

ONTARIO CHAMBER OF COMMERCE, INC.

P.O. Box 100, Ontario, NY 14519-0100 – (315) 524-5886



Website: www.ontarionychamber.org
Like Us on Facebook.com/ontarionychamber

Newsletter – July – August, 2019



Holiday Inn Express & Suites' Officials cut grand-opening ribbon on June 27, 2019 celebrating renovations

Holiday Inn Express & Suites 860 Holt Rd., Webster, NY Renovation Celebration

Holiday Inn Express & Suites' officials gathered on June 27, 2019 to cut the grand-opening ribbon in honor of the complete renovation of their accommodations. For more information contact Kara Kane, General Manager, at (585) 872-0900 or email kakane@buffalolodging.com or Keith Rose, Director of Sales @ krose@buffalolodging.com
Photos below show some of the room renovations.



Queen size room



King size room



Conference room



July Business of the Month
Basement Technologies of WNY
476 NYS Rt. 104
Story pg. #7



August Business of the Month
AG Auto Sales, 584 NYS Rt. 104
Story pg. #8



Mimi and Papa's Ice Cream and Treats
Opens - Knickerbocker Rd. , next to
Heintzelman's BBQ Pit
Story pg. #6

**Celebrating 20
Years Promoting
Business of the
Month
1999-2019**

**The Public & Chamber Members Are Cordially Invited To
THE ANNUAL AWARDS & RECOGNITION BANQUET**

Of The

Ontario Chamber of Commerce

At The Ontario Country Club

2101 Country Club Lane, Ontario, New York

Cocktails (Cash Bar): 5:00 - 6:30 p.m. – Hors d'oeuvres Provided

Buffet Dinner: 6:30 p.m.

September 19, 2019 (Thursday)

Dress Business Casual

Menu: Garden Salad, Rolls, Chef Carved Top Round, Roasted Chicken, Baked Penne Pasta, Red Skin Garlic Mashed Potatoes, Seasonal Vegetable, Hot Beverage Station, and Dessert

Gluten Free/Vegan Meal: Rotini Pasta, Red Peppers, Cherry Tomatoes, Red Onions, with Olive Oil, Red Wine Vinegar, Basil & Oregano Dressing

(Please note if vegan, gluten free or other dietary needs are required on registration form below)

Cost: \$35.00 per person

Please Join Us For An Exciting Evening!

•Presentation of 2019 Community Awards:

Lifetime Achievement – Sponsored by Lyons National Bank

Citizen of the Year – Sponsored by Reliant Community Credit Union

Business Improvement – Sponsored by Brian Natale Agency - Farmers Insurance

Community Organization – Sponsored by Sue's Hair Trends

•Recognition of 2019 Businesses of the Month

•Recognition of 2019 Business of the Year – Konstantinou's Restaurant

•FREE Door Prizes Donated by Local Businesses

•**High-End Silent Auction Items (55" Smart T.V., Gift Baskets, Cash & More!)**

•Business Table Available For Display of Business Cards/Brochures

Contact: Cheryl Legg via email: clegg@rochester.rr.com

Tear Here – Reservations NO LATER THAN September 10, 2019

_____ # Attending @ \$35.00 per person = _____ check made payable to the Ontario Chamber of Commerce. Please send the reservation form and your check to Cheryl Legg, Banquet Reservations, 7269 Ontario Center Road, Ontario, NY 14519-9348. Name tags will be issued. Please fill in the names and business name of those attending:

NAME (Please Print)

GUEST MEALS

BUSINESS NAME (Please Print)

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Supersize Your Success with SBDC



As the saying goes, “There’s no elevator to success, you have to take the stairs.” Making it as a business entrepreneur is definitely a step by step process that, (while some will try short cuts), is more of a long game to achieve long term success. Problematic for most business owners is knowing what strategic steps lead to a strong and productive business life. The answers can seem ambiguous, however support to finding those answers are only a phone call and one appointment away.

