NAWBO Buffalo Niagara • P.O. Box 1165 • Orchard Park, NY 14127 • www.nawbowny.org



Cost

Wednesday, April 9, 2014

Creating a Culture of Employee Engagement

Speaker: Liz Warren, VP of HR, Employer Services Corporation. It's no secret that employees who are highly engaged in their work produce superior results for their employers. The challenging part is finding these employees and creating the type of

work environment where they will thrive. Drawing from her 13 years in the HR department at Wegmans and 15 years as ESC Vice President and Consultant, Liz will share the secrets of finding the right employees and developing a culture of high employee engagement; as well as demonstrate how this type of culture leads to higher productivity and ultimately greater profitability.

Location Windows on the Green

772 N. Forest • Williamsville NY 14221

5:30 p.m. Networking 6:00 p.m. Dinner

Time

\$35 member • \$ 40 guest

RSVP Cancellation 48 hrs in advance.

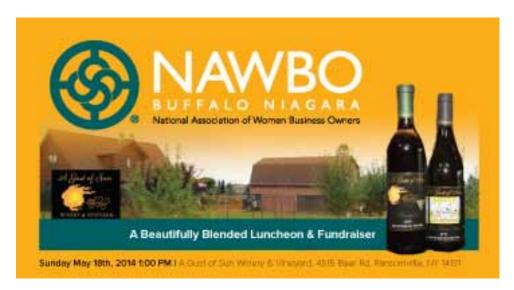
make your dinner reservation online at: www.nawbowny.org

Include your full name, telephone number, dinner choice (guests include name of NAWBO member who invited you). Mail prepayment (check payable to NAWBO) to: NAWBO, P.O. Box 1165, Orchard Park NY 14127. We now accept paypal: log onto our website and follow prompts for payment.

Questions? Contact our chapter administrator, Jeanne Hellert, at 238-2461 or nawbowny@gmail.com.

Please RSVP by 3:00 p.m. on the Friday the week before the Wednesday night meeting

Program is subject to change



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

Tickets are \$45; available online at www.nawbowny. org. Questions? Jeanne Hellert, chapter administrator, at 716-238-2461 or info@nawbowny.org.

april 2014

Chapter **Partners**

DIAMOND



KeyBank Elizabeth M. Kraus 716-847-7775

> Karen Silver 716-515-6171

EMERALD



M&T Bank Katie Ellis 716-839-8742

MEDIA SPONSORS











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

member news

To be honored at SBA Small Business Week Awards Luncheon



Jennifer Cooper, owner of Cooper Sign Company and Old Glory Flag and Banner, will be honored as the NAWBO Buffalo Niagara 2014 Member of the Year. She was chosen for her entrepreneurial drive and leadership within the organization as well as the greater community.

Jennifer has served on NAWBO's board of directors and is very active in the community. She is a past board member and

past president of the Town of Niagara Business & Professional Association, a founding member of the Niagara Electric Lights Parade Committee, and was honored as the 2007 Business Person of the Year by the Town of Niagara Business & Professional Association. She was honored as Business of the Year by the Niagara USA Chamber in 2003 and received the Key for Women Achievement Award from Key Bank in 2009.

She is a member of the UB Center for Entrepreneurial Leadership Class of 2012, a member of Niagara Military Affairs Council supporting the Niagara Falls Air Reserve Base and the 914th Family Support Group, supporting families of those who serve our country at the Niagara Falls Air Base.



Katharine Smith, owner of White Rabbit Design, will receive the district director's Small Business Week Special Recognition Award.

Katharine is a founding member of NAWBO Buffalo Niagara, past president, past board member, past Women in Leadership co-chair, and current communications co-chair.

She is on the Rotary Club of Buffalo board of directors and is the club's PR co-chair. She is a member and past PR chair of the Buffalo Niagara Chapter of NYS Women, Inc. Katharine is also past state communications vice chair of NYS Women, Inc. and current editor of the organization's state-wide quarterly magazine. Katharine is a member of the Leadership Buffalo Class of 2013 and is on the class steering committee for their Hamlin Park School Backpack Program, supplying food for in-need elementary students. She also serves on the steering committee of Buffalo Tours Buffalo – an informal group promoting Buffalo's culture, venues, and activities – a social media initiative she originated.

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 b&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 kelly.lotempio@sba.gov

Our Mission

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

3 **womanink** www.nawbo.org

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

#6 SBA Lender Nationally.

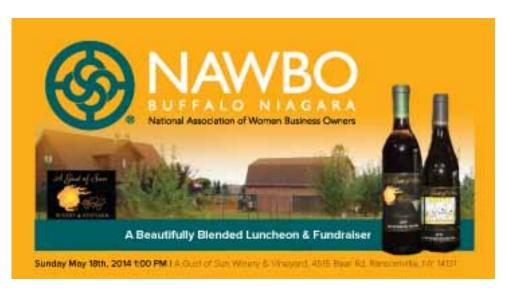
While other banks wait and see, M&T lends.

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 rankings¹ 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.





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.



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. A Gust of Sun will also provide a cash bar.

Browse an assortment of auction baskets in addition to a silent

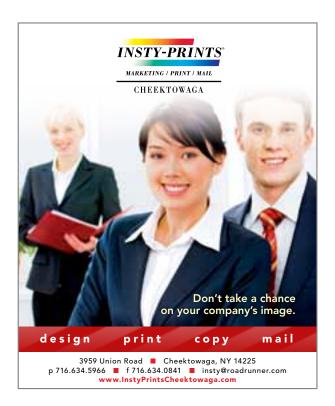
auction and 50/50 raffle.

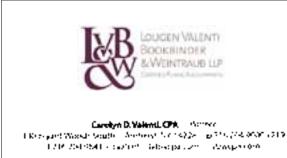
A special gift will be given to each individual who offers to car pool and volunteer as a designated driver for the day.

Tickets for event are for sale at **www.nawbowny.org**. Early bird price is \$45 until February 1, 2014 and \$65 thereafter.

Questions? Contact Jeanne Hellert, chapter administrator, at 716-238-2461 or info@nawbowny.org.

www.nawbo.org womanink

















PATRICIA GILLEN ATTORNEY AT LAW

DUKE HOLZMAN
PHOTIADIS & GRESENS 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

5 womanink www.nawbo.org