



1110 Crosspointe Lane Suite C Webster NY 14580 585-265-3960 [www.websterchamber.com](http://www.websterchamber.com)

**Barry Howard**  
President / CEO



We're half-way through February. Wow! I think that means that spring is just around the corner.

For those of you that missed our last breakfast, I reported that my recent trip to Albany provided some insight into the governor's budget proposal. It's not a surprise that it includes lots of new taxes and "fees" (also known as hidden taxes). He is trying to close a 4.5

billion dollar budget gap with more than 2 billion in new taxes, fees, or tax credit deferral. Some good news has come from Albany in that the governor proposes tax code changes that tie the NYS deductions to the federal deductions, thus lifting the burden on NY taxpayers by \$650 million dollars that would have been a New York State windfall.

If you would like more detail, feel free to give me a call at the office or stop in and have coffee.

We have our breakfast coming on Friday the 23rd and while I know it's school break week, I am hoping we will have a good turn out. The presentation will be on Emotional Intelligence – don't be scared, it's not some mysterious academic theory! There are some significant workplace changes that can happen with a little understanding of emotional intelligence. Don't miss this breakfast.

Our last breakfast was a fun opportunity for the attendees to get to know one another a little better and relax with some lightweight networking. One of the things we did was "assign" seats so that people were placed at totally random tables with people they may have never met! It was a great success and we will be doing that portion again sometime in the future.

We are in the process of updating the look and feel of our newsletter and I am hoping that our March edition will be the launch of that new format. It will also include our conversion to Constant Contact for our email communications (something that also provides chamber members with a new member benefit!). Stay tuned for more information.

Lastly, Happy Valentine's Day! I hope to see you all at breakfast on the 23rd!

## Welcome to Our New Business Members

**David H. Wager Agency, LLC**—A Farmers Insurance Agency located at 191 West Main Street, Victor, NY 14564. Contact David at 585-924-8077 or visit his website at [www.farmers.com](http://www.farmers.com)

**DigiSim LLC**—A Video Production/3D animation company. Contact Jeff Turof at 585-545-5386 [jbturof@yahoo.com](mailto:jbturof@yahoo.com) or visit his website at [www.vimeo.com/jeffturof/videos](http://www.vimeo.com/jeffturof/videos)

**Rich Marlin Edward Jones Investments**—A Financial Advisory firm located at 1120 Crosspointe Lane, Suite 8, Webster, NY. Contact Rich at 585-265-0440 [Rich.Marlin@edwardjones.com](mailto:Rich.Marlin@edwardjones.com) or visit their website at [www.edwardjones.com](http://www.edwardjones.com)

**NOCO Natural Gas and Electric**—A local energy business. Contact Tina Salvatore at [tsalvatore@noco.com](mailto:tsalvatore@noco.com) or visit their website at [www.noco.com](http://www.noco.com)

**Pets @ Peace by Harris Funeral Home**—A local memorial and cremation service for pets. Contact Jan Glende at 585-544-2041 [Jan@harrisfuneralhome.com](mailto:Jan@harrisfuneralhome.com) or visit their website at [www.petsatpeace.harrisfuneralhome.com](http://www.petsatpeace.harrisfuneralhome.com)

*The strength of any organization lies in its membership. Thank you for joining. Please add these members to your directory listings.*



## Who? You are invited!!

What? Your locally owned and operated Domino's is having a Business After Hours event. We will have a great selection of food, door prizes (both card drawing and spin wheel), and networking with other business people. One lucky company with win a Pizza Party for up to 20 people!

Where? Webster Domino's at 1075 Ridge Rd (next to Five Guy's)

When? On Wednesday, February 28<sup>th</sup> from 5 pm to 7:30 pm!  
Please RSVP by February 26<sup>th</sup>

\*If you would like to provide a door prize for this event, we will gladly mention you and your business!  
Please email John at [pizzaprojohn@gmail.com](mailto:pizzaprojohn@gmail.com) to be included!



## Business Person Of The Year

The "Business Person of the Year" is someone who is recognized as having set a standard of accomplishment in both business and the community. Nominations are from the Chamber's business members who have made a significant impact on the role of business in the community. The nominee must be a member of the Chamber for at least 18 months. They must be an active member who is always willing to go above and beyond, and be a leader that motivates others. They must have a level of community participation by contributing resources in the form of time, talent or money to our community via projects, clubs, churches, and not-for-profits.

Each year the Chamber Board of Directors receives a number of nominees for this honor – the selection process included several outstanding candidates and the number of nominees is a testament to the Chamber membership's commitment to our community.

This year's honoree is a long time Chamber member and a familiar face here at the Chamber and in our community. He has been a member of the Chamber since 1994 and has been actively involved in all of those 24 years.

He is well known for his casual dress and pointed sense of humor!

I am pleased to introduce the Webster Chamber of Commerce's 2018 Business Person of the Year: Bill Koopman.

One characteristic of Bill's that quickly becomes very clear in all of his efforts and actions is his immense devotion to his family. His wife Beth and their sons have known for a long time how loving and dedicated Bill is as a husband and father.

