

## PLEASE HELP US REACH OUR MEMBERSHIP GOAL OF 300!

If you wish to join the CELAA, please photocopy this form, fill it out and mail to address at the bottom of the page. If you have a photo to include, please send to the same address with the completed form.

NAME _____	YEAR OF GRADUATION _____
TITLE _____	
COMPANY NAME _____	
ADDRESS (INCLUDING ZIP) _____	
PHONE _____	FAX _____
WEB SITE _____	
EMAIL ADDRESS: _____	

MAIL TO: Center for Entrepreneurial Leadership Alumni Association • Jacobs Executive Development Center • 672 Delaware Avenue • Buffalo, New York 14209

**Taylor Kew** is a scholarship program in which pays for 90% of the tuition costs into the CEL program for one very deserving entrepreneur. Sponsorship or contributions to this remarkable scholarship would be greatly appreciated. For more information please contact the CEL office.

Save the dates

### CEL EVENTS: WINTER 2005/SPRING 2006

#### December 7th, 2005 HOLIDAY PARTY

at the Protocol Restaurant.  
Live blues band, cocktails, hors d'oeuvres and food stations.  
Free for paid members. Guests \$75

#### January 20th, 2006 SKI OUTING

hosted by Dave Berghash & Larry Robinson. You don't need to be a skier to attend. Other activities are being planned, tubing, snowshoeing etc.

#### January 2006 PANEL DISCUSSION

Keep your eyes peeled for news on date, location and exciting topic.

#### March 23 & May 23, 2006 CELAABRATION

Time and Location TBD

#### Friday June 2, 2006 MIND BLOWING SPEAKER

Tentatively Scheduled

#### Summer of 2006 GOLF OUTING

Westwood Country Club

Keep in mind that Special Events provide a forum for CEL Alumni members to socialize and network. Some events include guests, spouses, and friends, as well as potential candidates for the CEL core program. One of the benefits of joining CELAA is most events are free to members, or in some cases are offered at a reduced rate from the guest fees. We're looking forward to a fabulous New Year, and hope to see some new and familiar faces at our upcoming events!



# CELAA

*one voice* to represent continued entrepreneurial growth in WNY.

vol. 2. 2005

### CEL CLASS OF 2006

Michelle Alberts, Selective Staffing Solutions  
Charles Allesi, Lawley Benefits Group  
Guillermo Alvarez, Karrena International  
Thomas Ayers, SunPark  
Philip Basinski, Sweeney's Garage, Inc.  
Joseph Battin, Battin Opticians LLC  
Louise Cadwalader, Trek Inc.  
MJ Caliendo, Grayton Company  
Richard Corica, Elite Recovery Services Inc.  
Domenic Cortese, Cortese Brothers  
Denise Davison, The Dock at the Bay  
Renee DiFlavio, The Olmstead Center for the Visual  
John Eberl, Eberl Iron Works, Inc.  
Robert Friedman, Friedman & Ranzenhofer, P.C.  
Emanuel Gambacorta, Dr. Gambacorta & Dental Associates  
Kevin Gregory, Neuman Claim Administrators, Inc.  
Rudy Hein, William S. Hein Co.  
Brian Hutton, Service Office Supply  
Nancy Irwin, CJ Irwin Company  
David Johnson, Corfu Machine Co., Inc.  
Jeffrey Kohlhas, Leisure Craft Pools  
Marion Kopin, Bechtel, Kopin & Co., CPA, PC  
Susan Kryszak, SLK Caregivers, Inc. dba Comfort K  
Keith Kuchlewind, Audax Business Solutions Inc.  
Jerold Lewandowski, J&M Instrument Service, Inc.  
Paul Maher, D&M Plywood  
James Maloney, Buffalo Hardwood, LLC  
Stephen Metschl, Metschl & Associates  
Larissa Myshaskiw, Fitness Village  
Kathleen Olenick, ENrG Inc.  
Benjamin Pearce, ACP Technologies  
Thomas Saia, Iroquois Bar Corp.  
Stephen Sanders, Jos. A. Sanders & Sons, Inc.  
Andy Severson, Armstrong Brands, Inc.  
William Sherman, Northern Customs Services Inc.  
Aaron Shiah, Sign\*A\*Rama  
Diana Southall, Botanicus Inc.  
Michael Story, Boncraft Inc.  
Krista VanWagner, Curly's Inc.  
Wayne Watson, Auburn & Watson Corp.  
Jonathan Weir, Weir Financial Resources, LLC

# '04-'05 WAS A GREAT YEAR!

*Here are just a few highlights...*



*Nationally Renowned Speaker Retreat*

*Record Attendance*



*Defined Public Policy*



*Annual Meeting*



*Cultural Speaker Series*



*Formed Partnerships with other Business Groups*

*Strategic Budget process for Alumni Association to create more opportunity to give back to members*

*And you haven't seen anything yet...*

save the date!

