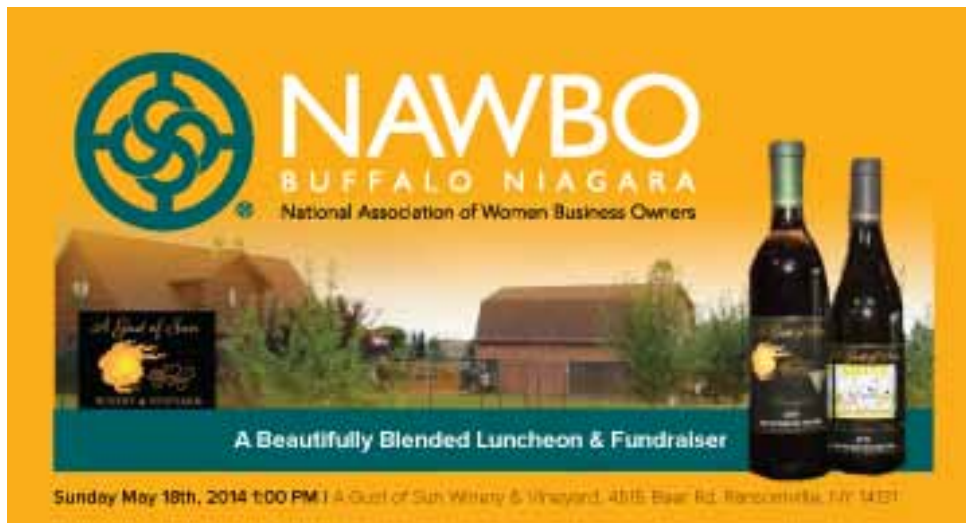


# womanink

NAWBO Buffalo Niagara • P.O. Box 1165 • Orchard Park, NY 14127 • [www.nawbowny.org](http://www.nawbowny.org)

## nawbo buffalo niagara events



You don't want to miss **A Beautifully Blended Luncheon & Fundraiser** on **Sunday, May 18, 2014** at **1:00 p.m.** Enjoy a beautiful afternoon outdoors under the white tent at **A Gust of Sun Winery & Vineyard, 4515 Baer Road in Ransomville.**

The luncheon will include a sampling of five wines paired with chocolate provided by NAWBO Buffalo Niagara member, Bonnie Ross, owner of

Stuffed Chocolates. Cash bar available. Browse an assortment of auction baskets in addition to a silent auction and 50/50 raffle. Individuals who offer to car pool and volunteer as a designated driver will receive a special gift.

Tickets are **\$65**; register at [www.nawbowny.org](http://www.nawbowny.org). Questions? Jeanne Hellert, at 716-238-2461 or [info@nawbowny.org](mailto:info@nawbowny.org).



## Annual Meeting and Boat Cruise

Enjoy the sights and sounds of a beautiful June evening while you network with Western New York women entrepreneurs during the induction of the chapter's new officers. We will offer a delicious buffet and a cash bar for our cruise on the Niagara River.

The Grand Lady will take off from the Rich Marina, located at 5 Austin Street (off Niagara) in Buffalo.

- Date:** Wednesday, June 11, 2014  
Networking: 5:30 – 6:00 p.m. • Dine, drink and cruise until 8:30!
- Location:** The Grand Lady  
Rich Marina • 5 Austin Street (just off Niagara Street) in Buffalo
- Cost:** \$35 / member • \$40 / guest
- Register:** [www.nawbowny.org](http://www.nawbowny.org)