Bill has been doing public accounting since 1981 and started his own practice, William A. Koopman CPA, in 1994. The practice focuses on preparing Corporate, Partnership, Estate, and personal income tax returns. They also do weekly payrolls for businesses, bookkeeping, reconciliations, sales tax returns, and financial statements. The practice has a wide range of clients but doesn't limit itself to any singular specialization.

Bill became a member of the Webster Chamber of Commerce when he opened the practice. He has been the Chamber's corporate Treasurer and Chair of the Program Committee since July of 2000. He has also been Treasurer of WCC Business Services since its inception in November 2007. Bill regularly attends Board meetings for both the Chamber and WCC Business Services.

Bill is on the Governance, Personnel and Budget Committees and was a member of our Strategic Planning sessions. You have seen him help out with check-in at the Breakfast meetings and he is an invaluable helper at the annual "thank-you" dinner for the Board of Directors. Through the years, he has represented the Chamber at Good Neighbor Days, Village Days, Home-a-Rama, the Shredding Party, and the Business Expo at the field house.

In the recent past, Bill has also been dedicated to other community efforts. He volunteered for 13 years with the Founder's Club which put on headline musical and comedy shows at the Eastman Theater for the benefit of the Sisters of Mercy. He has helped set up and bartend for the kickoff receptions, and prepared the food and helped serve the performers and patrons at the reception after the performances. The Sisters of Mercy received tens of thousands of dollars to further their efforts.

Bill's interest in sport found him volunteering time helping coach and keeping score for the Webster Travel Baseball and Basketball teams for twelve years. He was the volunteer scorekeeper for the Webster Thomas High School and Willink Middle School Basketball teams for approximately 10 years.

Bill's concern for his nearest community led him to hold the position of captain of his Neighborhood Watch Association since its inception.

His interest in photography has resulted in contributing pictures of sporting events, grand openings, dedications and Chamber events to the Webster Herald, Chamber publications, and the Webster Thomas yearbook.

We have a plaque for Bill today that is inscribed with these words: Business Person of the Year presented by the Webster Chamber of Commerce to William A. Koopman in recognition of your outstanding contributions to the Webster Chamber of Commerce and your commitment to the community – 2018.

Additionally, the Chamber will be making a contribution to one of Bill's favorite charitable organizations in his honor.

**Congratulations to Bill Koopman, the Webster Chamber's 2018 Business Person of the Year!**



## Greater Rochester Peep Show

The Webster Community Chest is sponsoring the 3rd Greater Rochester Peep Show on March 17th & 18th, 2018 at the Webster Community Recreation Center, 1350 Chiyoda Drive, Webster. Local businesses can take advantage of the marketing opportunities that this show presents.



Admission to the show is free thanks to our business sponsors and is a very attractive family event. The show raises money entirely through voluntary donations and all proceeds go to participating local non-profit agencies, along with the Webster Community Chest. See the agencies on our website.



Local businesses can participate by putting up a poster, and by making a promotional display with your business name and logo. Cash donations will get significant show-related marketing perks. Visit our website, [rochesterpeepshow.org](http://rochesterpeepshow.org), for more information.

Thank you again to the businesses and organizations that financed this extraordinarily enjoyable event last year: Maplewood Nursing Home, Webster Recreation Center, Waste Management, Soho Imaging, Hegedorn's Market, Webster Dental Group, Webster Ice Arena, Gerard Smith Agency, Performance Auto, The Bird House, Joyce Tompkins, Dr. Stan and Kris Drabik, DDS.; Wickham Farms, Rampe Construction, and all the businesses that donated prizes.

We are sanctioned by Just Born, Inc. which makes the Peeps® candies and holds all the trademarks. Email any questions to [peepshow@frontier.com](mailto:peepshow@frontier.com) or call 671-8738.

## Estate Planning Seminar

**"Estate Planning is About Authority & Protection, don't Let the Government be in Control!"**  
**Free Educational Event!**

Get solutions to frequently asked and misunderstood questions about: Power of Attorney, Wills & Trusts, Taxes & IRA's, Asset Protection, Health Care & Medicaid.

Reserve your seat at the Webster Chamber of Commerce, 1110 Crosspointe Lane, Suite C (behind the Holt Road Wegmans)

**February 21st & March 28th —2:30 pm—4:30 pm**

**March 14th—5:00 pm—7:00 pm**

**RSVP today: Patrick Lydon @585-265-3990**

## Important Dates to Remember

**February 14th**—Valentines Day

**February 21st** —Estate Planning Seminar

**February 19th**—Presidents Day (Chamber Closed)

**February 19th—23rd**—Winter Break K-12

**February 23rd**—**Breakfast Before Business**

**February 28th**—Domino's Open House

**March 2nd**—Power Hour

**March 14th**—Eat Drink & Connect

**March 17th & 18th**—Greater Rochester Peep Show

**March 20th**—Eastside Business Expo

**March 23rd**—**Breakfast Before Business**

**March 30th**—Good Friday (Chamber Closed)

**April 1st**—Easter Sunday

**April 14th**—Fashion & Compassion Show

## 2018 Fashion & Compassion

Fashion Show to benefit the  
**Webster Comfort Care Home**  
 Saturday April 14, 2018  
 Shadow Lake Golf Club  
 Tickets \$40



