program will begin in March 2009 and runs through to December 2009. The class will meet on the fourth Wednesday of each month. Please contact Laura Lane at the Chamber office if you are interested in applying to the program or if you have any questions.



The Second **Destination Downtown Conference** will be this October 21st 9-4 at the Genesee River Reception Center in Mount Morris, NY. This is a western New York regional conference that will benefit business owners, building owners, municipal officials, and local residents who are working to enhance their community.

- o Rick Segel, retail expert will be here again with 3 entirely new presentations stressing how to increase sales and your bottom line with signage and merchandising.

- ◆ Scott Day, an expert on Downtown Revitalization will be speaking on facade treatments, sign ordinances, and increasing pedestrian traffic.

- ◆ NYS agencies will be on hand for consultations

- ◆ Consultants, engineers, planners, and other service providers for downtowns will also be available for consultations.

- ◆ Local experts will address zoning and rehabilitation issues downtown.

- ◆ Planning and zoning board members that attend this conference will receive a certificate towards the minimum annual training requirements

This day will be packed with informative and inspiring sessions from nationally known speakers in addition to exhibits of available resources for downtown. ***This is the only conference like this anywhere else in New York State: you can't afford to miss it!***

Please share this with your local business owners and officials and encourage them to attend: it will be well worth their time! Communities with a large contingent of participants (10 or more) will receive special recognition (in addition to gaining momentum in their efforts!).

Registration is only \$40 and includes lunch. More information and registration is available on our website: [www.allianceforbusinessgrowth.com](http://www.allianceforbusinessgrowth.com)

## Arcade Business Park Ready for Development

The Wyoming County Business Center, Inc., a not for profit local development corporation, is actively involved with several real estate projects that when complete will create sites that can be used for businesses looking to grow and expand. One of those projects is the development of the Arcade Business Park, a project completed in partnership with the Wyoming County Industrial Development Agency and the Wyoming County Board of Supervisors.

The Arcade Business Park was created to meet an ever-growing industrial demand for shovel ready sites and buildings in Arcade. An eight acre site located on NYS Rt. 98 in Arcade was purchased by the Wyoming County IDA and in partnership with the Business Center a considerable amount of time and work went into improving the site with necessary infrastructure. The Arcade Business Park is now served by public water and sewer, telecommunication, natural gas and Arcade's low cost electricity.

**With preparation of the Arcade Business Park now complete, the site is "shovel ready". A local well-respected developer has purchased the Park and has already obtained a building permit. Construction will begin immediately with the construction of a multi-tenant building.** One tenant has already committed to a portion of the space but there is still more vacancy for any business that is interested. If you are interested in learning more about the opportunities at the

## Advances in Agriculture Showcased on Farm Tour

As part of its yearlong agriculture awareness initiative, the Chamber's Ag Committee organized a farm tour to highlight the advances in agriculture evident throughout Wyoming County. Close to 50 people saw first hand the advances and technologies used in today's agricultural industry, including a dairy farm that is making their own electricity and bedding material from manure, a crop grower that works over 6,000 acres of land and produces and stores tons of potatoes for the potato chip industry, a farm that has recently undergone the transition to organic and is now producing organic milk, and a fruit farm that harvest all their apples by hand.

While riding along through the beautiful rolling hills of Wyoming County from farm to farm participants also caught a glimpse of

the large wind turbine farms where these massive units (close to 400 ft. to the tips of the propellers) are producing green energy.

We want to thank the following farms for taking the time during their busy harvest season to host the tour:

Emerling Farms, Stoney Ridge Farm, McCormick Farms, and Olin's Apple Hill Farm.



Arcade Business Park and to discuss the availability of incentives please contact Jim Pierce at the Wyoming County Business Center, [jpierce@wycobusiness.org](mailto:jpierce@wycobusiness.org) or 585-237-0230.

The Wyoming County Business Center, Inc. services include administration of Wyoming County's Empire Zone program, business retention and expansion assistance, business attraction marketing, retail development assistance and real estate development. To learn more about the Business Center or to see how it may be of assistance to your business please contact Jim Pierce or visit the website at [www.wycobusiness.org](http://www.wycobusiness.org).

## At Koike Aronson 5S = Success

At Koike Aronson the biggest concern has not been losing business to overseas competitors, declining sales, or increasing steel and oil prices. With sales that have more than tripled in the last 4 years, the biggest question has been how does Koike Aronson sustainably grow its business? The answer is 5S.

Koike Aronson is a manufacturer of Welding Positioning and CNC cutting equipment. Located in Arcade, NY, it is one of a few companies that survived the last few decades without moving operations to other locations or outsourcing components.

Once President/CEO Gerald J. Leary was able to demonstrate that increasing sales and profit was possible, operations began to instill a culture of continuous improvement. The effects of this change are visible to anyone who has been in the facility prior to 2002. Improvements include the purchase of new equipment, building additions, and a state-of-the-art demo and training facility.

With the new facilities in place, the focus in the past year has changed from increasing capacity to increasing throughput. As a make-to-order and engineer-to-order company with little experience in formal Lean Manufacturing tools, there was some hesitation to dive straight into unfamiliar waters. As more research was completed, a decision was made to focus on one portion of lean at a time starting with one of the major building blocks, 5S.

After introductory training in February 2008, through the Wyoming County Chamber, Koike Aronson worked with Robert Lukaszonas from Lean Engineering to divide production facilities into 55 areas. Over the next 6 months each area completed a Kaizen event focused on removing tools, parts, fixtures, and equipment that had been piling up for the past 60 years. Champions in each area were tasked to follow through on to-do lists. These tasks included: posting cleaning responsibilities, upgrading and painting old equipment, removing unused equipment/tools/workbenches, organizing and labeling work areas, and improving area layouts.

There are numerous benefits that are already recognized. One important area for feedback has been Koike Aronson's customer visit program. This has always been a successful program and a sales tool that the company takes pride in. After initiating the Kaizen events, almost every customer who visited the facility complemented the cleanliness of our shop floor.

Because areas are organized and labeled employees can now go from one work center to another without having to know all of the nooks that tools, parts, and fixtures are hidden in. There is a focused effort on keeping areas clean now that there is fresh paint on walls, equipment, and benches. Consistent layout of tools, fixtures, and parts has provided a way to introduce best practices across each department. Finally, the groundwork has been put in place for future continuous improvement efforts and the implementation of additional Lean practices.

The initial Lean Training Seminar was organized by the Chamber's Industry Committee. If there are issues or concerns facing your manufacturing company, please contact the office so we can take your concern to the committee.



*Welding area before*



*Welding area after*

## Member-to-Member Discount Program

Promoting Business Interaction Among Members

Gain Exposure  
Promote Shopping Local  
Generate New Business

Check out the new *Member-To-Member Discount* section of the Chamber Website to add a discount today.

Go to [www.wycochamber.org](http://www.wycochamber.org)

VISION • COMMITMENT • UNITY

**WYOMING COUNTY**  
CHAMBER of COMMERCE

# SEMINAR

# TAXES

**Tax and Payroll  
Issues for  
Businesses and Farms  
Are you doing it right?**

**Thursday, November 13th  
8:00am - 10:00am**

(continental breakfast available at 7:45am)  
Byrncliff Resort & Conference Center  
2357 Humphrey Rd, Varysburg  
\$15pp - Chamber Members  
\$20 - Non-Members  
Please register by November 5th

To register call the Chamber at 237-0230 or register online at [www.wycochamber.org](http://www.wycochamber.org)

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**WYOMING COUNTY**  
CHAMBER of COMMERCE

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