



Business Education Council

Linking Business and Education

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BEC Staff:

Linda Leblond,
Executive Director

Patricia Hellwig,
Program Coordinator



**Save the Date
for Harvest
Fest!**

September 12, 2012

Mark your calendar for **Harvest Fest 2012**, a first-of-its-kind Wyoming County culinary extravaganza, 5:30-8:30 p.m. Wednesday, September 12 at the American Legion Hall in Warsaw Village Park. More than a food tasting event, Harvest Fest will connect local growers with area chefs to create delicious dishes that celebrate Wyoming County "from field to table."

All proceeds will benefit **The Arc of Livingston-Wyoming** and the **Wyoming County Business Education Council**.

"With Harvest Fest, local restaurants, farms and caterers will come together in celebration of the harvest, and share their unique products and talents with the community," says BEC Executive Director **Linda Leblond**. "The event will showcase the power and diversity of our local resources, and promote togetherness throughout Wyoming County."

Taking part is easy! Participating chefs will be connected with local growers, who can help make the most of their recipes by supplying them with the very best farm-fresh ingredients. The resulting dishes will be enjoyed by hundreds of eager attendees at the Harvest Fest event, generating great word-of-mouth advertising.

Following the event, recipes, photos, logos, and biographies will be collected for a retail cookbook designed to generate additional, long-lasting exposure for participating chefs and farms. Chefs representing local restaurants will also receive Harvest Fest stickers that can be added to their menus to highlight their featured dishes.

Organizers are working diligently to make Harvest Fest an annual destination event, with food, live music, contests and fun activities for all ages. To learn more, or to become a participating chef or farm, contact **Linda Leblond** at 237-3010 of Arc of Livingston-Wyoming Residential Services Manager **Donny Washburn** at 786-9281.

Teachers to Tour Agribusinesses in Wyoming County July 31 & August 1st .

A Classroom on wheels. Teachers and administrators from the area schools are scheduled to tour by bus Wyoming County agribusinesses taking an in depth look at some of the most unique agribusinesses in the area. Tours will be joined by guest speakers: Mark Merrill, The Bank of Castile; Jim Pierce, Wyoming County Business Center and Mike Heftka, Wyoming County Industrial Development. Tours will be followed up with curriculum development on day 2 to bring new ideas and information to the students in the fall.



Check out our website
<http://www.wycobec.org>



Meet Sandi Duckworth, Wyoming County Business Educations Council's New Board President

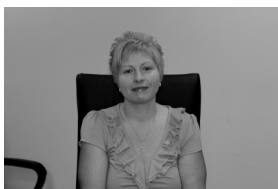
Sandra (Sandi) Duckworth, Superintendent at Wyoming Central School was elected as the Business Education Council's new Board President at the 2012 Annual Breakfast meeting held on May 4th. Sandi has served on the board of directors since 2004. Serving as Vice President for two years and now President.

"I am married and the mother of two. Husband, Charles, and I reside in Wyoming County. Our son and his wife reside in Wyoming County. He works in the agriculture industry. Our daughter lives in Pennsylvania with her husband. They recently blessed us with a granddaughter.

After a career in private industry, I graduated from SUNY Geneseo with a Bachelor of Science in special and elementary education. I received my first Master's from Geneseo in special education. I was a long term substitute special education teacher at Perry Elementary for approximately one year. I also taught high school special education at Fairfield Area High School outside of Gettysburg, PA earlier in my education career. I was fortunate to secure a teaching position at Wyoming Central School as a special education teacher for eleven (11) years where I developed a life skills curriculum for the district. My students were early entrepreneurs - they learned and applied math, reading, science and social studies, technology and home/careers by established a bakery, a repair and craft business. My students also ran a greenhouse where they were able to do hands-on science, grow and sell plants and flowers. It proved to be a great instructional method for students who learn differently - a true business/education model.

I went on to SUNY Brockport to complete a second Masters program in Education Administration. I was able to do my internship at Wyoming working with the former Superintendent of schools, Bob McIntosh. I was named Principal/Superintendent at Wyoming in August 2004. I continue to set goals for myself every year. I am a life-long learner, enjoy kids and, as an educator, I always look for opportunities to connect education with the world of business".