January 20th, 2006

## SKI OUTING

Hosted by Dave Berghash & Larry Robinson. You don't need to be a skier to attend. Other activities are being planned, tubing, snowshoeing, etc.

### OUR CELAA BOARD MISSION:

The Mission of the Center for Entrepreneurial Leadership Alumni Association is to extend and complement the Core CEL experience through valuable networking and special educational events. We do this to support our alumni, invigorate entrepreneurial growth, and therefore the economic prosperity of Western New York.



Center for Entrepreneurial Leadership Alumni Association  
672 Delaware Avenue  
Buffalo, New York 14209

# A Letter from the Chair

I am very excited to represent you as the chair of this outstanding group!



Jeff Kryszak / Chair of CELAA

## Greetings Grads & Friends of UB-CEL!

I consider myself the poster child of CEL! CEL helped guide me to free up (some) TIME from working IN my business a few years back. THANK YOU CEL!

**Prior Administration** – A hearty congratulations and thanks to the 2004-05 Alumni Assoc. Chair; Joan Graci ('02) and her Board members that led a truly remarkable year. Lasting memories were created ('05 Class Retreat @ Beaver Hollow, CEL-Ski retreat, Michael Gerber, CEL Academy Awards, Golf Outing and many others!). These will affect many forever. Joan continues to support our new Board and membership with her ideas, leadership and participation. Thank you to everyone who assisted in these events and to the 2004-05 Board!

**New Class of '06** – I had the great fortune of meeting and welcoming the new class of 2006 at the ever-so-famous Beaver Hollow retreat on Sept. 9/10. Congratulations on acceptance into the program.

**CELAA Board** – We have an exceptional group of Board members that represent continuing commitment to the CEL process. Please let these fine volunteers know your appreciation, and also let them know how they can better serve YOU – our Alumni customers.

**Membership** – “Continuing the Experience” is accomplished through programs and events aligned closely with Althea Luehrsen and this Alumni Assoc. Board. We provide a mix of business, educational, cultural and social opportunities for networking, mentoring, advocacy and more – to add value to your busy entrepreneurial life! Success of our programs depend mainly on raising sufficient revenues through alumni membership dues. Therefore, we are campaigning to raise membership level to a minimum 300 members by the end of this year! This represents approx. 2/3rds of the nearly 500 Entrepreneurs that have graduated from CEL since 1987.

**Survey** – An online survey ran throughout October to solicit information from everyone affiliated with the CEL program to:

- align our programming for the members of CELAA
- determine why alumni join or not
- develop demographics of what our group represents to the economy and society of WNY (employment, revenues, etc)
- how we can best leverage our representation for advocacy
- improve communication methods

**Marketing** – Mitch Flynn ('03) is spearheading development of a marketing strategy for the CELAA. This will combine the efforts of communication, publicity, branding, etc. to maximize reach and value for our members and association.

**Website** – Kevin Kelly ('05) Efforts are nearly complete to release our website presence that will replace “LISTSERVE” as a tool for “selective communication”, event management, membership profile maintenance, etc. Target release is by year-end.

### Primary Objectives for 2005-06:

1. Solicit membership needs and desires to align programs & events for maximum value
2. Develop Marketing strategy
3. Accomplish membership of 300 by 2006
4. Implement effective website presence by 2006
5. Increase Value for membership

Sincerely,  
Jeff Kryszak  
Chair of CELAA

From the desk of

## Althea Luehrsen

CEL Executive Director

In order to recruit the dynamic Core Program candidates each year, the CEL Administration depends heavily on the CEL Alumni for help. And we certainly wouldn't realize the tremendous success we do without the assistance and support from the CEL graduates. The participation we receive in referrals, attendance at our open house and assistance with group presentations is so greatly appreciated - and it works as we recruited a record number of folks this year, so thank you.

