



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

vol. 1 2006

# A GREAT DEAL JUST GOT BETTER!

*Become a CELAA member and enjoy joint membership.*

The CELAA is proud to announce that its members will now have a joint membership with the UB Alumni Association (UBAA) and the UB School of Management Alumni Association (UBSOMAA). Our joint membership in these organizations allows CELAA members' many additional benefits. Several benefits and discounts are outlined below.

## **Activities:**

- Professional Development – speakers, seminars, programs
- Student Recruitment – alumni involvement
- Alumni Networking – SOMAA network
- Socials - mingle and network with SOMAA members
- Student Development – alumni offer career advice
- Student Networking – recruit UB students
- Student Socials – mingle and network with SOM students
- UBAA Networking – larger network of alumni

## **Discounts:**

- Choice Hotels International- group discount
- Car Rentals – Alamo, Avis, Budget, Hertz, National, etc.- group discount
- Kaplan Courses – 10% discount
- JoS A. Bank Clothiers – 20% discount
- Dunn Tire – 5%-10% discount
- Buffalo Zoo – discounts on membership and admission
- AT&T Internet Connection – group discount
- Travel
- Health, Life and Car Insurance

## **UB Specific:**

- Annual Parking Pass - free
- UB Logo Apparel – 10% off
- SUNY Press Publications – 20% discount on manuscripts / literature
- Distinguished Speaker Series – faculty and staff pricing
- Morton Lane Credit Union – availability to join
- UB Center for the Arts – ticket discounts
- Campus Tees & Snacks – 15% off
- UB Book Store – 15% off
- UB Recreation Passes – 15% discount
- UB Library System – borrowing privileges and full on-site access
- Schussmeisters Ski Club Inc. – discount prices

**Join us today! For complete membership details visit our website [www.cel-aa.org](http://www.cel-aa.org)**

## **It's Live! [www.CEL-AA.org](http://www.CEL-AA.org) - Electronic Marketplace That Offers News, Business Resources and Marketing Opportunities.**

### **5 reasons to log on:**

- ✓ Member Marketplace – run classified ads (for jobs, equipment, real estate), post company press releases, seek and get advice
- ✓ Find other CELAA members by business category – “the CEL Yellow Pages”
- ✓ Advertise on the site at significantly reduced rates for paid CELAA members
- ✓ Get notices of upcoming events and register for them online

### **Want to become part of our web community?**

- ✓ Become a paid member
- ✓ Obtain username and password from CELAA office
- ✓ Log in and update your personal / company profile
- ✓ Contact CELAA office regarding advertising opportunities

*Mark your calendar and plan to attend our*

# **ANNUAL ALUMNI MEETING**

*scheduled for*

**Wednesday, June 21, 2006**

Additional event details will follow.

*Your participation contributes to the strength of our organization.*

*Please join us!*

## **Golf Anyone? How about dinner?**

### **Better yet combine both!**

CELAA will be sponsoring a golf outing and dinner at the Transit Valley Country Club. This event gives alumni a chance to take an afternoon off and enjoy the company and camaraderie of their former classmates, fellow alumni and their guests. Entertain your clients too! Those that do not golf are welcome to join the golfers at the “19th hole” where you will find prizes, cocktails and dinner. Tee sponsorships are only \$75 and are now available. Call the alumni office and reserve your tee sponsorship or foursome.

**Where:** Transit Valley Country Club

**When:** July 10, 2006

**Cost:** Single member \$150/non-member \$180;  
Foursome \$580 – with CELAA member  
Dinner only – \$70 per person

# Considering an Intern?

by Mary Dahl, University at Buffalo

Have you ever considered bringing on an intern but didn't know where to begin? Students today are becoming more savvy and proactive when it comes to determining where they want to acquire their work experience. No longer necessarily attracted to the bigger employers, many students prefer projects available at small businesses and entrepreneurial settings. Competition for the best students is fierce. By earning a reputation as a provider of high-quality internships, you will become a leader in attracting motivated student employees eager to apply their newly-acquired skills in the professional world.

The University at Buffalo is a great place to get started. UB has the personnel and resources to help you establish yourself as an intern employer. They can assist you with every aspect of the process, and eliminate any of the guesswork. At the end of this article, you will find several UB contacts ready to help, but first, it is helpful to consider the following attributes that are essential to beginning and maintaining a successful internship program:

**Commitment.** The students' role in reducing the work load is not enough, and should not be the only focus when considering taking on an intern. According to Dr. BobbyJo LaDelfa, director of the credit-bearing internship program at the University at Buffalo School of Management, the key element is time. She stresses that "employers must be sure that they have time to devote not only to supervision, but to ensuring that the student is engaged in meaningful learning experiences related to their field of study. Supervisors should expect that even though students are providing an extra set of hands around the office, they are still in the learning phase and should not be looked upon as a low-cost alternative to hiring a professional employee." True for every student employment experience, this learning component is essential in non-paid, credit-bearing internships.

**Organization.** To begin the creation of a high-quality internship, start by composing a detailed, structured, well-defined job description. Have clear-cut goals as to what you want the student to accomplish and carefully assess the skills and knowledge necessary to reach them. Make it a substantial role so you both feel like they're contributing. If you have a specific project or set of projects in mind, have backup work available in the event that the student finishes the project ahead of time, or the project falls through unexpectedly. Being bored or looked upon as a secretary is a major complaint of interns.

**Professionalism.** Hire an intern through a professional interview process, not casual contact. In addition to increasing your chances of finding the right fit, you will earn respect by interviewing selectively for the position. Whenever feasible, increase your visibility by making appearances at job and internship fairs, interviewing students on campus, posting with career offices, and maintaining communication with applicable academic departments.

