

## buffalo niagara chapter

### October Meeting

Wednesday, Oct 7, 2015

**Program: "Women In Business Showcase"**  
**Protocol Restaurant**  
6676 Transit Road  
Williamsville, NY 14221

**Menu:** Buffet  
**Cost:** \$30 per member  
\$35 per non-member

*\*\*Non members are required to pre-pay*

**RSVP by Friday 10/2**

#### PLEASE NOTE:

Checks payable to  
"NYS Women Inc., BNC"

#### PLEASE NOTE:

*Everyone is welcome to attend two of our events as a guest. This does not include the December or June fundraisers. After the second regular meeting you attend, we will ask you to join our organization. There are **NO** refunds for any events and if you do not show after registering you will be billed. The events are always on unless the Protocol is closed.*

### How to Register

#### Register online at:

[www.bncwomeninc.org](http://www.bncwomeninc.org)

#### or contact:

Kathy Cerullo at 675-6075 or  
[kathyc3112000@gmail.com](mailto:kathyc3112000@gmail.com)

**Registration Deadline: Oct 2, 2015**



#### President's Message

### Pauline Hoffmann

Welcome to fall although summer is still hanging on.....

What a thrilling September. We were excited to host our STEM (Science, Technology, Engineering and Math) panel and had a wonderful turnout. It was great to hear the stories of dynamic women pursuing successful careers and encouraging other women to join.

I also encourage you, your friends and associates to join us as guests in October to see what women in WNY have to offer in terms of goods and services at our Women in Business Showcase. If you know of a woman business owner no matter how big or small the business, please encourage her to join us as a vendor, there is still time. Perhaps that woman is you? Information may be found on our website. It is also not too late to sign up to join us for a wonderful buffet meal at The Protocol and talk to women about their businesses and perhaps get tips to start your own.

Don't forget that October also brings our state conference in Syracuse. Remember that our very own Renee Cerullo is NYS Women Inc., state president. Several members of the Buffalo Niagara chapter will present workshops at the event. I will discuss how you deal with difficult people particularly how you cope with generational differences in the workplace. We will also have extensive programming on marketing, how to use our logo and other materials, and how to present quality programming which we do each month. Also learn how to use social media as a tool for your business. It will be a wonderful way to meet women from around the state and share experiences. Don't forget that you should come in costume on Friday night. We are nothing if not fun!

I hope to see all of our members at our meetings throughout the year. If you are new, please stop to say "hello." I love to hear the stories of all of our members. Together we can make a difference for women.

Enjoy autumn and gear up for winter. ■

## SEPT Member Spotlight

### DIANNA DERHAK

Founder, DNA International Consultancy



#### WHY DID YOU JOIN NYSW?

A friend invited me to a meeting and I was impressed with the women. Everyone was welcoming and friendly. I look forward to new friendships and networking. As a business owner I look forward to meeting new colleagues and growing my business.

**TELL US ABOUT YOURSELF:** I'm an Organizational Transformation Facilitator and Executive Life Coach. My focus is Self-Empowerment and Leadership. I help individuals, teams and organizations turn obstacles into opportunities. I create and facilitate interactive workshops and training programs that are empowering, provide powerful tools and are fun. I'm an attorney and MBA. I have over 15 years of international development experience. My mission in life is to inspire and uplift the world, one person at a time.

**INTERESTING FACTS ABOUT YOURSELF:** This spring/summer I will be walking across Spain on a pilgrimage and blogging about it. I've lived abroad for over 15 years. I've been blessed with interesting projects including creating a children's television show, running mobile medical clinics and working for superstar bands such as Rolling Stones and Genesis.

# SEPTEMBER Program Women In Business 2015 Showcase



inspire. empower. connect.

## Women Business showcase2015



network. come and enjoy.

October is "Women in Business" month: our celebration of women in business offers fresh ideas, insights, and fun resources. Join us for inspiration and motivation! Network with Buffalo Niagara professional and working women. Women entrepreneurs will showcase their businesses and take the opportunity to learn from one another. Enjoy delicious food: carving stations, vegetable and cheese tray, salad station, and dessert. Cash bar. Browse the array of exhibits from women business owners; check out beauty and skincare products; try on

trendy accessories; sample tempting desserts. We'll have giveaway prizes throughout the evening!

Exhibitors planning to sell products must have a valid NYS sales tax number and collect appropriate sales tax. Please note: no electric outlets AVAILABLE. Set up time: 4:00 pm day of event; NO earlybird setup. Exhibitors will assume the entire responsibility and liability for losses, damages and claims existing out of injury to person or property. The Protocol does not provide security for the vendor areas.

