A MESSAGE FROM YOUR EXECUTIVE DIRECTOR

To all of our valued Chamber Members, I would like to take this time to thank you for your continued support of the Orchard Park Chamber of Commerce and all of the many activities that we coordinate on your behalf. As we move into 2019, we are all going to be faced with a variety challenges, but just as importantly many new opportunities. The Chamber has been committed to create programs that bring more involvement from within our community as well as attract new people from outside our community. What does that mean to you and your business? We have been building strategic platforms in an effort to give you the ability to share your expertise, network with other businesses and professionals, or to increase the visitors (customer base) coming to Orchard Park.

Many of our members are regularly taking part in these programs, whether it is through our learning seminars, sponsorships, booth participation or just attending the Chamber’s events. There are always choices that we have to make in the operation of our perspective businesses. As a business service organization it is the Chamber’s intention to offer our members programs that would be difficult to achieve individually. Our major events have drawn over 20,000 in attendance. Our goal is to give you the ability to be face-to-face with this audience. How you interact with these potential customers can be the difference in your future potential. The Lottery has used the phrase “You have to be in it to win it”. The fact is, it is a random pick and your qualities do not have any bearing on the success or failure of the outcome. I would like to contrast that to our offerings, where what you bring to the table has everything to do with the outcome.

When I hear a comment that “I got nothing out of my Chamber Membership”, I immediately track the member’s Chamber involvement. I look at the past three years of data that I have to work with and consistently find that the member has not opened a single correspondence that was sent to them from us and there is no record of them attending any of our networking events or learning seminars. I would like to offer another prospective as a marketing instructor for over 30 years. One of the critical lessons in marketing is setting up a budget for advertising and promotion. For many businesses it becomes one of the last items that are included in your budget, usually as an extra. Unfortunately, the reality is that it is extremely difficult to determine how much your business is able to allocate to this and then calculate the ROI. If you analyze the cost of participating in the Chamber’s functions, you would immediately see the value added of your time or dollars because of the wide reach in the market. I would encourage every member to look through our Chamber website to see a sample of what is available. Next, I would like to invite you to contact the Chamber at 662-3366 so that we can go over current programs that are available as well as look at new ideas that might be created to better serve your needs.

Showcase Your Business At The Expo (New Location)

Join us for the Chamber’s 4th Annual Health, Fitness & Business Expo on March 23rd from 9 a.m. to 1 p.m. at La Galleria Events, 3923 Southwestern Blvd. in Orchard Park.

The Expo is intended to help businesses promote themselves in a casual way, gain exposure and attract new customers. This is a great event to showcase our local businesses and to allow business people to network and connect with each other. It also affords local residents the opportunity to support businesses that they know about as well as ones they can learn about.

If you would like to become a sponsor or exhibitor, please see the enclosed event flier or call the Chamber at 662-3366.
The Chamber extends a warm welcome to our newest members

Buff & Flo, LLC
Jessica Radon 800-5267
4203 N. Buffalo St., Orchard Park, NY 14127
www.buffandflo.com
Exercise & Physical Fitness
Buff & Flo is a unique yoga and fitness studio coming to the village of Orchard Park. We are focused on offering variety with our classes and teachers in two large studio spaces. Buff & Flo is structured to allow a first time customer, to a long time practitioner, an incredible experience.

Chakra Communications
Shelly Rothschild 515-8218
170 Franklin St., 8th Fl., Buffalo, NY 14202
www.chakracentral.com
Marketing Services
Chakra is a comprehensive marketing company that provides a wide range of strategic solutions, including creative, print, web, corporate merchandise, social media, and a spacious community networking space located in the heart of downtown Buffalo. Call us at 716-515-8218 to create a marketing plan that fits your budget today.

Team Pro Auto Care
Jim Corigliano 662-4900
3707 Southwestern Blvd., Orchard Park, NY 14127
www.teamproautocare.com
Automobile Services
Looking for a mechanic you can trust? Team Pro Auto Care is dedicated to auto repair and to serving you with quality and value. Our mechanics are highly skilled and have years of experience. Bring your car in today for an inspection, and see what our commitment to quality is all about.

