

Events

Buffalo Niagara SCORE offers Speaker's Bureau

The Buffalo Niagara SCORE chapter is offering a Speaker's Bureau for presentation to groups about services provided by SCORE, as well as other business-related topics, such as how to locate business financing, home-based businesses, franchises and human resources. Speakers are available free of charge for presentations to business, civic, nonprofit, educational and service groups. More information and registration is available online by visiting buffalo.scorechapter.org.

Interns sought for governor's Buffalo office

Gov. David A. Paterson is seeking college-level (undergraduate and graduate) interns to provide assistance and support his Region 1 Buffalo Office. Candidates should have an interest in state and local government. Internships are available for interested students during all semesters and quarters of the school year, including the summer. Students gain firsthand knowledge of the legislative and political process and will be exposed to government, public policy and significant work with real responsibilities. Beginning and ending dates are flexible, and applicants should be available for a minimum of eight hours per week. For more information, call Janique Curry at 783-0726 or e-mail Janique.Curry@chamber.state.ny.us.

BNHRA to hold networking on Miss Buffalo II

The Buffalo Niagara Human Resource Association will provide an evening of networking aboard the Miss Buffalo II at 5:30 p.m. Wednesday, July 21, at the Erie Basin Marina. Boarding time is 5:30, and departure is 6 p.m. The boat will dock at 8 p.m. The private charter includes networking, food and a disc jockey. The cost is \$30 for members and \$40 for nonmembers. All Western New York human resource and business professionals are welcomed to join. Registration can be made online at www.bnhra.org.

Group aids job hunt for professionals

by BRIANNE GALLI
Intern

During a job search, many find the help and extra push they need from the networking groups at centers such as the Erie Community College One-Stop. The groups are successful in helping people find entry-level openings and providing them with job information, but they haven't been as beneficial to higher-level executives and professionals.

As the number of these professionals being referred to the One-Stop center increased, Bob Durante, a business services specialist at One-Stop, noticed it was difficult to serve their needs in the typical groups. Those being referred had years of experience as managers and supervisors and were looking for jobs that fit their skills.

In September, Durante began the Western New York Executive Candidates Group, consisting of 35 prescreened professionals from the area who meet once a week to pool their resources to maximize their job-searching efforts.

With diverse backgrounds spanning engineering, sales, project management, marketing, finance and more, members of the WNY Executive Candidates have been working to show employers what they can bring to their companies.

"Our goal is to get people working," explained Durante. Considering the backgrounds of the group members and the competitive nature of the current job market, Durante and the group wanted to do more than just meet



Mike Courtade uses the facilities at ECC One Stop Center in Orchard Park for seeking job opportunities.

Photo by Jim Smerecak
Purchase color photos at www.BeeNews.com

and talk about what happened to them in the past.

At its weekly meetings, the group focuses on being proactive in finding work. The meetings require each member to make an "elevator speech," telling the group who they are and what they're looking to do.

A main topic of discussion is then introduced, followed by a presentation by a member on "best practice." Members volunteer to cover a "best practice" topic, ranging from resume writing to using LinkedIn, and also receive other assignments — completed outside the meetings — to promote the group name.

"We run the group as a business," said Mike Courtade, a member from Orchard Park. Courtade explained that members exchange ideas, job leads

and interview results in addition to attending trade fairs in order to promote themselves.

Through the assignments, the group has found success in a number of projects, including creating business cards, a LinkedIn group and its own website.

The site serves as a free "keyword-searchable resume database." Durante explained that it can be a source for companies and recruiters, since all the members' contact information and resumes are available in one place.

"We try to connect the group with people that can help them find job possibilities," said Durante, adding that the group has heard networking suggestions from guest speakers, including Independent Health and Blue

Cross Blue Shield.

Members are prescreened before joining the group, and some are placed on a waiting list until an opening is available. The prescreening process covers criteria such as education, level of experience and past positions, but above all, Durante says that members must be willing to actively network.

"We want to make ourselves as marketable and easy to find as possible," explained Wally Kensy, a member from Tonawanda. The group has been able to reach out to local media to gain coverage of its work, and members also look to each other to build a contact base.

Through all of their preparation for meetings, completed projects and networking, members are able to stay fresh in their professional skills though they may be out of work.