"I'm looking forward to serving as the Business Education Council's President"



Rachael Becht

BEC Welcomes new Board Members elected for 2 year terms



Sam Monteleone



Starting Her 15th year with Koike Aronson, Inc. Rachael works as the Human Resource & Safety Manager. Other work responsibilities include: Secretary of the Corporation. Rachael graduated from Daemen College and earned her MBA from the University at Buffalo. Rachael grew up in Sardinia and is currently lives in Arcade with her husband, Michael.



Born and raised in Perry, NY and graduated in 1992 from Perry Central School. Attended Alfred State College and Tarrant County Community College in Ft. Worth Texas. Sam worked for 4-S Theatre and Restaurant for 20 years and as general manager of operations for the last 10. Sam is now the Retail Sales Manager at W. Glenn Sedam, Inc. and has been there for the last 4 years. Sam has been married to Jen Monteleone for 6 wonderful years and has a son, Cooper who is 3 years old.

2012 Business Education Council Membership

* Denotes Corporate Members

~ New Members

Join our
membership
today!

Amherst

Eaton Office Supply

Arcade

Adecco Employment Group
Creekside Fabrics & Quilts & Yarns

~Kent Nutrition Group, Inc.

* Koike Aronson, Inc.

Ortel Supply, Inc.

* Pioneer Credit Recovery, Inc.

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Attica

Attica Area Chamber of Commerce

* Attica Auto & Hardware Supply, Inc.

Attica Penny Saver

Attica Veterinary Associates, PC

Joseph A. Craddock, DDS

L. Breton Construction, Inc.

~ Moeller & Hardie Jewelers, Inc.

Town of Attica

Batavia

~ BSA Iroquois Trail Council

Freed Maxick & Battaglia, PC., CPA's

* Genesee Community College

* Tompkins Insurance Agencies, Inc.

Bliss

* McCormick Farms, Inc

Buffalo

* Lend Lease (U.S.) Construction, Inc.

Castile

Castile Ag. Service, LLC.

D.J. Beardsley & Sons, Inc.

~ Marcy Electric

* The Bank of Castile

Town of Castile

Cowlesville

Law Office of Michael Mohun

Gainesville

* Drasgow, Inc.

Woodstream Campsite & RV Resort

~ Marquart Brothers

Geneseo

Frontier Communications

Java Village

Catered Creation

Mount Morris

* ARC of Livingston-Wyoming

North Java

~ Java Farm Supply, Inc.

~ Beaver Meadow Audubon Center

Perry

Community Action for Wy. Cty.

Family Furniture

* American Classic Outfitters

Four S Theatre

Hart's Insurance Agency

M&T Bank, Perry

Paragon Silk Screening

Perry Marketplace

* Perry Veterinary Clinic, LLC

Signlanguage, Inc.

~ SLB Salon & Boutique

~ Southpaw Signz

Arts Council for Wyoming County

* C.P.P., Inc.

* Creative Food Ingredients, Inc.

Town of Perry

W. Glenn Sedam, Inc.

* West's Bookkeeping Services

* Wyoming County IDA

* Wy. Cty. Chamber of Commerce

Wyoming County Business Center

Dueppengiesser Dairy Co.

Eaton-Watson Funeral Home, Inc.

Emerling Farms, LLC

Daryl's Pizzeria, Inc.

Portageville

VanSlyke's Dairy Farm, LLC

Rochester

* Clark Patterson Lee

Silver Springs

* Morton Salt

Silver Lake Marine

Varysburg

Byrncliff Resort & Conference Center

H.G. Miller Farm, Inc.

Judi Laird, Draperies, Upholstery & Slip-covers

Warsaw

Carmichael & Reed Monument Co, LLC

DiSalvo's Pizzeria & Subs Shop

East Side Nursing & Rehabilitation

* Five Star Bank

Genesee Valley Federal Credit Union

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Literacy West NY, Inc.

Western NY R-AHEC

Sinclair Pharmacy

~ Steuben Trust Company

The Cloisters

Upstate Door, Inc.

Warsaw Penny Saver

Weeks Funeral Home, Inc.

Wy. Cty. Board of Supervisors

* WCCH Systems

Thank you for your continued support!