## Vendors Attending:

**Ambit Energy**

**Insty-Prints**

**Janie's Emporium Boutique**

Jewels of the Nile jewelry collection and other handmade jewelry from around the world

**Jewelry by Rachel NY**

**Nancy Rizzo, Life & Mindset Navigation™ Coach**

**Made in America Store/Florida's Best**

**Silpada Designs Jewelry**

**ThirtyOne and hand painted glassware**

**White Rabbit Design**

**Wild Mountain Organics**

### Why Attend?

- This celebration of women in business offers fresh ideas, insights, and fun resources. Join us for **inspiration and motivation!**
- **Network with Buffalo Niagara professional and working women.** Women entrepreneurs will showcase their businesses; take this opportunity to learn from one another!

### What's Included?

- **Enjoy delicious food:** beef and turkey carving stations, vegetable and cheese tray, salad station, and dessert. Cash bar.
- **Giveaway prizes and drawings**
- **Browse an array of exhibits;** check out beauty and skincare products; try on trendy accessories; sample tempting desserts.

# OCTOBER \$ MONEY MINUTE \$

– Amy Jo Lauber

*“Happiness is not in the mere possession of money; it lies in the joy of achievement, in the thrill of creative effort.”*

– Franklin D. Roosevelt

*Appreciating the fullness of all humanity, the worth and value of all people and all forms of service, allows us to faithfully – and respectfully – labor alongside others and to use our resources prudently and honestly for the benefit of all.*

## NYS Women, Inc.

### Buffalo Niagara Chapter BALANCE SHEET As of September 15, 2015

ASSETS	
Current Assets	
Checking/Savings	
Checking - Scholarship Restrict	2,765.10
Citizens Checking	10,705.79
Total Checking/Savings	13,470.89
Other Current Assets	
Room Deposit	200.00
Undeposited Funds	400.00
Total Other Current Assets	600.00
Total Current Assets	14,070.89
<b>TOTAL ASSETS</b>	<b>14,070.89</b>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	126.59
Total Accounts Payable	126.59
Other Current Liabilities	
Accrued Expenses	500.00
Due To Member - Reimbursement	-500.00
Total Other Current Liabilities	0.00
Total Current Liabilities	126.59
Total Liabilities	126.59
Equity	
Net Assets	9,816.06
Retained Earnings	4,551.22
Temporarily Rest. Net Assets	1,393.13
Net Income	-1,816.11
Total Equity	13,944.30
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>14,070.89</b>

## NYS Women, Inc.

### Buffalo Niagara Chapter PROFIT & LOSS Through September 15, 2015

	Sep 1 - 15, 15
Ordinary Income/Expense	
Income	
Excess Dinner Income	-162.43
Total Income	-162.43
Expense	
Dues and Fees	
State Dues	-50.00
Total Dues and Fees	-50.00
Insurance	126.00
Newslines Printing	106.96
Postage and Delivery Program	4.40
Total Expense	301.55
Net Ordinary Income	-463.98
<b>Net Income</b>	<b>-463.98</b>

## NYSW, Inc. 2015-2016 Officers

### Executive Board

<b>President</b>	Pauline Hoffmann
<b>Pres-Elect</b>	Katharine Smith
<b>Secretary</b>	Nancy Rizzo
<b>Treasurer</b>	Kathleen Garvey

### Standing Committees

<b>Communications</b>	Katharine Smith
	Joyce DeLong
<b>Finance</b>	Nancy Guiffrida
<b>Personal/Professional</b>	Sue Mager
<b>Development</b>	
<b>Advocacy</b>	Linda Przepasniak
<b>Membership</b>	Renee Cerullo
<b>ByLaws</b>	Sue Fayle

### Special Committees

<b>Audit 2014-2015</b>	Joyce DeLong
	Sue Mager
	Ramona Gallagher
<b>Nominating</b>	Fran Vaughan
<b>Women In Leadership</b>	Kimberly DeSimone

# Women in Leadership

## HONOREE OF THE MONTH



### NICOLE SAVAGE

#### OWNER AND PRESIDENT / CEO, NATURE'S WAY ENVIRONMENTAL

Nicole took over her father's business after his untimely death in 2007. A biologist, he was the sole owner and founder of the company, and left no succession plan or insurance that could have helped in this difficult situation. She had not been involved in Nature's Way Environmental previously but felt it was important to preserve what he had built for the industry, the community, and the company's employees.