In 1975 while recognizing the need for business education, assistance and advocacy, William Flewellen, Jr. (of the University of Georgia) and Reed Powell (of the California State Polytechnic University at Pomona) promoted a concept designed to support Entrepreneurs towards greater success. That concept blossomed into the Small Business Development Centers (SBDC); a nationwide program in partnership with the U.S. Small Business Administration, providing technical assistance to business entrepreneurs. Since 1984, New York State has been a participant of this amazing taxpayer supported program, assisting more than 463,500 New Yorkers through investments of more than \$6.4 Billion in loans, equity and other forms of financing. In fact, under the advisement of SBDC’s certified business advisors, more than 200,700 jobs have been created or saved. Currently, there are 23 SBDC centers in New York State, with the SUNY College at Brockport SBDC, under the direction of Jan Pisanczyn, providing services to Monroe, Ontario, Wayne and parts of Genesee counties.

From start-up to sale, the SBDC offers an arsenal of free and confidential services that include:

- One to one business advisement
- Business plan development
- Financing information and assistance
- Research
- Financial projections
- Lead generation tools; BidLinX
- Workshops/Training; EntraSkills
- Business mentoring and strategic guidance
- Construction contractor assistance
- Technology transfer, intellectual property assistance and
- Strategic marketing planning



The SUNY College at Brockport SBDC is staffed with experienced and knowledgeable business professionals that work in concert to support small business entrepreneurs in our communities. Leverage your tax dollars by utilizing the SBDC for every business step you take, albeit new beginnings to expansion or succession. For more information call (585) 395-8410 or email sbdc@brockport.edu.

Town of Ontario Water Tank Repairs

Pictured below is a temporary water storage facility under construction at the Ontario Firemen's Exempt Field on Route 104 which will be used in conjunction with the Ontario water tank repairs. For more information contact the Town Supervisor, Frank Robusto at 315-524-7015, or email supervisor@ontariotown.org.



2019 County and New York State Fair Information

The **Wayne County Fair** is August 12 to 17 in Palmyra. Single day admission is \$6 adults 17 and older; youth \$4 (6-16) and 5 and under are free. Youth 4H day is Wednesday, August 14; 16 and under are admitted free until 5 pm. Opening day, August 12, admission is free until 2 pm. Senior Day is Tuesday, August 13 and all seniors are admitted free.

The **New York State Fair** is August 21 to September 2 in Geddes, near Syracuse. There is no cost to seniors age 60 and up on Monday, August 26, Tuesday, August 27 and Wednesday, August 28. On Friday, August 30 students 18 years old and younger will be admitted free. Children age 12 and under are admitted free every day. College students' days are August 22 to September 1 and admission is \$1 with current ID. Thursday, August 29 is Armed Forces Day and all active duty and veteran military will receive free admission with military ID. August 21 and September 2 admission is \$1. August 22 and 29 are \$3 Thursdays admission.

Tribute Bench Program

Initiated by Ontario Chamber of Commerce

This is a new program by the Ontario Chamber that allows a partnership with the chamber and a family/individual, business, or organization to purchase a Tribute, Park-style Bench. The benches will be located in public places within the Town of Ontario and include a raised historical-type marker recognizing an individual/business/organization. The chamber is working with the Town Parks & Recreation Department with this program.



A Tribute Bench is now located at the American Legion Post #428 at 6180 Knickerbocker Rd.

The bench is six foot in length and made from recycled plastic materials such as water bottles and detergent bottles. A bench can be purchased in memory of a loved one or as a business/organization promotion supporting our community. If you would like more details about the program please call the chamber office, (315) 524-5886 or email Donna Burolla, President, at dburolla@gmail.com.

WELCOME BACK RENEWING CHAMBER MEMBERS!