Business Education Council Events and Programs Photo Gallery





WNY Aviation Camp Soars into Action



The WNY Aviation Adventure Camp kicked –off Saturday July 7th at the Genesee County Airport. On Sunday, campers had the opportunity to visit the 1941 Historical Aircraft Group (HAG) Museum in Geneseo. They heard from tour guide Austin Hancock about the history of the planes in the hangers that are going through restoration. Austin Wadsworth provided complimentary tickets to the campers to attend the 2012 Air Show. WNY Aviation Camp is a groundbreaking one week overnight camp developed for Genesee, Livingston and Wyoming County high school students in grades 9,10,&11th grades. Aviation Adventure Camp is a structured introduction to flying and flight training. Students will explore and plan their aviation education and career paths through hands-on practical experiences. Students will be attending flight school training to qualify for actual flight time during the camp program.



The Totally Terrific Duct Tape Store

Wyoming Central School
5th Grade
Entrepreneurs
Jordan Barrett & Kacey Pearce

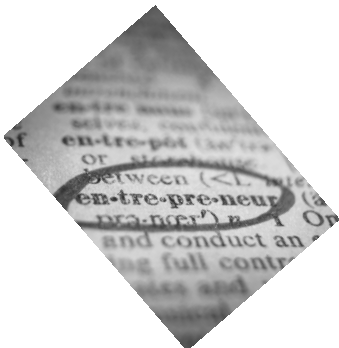


The girls have made several things out of duct tape such as hair bands with flowers and bows, bracelets, electronic cases, pencil pouches and more.

Jordan and Kacey wanted to start a new adventure to coincide with the Two Week Projects at Wyoming Central. On May 14th the Lewis & Clark Adventures begin where the 5th & 6th Graders will have various projects to complete during school that are based in all the core subjects and seeped with Lewis and Clark Adventures. Since Lewis and Clark were adventurers Jordan and Kacey wanted to start on ***their own adventure and start their own store***. Furthermore, they will be donating a portion of their proceeds to WCS for the supplies needed during the Two Week Projects.

The girls went around to the classes to show the Totally Terrific things that can be made of ducT tape and prove that ducT Tape isn't just for fixing things. Their store opens today and we have already had several calls to schedule appointments with these business"girls". Another really cool thing about their ducT Tape sTOre is that if you want to special order any item you may do so with your choice of colors.

So as you can see this is an all adventure that includes everything from education, business, ingenuity, generosity and more. This is all their baby!



Perry Central Eighth Grade Students Earn the Business Education Council's Employability Certificate



Sixty four students in Angela Cain's 8th grade English Language Arts class participated in the Wyoming County Business Education Council's Employability Certification program. Linda Leblond met with the students in the classroom for 10 class periods to cover skills needed to apply for and get a job.

The final activity for each student was to take part in a "mock" job interview. Darlene Martin, Creative Food Ingredients; Molly Bodensteiner, Community Action for Wyoming County; Sam Monteleone, W.Glenn Sedam, Inc, and Jim Pierce, Wyoming County Business Center and Carrie West, West's Bookkeeping Services were the business partners that volunteered their day to interview each of the students.

Students that participated and completed the criteria for the program were awarded certificates in a ceremony held in the auditorium. Superintendent, Dr. William Stavisky; Principal, Katherine Waite; and Linda Leblond presented the certificate to each student.

Following the ceremony, students celebrated their accomplishment with a cake & punch reception held in the school library sponsored by the Business Education Council.

The Wyoming County Employability Certificate is the result of a strong partnership between the Wyoming County Business Education Council, local employers, school districts, parents, students, and the community.

Finding good, qualified employees is the number one complaint that employers have today. Competition is fierce and good jobs are hard to find, and in some cases harder to keep! Without a previous work history, many times students find it difficult to obtain their first job.

The Wyoming County Employability Certificate is a series of required activities, along with coursework that will show they have acquired certain skills, attitudes and behaviors which Wyoming County employers look for when they hire new employees. This will be something that they will continue to contribute to over the years as they gain more work experience, volunteer experience, academic qualifications and life experience.

Students who are seeking a job will benefit from obtaining this Certificate by having a distinct advantage over students who do not.

Business Leaders are asking their future employees to understand and practice the traits of work ethic and "professionalism". This certificate will assure them that the perspective employee has developed and demonstrated these skills in their school.

For more information about the program, Contact:

Linda Leblond at 237-3010
lleblond@rochester.rr.com



Letchworth Student Graduates from

FastTrac "New Venture" Entrepreneurship Program



The Business Education Council (BEC) sponsored the first "FastTrac" scholarship to a high school student Justus Ryan. Justus graduated from Letchworth Central School this past June. Exploring her options and inspired by her family owning and operating their own business, she expressed an interest in owning her own business one day. Justus took advantage of the opportunity to learn first hand how to research a potential business and the process of starting that business.