may 2014

## Chapter Partners

DIAMOND

KeyBank



KeyBank  
Elizabeth M. Kraus  
716-847-7775

Karen Silver  
716-515-6171

EMERALD

M&T Bank

M&T Bank  
Katie Ellis  
716-839-8742

MEDIA SPONSORS



# unlock your company's potential

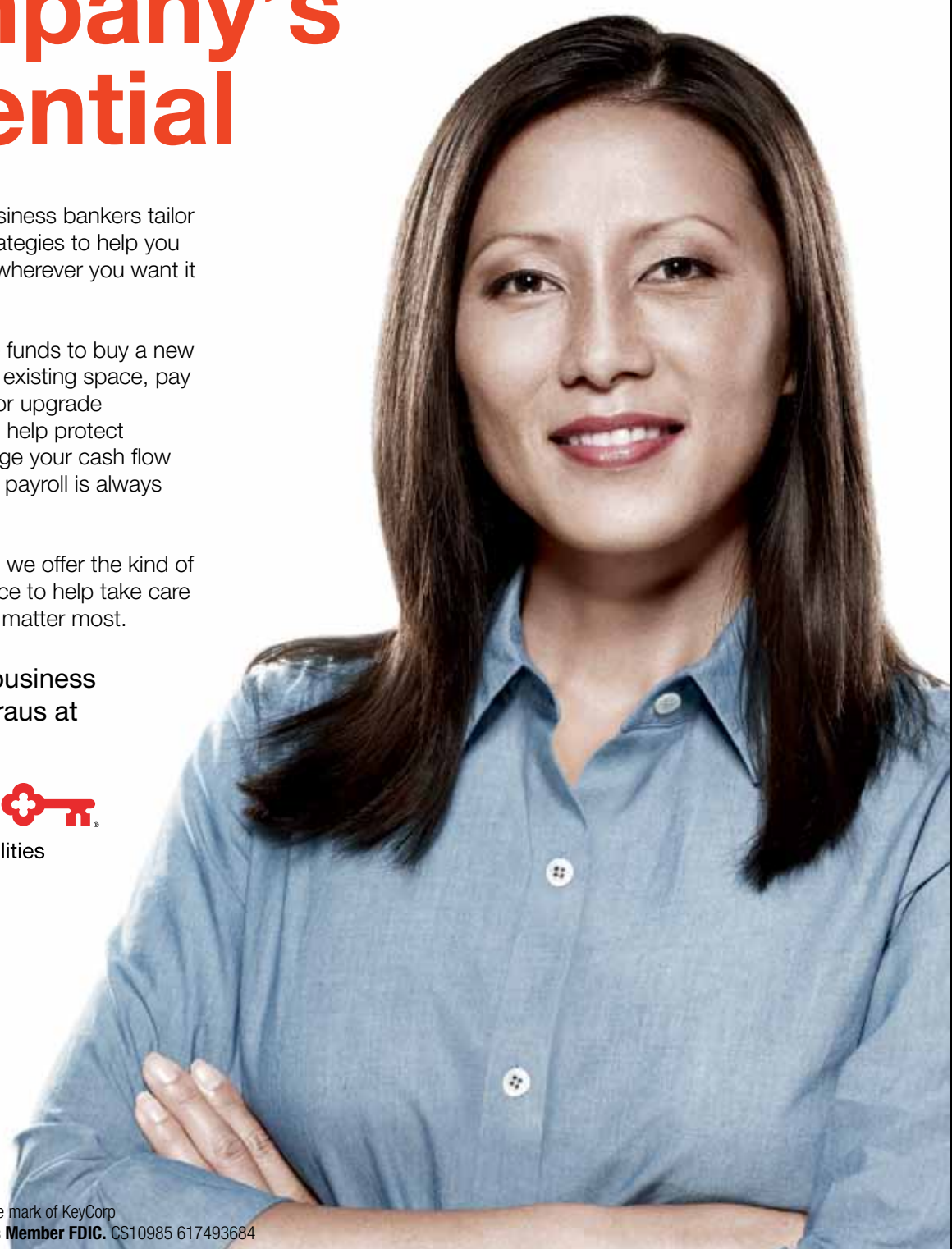
At KeyBank, our business bankers tailor unique financing strategies to help you take your business wherever you want it to go.

