



The CORE and Advance participants enjoyed two days of sunshine, wilderness, problem solving, team building and good food.



*one voice to represent continued
entrepreneurial growth in WNY*

Welcome 007

The Class of 2007 has already created its own unique identity – 007, of her Majesty's Secret Service (Queen Althea). Licensed to kill...all obstacles to success!

CEL Alumni Association welcomes our new members with heartfelt congratulations. Forty recruits have now joined forces with the more than 500 CEL graduates comprising some of the most dynamic business leaders in Western New York.

Having survived the retreat, 007 CEL-mates are truly armed and dangerous. From the reserved and polite conversations at lunch to the exuberance at the completed obstacle courses, the Bond is truly forged.

We invite our newest members to join us at our upcoming events and be a part of the CELebration!

CELAA Membership –

A Culture for Entrepreneurial Growth

The foundation of a successful economy is the growth of its small business community.

As a growing organization, the CEL Alumni Association is a leading advocate 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.

For each of us, membership opens many avenues for growth – from finding the right business solutions to interaction with local business and political leaders.

The many benefits of CELAA Membership...

New this year is membership in the University of Buffalo Alumni Association (UBAA) and the UB School of Management Alumni Association (SOMA). Our joint membership in these organizations allows CELAA members additional benefits, including professional development and networking opportunities, discounts, and many UB specific items. Based on the payment date

of your dues you might have already received your UBAA/SOMA package in the mail.

Access to the CELAA website provides Alumni with a member directory, events calendar, the Member Marketplace, UBAA details, and more features found at www.cel-aa.org.

To name a few UBAA discounts...

Hotels - Recreation - Ski Club - Rental Cars - Distinguished Speaker Series - Kaplan Courses - Center for the Arts - Buffalo Zoo

To name a few CELAA activities...

Holiday Party - Panel Discussion with local leaders - Educational Events - High Performance Networking - Online Membership Directory - Business Advocacy - CELAA Newsletter

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 us and make a difference for tomorrow.



Letter from the Chair

Greetings CELAA members, Grads and Friends:

I am honored to represent the CEL Alumni Association as its 2006-07 Chair. CEL and the CELAA are very important to me both personally and professionally. I still share the same

passion that Core Candidates feel when they enter the program.

We have assembled an outstanding board that encompasses CEL graduates from 1991-2006, representing a mix of varied businesses and grad years.

My goals for the coming year are simple:

- Improve communication with members
- Enhance advocacy efforts
- Enhance educational/business opportunities
- Work closely with Althea and the CEL Advisory Board to create the greatest value for CELAA members

Another important goal is to ask for your support. My hope is that you will continue your membership, encourage new membership, and consider leading CELAA in the future. The organization is only as good as its members. Please join me to make this an outstanding organization!

Best regards,

David A. Cervi, CEL '02

Vice President

Personal Touch Food Service, Inc.

Speak Out - Listen Close

Panel Discussion – November 15, 2006
Jacobs Executive Development Center
8:00 am - 10:00 am

Brian Higgins – Congressman,
27th Congressional District, New York

Dennis Penman – Chair of the ECIDA

Two additional panelists – TBA

Small business – the back bone of WNY business and the sector creating the most jobs! CEL Alumni alone represent more than 20,000 jobs and \$2 billion in revenue in WNY.

CELAA Board of Advisors

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Althea Luehrsen
CEL

But, we, the small business leaders of WNY need to get involved, we need our voice to reach the political and economic leaders in our region.

The CELAA Panel Discussion will provide the opportunity to engage in a two-way dialog with local, county and state leaders. Today, most of the "noise" comes from unions, developers, and big business. On November 15th it's our turn to make noise. Small business owners – let's speak out and be heard!

Letter from the Executive Director



The UB School of Management Center for Entrepreneurial Leadership is extremely fortunate to have the CELAA as an extension of its programs. Today, CEL not only offers programs for Core, Advanced, Minority and Women Emerging Entrepreneurs, and the Panasci Student Competition but also many benefits from the Alumni Association.

The benefits afforded to our graduates have grown significantly over the past couple of years and now include membership in the University at Buffalo Alumni Association.

We recently completed our annual retreat at Beaver Hollow with both the 2006-07 Core Program and the Advanced Program participants. As always, it was a huge success! Many thanks to the CELAA Board and the CEL Advisory Board for their support at the retreat and throughout the year.

As we begin the CEL year with 40 new Core Program and 9 Advanced CEL participants, we are proud of our connection to the CELAA and our mutual goal of providing significant growth and networking opportunities for our 500+ graduates.

Regards,

Althea E. Luehrsen
Executive Director
Center for Entrepreneurial Leadership

CEL Board of Advisors

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Class of 2007

Rory Allen Document Advantage	Jim Newkirk ENrG Inc.
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Scott Attig Wizard Cooling	David Pawlowski, MD Highgate Medical Group
Paul Banas Banas Mortgage Company, Ltd.	Catherine Pera Bison Contracting & Builders Supply Corp.
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Dan Loncto Fleet Feet Sports	Michelle Zymowski Printing Prep
Marie Maranto C.N. Maranto Agency, Inc.	
Michelle Mazzone American Capital Real Estate Corporation	
Tom McCann, DDS Dental Office	
Luke Mumbach Buffalo Street Grill	
Carolyn Newhouse SuperUser Technologies, Inc.	



For more information visit www.cel-aa.org

Membership

Visit www.cel-aa.org and join the CEL Alumni Association. For only \$225 per year you become a member of CELAA, UBAA and SOMA.

www.cel-aa.org

Panel Discussion

2006



Jacobs Executive Development Center
8:00 AM - 10:00 am

Brian Higgins,
Congressman
27th Congressional District, NY

Dennis Penman,
Chair of the ECIDA

Two additional panelists TBA



Holiday Party



Join Us
December 13th
6:00 pm



At Salvatore's Italian Garden

Calendar of Events

<p>Panel Discussion Jacobs Executive Development Center</p>	<p>■ November 15th 8:00 am - 10:00 am</p>
<p>Holiday Party Salvatore's Italian Garden</p>	<p>■ December 13th 6:00 pm - ?</p>
<p>Ski Party Holimont Ski Resort</p>	<p>■ TBA</p>
<p>CELebrations Locations - TBA</p>	<p>■ April 24th May 24th</p>
<p>Golf Outing Location - TBA</p>	<p>■ TBA</p>
<p>Entrepalooza Holiday Valley, Ellicottville</p>	<p>■ June 2007</p>
<p>Annual Party Location - TBA</p>	<p>■ June 2007</p>

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

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Some things change while others remain the same -
stay tuned for news about Entrepalooza 2007!