WealthGuard of NY, LLC
George Bidjov 277-0830
4097 Lake Shore Rd., Hamburg, NY 14075
www.wealthguardny.com
Financial Services • Insurance
WealthGuard of NY is an independent insurance agency serving clients in New York. We offer prompt, professional service for auto, home, and commercial insurance and we’re here to help you through the claims process. We care about our customers and getting them the best coverage possible.

The Young Agency Real Estate & Management
Ashley Nosek 939-3745
3875 N. Buffalo Rd., Orchard Park, NY 14127
www.youngagencyrealestate.com
Real Estate • Property Managers & Developers
The Young Agency is a full service independent Real Estate and Property Management company that has 4 locations with a footprint that spans across WNY & CNY. The Young Agency is able to immediately respond to every customer regarding Buying, Selling, Property Management, or Tenants looking for apartment rentals. Trust the Sign that Sells!
After Hours Mixer

Networking at its Best . . .

Wednesday, February 6th, 5:30 - 7:30 p.m.

Souhtowns Medi Spa
4 Centre Drive, Orchard Park

Please RSVP in Advance
Call 662-3366 or email opcc@OrchardParkChamber.org
Maximize Your Energy & Productivity

Did you know when you allow yourself to be distracted from a task, it takes your brain 23 minutes to get back to the level of focus you had?

This workshop will focus on the main factors involved in making you as productive as possible during your day, with an emphasis on the Most Important: What We Eat.

Did you know what you eat throughout the day is the #1 predictor of how productive you will be that day? The number 2 factor is almost just as important...

This fun, interactive and entertaining workshop will focus on:

- The #1 food that DESTROYs our focus and dramatically decreases production
- Best Times of day to eat to focus like a laser beam
- Top combination of foods to get the most accomplished, with the side effect of improved overall health (who doesn’t want that?!)
- How to maximize your energy (and reach your ideal weight in the mean time!)
- How to determine what nutrients you’re missing that are holding you back
- The next most important factor, I bet you’ll never guess this one...

About Dr. Greg Wollen: As a Chiropractor and Nutritionist since 2000, Dr. Greg has worked hard to develop systems to help his patients attain their highest level of health possible and get the most out of life. Working with patients from newborns up to the wise age of 99, has allowed Dr. Greg to refine what it takes to be truly healthy, developing a system of blood analysis and specific Nutritional testing to determine a patients individual nutritional needs.

Dr. Greg has been invited to speak to numerous groups and organizations as well as regular appearances on WGRZ-TV's, 'The Healthy Zone.' Dr. Greg has spoken to many groups throughout WNY with his specific lecture series entitled "Dr. Greg's Health Empowerment Series" outlining the steps necessary to help you be the healthiest you can be.

Dr. Greg is a member of Blue Cross Blue Shield’s Insurance advisory board and is a former member of the New York Chiropractic Council Board of Directors. He is also very active in his son's life, being room parent for multiple years in his son’s classroom, helping out at a number of his school events including co-chair of the largest fundraiser for 4 years, a soccer coach for his son’s team for 5 years and coaching skiing for 28 years. During Dr. Greg’s time as ski coach, he has had the privilege of coaching seven athletes that went on to either the US Freestyle team or the Canadian National Freestyle Team, including four Olympians, one of whom is a Silver medalist.

Dr. Greg also spends much of his time educating the public through various venues on what it takes to be truly healthy.

Dr. Greg’s most recent significant accomplishment is the development of Boys Run On, otherwise known as the BRO Program in WNY. Boys Run On is a Fun, Physical Activity Based Personal Growth and Development Program for Elementary School Boys, giving them the Tools, the Head and the Heart to be Successful in Life.