This September, we accepted an exciting new class of 41 CEL Candidates from a variety of WNY businesses. The class recently participated in the annual kick-off retreat at Beaver Hollow; a huge success thanks to the many CEL Alumni and Advisory Board members who came out to Beaver Hollow and participated in the activities.

Our Mission at the Center for Entrepreneurial Leadership is to create a pathway to ensure entrepreneurial excellence in all areas of business. The Center, with advice and assistance from the University, the CEL Advisory Board and the CEL Alumni, continues to explore new initiatives while improving our already established programs.

Some of the current programs the CEL continues to provide in addition to our CORE Program is the very successful Allstate Minority & Women Emerging Entrepreneur Program, which is moving toward the end of its second year. Again, the participation from our CEL grads who have generously dedicated their time to serve as mentors in this program has helped us achieve this success. We encourage all of you to attend the graduation for this event on Monday December 5th at the JEDC.

The CEL Advanced Program is nearing the end of its pilot year with five of our CEL folks from classes ranging from 1989 through 2003 participating. These five folks, along with Professor John Hannon, have helped to develop an exciting curriculum for Advanced for our alumni.

The UB Panasci Technology Entrepreneur Student Competition is gearing up again for the 2006 presentations and we continue to run our successful Business Breakfast Seminars for the general public.

Before I end, I would like to take a moment to once again thank all of the CEL Graduates who continually provide advice, assistance and support to the CEL for the many initiatives we administer. We are looking forward to another exciting year, one that is rich in business success and relationships. We encourage all CEL graduates to get involved as the opportunities for us as 'one voice' is endless. As always, our door is open

should you need assistance; would like to volunteer/get involved or have some new ideas that you'd like to share with us. We'd love to hear from you.

Warm regards,

Althea E. Luehrsen, Executive Director  
Audrey Grochocki, Program Assistant  
Pat Milbrand,  
Administrative Assistance, CEL/CELAA

From the desk of

## Dave Berghash

Chair of CEL Advisory Board

Thank you to Fred Saia our outgoing chair, it was a pleasure to work with you in that position and we are looking forward to your continued involvement on the board.

During the summer, the board gathered for a half day work and idea retreat. The meeting was a huge success providing great ideas and a strong sense of our direction for the future. Some of the topics discussed were:

- Responsibilities and expectations of the advisory board
- Future of CEL
- Core Program guidelines

We elected chairs of our working committees as follows:

- Governance: Tom Palmer
- Fund Raising: Mary Collins Sanborn
- Recruitment: Steve Hunt
- Mentoring: Joe Basil, Chuck Koller
- Nominations: Fred Saia
- Programming, Public/Relations: Robin Boyd

The Advisory Board is looking forward to working closely with the Alumni Association. It is important that the strong bond between the two boards remain.

I am looking forward to working with Jeff Kryszak and the rest of the Board.  
David Berghash

## Board Members

**Chair:** Jeff Kryszak '02 – K-TECHnologies

**Vice Chair:** David A. Cervi '02 – Personal Touch Food Service

**Secretary:** Angie C. Kleeh '04 – The Synergy Group

**Treasurer:** Lawrence F. Pignataro, Jr. '00 – Pignataro Financial Group

**Appointed Board:** PAST CHAIR –

\*Joan M. Graci '02 – APA Employment Agency

**Education and Training:** Joseph S. Picone '00 – Bison Electrical Services, Larry Robinson '02 – Partners & Robinson

**Sponsorship/Fundraising:** Jerry Reynell '99 – JSR Sales

**Marketing & Communications:**

\*Gary Rogers '04 – Hughes HiTech, Mitch Flynn '03 – Flynn and Friends

**Special Events:** Julie Kianof More '01 – WELCOME Magazine, Laurie Irish-Jones '02 – Irish Welding Supply Corp.

**Technology:** Kevin P. Kelly '05 – TR Communications, Inc.

**Mentoring:** John A. Olenick '04 – ENrG, Inc.

**Finance:** James T. Keefe '97 – Fiddler & Company, LLP

**Membership/Recruitment:**

Joseph M. Floss '01 – Floss Agency, Inc., Gerald Sheldon '05 – Lancaster Tanks & Steel products

**Public Policy:** Patrick J. Whalen '91 – PJW transition Services, Inc.

**Legal:** Thomas A. Palmer – Jaeckle Fleischmann & Mugel, LLP

**CEL Executive Director:** Althea E. Luehrsen – UB-School of Management

**CEL Advisory Board:** David H. Berghash '93 – Shield Manufacturing

**CEL Administrative Staff:**

Pat Milbrand – UB-School of Management, Audrey Grochocki – UB-School of Management

\* Nominating

## CELAA Graduates

In the News!

