



YEA!

Webster Young Entrepreneurs Academy

Sixteenth Annual Webster YEA! Investor Panel Event

March 27, 2025

6:00 PM

Spry Middle School, 2nd Floor PDC

About Webster YEA!

Webster YEA! is offered as a full year in-school elective that is an exciting, fun, project-based, hands-on class. It empowers students to start and run their own, real business or social movement. This program provides students with the opportunity to start up a business or social enterprise and go through the steps to launch it.

Webster YEA! is supported by over 42 community members and organizations each year.

The YEA! Program has been a positive, rewarding experience for all; the students, the schools, and our community, and we are excited to offer the program for the fifteenth year.

Webster Central School District Young Entrepreneurs Academy 585-216-0111

Brian Neenan, Superintendent of Schools
Jim McEntee, Director of Mathematics and Business

Webster Schroeder High School
Andrew Jasek, YEA! Instructor
Paul Benz, Principal

Webster Thomas High School
Casey Clark, YEA! Instructor
Glenn Widor, Principal

Schedule of Events

Opening Remarks & Investor Panel Master of Ceremonies

Jim McEntee, Director of Mathematics and Business

Dylan Rinker Landscaping

Dylan Rinker

True Pace

Cole Andrews & Carsten Trabert

Your Fit

*Joey Defilippo, Liam DeSario
& Aiden Oldfield*

E & S Auto Detailing

Evan Plouffe & Stefan Markoski

Beauty with Braids

Isatou Jeng

Sports Space

Mia Wambach

SMP Chains

*Peyton Hewitt & Matthew
Rogers*

Scott's Mobile Detailing

Scott Wagner

Ccreator

Valentyn Vovchuk

Auto Battery Phone Cases

Dan Gregory

Sand Off

Dylan Peeso & Tyler Lombardo

Diamond Threads

Jack Kelly & Tyler Cannon

Sassy Sands Jewelry

Mila Sass

Grass and Beyond

Hadi Nassar & Nathan LaBarbera

E-Z Clean Auto Care

Greg Van Heusen

R & R Promotions

Ricky Rinaldi & Tyler Riggi

Euro Golf

Sam Burton & Colin Knight

Ricco Cologne

Nunzio Serafine

The Sun Shield

Brayden Piwko

Sean's Closet

Sean Marlin

Presentation

At the conclusion of the business presentations there will be a reception to allow the Investors time to deliberate.

Investor Awards/Closing Remarks

Jim McEntee, Director of Mathematics and Business

Investor Panel

Meet the Investors...



May Chiccino,

Family First of NY Federal Credit Union

May is the branch manager at the Webster branch with Family First Credit Union. She has been with Family First for almost 10 years as a financial counselor and truly enjoys helping their members meet their financial needs.



John Gabriele,

Marina Auto Group

John Gabriele is the Founder, Owner & President of Marina Auto Group. "Working in his family's restaurant business throughout his teens, John swore he was going to get a job where he didn't have to work weekends. His path to a "real" job took a sharp detour in 1986. Against his father's advice, John pursued an opportunity that took him on a new adventure that ultimately led to success." John attended Monroe Community College and with an almost perfect GPA, he went to St. John Fisher for his degree, a B.S. in Management with a Finance Marketing concentration. He joined Tony Gabriele's newly opened car dealership and on the first day, John sold a car and was the top salesman that month. Then in 1989, John and his partners bought Weller Motors. The business continued to grow; eventually moving his business to Webster in May of 2001 and opening a larger building in 2004. Going forward, John doesn't see any slowing down. He loves sports! His family includes his wife, Mary Ellen and three children: John, Nick and Marla.



Barry Howard,

Webster Chamber of Commerce Inc.

Mr. Barry Howard has been the President and Chief Executive Officer of the Webster Chamber of Commerce, one of the largest chambers in the five-county region, since 2011 and has been involved in the Webster community for more than 30 years. His duties at the Chamber include the promotion of Chamber member businesses and of Webster as a Community of Choice where life is worth living, working, raising a family, shopping, recreating, and owning a business! Prior to being hired by the Webster Chamber, Mr. Howard worked for Harris Corporation and then operated a business management and accounting firm helping local businesses manage and grow their companies. Mr. Howard has an interest in service to the Webster Community and is currently or has been involved with the Webster Health Education Network: DFCC, the Eastside Area Annex, Inc., the Webster Village Business Improvement District and with the Webster High School Marching Band Boosters when his children were in school. His two children are now grown and, with their spouses, live close by in Webster and Hilton raising his five grandchildren.

William S. Boulter,

President and CEO of Boulter Industrial Contractors, Inc.

Boulter

William S. Boulter is the current President and CEO of Boulter Industrial Contractors, Inc., a company with a rich history spanning over 132 years. He is the fifth-generation leader of the organization, which is renowned for its ability to tackle complex challenges in the industry. William began his career as a field employee in 1988 and has since risen through the ranks to his current role. As CEO, he oversees all aspects of the business, including operations, sales, marketing, and safety.

Boulter Industrial Contractors, Inc. is a fifth-generation, family-owned company with over 133 years of experience helping businesses meet the demands and challenges of an expanding organization. Boulter prides itself on being a single-source solution company that sets and exceeds the gold standard for service and safety while bringing the best people, equipment, and technology to every job, every time. Our services include rigging, production line installation, preventative and outsourced maintenance, heavy hauling, crating and packaging, plant relocations, and warehousing.



Garrett Wagner,

C3 Evolution Group

Garrett Wagner CPA/CITP, business owner, longtime Webster resident, and host of the show Webster Now. He is the founder of C3 Advisory, a firm specializing in accounting, business consulting, financial advisory, and college planning. With a passion for innovation and helping others succeed, he works closely with businesses and individuals to navigate financial challenges and plan for the future. As a father and entrepreneur, he's dedicated to giving back to the community in meaningful ways.