All of these activities have helped Dr. Greg develop the best ways to be as productive as possible.
Business After Hours Mixer

Networking at its Best . . .

Thursday, February 7th, 6:00 - 8:00 p.m.

Picture Your Walls
184 Buffalo St., Hamburg

Please RSVP in Advance
Call 662-3366 or email opcc@OrchardParkChamber.org
EXPO
Orchard Park Chamber of Commerce
FREE ADMISSION
OPEN TO THE PUBLIC
SPECIAL FEATURES
- FREE SCREENINGS
- AGING CARE & INFORMATION
- AMERICAN RED CROSS BLOOD DRIVE
- BANKING & FINANCIAL INFORMATION
- CHIROPRACTIC THERAPY
- MASSAGE DEMONSTRATIONS
- DENTAL & MEDICAL
- MENTAL HEALTH PROFESSIONALS
- EMPLOYMENT OPPORTUNITIES
- ESSENTIAL OILS DEMONSTRATIONS
- EXERCISE & FITNESS EXPERTS
- FASHION & DESIGN
- FOOD & NUTRITION
- HAIR & BEAUTY PRODUCT DEMOS
- LEGAL SHIELD / ID SHIELD
- PET CARE INFORMATION
  - Boarding
  - Medical Care
  - Grooming
  - Nutrition
  - REAL ESTATE

EXPO HIGHLIGHTS
- Hundreds of Attendees
- Speed Networking for Exhibitors
- Live Facebook Video Broadcasts
- Raffle Prizes & Giveaways

SPONSOR THE EXPO
- Prime Booth Space
- Broad Exposure
- Prominent Marketing Exposure
- Website Links

SUNDAY – MARCH 23RD
9 AM – 1 PM
La Galleria Banquets
3923 Southwestern Blvd., Orchard Park

CONTACT THE CHAMBER TO RESERVE YOUR PLACE
OrchardParkChamber.org or 716-662-3366
## Sponsorship Opportunities

### Gold Sponsor ($500)
- Premium Exhibitor Location
- 8’ x 6’ Display Area with a 6’ Table and Two Chairs
- Logo on All Event Marketing Pieces
- Personalized Facebook Video Featuring Your Company
- Link to Your Company’s Website from Our Event Website
- Recognition on Event Website, Social Media

- Gold Sponsor ($500)
- Silver Sponsor ($250)
- Patron Sponsor ($100)

### Silver Sponsor ($250)
- Premium Exhibitor Location
- 8’ x 6’ Display Area with a 6’ Table and Two Chairs
- Name on All Event Marketing Pieces
- Recognition on Event Website, Social Media

### Patron Sponsor ($100)
- Name on All Event Marketing Pieces

We will try to accommodate your needs as much as possible. In order for your business to receive the most name recognition, early registration is recommended.

Each Exhibitor is encouraged to bring a Raffle Item for their booth. This is an intrinsic way to draw guests to your booth.

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**Business Name**

________________________________________________________

**Address**

________________________________________________________

**Contact Person**

________________________________________________________

**Phone**

________________________________________________________

**E-Mail**

________________________________________________________

**Website**

________________________________________________________

Do You Need Electricity? Yes / No

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Please complete and return to:

Orchard Park Chamber of Commerce
6524 E. Quaker Street
Orchard Park, NY 14127

Phone 662-3366

opcc@OrchardParkChamber.org
Over the years, you've reached several milestones: birthdays, weddings, promotions, maybe even grandchildren. Turning 65 is another one of those moments to cherish. It's also your chance to sign up for a Medicare plan. At Aetna we believe in the need to take care of the whole you — body, mind and spirit. That’s why our Medicare plans take a total approach to health, so you can age more actively.

Our Medicare Advantage plans cover doctor visits and hospitalization in one simple plan. And they may also include:

- $0 monthly plan premiums
- Preventive care, including an annual wellness exam for $0 copay
- No referrals to see in-network specialists
- Access to worldwide emergency and urgent care
- Health and wellness programs, including SilverSneakers® fitness program membership at no extra cost

For help answering these questions and more, call your local Aetna representative, Marta Corts.