The Wyoming County Business Center, the lead economic development entity for Wyoming County, took great pride on May 22, 2012 in having ten entrepreneurs graduate from its Spring offering of the Kauffman Foundation's FastTrac New Venture program. Participants in the program went through 10 fast paced and challenging entrepreneurship classes over a 10 week period that covered a wide variety of topics including analyzing the viability of the business idea, assessing the market place, cash flow projections, marketing, learning about the various legal structures for businesses and the development of a business plan. Jim Pierce the Program Director said "for some time now we have been trying to attract high school students into the program because they are a great source of new entrepreneurs for our County and is good way to keep our young talented people here, this year we were successful in having a senior from Letchworth Central School, Justus Ryan who found the program very beneficial to her future plans."



***Gain valuable exposure! Make business connections!
Support two great local causes!***

Become part of **Harvest Fest 2012**, a first-of-its-kind Wyoming County culinary event!

**5:30-8:30 p.m., Wednesday, September 12
American Legion Hall in Warsaw Village Park**

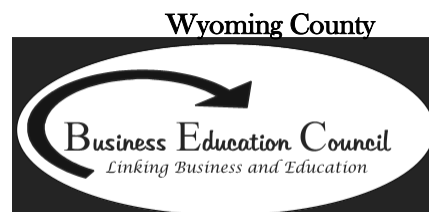
Harvest Fest is a celebration of locally grown produce and delicious prepared dishes that spotlight Wyoming County "from field to table." Taking part is easy—with two convenient options!

- **Option #1: Become a Vendor.** You'll receive free booth space. In return, we ask only that you offer free tastings to Harvest Fest attendees. If that isn't possible, simply donate a sample of your product for use in a raffle to benefit Harvest Fest's not-for-profit sponsors.

Option #2: Become a Supplier. Let us connect you! Harvest Fest will feature local chefs, many from prominent area restaurants, creating mouth-watering dishes from your farm fresh ingredients. As an added bonus, if your ingredients are used in a Harvest Fest dish, you will be featured in a retail cookbook designed to generate long-lasting exposure for your farm.

Your participation makes a difference in our local community. Harvest Fest benefits the **Arc of Livingston-Wyoming** and the **Wyoming County Business Education Council**.

Hurry, space is limited! To get involved, contact **Linda Leblond** at 237-3010 or **Donnyale Washburn** at 786-9281 by Friday, July 27th!



The National Work Readiness Credential

The National Work Readiness Credential is one of the "newest employability tools" that addresses what employers are looking for in new hires.

What is the National Work Readiness Credential?

- A national portable certification that certified individuals have the skills needed for successful performance as entry-level workers. It was created by national, state and local leaders in business, government and labor.
- It provides universal, transferable and national standards for work readiness.
- It is a national online exam that is housed at EOC. It takes 2 1/2 to 3 hours to complete. Questions are based on the nine Equipped for the Future (EFF) standards that were identified by employers as the skills needed for entry-level jobs.
- Upon passing the exam candidates will receive the National Work Readiness Credential Certificate.

Nine EFF Standards

- Speak So Others Can Understand
- Listen Actively
- Solve Problems and Make Decisions
- Cooperate with Others
- Resolve Conflicts and Negotiate
- Observe Critically
- Take Responsibility for Learning
- Read with Understanding
- Use Math to Solve Problems

How to Prepare for the National Work Readiness Credential Exam?

- Four workshop sessions will be offered prior to the NWRC exam dates.
- Three sections of each workshop session will introduce the four core categories that address the nine EFF standards that the NWRC exam is based on.
- Students will select from the sections that best meet their preparation needs.

Job Seekers Benefits

With the National Work Readiness Credential you can:

- Take the first step on a career path
- Demonstrate to employers that you have the skills to successfully perform in entry-level jobs
- Identify the skills that need strengthening in order to improve performance in the workplace

Three Steps to Earning the National Work Readiness Credential Certificate

- Attend the Work Readiness Credential Orientation
- Enroll in the Work Readiness Credential Exam Preparation Workshops
- Pass the National Work Readiness Credential Exam

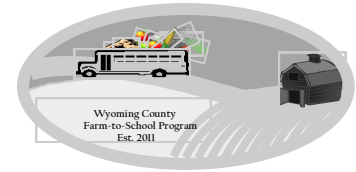
To Register for the Workshop or the NWRC Exam Contact:

Ms. Terry A. Patterson-Room 411 – 849-6727 ext. 162
tap1@buffalo.edu

2012 BEC Annual Meeting Award Winners

2012 Outstanding Program

"Farm –to– School"



The Farm to School Program was formed in 2011 as an outreach through the Wyoming County Business Education Council and local agency partners to help connect local farmers with local school districts. It is a win-win situation when the schools are provided with a source for fresh, nutritious, safe food, and the farmers are able to recognize an additional income stream from sales to the school districts. The Farm –to– School Program was made possible with funding from United Way of Wyoming County and Wyoming County Industrial Development Agency.

