



The Class of 2008 is introduced to the members of the CEL Alumni Association.



*one voice to represent continued  
entrepreneurial growth in WNY*

## **Another CEL Great – The Class of 2008**

Following a successful retreat, the CEL Class of 2008 shared in their first true CEL Alumni Association sponsored experience – The Welcome Reception, hosted at the Jacobs Executive Development Center.

Their joint class featured our favorite UB Professor, the infamous Harold Star, of Chickens and Pigs fame. Immediately following this rude awakening, the '08 CEL-mates were formally welcomed to the Program by CELAA, with graduates from 1987 through 2007 joining in the festivities.

This is an evening designed to introduce our newest members to the old guard, and watching the enthusiasm of past graduates and students as war stories are shared, the common theme emerges – we are not alone, we are business owners with a powerful board of advisors!

Nowhere is this message stronger, truer, and more dynamic than at a gathering of the Center for Entrepreneurial Leadership past and present participants.

## **CELAA Membership –**

### **What's in it for me?**

Is there life after CEL? How can we perpetuate the amazing CEL CORE experience? How can we benefit from the many relationships we formed as program participants? How do we stay connected or reconnect to our peer-mentors and ad hoc board of advisors?

Quite simply – what's next? The CEL Alumni Association was formed to continue the mission of entrepreneurial growth, leadership, and vision throughout our business community.

As a growing organization, CELAA is a leading voice for Small Business in Western New York. As CELAA members, we continue to share in the personal and professional benefits of the CEL program and its affiliation with the UB School of Management.

Our experiences as CEL Core and Advanced Program graduates have become the cornerstone of change in the WNY marketplace. CEL graduates alone represent more than 20,000 jobs and \$2 billion in revenue in WNY.

This year, the Alumni Board is working diligently to bring even more value to our members. We will

be launching a new Community Outreach initiative to act as a conduit connecting alumni members with governmental and business organizations that influence decisions that impacting small business in WNY.

Our membership in the University at Buffalo Alumni Association (UBAA) and the UB School of Management Alumni Association (SOMAA) allows CELAA members additional benefits, including professional development and networking opportunities, discounts, and many UB specific items.

Access to [www.cel-aa.org](http://www.cel-aa.org) provides members with a member directory, events calendar, and the Member Marketplace. In fact, a more robust site is in development so watch for updates later this year.

Business owners helping other business owners – that's what CELAA is all about. Building a strong business community for the economic future of WNY is what we can do today.

Join today!

For more information visit [www.cel-aa.org](http://www.cel-aa.org)



## Letter from the Chair

Please join me in extending a warm welcome to the 2007-2008 CEL Core class. With the Beaver Hollow retreat experience now past, the current class begins their journey down a unique path that has no end and may take many unexpected twists and turns along the way. There are potential rewards along this path of

discovery for the individual who is willing to let their guard down, check their ego at the door and open their mind to the thoughts and ideas of others that may at first seem foreign. Is it possible for business leaders from a wide range of industries, both large and small, to relate and offer potential solutions to a diverse range of leadership challenges? For most alumni members the answer is "yes" and that is why we remain committed to CEL and to the University that has fostered its growth and development.

CEL represents a pathway to leadership enlightenment for entrepreneurs to follow. You will not find it on any map nor is the destination certain. However, so many of us have benefited from the journey and as a result, have reaped rewards that are not linked to business success alone. There is something special about this organization that each alumni member might characterize differently. However, at its core, CEL is an organization of people that recognize that their success is intrinsically linked to the strength of relationships developed with others including employees, customers and business associates. Success also involves the pursuit of happiness and the need to strike a balance between the work ahead and the riches gained through a demonstrated commitment to family, friends and the local community. The CEL experience does not guarantee success but does offer practical advice from a peer group that has been tested by adversity and has risen to the challenge. The willingness to act on what has been learned represents the difference between an enlightened future and unfulfilled promise.

As we welcome new members to our alumni community let's all renew our commitment to this unique organization. Demonstrate your support of U.B. and CEL programming by volunteering your time and becoming a paid member of our association. Your Board of Directors is working hard to develop an event program that will promote the continued development of your leadership skills. Recognizing that the path to enlightened leadership has no end point, let's work together to ensure that our journey together will extend far into the future.

Thank you for your support,

Gary Rogers, CEL '04  
President  
Hughes HiTech

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Althea Luehrsen

## Letter from the Executive Director



As I sit here writing this on October 15th, it dawned on me that I have been with the University six years to the day! As we enter into our 5th year as a 'team' at the Center – a team that consists of a fantastic staff, two very strong Boards of Directors and hundreds of dedicated alumni – the organization continues to be committed to entrepreneurial growth within the WNY business community. The 2007-08 year is already remarkable with unique and exciting businesses enrolled in the CORE, Advanced and Minority and Women Programs. New initiatives are being discussed and launched with the Southern Tier CORE Program scheduled to start in January 2008. These programs and initiatives, both old and new, are helping us to 're-brand' the CEL as a true Center for Entrepreneurial Leadership located within the University at Buffalo, representing WNY.