Although she doesn't have a background in environmental studies or earth sciences – she has a BA in psychology and an MBA in business – Nicole's proud to say, "That the amazing people here have made it possible for our company not only to still exist, but to be thriving once again." She also has big plans for the future, "In five years, I would like to see us as a slightly bigger version of ourselves. Alternative energy is a natural transition for us, so we will be looking at what role we would best fill in that sector of our industry."

Nature's Way Environmental is a specialty construction company, performing environmental investigation, remediation and fuel system installation. Services include drilling/environmental investigation, geotechnical investigation, soil and groundwater remediation and fueling system installs/maintenance. Nicole adds, "Our business best serves the community simply through the services we provide – it gives me great pride knowing that we are eliminating potential human health hazards each and every day." Nicole's business philosophy? "In short, do it right and do it fairly."

She is a member of the Women Presidents' Organization, Vistage International, serves on the Board of Governors for the Construction Exchange of Buffalo and WNY and is a founding member of the Women in Construction Committee of ConEx/CFMA. Nicole is also an alumni of the University at Buffalo Center for Entrepreneurial Leadership program (CEL).

The Buffalo Niagara Chapter of NYS Women, Inc. (BNC) is proud to partner with WKBW-TV to showcase successful local women who have given back to the Western New York community. "Women In Leadership" honorees are established women business owners or professional/working women who have exhibited leadership, enterprise, and excellence in their business or profession and give back to the Western New York or greater community. The goal of the program is to recognize women who have succeeded both in the business and charitable arenas and help inspire others to follow in their path.

Each month throughout the year a woman business owner or working woman will be profiled on WKBW-TV Eyewitness News and will be featured on AM Buffalo. Each June BNC and WKBW-TV will recognize all our honorees at an annual event.

#### CRITERIA

Established woman business owner or working/professional woman who:  
Exhibits leadership, enterprise, and excellence in their business; Gives back to Western New York or greater community with volunteer service

<http://bncwomeninc.org/WIL>



## NYSW Inc Buffalo Niagara Chapter Minutes from Meeting 09/02/15

#### Call to Order: 6:00 p.m.

Pauline Hoffmann welcomed members and guests this evening, and announced our Women In Leadership Honoree for July 2015 was Molly Anderson from Leadership Niagara, and August 2015 was Alexis Dent from Miss Information. This Program was formerly sponsored by NAWBO; we need to be mentioned as the current sponsors.

#### Upcoming Programming:

**October 7, 2015:** Women's Showcase

**November 4, 2015:** "Laughter in a Face of Tears" presented by Nancy Weil

**December 2, 2015:** Holiday Auction and Scholarship Fundraiser  
Renee Cerullo invited everyone to the October State Conference in Syracuse on 10/16-18/15. Our very own Pauline Hoffmann will be a speaker as well as Robin Wilson of The Wilson Edge. Renee is happy to answer any questions to anyone interested in attending. The June Conference will be in Saratoga, New York. Details soon.

**Announcements:** Joyce DeLong spoke about the sad news about Barbara Wacienga passing away suddenly on June 12. She was our dear member for ten years. In her honor, our Chapter will be making a donation to the SPCA.

**Next Meeting** Wednesday October 7, 2015 at The Protocol Restaurant, 6766 Transit Road, Amherst, New York 14221.



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Trinity Tower Of Buffalo, Inc.  
33 Linwood Avenue  
Buffalo, New York 14209-2228



**Velma T. Szczesny**  
First Vice President - Investment Officer

**Wells Fargo Advisors, LLC**  
6700 Main Street  
Williamsville, NY 14221  
Tel 716 810-5051  
Fax 716 626-4300  
Toll Free 877 822-0950  
[velma.szczesny@wfaadvisors.com](mailto:velma.szczesny@wfaadvisors.com)

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Joyce DeLong  
Owner

3959 Union Road  
Cheektowaga, NY 14225  
P 716.634.5966  
F 716.634.0841  
[JDinsty@roadrunner.com](mailto:JDinsty@roadrunner.com)  
[www.InstyPrintsCheektowaga.com](http://www.InstyPrintsCheektowaga.com)

MEMBER

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**Fran Vaughan** ceo  
716.537.2066 • [fmvtax.com](http://fmvtax.com)  
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[www.lauberfinancialplanning.com](http://www.lauberfinancialplanning.com)  
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