***Thank You For Being So Prompt With Your Dues
Your Continued Support Is Appreciated***

CONIFER REALTY, INC., Brown Square Apts., Frances Graham, 2100 Brown Square Rd., Ontario, NY
LINC MANAGEMENT, LLC, George Leopard, 6375 Furnace Rd., Ontario, NY
HEINTZELMAN'S BBQ PIT, Bob and Dawn Heintzelman, 6361 Knickerbocker Rd., Ontario, NY
SHERRY VERSTRAETE, V.P. Ontario Chamber, 2840 Ridge Rd., Williamson, NY
FRANK ROBUSTO, Ontario Town Supervisor, 1850 Ridge Rd., Ontario, NY
JOHUS PROPERTIES, LLC, Joe Huss, 2090 Ridge Road, Ontario, NY

Welcome Package Materials Needed

If you would like your marketing materials distributed to new residents in Ontario, please deliver 50-100 items to Edward Jones, 6323 Knickerbocker Rd., Ontario, NY 14519, Attention: Aileen Hurlimann. Approximately 12-15 packages are delivered each month. This is an excellent opportunity, especially for **NEW** businesses, to reach new customers and introduce your business name and services to the public. Flyers, brochures, business cards, pens, pads, key chains, etc. will all be appreciated.

Ontario Chamber Membership Decals

Decals recognizing that you are an Ontario Chamber of Commerce member are available. They are usually placed on a window or door of your business. If you do not have a decal or need a replacement or additional decals, please email Donna Burolla (email: dburolla@gmail.com). Decal(s) will be mailed to you upon request.



Health & Safety Expo Held at R.E. Ginna Plant

The Ontario Chamber of Commerce participated in the annual Health and Safety Expo sponsored by Exelon held at the R.E. Ginna Nuclear Plant, Lake Rd., Ontario, NY, on August 6, 2019. Thank you to Cheryl Legg, Chamber Secretary, for representing the chamber at this event. (Photo at left is courtesy of Cheryl Legg)

Travel, community, and tourism information is located in the display racks, sponsored by the Ontario Chamber, in the Ontario Town Hall and Library foyer, 1850 Ridge Rd., Ontario, NY

Officers: (terms expire in 2020)

Donna Burolla, President - (315) 524-8286

Sherry Verstraete, V.P. - (585) 820-8801

Jim Switzer, Treasurer - (585) 750-2277

Cheryl Legg, Secretary - (585) 315-0935

Board of Directors: (3 year terms)

Brian Natale, Farmers Insurance – term expires 2019

Sue Yantch, Sue's Hair Trends – term expires 2021

Joellen Simone - Nature's Way Floral and Garden - term expires 2020

Tim Strickland, Community Liaison

(585) 370-1328



Mimi and Papa's Ice Cream and Treats Cuts Grand-Opening Ribbon Knickerbocker Rd., Ontario, NY

Pictured L to R, 1st row: Madeline Jasak, Amanda Drexler, Bailey Thomas, Breanna Bowman
Cody Kiedrowski; 2nd row: Olivia Verstraete, Brandon Drexler, Michele Verstraete, Dawn Heintzelman
Cody Underhill, Katie Pringle, Amber Clement (holding 3 mo. old Avery Clement)
3rd row: Jim Switzer and Bob Heintzelman

Mimi and Papa's Ice Cream and Treats formally opened with a ribbon cutting ceremony on July 31, 2019 sponsored by the Ontario Chamber of Commerce. Family members and friends along with Ontario Chamber members were on hand to sample the tasty treats offered at the shop, located next to Heintzelman's BBQ Pit, which includes 16 flavors of Perry's Ice Cream with a specialty feature on sundaes and milkshakes. Beginning in September the store will become a retail outlet for Fingerlakes Coffee and Homemade Treats. Hours are: Closed – Monday and Tuesday; Wednesday, Thursday - 2 pm to 10 pm; Friday and Saturday – 12 Noon to 10 pm.; and Sunday 12 to 8 pm. The ice cream shop is the newest acquisition by Bob and Dawn Heintzelman who also own Heintzelman's BBQ Pit and the food truck, Heintzelman's Marinade Magic. At the ribbon cutting ceremony Bob thanked family members, the community, and the Ontario Chamber of Commerce for their support. The ice cream store plans to be open all year and will soon be offering soft ice cream. Remember to stop by to see what's new at Mimi and Papa's Ice Cream and Treats, at 6361 Knickerbocker Road, next to Heintzelman's BBQ Pit, within the LW Emporium Complex, Ontario, NY 14519.