We help you get the funds to buy a new building or renovate existing space, pay for new equipment or upgrade technology. We also help protect against fraud, manage your cash flow and make sure your payroll is always accurate.

Whatever you need, we offer the kind of straightforward advice to help take care of all the things that matter most.

**go** to [key.com/business](http://key.com/business)  
**call** Elizabeth Kraus at  
847-7775

**KeyBank**   
Unlock your possibilities



Key.com is a registered service mark of KeyCorp  
©2011 KeyCorp. **KeyBank is Member FDIC.** CS10985 617493684



## Our Mission

NAWBO Buffalo Niagara is the premier organization for women business owners who aspire to accomplish growth, education, and connections.

### silver member chapter partners

Alliance Advisory Group  
**Suzanne Novelli** • 817-7109

Barbara Oliver & Co. Inc.  
**Barbara Oliver** • 204-1297

Brown Electric, Inc.  
**Sharon Brown** • 694-7622

Career Partners International/Buffalo Niagara  
**Dottie Austin** • 632-7663

Duke Holzman Photiadis & Gresens LLP  
**Patricia Gillen** • 855-1111

Insty-Prints Business Printing  
**Joyce DeLong** • 634-5966

Lougen, Valenti, Bookbinder & Weintraub, LLP  
**Carolyn Valenti** • 204-9000

White Rabbit Design Studio  
**Katharine Smith** • 839-3696

## womanink

### 2013/14 Editorial Board

Marilyn C. Miller, President  
Celeste DiStefano, Immediate Past President

### Design/Layout

Katharine Smith, Communications Co-chair

All contributed articles must be original work; all previously published works must be accompanied by the publisher's authorization to reprint. *WOMANink* reserves the right to edit contributed articles for clarity and length, and reserves the right to refuse to publish any contributed article.

The articles contained in *WOMANink* express the views of the individual authors and do not necessarily represent the views of NAWBO, or the NAWBO Buffalo Niagara Chapter. *WOMANink* is distributed for information purposes only, with the understanding that neither NAWBO, the NAWBO Buffalo Niagara Chapter, nor the individual author is offering legal, tax or financial advice.

*WOMANink* is a monthly information service for the NAWBO Buffalo Niagara Chapter's members and other women business owners. Published 10 times per year (no issues published in July and August). Circulation: September and February issues approximately 750; and remaining months, approximately 140. Payment must accompany all advertisement requests. *WOMANink* reserves the right to refuse to publish any advertisement.

© NAWBO Buffalo Niagara

### chapter news

#### New officers and board for 2014/15 elected

President Donna Scalfaro, President-Elect Sabina Ramsey, Secretary Jaime Proulx, Treasurer Marion Kopin, and Immediate Past President Marilyn Coté-Miller.

Directors include Josephine Borrillo, Kristine Buchband, Amy Christieson, Joyce DeLong, Mary Eicher, Nicole Fiorella, Suzanne Novelli, and Laura Zimberg

The nominating committee for 2014/15 will consist of Dottie Austin, Darcy Burkardt-Renna, Sharon Brown, Celeste DiStefano, Cynthia Valtin, Marilyn Coté-Miller as chair.

### events

## Breakfast Bunch

The May Breakfast Brief will be hosted by Suzanne Novelli, Registered Representative of Alliance Advisory Group. Suzanne's exciting topic will be about picking great stocks in the stock market. Come join us for this member-only networking breakfast event hosted at Alliance Advisory Group. Gourmet breakfast will be provided!