We can help simplify Medicare and connect you with the right coverage, resources, and care. We’re here to help you find the plan that fits!

1-585-353-0058 (TTY: 711)

7 days a week, 8:00 am to 8:00 pm. A licensed sales agent will answer your call.

www.aetnamedicare.com

Aetna Medicare is a PDP, HMO, PPO plan with a Medicare contract. Our SNPs also have contracts with State Medicaid programs. Enrollment in our plans depends on contract renewal. See Evidence of Coverage for a complete description of plan benefits, exclusions, limitations and conditions of coverage. Plan features and availability may vary by service area. This information is not a complete description of benefits. Call 1-855-368-9337 (TTY: 711) for more information. Members who get “Extra Help” are not required to fill prescriptions at preferred network pharmacies in order to get Low Income Subsidy (LIS) copays. Other pharmacies, physicians and/or providers are available in our network. For accommodation of persons with special needs at meetings, call 1-855-368-9337 and TTY 711. Participating physicians, hospitals and other health care providers are independent contractors and are neither agents nor employees of Aetna. The availability of any particular provider cannot be guaranteed, and provider network composition is subject to change. Tivity Health and SilverSneakers are registered trademarks or trademarks of Tivity Health, Inc. and/or its subsidiaries and/or affiliates in the USA and/or other countries. © 2018 Tivity Health, Inc. All rights reserved.

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LOOK WHAT’S NEW AT THE CHAMBER!

The Chamber has launched a YouTube page. Please visit it by going onto YouTube and search for Orchard Park Chamber of Commerce, and then click on OP.

Studies show that YouTube is the 2nd largest search engine next to Google. Let us target the perfect buyer for your business. What a powerhouse combination of social media created for you! Call Colleen at 662-3366 or e-mail her at Colleen@OrchardParkChamber.org.

KUDOS TO…

…Laura Piazza, hired as the new branch sales and operations manager at AAA Travel & Insurance Center.

…Dr. Michael Campbell, who has joined Eye Care & Vision Associates as an eye physician and surgeon.

…Happy 50th Anniversary to the Orchard Park Town Wreckers Swim Team who have been swimming out of Orchard Park Schools since its inception in 1969.

...Towne Automotive Group on their 50th Anniversary. Towne has been a family owned and operated establishment in Western New York since their doors first opened in 1969.

VISIT SPECTACULAR SOUTH AFRICA

South Africa’s cosmopolitan cities, posh resorts, expansive desert, magnificent wildlife and fertile wine country combine with a harmonious mix of many cultures creates a beautiful mosaic to discover on this fascinating tour. Ponder history during a visit to the Apartheid Museum. Search out the “Big Five” during a safari game drive. Visit the Featherbed Nature Reserve. Travel the lush Garden Route between the mountains and the balmy Indian Ocean. Visit a working ostrich farm. Indulge in a wine tasting and lunch at a local vineyard in the winelands region. Relax during a leisurely stay in Cape Town, one of the most beautiful cities in the world.

January 23 - February 04, 2020 • 13 Days • 21 Meals
Double as low as $5,399/person

Come to the Special Travel Presentation at the Chamber Office on Wednesday, February 6th at 4 p.m. Please call 662-3366 to reserve your spot for this informative presentation.
Maximize Your Energy & Productivity

Did you know when you allow yourself to be distracted from a task, it takes your brain 23 minutes to get back to the level of focus you had? Learn how to maximize production, what to avoid and eat for your maximum energy, focus, production and ideal weight.

Wednesday, February 6th
Noon - 1 p.m. at Chamber Office
$15/person - Lunch is included.

Presented By: Greg Wollen, DC
Wollen Wellness & Chiropractic

Upcoming Events

To reserve your spot, call the Chamber at 662-3366 or email opcc@OrchardParkChamber.org.