American Legion to Host Preventive Health Screenings on October 7, 2019

Life Line Screening, a leading provider of community-based preventive health screenings, will offer their affordable, non-invasive and painless health screenings at American Legion Meyers Ingraham Post #428, 6180 Knickerbocker Rd., Ontario, on 10/7/2019. Five screenings will be offered that scan for potential health problems related to: blocked arteries which is a leading cause of stroke; abdominal aortic aneurysms which can lead to a ruptured aorta; hardening of the arteries in the legs which is a strong predictor of heart disease; atrial fibrillation or irregular heart beat which is closely tied to stroke risk; and a bone density screening, for men and women, used to assess the risk of osteoporosis. Register for a Wellness Package which includes 4 vascular tests and osteoporosis screening from \$149 (\$139 with our member discount). All five screenings take 60-90 minutes to complete. **In order to register for this event and to receive a \$10 discount off any package priced above \$129, please call 1-888-653-6441 or visit www.lifelinescreening.com/communitycircle or text the word circle to 797979**



**Ontario Chamber of
Commerce
Business of the Month
July, 2019
Basement Technologies of
Western NY
476 NYS Rt. 104, Ontario, NY**

Basement Technologies of Western NY Inc. is Ontario's Chamber of Commerce business of the month for July.

Developed in 2002, as a family owned and operated business serving Wayne and Monroe counties, as well as the Buffalo area. Their new location is, 476 Route 104 Ontario, NY. They can be reached by phone, (585) 872-9077, website, www.basementtechnologieswny.com, or Facebook.

Patrick McDonald is the owner, with over 20 years of experience in basement waterproofing and foundation repair. McDonald's company also provides yard drainage improvements, and retaining walls. Each aspect of their main offerings affords tangible solutions to solving your homes water problems or settling foundation. McDonald's group applies the most up to date technology to each customers project, and McDonald "personally oversees the progress of every job to ensure accurate and timely completion". Per McDonald, "the best and only home stabilization method to help with settling issues, is the *Grip-Tite* Helical pier system. This system ensures your home will rest on deep, stable soil or bedrock".

In retrospect, no job is too big or too small for *Basement Technologies*. "If you are seeing any signs of water in your basement, trust the experts at *Basement Technologies of Western NY Inc.* to take care of you". They will take the time to identify your problem and walk you through every step of the process. Estimates are free, so give them a call today and allow the experts to address your concerns.

Citing from their website testimonials, *Basement Technologies* is a flawless company that will give their customers the highest quality results.

Article by Joellen Simone, Nature's Way Floral and Garden

Photo Courtesy by Jim Switzer

**LW Emporium Scheduled Events
6355 Knickerbocker Road, Ontario, NY
Ph: 315-524-8841 – Email: lwemporium@Verizon.net
Website: www.lwemporium.com**

❖ L.W. Emporium & Whistle Stop Garage Sale

Saturday, August 17th from 9:00 - 4:00

L.W. Parking Lot

- ❖ It's here! Our frequent shopper rewards program: Receive 1 stamp for every \$10.00 you spend (pre-tax). When you have 10 stamps you get a \$10.00 coupon to spend on anything you wish! Program runs June 1st through September 1st.



**Ontario Chamber of Commerce
Business of the Month
August, 2019
AG Auto Sales
584 NYS Rt. 104,
Ontario, NY**

Anthony (Tony) Gillette is the owner of this family business, located at 584 Route 104 in Ontario, NY. (Phone: 585-509-0227).

Gillette has been in business for over 20 years. He launched the Ontario location in 2008. However, Gillette was into cars before he could drive. "When I was 15 years old, I purchased my first car, a 1975 *Pontiac Grand Prix*, I fixed it up and sold it!! I was a car guy for the pure enjoyment".

Gillette's love of cars developed into a 5 star, dealer rated and highly respected small business. Gillette commented on running a small business, "the opportunities are great, but nothing comes easy, and the work is always challenging. As time goes on things change" Gillette started selling mainly cars. Today, trucks and SUV's complete the bulk of *AG Auto Sales* inventory, and balance Wayne County's customer requirements.