**When** Thursday, May 22, 2014

**Time:** Networking and presentation 8:00 – 9:00 a.m.

**Location:** Alliance Advisory Group, Inc., 600 Delaware Ave. in Buffalo

**Cost:** FREE (gourmet breakfast provided by Susan Novelli)

**RSVP:** to Chapter Administrator Jeanne Heller at [jhellert@roadrunner.com](mailto:jhellert@roadrunner.com) or call Suzanne Novelli at 716-445-7442

**Would you like to host one of our monthly Breakfast Briefs?** NAWBO Buffalo Niagara will be offering monthly morning meetings entitled Breakfast Briefs. This group will gather the third (or fourth) Thursday morning each month as a networking platform, a learning venue, and an opportunity to share business experience. A chapter member will host the monthly meeting by committing to a particular month. The host member is allotted a 30 minute window to speak about their business and to deliver information that is useful to other women business owners. We've set up a 30-minute window for network too! Location will be at the Pancake House, 5479 main Street in Williamsville (members pay for their own breakfast) OR at the business location of the "hosting" member where host will supply a continental breakfast.

If you are interested in hosting a Breakfast Brief, contact committee chair Nicole Fiorella at [nicole@fiorellasearchgroup.com](mailto:nicole@fiorellasearchgroup.com).

## SBA Small Business Week Awards Luncheon

**What** SBA Small Business Week Awards Luncheon

**When** Wednesday, May 7, 2014 • 12:30 – 2:00 p.m.

**Where** Buffalo Niagara Convention Center

**Cost** \$45 per person

**Register** <http://events.r20.constantcontact.com/register/event?llr=dcwhojca&oeidk=a07e8vf23xk86fc5455>.

If you plan on attending the luncheon ask to be seated with NAWBO members (the chapter does NOT reserve a table so you need to make your own reservation.) Questions about the luncheon? Contact Kelly LoTempio, SBA 551-4301 [kellylotempio@sba.gov](mailto:kellylotempio@sba.gov)

**#1 SBA Lender In Western  
New York Sixteen Years  
In A Row.**

**#6 SBA Lender Nationally.**

**While other banks  
wait and see,  
M&T lends.**

Now more than ever, small businesses need the support of banks to succeed – to remain viable in today's economy and to create jobs for families. And that's why M&T Bank is out there continuing to make loans. In fact, we made 36% more SBA loans this year than last – making us the sixth largest SBA lender in the country. These rankings<sup>1</sup> confirm our unwavering commitment to the small businesses in all our communities. See what our strength, experience and full range of business banking services can do for you. Stop by any M&T Bank branch, call 716-839-8720, or visit us at [mtb.com/SBALender](http://mtb.com/SBALender).



<sup>1</sup>According to statistics released by the U.S. Small Business Administration (SBA) for total approved loans through the SBA's 7(a) lending program during the federal fiscal year ending 9/30/2010. ©2011 M&T Bank. Member FDIC.

## women in leadership



**May WIL Honoree**  
**Jessica Bauer Walker**  
**Executive Director, Community Health Worker Network of Buffalo**

The Community Health Worker Network of Buffalo offers empowerment and asset-building strategies for individuals and communities, developed and delivered by a diverse collaboration of community health workers, community members, advocates and other stakeholder groups.

Community Health Workers (CHWs) are frontline workers who address health in a holistic context, and are of or from the communities they serve. They are a vital workforce and use methodology to improve community self-sufficiency, foster meaningful use of health and social service systems, and improve health and well-being in neighborhoods with complex needs.

Jessica, a Buffalo native who was first bit by the CHW bug while doing Peace Corps work in Jamaica, came back to the city three-and-a-half years ago, and directed an HIV/AIDS organization until taking on her current role with the CHW Network last year.

Jessica was a Peace Corps volunteer in Jamaica where she did community health work; it's very different there in terms of how health is handled. There isn't a huge healthcare infrastructure, so there is a lot

of community-based care, and community health workers, specifically, and they are filling a gap and a need where medical professionals can't necessarily be – whether in urban centers or in rural areas – which provides them with access to programs and services.

She was also an Americorps volunteer and has a background in concepts and community organizing, and has worked in Washington, D.C. at critical organizations and on political campaigns as well. These lessons in global health can be applied in communities that are struggling with health disparities, like urban Buffalo. The Community Health Worker Network of Buffalo is trying to promote different organizations that are coming together in order to improve our community, and promote a broader view of health. Whether it's an education organization or a domestic violence organization, whether it's East Side or West Side, they're all really working to lift up the community with a goal to bring all of that positive energy and effort together.