**Communication.** Develop a positive relationship with the appropriate contact person(s) at the sponsoring school. Each school (and perhaps department) will require different guidelines and paperwork, so understand what's expected from you at the start. At the end of the internship, be open to comments from students and share an honest evaluation. Students will share both good and bad experiences with their peers, so it pays to be attentive to feedback.

A well thought out internship program will ensure the continuity of fresh perspectives and talent to your workplace, and the education and enrichment of students in the community. UB has the resources and is ready to help you start the process today. Contact any of the following for assistance:

## **UB Career Services (For All Majors)**

Jake Sneva, Coordinator, Part-Time Employment Program  
716-645-2232 ext.107,  
[jsneva@buffalo.edu](mailto:jsneva@buffalo.edu)

## **School of Management (Business-Related Projects and Internships)**

Dr. BobbyJo LaDelfa, Director,  
Credit-Bearing Internships & Projects  
645-3233, [bsimpson@buffalo.edu](mailto:bsimpson@buffalo.edu)

## **School of Engineering**

Dean C. Millar, Assistant Dean  
645-2768 ext. 1112,  
[dcmillar@eng.buffalo.edu](mailto:dcmillar@eng.buffalo.edu)

## **Public Service Internship Program (All Majors - Undergrad only)**

Curtis Hamm, Coordinator  
645-5593, [hamm@buffalo.edu](mailto:hamm@buffalo.edu)

## **Communication Internships**

Dr. Vivian Williams, Director of Admission and Student Program Services  
School of Informatics  
645-6481 ext. 1187, [vmw@buffalo.edu](mailto:vmw@buffalo.edu)

## **Social Science Interdisciplinary Programs (for Human Service assignments)**

Sandra Handy, Internship Director  
645-2245, [handy@buffalo.edu](mailto:handy@buffalo.edu)

## **Helpful Website:**

[www.naceweb.org](http://www.naceweb.org)  
(National Association of Colleges and Employers)

# CEL Update

From Althea Luehrsen,  
Executive Director

The CEL office has been quite active the last few months since our last newsletter. Here's a quick update of what has been happening.

The third **Minority and Women Emerging Entrepreneur Program (MWEE)** kicked off with the orientation breakfast on February 8th. This program, funded by the Allstate Foundation, is proving to be extremely successful and widely recognized in the community. We received over double the amount of applications that we could accept and have chosen an outstanding group of 21 protégés for this year's class. These folks are well on their way with the help of their mentoring 'team'. Many thanks to the CEL alumni that stepped forward to volunteer as mentors for this great program.

The **Advanced CEL (ACEL)** program completed its pilot year in December with six participants and received many accolades from those who participated. Some minor adjustments were made to the program based upon feedback from the inaugural class. One specific alteration to the program is when it will begin. **ACEL** will now run concurrently with CEL Core beginning with the Beaver Hollow Retreat in September. Another slight change was in the facilitation of the program which will be handled by the Executive Director of CEL. Space for this program is limited to only ten participants so if interested please contact the CEL office for an application. An open house is scheduled at the JEDC to learn more about the program on June 13, 2006 - mark your calendars.

The **3rd Annual Panasci TEC (Technology Entrepreneur Competition)** took place on April 26th with 17 business plans submitted this year. This student competition developed in conjunction with UB's Office of Science Technology Transfer and Outreach (STOR) focuses on technology and life science industries. The premise of this competition is that technology students will collaborate with business school students to create teams and present their business plans. A generous endowment from the Henry A. Panasci Jr. Endowment Fund makes this competition possible. We have also received generous support from our alumni of: one (1) year's worth of office space (donated by North Forest Development - Roy Jordan 2005) and one (1) year of legal business services (donated by Jaeckle Fleischmann Mugel, Tom Palmer).

**CEL Core Program** is going strong with 41 dynamic individuals in the class this year. The class is three quarters through the program having completed most of their clinic sessions. The class has definitely bonded and grown both personally and professionally through this experience. A few changes that were made to the program this year including the addition of Chalk Talk Choice Night have been well received. The class has the option of two topics when we conduct chalk talks allowing us the ability to address the diverse challenges of the entire group.

At the risk of repeating myself, I can't begin to say how much we at the CEL Office sincerely appreciate the constant support of our alumni - through mentoring, reacting, judging, coaching, contributions and the generous giving of your time. We could not accomplish all we do without you.

Happy spring!

# 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 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.

## CEL Advisory Board Update

From Dave Berghash,  
CEL Advisory Board Member

Advisory Board Highlights 2005/2006

1. Successful board retreat in July helped outline our role as a Board and gave us good direction of what projects to work on throughout the year. We are planning another one this summer.
2. A committee was formed and we helped the CEL office in tweaking the CEL advanced curriculum
3. Tom Palmer (Governance Committee) review and updating our Bi-laws
4. Our committees were very active throughout the year: fundraising M.Collins Sanborn) has met their goals for the year, Mentoring (Joe Basil, Chuck Koller) guidelines have been rewritten and this was the smoothest year ever as far as matching goes, Nominations (Fred Saia, David Berghash) a new slate was presented to the Board. Recruitment (Steve Hunt) is working with Althea in attending various functions, Programming/PR (Robin Boyd) working on a guide for distressed companies
5. All and all it has been a great year, communications between all elements of CEL has been great, I want to thank all of our Board Members, CELAA and Althea for making my job easy.

## 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.



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