The Chevy brand is Gillette's passion and enables his solid reputation for quality in sales. Per Gillette, "I know what I have, I stick with the same brand because it is good and it sells in the area. We sell clean, quality, well maintained vehicles; I feel confident they will last. We also service all vehicles sold." Gillette personally test drives every vehicle. A display of his inventory can be found on line at www.agautosalesny.com. AG's team will also inspect and service each vehicle sold, they know exactly "what has been done to the vehicle". In addition, customers may purchase an extended warranty, as available. All warranty service work is appropriately provided at *AG Auto Sales* as well.

Gillette is moreover a sports car enthusiast, during the season and upon request; he will provide customers with a selection of sports vehicles. Recently Gillette was able to fulfill a client's 25 year dream, with the transaction of a red Trans Am. Gillette spoke about "loving the hunt for excellent older vehicles, and passing along the opportunity to his customers." He has personally owned over 15 Corvettes, and finds it easier to sell vehicles he admires.

Following in the footsteps, and hardworking motivation of his father, who was also a small business owner, giving back to the community is important to Gillette. He is a sponsor of Wayne schools and routinely donates within the Ontario / Walworth Townships.

In summary, *AG Auto Sales* satisfies a market most individuals need. Stop in and be amazed at the value and integrity of this dealership. You will not only find rust free southern cars, but you will be blown away by the service and attention to *detail* *AG Auto Sales* delivers.

Ontario Chamber of Commerce Membership Information

The Ontario Chamber of Commerce is open to membership for all businesses and residents. You do not need to be a local business or resident to join. There is only one level of membership at \$50.00. Some of our business support projects include: Business of the Month; Ribbon Cutting Ceremony; Support for our Business Improvement District. Community projects include: Support for the Ontario Food Pantry; Christmas Tree Lighting Event; Scholarship given to a Wayne Central graduate; Distribution of Welcome Packages to new residents. For more Information about additional projects please visit our website: www.ontarionychamber.org. Please consider joining us and becoming part of our team to support businesses and our community. Your membership would be welcomed!

Ontario Chamber of Commerce – Membership Application

Membership Dues: \$50.00 annually. Please make checks payable to Ontario Chamber of Commerce, and mail to PO Box 100, Ontario, NY 14519-0100

BUSINESS NAME: _____

NAME OF OWNER: _____

TYPE OF BUSINESS: _____

MAILING ADDRESS: _____

(No. and Street)

(Post Office Box) (City, State, Zip)

BUSINESS ADDRESS: _____

(No. and Street)

(Post Office Box) (City, State, Zip)

HOME PHONE: _____

BUSINESS PHONE: _____

EMAIL ADDRESS: _____

WEBSITE ADDRESS: _____

FAX NUMBER: _____

*PERMISSION TO ADD TO ONLINE BUSINESS DIRECTORY (circle one)

YES NO

*(We depend on members to provide updated information as it occurs.)

Delivery Tips

FedEx

Outdoor box

Advantage Auto Supply

2045 NYS Rt. 104, Ontario, NY

Phone (store) (315) 524-2691

Daily Pickup @5 pm

Monday thru Friday

None on weekends/holidays

Western Union

Dollar General, Ontario Plaza

Send & Receive

Money/Messages

Walgreens – FedEx & Western Union

6296 Ontario Ctr. Rd., Ontario, NY

S.E. corner @ NYS Rt. 104

Phone (store) (315) 524-2511

UPS (United Parcel Service)

Secor Hardware (within store)

Tops Plaza, S.E. corner of NYS Rt. 104

and Furnace Rd., Ontario, NY

The service is available during regular store hours

Phone (store) (315) 524-4052

Mobile DMV at Webster Public Library

Mondays 10-3:30; except holidays

2019 Chamber Meetings

January 21st

February 18

March 18th

April 15th

May 20th

June 17th

July 15th

August 19th

September 16th

September 19 – Annual Banquet

October 21

November 18

December – No Meeting

All chamber members are invited to attend as well as the general public. Meetings are held at the Ontario Town Hall, 1850 Ridge Road in the town board meeting room and begin at 3:30 p.m.