More than preparing them for when the perfect job comes their way, the group acts as a source of support during a difficult and potentially discouraging time.

"It gives you your confidence back," said John Radwan, a member from West Seneca. Each member is reminded that all are experiencing a similar scenario.

In working with the group, 30 candidates have found jobs without having to pay for services from career coaches or resume writers. Durante credits their success to their willingness to network and reach out to their contacts.

But as its members re-enter the workforce, the group — and its impact on the area — is also sure to be recognized.

E & E reports third quarter earnings

People in the news

Ecology and Environment Inc. of Lancaster last week reported revenues for the third quarter of fiscal year 2010 (ended May 1) of \$33.3 million, down 12 percent from the \$38.0 million reported in the third quarter of fiscal year 2009.

Net income for the third quarter of fiscal year 2010 was \$747,000 or \$0.18 per share, a decrease from the \$1.7 million or \$0.42 per share reported in 2009.

Despite the decreases against a year ago, signs were positive against the previous quarter, with increasing revenue and net income.

As reported by E & E in the second quarter of fiscal year 2010 ending January 30, 2010, the

company was adversely impacted by temporary project and funding delays. This adverse impact ended during the third quarter.

Compared to the previous quarter in 2010, E & E had revenue growth to \$33.3 million from \$31.1 million, and net income grew to \$747,000 or \$0.18 per share from \$235,000 or \$0.06 per share.

"The improvement from last quarter in revenue and net income has been important for us," said E & E President and CEO Kevin Neumaier. "It is showing that we have gotten past the slowdown that occurred at the start of the second quarter, and that our business development and proposal spending is resulting in increased revenues."

Companies recall chicken dinners, SpaghettiOs

Tops Markets has announced the recall of several products due to under-processing or a link to a food-borne illness.

Products recalled include ConAgra Foods' Marie Callender's Cheesy Chicken & Rice White Meat Chicken and Broccoli over Rice Topped with Rich Cheddar Sauce, 13 oz., package No. 2113150469; and Campbell Soup Supply Company's SpaghettiOs with meatballs, 14.75 oz., No. 5100002526; SpaghettiOs A to Z with meatballs, 14.75 oz., No. 5100014319; and SpaghettiOs fun shapes with meatballs (cars), 14.75 oz., No. 5100015445.

ConAgra's recall is in response to the U.S. Centers for Disease Control and Prevention's ongoing investigation of links between the products and 29 laboratory confirmed cases of salmonellosis, a

bacterial foodborne illness. Campbell's is due to the possibility that meatballs were under-processed.

Customers should check their homes for these products and discard them or return the products to any Tops, Quality, P&C or Bi-Lo location for a full refund. Customers with questions may contact the ConAgra Foods hotline at (866) 484-9610 or Campbell hotline at (866) 495-3774.

Applebee's to serve free children's meal on Fourth of July

On Sunday, July 4, children 10 and younger, accompanied by an adult, are invited to visit participating Applebee's Neighborhood Grill & Bar restaurants for a free meal and patriotic celebration.

Children will be able to choose one free entrée from the following options on the children's menu: chicken fingers, mini cheeseburger, grilled cheese sandwich,

macaroni and cheese, fried shrimp and a hot dog. The meal also includes a choice of side dish and soft drink or juice.

To take advantage of the event, customers must dine in. Each party will receive two free children's meals per adult entrée purchase. For a listing of participating Applebee's, visit www.tlneighborhood.com.

Susan Krystaf, a licensed representative of Suzanne Lemke's Allstate office at 2304 George Urban Blvd. in Depew, recently completed Allstate's Business of Insurance workshop, designed to enhance sales and customer service.

Jeri Lynn Patterson, a licensed representative of Charles Snyder's Allstate office at 3725 Walden Avenue in Lancaster, recently completed Allstate's Business of Insurance workshop, designed to enhance sales and customer service.

In brief

Baby's Sweet Beginnings, a lactation and wellness center at 231 Aurora St., Lancaster, holds free Mommy&Me sessions the second and fourth Monday of each month. For more information, call 681-8100.

Hands-On Therapeutic Massage, 42 South Warsaw St., Depew, will hold informational mini-services from 7 to 9 p.m. the last Friday of each month. Those attending will receive a 10 percent off coupon for Magruder's Restaurant. For more information and reservations, call 913-8370.