As many of you have heard, the Center will be re-locating its offices and classroom space sometime in 2008-09. The School of Management is a key participant in UB's 2020 strategic plan, but with growth however, comes challenges, and one that UB is immediately facing is that of space. To that end, several university wide departments will be joining us at the Jacobs Executive Development Center in early 2008. At the present time, nothing will change at CEL, we will continue to operate from the JEDC through at LEAST June 2008 and perhaps through June 2009 at which time the offices/classroom space will be relocated to a new venue. The Center is critical to the success of the school and much time and effort will be dedicated to finding the right space from which to operate.

This is exciting news as we are looking forward to growing not only our space but our offerings, extending our reach with programs to incubate companies, increase our reach to the technology industry, create high school programs for emerging entrepreneurs and connecting the thousands of UB students with CEL companies. The support of the alumni is key to moving forward with these initiatives. To that end, the alumni and CELAA board have initiated programs to further community involvement and expand our business network.

Looking back over the past five years, it's been an interesting and sometimes challenging road that we have traveled together...but look what we have accomplished! Together, we have successfully formed a group of dedicated, professional business owners and leaders, working together to make WNY great and we continue to grow each year.

As always, I offer my gratitude and appreciation for your continued support. Look forward to seeing you all soon!

Warm regards,

Althea E. Luehrsen  
Executive Director  
Center for Entrepreneurial Leadership

## Class of 2008

Tony Adinolfi  
Gypsum Systems, Inc.

Marc Adler  
Flynn and Friends

Robert Anthon  
Great American Tool

James J. Appolson  
Appolson's Performance Center

Vincent D. Bamrick  
Cookie Expressions

Michael S. Blumenson  
Digital Surveillance Solutions, Inc.

Brian Burke  
EF Burke, LLC

Bonnie Kistner Chmielowiec  
Upstate Steel

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Ciurczak & Co., Inc.

Patricia L. Collins  
Coldwell Banker Commercial  
Meridian

Anthony DelMonte  
DelMonte Hair System

Shawna R. Dosser  
BWI Promotions "Outsourced  
Wellness Services"

Kathleen M. Eckert  
Knight Industrial Supplies, Inc.

Jeffrey D. Fancher  
Buffalo Custom Closets/J&R  
Specialties

Richard J. Finn  
Ritco, Inc.

F. James Ginnane  
Planned Futures Financial  
Group, LLC

Robert C. Gosch  
Discover Golf Performance  
Center

Jason E. Isla  
VertaSource, LLC

David A. Jacobs  
The Jacobs Team

Robert W. Klingensmith III  
Noein Holding Partners

Peter L. Krog II  
Krog Corp

Warren M. Krutchick  
Warren M. Krutchick D.D.S.

Tom Larsen  
Larsen & Associates Insurance  
Agency, Inc.

Gary W. Lauchert  
R. M. Headlee Co., Inc.

Sally A. Legarreta  
Legarreta Eye Center

Amy C. McCarthy  
Globe Market

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Timothy J. Mordaunt Esq.

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Sherex Fastening Solutions

John Pusateri  
Advance Furniture

Amy Remmele  
Peak of Success LLC

Patrick M. Ryan  
Fat Bob's Smokehouse, LLC

Richard A. Serra  
Allpro Parking, LLC

Robert Strach  
Gintzler Graphics

Gary Styka  
Roofmasters Roofing Co., Inc.

Bernard J. Switzer  
Precision Photo Fab, Inc.

Edward Tierney  
ATTO Technology, Inc.

Mark S. Wendling  
East Amherst Dental Center

Brendan M. Whistler  
S.B. Whistler & Sons, Inc.

Mark K. Zografos  
Italian Marble and Granite, Inc.



For more information visit [www.cel-aa.org](http://www.cel-aa.org)

# Membership

Visit [www.cel-aa.org](http://www.cel-aa.org) and join the CEL Alumni Association. For only \$225 per year you become a member of CELAA, UBAA and SOMAA.

[www.cel-aa.org](http://www.cel-aa.org)

CELAA - What's in it for me?

What's in it for the community?

JEDC - December 4, 2007  
8:00 - 10:00 am

Join the CELAA at the JEDC as we launch our new Business Community Outreach Initiative.

A roundtable discussion to elicit greater definition for a membership driven Outreach Mission as we further frame our scope of Education, Mentoring, Networking and Incubation.

holiday party  
**12/19**  
at **6:00pm**

at Salvatore's Italian Garden

# Calendar of Events

<b>Community Outreach Initiative</b> JEDC	December 4, 2007 8:00 - 10:00 am
<b>Holiday Party</b> Salvatore's Italian Garden	December 19, 2007 6:00 pm
<b>Ski Party</b> Holimont Ski Resort	TBA
<b>CELAA-brations</b> Locations - TBD	TBA
<b>CEL Open House</b> JEDC	May 7, 2008 5:30-8:30 pm
<b>Golf Outing / Annual Party</b> Location	June 2, 2008
<b>CEL/ACEL Graduation</b> Shanghai Red's	June 4, 2008
<b>Entrepalooza</b> Holiday Valley, Ellicottville, NY	June 11, 2008 11:00 am - 4:30 pm

Newsletter designed by:



Center For Entrepreneurial Leadership

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Buffalo, New York 14209



Some things change while others remain the same - stay tuned for news about Entrepalooza 2008!