If you want to learn more about the program or become involved please contact:

Linda Leblond, Wyoming County Business Education Council
(585) 237-3010 e-mail lleblond@rochester.rr.com



A Service Provider For:
United Way of Wyoming County

Business Education Council Names 2012

Outstanding Business Partner in Education

West's Bookkeeping Services, LLC

Established in 2005, West's Bookkeeping Services, AKA Carrie West began serving the Business Education Council as a classroom volunteer for the Young Entrepreneurs Academy at Warsaw Central School. Carrie spoke to the class and shared her personal and professional experiences as she began her own business.

Because of Carrie's commitment to volunteer, students are gaining the knowledge and skills that will help them to succeed in their future. On behalf of the Business Education Council's Board of Directors and staff
Thank you.

West's Bookkeeping Services, WBS, started in 2005 as a home business with only the owner performing the work which serviced 2 clients for bookkeeping and payroll. In the fall of 2009, the home office moved to a business office building located downtown in Perry within of couple months hired their first part-time employee. Beginning in 2011 West's Bookkeeping Services became West's Bookkeeping Services, LLC. Currently, WBS's team consists of a part-time and full time employee and the owner. Since the beginning, West's Bookkeeping Services has expanded services to include on-site and remote accounting, bookkeeping, payroll services, accounts payable, accounts receivable, bank reconciliation, bill payment, invoice preparation, general ledger, QuickBooks set-up, financial statement preparation, sales tax preparation, income tax preparation, audits, financial consulting for businesses and individuals, debt negotiations for businesses and individuals and daily, weekly, monthly, quarterly and/or annual data entry recording for public and private corporations, small businesses and individuals. WBS services over 75 clients.

WBS West's BOOKKEEPING SERVICES



Carrie West with Husband George
At BEC Annual Meeting

Picture taken by: Lorraine Sturm

Congratulations Carrie !

FastTrac “New Venture”

The Wyoming County Business Center, the lead economic development entity for Wyoming County has secured certification and designation to serve as an affiliate of the Kauffman Foundation’s FastTrac New Venture Program.

The FastTrac New Venture program represents a great opportunity for students and adults alike who want to start a business gain access to a very successful program. Statistically, 75% of participants who complete the program start a business.

FastTrac New Venture is a series of 10 training sessions, The new class will be offered Wednesday evenings 6:00–9:00pm starting September 5, 2012. Classes will be held at the Wyoming County Business Center in Perry, NY. The first 3 classes are devoted to determining the viability and market potential of the business idea and the last 7 classes help build the framework for a business plan. The classes are facilitated by an entrepreneur and each class will be assigned an experienced business coach to provide additional guidance and support. After graduation, additional technical assistance will be provided to fully complete unfinished business plans, examine financing options, assist with business locations if needed or provide further guidance.

Jim Pierce, President of the Wyoming County Business Center explained why they decided to offer FastTrac New Venture in Wyoming County, “we went searching for the best and most comprehensive model of a professional entrepreneurship development program because we recognize in Wyoming County that small businesses and new startups are one of our primary sources of job growth. FastTrac New Venture fits the bill perfectly plus it has the resources of the Kauffman Foundation to back us up. This program is for anyone that is serious about a starting their own business.” The Wyoming County Business Center plans to offer two cycles of the FastTrac New Venture training annually. Special thanks to Complete Payroll Processing Inc., and The Bank of Castile for the financial help in this program. Contact Jim Pierce at the Wyoming County Business Center for more information at: (585) 237-5080.

E-mail
jpierce@wycobusiness.org
www.wycobusiness.org



Small Business Facts:

70% of small businesses are owned and operated by a single person.



Small businesses pay 44% of U.S. payroll.



60 to 80% of all new jobs come from small businesses.