**Joe McMahan**, CEL 2000 grad and President of Oxygen Generating Systems International (OGSI) was featured in the Tonawanda News on October 5th. His company is building a new facility and moving into North Tonawanda, NY.

**Laurie Menzies**, CEL grad of 2004 and senior partner at Phalzgraf, Beinhauer & Menzies LLP, was featured in *The Amherst Bee* on September 14th. Her law firm is the first and only to provide focused counsel on Elder Law. More specifically, it helps families deal with placing a family member in a health care facility and all the details that go along with it.

**Joan Graci**, CEL 2002 Graduate and President of APA Employment Agency, Inc. has opened a new division of her business called Career Savers to help candidates that are truly in search of appropriate career planning in this “new normal” economy.

**Dave Hartzell**, President of Cornell Capital Management and CEL grad 2002, was featured in an article on August 9, 2005 in the *Dow Jones Newswire*. In it he explained how he manages clients assets by allowing them to customize how much manager contact they want, the types of reports they prefer to receive, and the specific holdings in their portfolio.

**Dennis Ryan**, Executive Vice President of TransAd Outdoor Media and 2005 CEL grad, was featured in the 9/11/2005 edition of the *Buffalo News*. His company is expanding the niche in the billboard business with “mobile media” trucks which advertise using lights, sound systems and global tracking systems.

**Doug Tinklepaugh** Class of 2004, President of Pinnacle Construction is expanding his base of business to the Florida market place.

**Susan Makai**, CEL grad of 2003 and owner of Personal Best, and **Steve Calvaneso**,

2004 CEL grad and owner of Ultimate Restaurants, Inc. were featured in the *Business First* Aug 5-11 issue. The article focused on men's attitudes on fashion and how they are evolving in Buffalo.

**Three CEL graduates** were honored at the second annual Women Who Mean Business awards reception on October 6th at the Buffalo Convention Center.

**Diana Augspurger**, CEL '00 and CEO of Creative Storage Systems, **Colleen Burns**, CEL '96 and CEO/owner of Buffalo MRI and CT, and **Jean O'Connell**, CEL '97 and owner of J. O'Connell & Associates Grant Consultants will be recognized for their accomplishments.

**Scott Hunt**, CEL grad of 2000 and marketing director for Jack Hunt Cos., was featured in the *Business First* August 12-18th issue. He is one-half of a Buffalo DJ team releasing a CD that can be categorized as “atmospheric electronic music”.

**Laura Meyers**, CEL '05 and CEO of Planned Parenthood of Buffalo and Erie County is quoted in the August 12-18th edition of *Business First* concerning the possible merger of both the Buffalo and Niagara County Planned Parenthood agencies.

**Dina DiPasquale** - CEL 2002 grad is doubling the size of her fabulous restaurant, Dina's in Ellicottville.

**Paul Bliss** - CEL 2002 President of Patrick Development is building a new corporate headquarters and has expanded his business nationally.

**Don Hahn** - CEL 2004 President of Hahn & Associates has added cutting edge and pertinent sales programming.

The restructuring of Buffalo's troubled YWCA is being aided by **Virginia Purcell**, CEL grad of '97 and President of VC Purcell and Associates.

**Sherry DelleBovi**, partner with Lumsden & McCormick LLP and CEL grad of 2001, was named president-elect of The New York State Society of Certified Public Accountants.

**John Gilewicz**, President of Parker Bay Engineering, P.C. and CEL grad '98, was named treasurer of Mid-Erie Counseling and Treatment Services.

**Cathy L. Maloney**, CEL grad of 2005 was featured in the October 8th edition of *The Buffalo News*. Cathy was named the Executive Director of the Buffalo & Erie County Botanical Gardens.

In June, *Business First* listed their “Fast Track 50” highlighting WNY's fastest growing companies. Let us congratulate CEL Graduates **Jeff Kryszak** with K-Technologies (#7), **Gregory Edwards** with Big Bear Inc. (#25) and **Paul Bliss** with Patrick Development (#27) on making the list.

*We would love to hear from you about what's new and exciting in your business so that we can share it with our alumni at large.*