Jessica says, "Our biggest challenge is shifting the power from institutions to programs and services and allowing community members to really come up with solutions that make sense for them, and to really have a community-based, bottom-up, grassroots process."



**INSTY-PRINTS™**

MARKETING / PRINT / MAIL

CHEEKTOWAGA



Don't take a chance  
on your company's image.

design print copy mail

3959 Union Road ■ Cheektowaga, NY 14225  
p 716.634.5966 ■ f 716.634.0841 ■ insty@roadrunner.com  
[www.InstyPrintsCheektowaga.com](http://www.InstyPrintsCheektowaga.com)



**Carolyn D. Valenti, CPA** / Partner  
130 Bryant Woods South • Amherst, NY 14228 • p 716.204.9000 x219  
f 716.204.9841 • cvalenti@lvbwcpa.com • lvbwcpa.com



**WHITE  
RABBIT  
DESIGN**

Witty  
Wondrous  
Whimsical  
Woman-Owned



716 839 3696  
[www.whiterabbitdesign.com](http://www.whiterabbitdesign.com)  
[whiterabbitdesign@roadrunner.com](mailto:whiterabbitdesign@roadrunner.com)

Imaginative, intelligent ideas that get your message across.

**Write Now! Inc.**  
*Serving all your writing needs.*

Personal Legacies • Business Legacies • Freelance Writing

**Nancy Jo Eckerson**  
Author & Legacy Facilitator

(716) 542-6544  
[njeckerson@verizon.net](mailto:njeckerson@verizon.net)  
[www.writenowink.com](http://www.writenowink.com)

5784 Main Street  
Williamsville, NY 14221

**Suzanne M. Novelli**  
Registered Representative  
& Financial Advisor



600 Delaware Avenue  
Buffalo, NY 14202  
716.817-7109 CELL 716.445-7442  
FAX 716.817-7117  
[suzanne\\_m\\_novelli@glic.com](mailto:suzanne_m_novelli@glic.com)  
[www.allianceadvisorygroup.com](http://www.allianceadvisorygroup.com)

**Barbara Oliver & Co.**  
FINE JEWELRY SALES • DESIGN • APPRAISALS



5820 Main Street, Suite 311  
Caldwell Building  
Williamsville, New York 14221  
p 716.204.1297 f 716.204.2260  
[jeweler@barbaraoliverandco.com](mailto:jeweler@barbaraoliverandco.com)

Barbara L. Oliver, Graduate Gemologist - GJA

"A Trusted Jeweler is Worth Her Weight in Gold."



INDUSTRIAL | INSTITUTIONAL  
COMMERCIAL | RESIDENTIAL  
DIGGING & TRENCHING SERVICE

**Sharon Brown**  
Certified Women's  
Business Enterprise

[sharon@brownelectricwny.com](mailto:sharon@brownelectricwny.com)  
716.694.7622  
6421 Campbell Boulevard  
Pendleton, NY 14094  
[www.brownelectricwny.com](http://www.brownelectricwny.com)

**dottie austin**  
principal

ph: 716-632-7663  
cell: 716-652-2206  
[daustin@cpibn.com](mailto:daustin@cpibn.com)



Buffalo | Niagara

330 harris hill road • williamsville, ny 14221 • [www.cpibn.com](http://www.cpibn.com)

**PATRICIA GILLEN**  
ATTORNEY AT LAW

DUKE HOLZMAN  
PHOTIADIS & GRESSENS LLP  
TEL: 716-855-1111  
FAX 716-855-0327

1800 MAIN PLACE TOWER  
350 MAIN STREET  
BUFFALO, NY 14202-3718  
E-MAIL: [PGILLEN@DHPGLAW.COM](mailto:PGILLEN@DHPGLAW.COM)