Source: U.S. Small Business Administration

Thank You to our Sponsors and Affiliates



Attica Auto & Hardware



*Information Resources & Associate
Dr. Laurel B. Tague
Attica, NY*

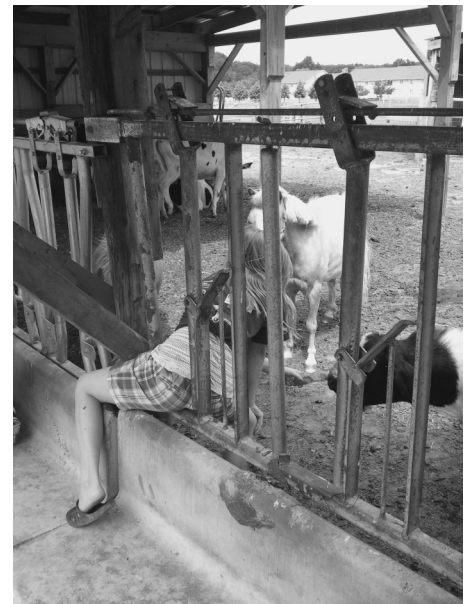
Attica Veterinary Associates, P.C.



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Wyoming County

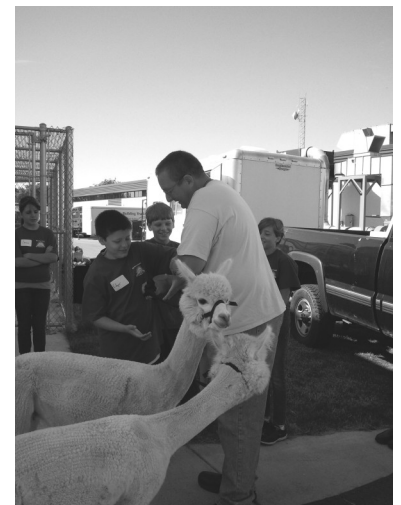


Linking Business and Education



June 25-28th

Students reported to the Genesee Valley Educational Partnership's May Center in Mt. Morris for a week full of exploration. Seeing and participation with a variety of careers in the area of Veterinary and Animal Science. They had the opportunity to interact with reptiles and cold blooded creatures from the Buffalo Audubon /Beaver Meadows, Bee Keeper from the Wyoming County Beekeeper's, Alpacas from Hellwig's Son Raised Alpaca Farm, assisted in grooming a dog (Izzy) with Meghan Flaherty, Livingston County's K-9 Unit, Deputy Whitford with K-9 Deputy Utah, and a tour with Ken at VanSlyke's Dairy Farm, and Bob Bausch with the Perry Vet Clinic. Thank you to all of the volunteer presenters and tour hosts.





BUSINESS EDUCATION COUNCIL

LINKING BUSINESS AND EDUCATION

6470 Rt. 20A Ste. 3

Perry, NY 14530

www.wycobec.org

Business Membership Application and Rate Sheet

(Please use this form to update any changes in your company's information)

I am Proud to Support the Wyoming County

Business Education Council as a Future Work-Force Investor

Business _____
Primary Contact _____
Work Address _____
City, State, Zip _____
Business Phone _____ Business Fax _____
E-Mail _____
Other Contacts _____
Number of Employees _____

Please Send Me More Information On:

<input type="checkbox"/> Becoming a Board Member	<input type="checkbox"/> Presenting to Students
<input type="checkbox"/> Being a Guest Speaker	<input type="checkbox"/> Hosting Student Tours
<input type="checkbox"/> Junior Achievement Volunteer	<input type="checkbox"/> Serving on a Committee
<input type="checkbox"/> Hosting Teacher Tours	<input type="checkbox"/> Hosting a Job Shadow



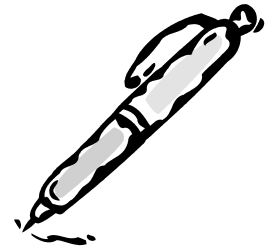
Tax Deductible Membership Fee Structure and Rates Corporate and Non-Corporate Future Work-Force Investor

Fee Structure

☐ \$ 700.00
☐ \$ 225.00
☐ \$ 75.00

Membership Level

Corporate
Excelsior
Standard



Please return to: Wyoming County Business Education Council
6470 Route 20A Suite 3 Perry, New York 14530 Fax # (585) 237-4113
www.wycobec.org
Thank You!