## Henderson Ford Applauding College Students

Henderson Ford and Ford Motor Credit are applauding college students' hard work! During 2018, accredited four year degree-college graduates, within one year of graduation, are being rewarded for their educational efforts. These graduates have the opportunity to purchase or lease new, model-year Ford vehicles with the opportunity to apply for discounted finance rates through Ford Motor Credit. Henderson Ford President Randy Henderson stated, "The education of our youth has always been very important to my family and I. We want to support our local youth and their work ethic, so we are pleased to see Ford Motor Credit offering credit to these graduates, at Ford's best finance rate." Visit Henderson Ford at 810 Ridge Road, and online at <http://www.hendersonfamilyford.com/>, or call 585-787-1700 for more information!



## 2018 EAT DRINK & CONNECT

### March 14<sup>th</sup> – Ultimate Beauty & Laser Spa

800 Ayrault Road #130, Fairport, NY – 5:30 pm – 7:30 pm

### June 14<sup>th</sup> – Dancing with Denise

1077 Gravel Road, Webster, NY – 5:30 pm – 7:30 pm

### August 9<sup>th</sup> – Beyond Cuts

33 North Avenue, Webster, NY – 5:30 pm – 7:30 pm

### TBD – Arbor Creek Townhomes

State Road & Harris Road, Webster, NY – 5:30 pm – 7:30 pm

# Monthly Breakfast Before Business Meeting

**Date and Place:** Friday, February 23rd, 7:00 AM at **Webster Columbus Center, 70 Barrett Dr. Webster.**

**Menu & Cost:** Buffet breakfast — \$14 members (and employees of members); \$19 non-members and visitors.

[Click Here](#) to email Barb if you are coming to breakfast

**Door Prizes:** Remember to bring business cards for the drawings. We gratefully acknowledge the generosity of the following businesses for providing many wonderful items at the January Breakfast: Rich Marlin from [Richard Marlin-Edward Jones Investments](#); Robyn Whittaker from the [Webster Business Improvement District](#); Russ Herman from [PetSaver Healthy Pet Superstore](#); Gail Boorum from [Mary Kay Cosmetics](#); Dan Jacob from [Whelpley & Paul Opticians](#); Joe Vitello from [Heartland Payroll](#); Tina Salvatore from [NOCO Natural Gas & Electric](#); Jamie Brodt from [Cruise Planners](#); Robyn Whittaker from [Beyond Cuts](#); Leslie Pacer from [Pearle Vision](#); Rose Gabriele from [ReMax Plus](#). Thank you very much.

**Program:** G-Force Collaborations will be presenting “Emotional Intelligence in the Workplace”

**“The Webster Chamber of Commerce is a membership driven organization that provides networking, support and education to its members and is dedicated to fostering collaboration and promoting Webster and its economic vitality.”**

Webster Chamber of Commerce—Board of Directors						Breakfast Meeting Dates
738-1301	Joseph Vitello, Chair	6/18	671-8350	Scott Gosert, Director	6/18	7:00 a.m. 02/23/2018 03/23/2018 04/27/2018 05/18/2018 06/29/2018
800-724-9282	Dawn Sargent, Chair-Elect	6/18	218-0011	Diane McClure, Director	6/18	
872-0663	Ginny Nancy, Imm. Past Chair	6/18	671-1532	Carolyn Montanaro, Director	6/20	
672-9151	Cheryl Nelan, Secretary	6/19	427-2410	Garrett Wagner, Director	6/20	
872-0910	Bill Koopman, Treasurer	6/19	232-1415	Don White, Director	6/19	
265-9440	Meghan Bloom, Director	6/20	872-5531	Robyn Whittaker, Director	6/18	
244-2228	Cynthia Ely, Director	6/19				
872-2401	Steve Gallucci, Director	6/19	265-3960	Barry Howard, President/CEO		

# Not-For-Profit Events

**3/11/18 – 11<sup>th</sup> Annual Strikes for Abilities Bowling Party** – Contact Tom DeRoller at 585-347-1205 or [register online here](http://www.cdswolffoundation.org/forms/strikes-for-abilities/). (<http://www.cdswolffoundation.org/forms/strikes-for-abilities/>)



**3/17 & 3/18 – Greater Rochester Peep Show** - <http://www.rochesterpeepshow.com/>



**4/14/18 – Fashion and Compassion Show** - <http://www.webstercomfortcare.org/fundraisers-events.php>



**4/21 & 4/22 – Rochester Regional Health Flower City Challenge** - <https://runsignup.com/Race/NY/Rochester/FlowerCityChallenge>



**5/10/18 – United Way Day of Caring** – If you would like to participate on the Webster Chamber of Commerce Team, please contact Barb at 585-265-3960 or [bbaldwin@websterchamber.com](mailto:bbaldwin@websterchamber.com)



**If you have a not for profit event coming up, call or email Barb at the office:  
585-265-3960 or [bbaldwin@websterchamber.com](mailto:bbaldwin@websterchamber.com)**