Anthony Imburgia,

Profeta Painting

Anthony Imburgia, President of Imburgia Group Inc., is a 2004 Graduate of Webster Thomas High School. The Imburgia group owns and operates trade services companies in Rochester, NY. Profeta Painting is our flagship company offering Commercial and Industrial painting services, along with The Garage Makeover Company and Get Organized Closets, which specialize in home services such as flooring, and cabinetry in garages, closets and pantries helping to optimize your home.



Edward (Eddie) Frank,

ESL Credit Union

Edward (Eddie) brings more than 12 years of banking experience to his role as Branch Manager of ESL's Webster Office. Eddie joined the ESL team in 2015 as Member Service Representative and received subsequent promotions to Assistant Branch Manager, and later Branch Manager in 2020. When working with members, Eddie dons a welcoming and helpful demeanor as he assists with their banking needs. Eddie holds his bachelor's in Business Administration from Capella University. He is an active member of the BNI Eastside Networking group. Eddie resides in Farmington with his wife and twin daughters.

State Farm



Jerry Christopher,

State Farm

Jerry Christopher is a second-generation State Farm Insurance agent. His father started State Farm Insurance in Monroe County in 1956 out of his home on Jersey St. in Rochester.

Jerry started his agency May 1, 1984, in the Sunrise plaza on Empire Blvd. He has grown the agency with the client in mind and taking the extra time to explain coverages to his clients. He is involved with the community with The Webster Chamber of Commerce. He sings the national anthem at all the meetings. He has also volunteered at Pearl Harbor Day at the Rochester Yacht club. He is an active member of the Penfield Rotary Club. He works on youth scholarship programs and assisting the scouts with projects and donates blood regularly to the American Red Cross because he believes it is his responsibility to give back to the community. When he isn't working, he can be found volunteering or singing in the community.



Brian Neenan,

*Superintendent, Webster Central School
District Team*

Brian Neenan has served as Webster Central School District's superintendent of schools since November 2021. Mr. Neenan began his career in education as a Fairport CSD high school math and computer science teacher from 1996-2005. He went on to pursue his career in educational administration with Victor CSD as an assistant principal at Victor Junior High from 2005-2009. Webster CSD was fortunate to welcome Mr. Neenan to the One Webster community as principal of Willink Middle School in 2009, a leadership role he held until 2013. In 2013, Mr. Neenan went on to serve in a dual role as Webster CSD's assistant superintendent for instruction and deputy superintendent (beginning in 2015-April 2021).



Madalyn Brown,

Webster Schroeder FBLA

Madalyn is a senior at Webster Schroeder High School. She is Vice President of FBLA

and placed second in Impromptu Speaking at the State Leadership Conference last year. She is also Vice President of Student Council and is an Executive Member of the Primetime 585 Youth Council. Madalyn plans to major in something business related and become an attorney in the future.



Jake DiCicco,

Webster Thomas FBLA

Jake DiCicco is a High Honor Roll with Distinction student at Webster Thomas High

School, maintaining a 97.6 GPA and earning Summa Cum Laude honors. He became CTE certified as a junior and currently serves as the President of Webster Thomas FBLA. In addition to his academic achievements, Jake is a dedicated athlete, playing on the Varsity Baseball team and aspiring to serve as captain this year. He is committed to continuing both his academic and athletic careers at Wilkes University, where he will major in Finance while playing collegiate baseball.

Beyond school, Jake plays club and American Legion baseball in the summer and works part-time at Salvatore's. He is also an active member of the National Honor Society, where he leads a youth baseball camp as part of his service project, reinforcing his belief that having fun is the key to success.

Student Run Businesses

Scan the QR Code to visit student sites



Meet the Students...



Joey Defilippo, Liam DeSario & Aiden Oldfield



YourFit

YourFit offers our new designs, comfort and practicality to Rochester; giving 10% of every sale to charities around the Monroe County area to give back to our community. Our market research shows there is demand for a variety of hats such as baseball caps, golf hats, and beanies. With lots of colors to go along with designs, so you can pick something that matches your vibe—whether you're into something classic, sporty, or a bit more unique. And with *YourFit*, comfort is just as important as style. Just grab a hat, throw it on, and you're ready to go. It's all about looking good so you can feel good. That's the *YourFit* difference.



Dan Gregory



Auto Battery Phone Cases

Auto Battery Phone Cases combines the protection of a phone and charging into a single product. Our cases don't just increase the battery life of your phone, they do so in a stylish, comfortable and convenient way. We aren't like other charging cases or power banks that are bulky and feel clumsy. Our's are lightweight, ergonomic and easy to take along. The battery in the case is 600w to make sure you stay connected without having to look for outlets or fumble with cables. You are choosing reliability, innovation, and great design with Auto Battery Phone Cases.



Sean Marlin



Sean's Closet

Sean's Closet is redefining what it means to dress with a purpose and passion. Using clothing to tell your story. The original name "Sean's Closet" came from the idea of selling my old clothes. Using the profits from selling my old clothes to buy a Cricut, a heat press, and materials to create my designs. My most popular item is the Sean's Closet long-sleeve. Our professional eye catching designs can be customized to allow our customers to express their unique personalities. Our brand–your story. No risk–no story.



Dylan Rinker



Dylan Rinker Landscaping

Founded in 2020, Dylan Rinker Landscaping is a forward-thinking company serving the Webster area. The company has quickly earned a reputation for delivering innovative solutions and exceptional customer service. Dylan Rinker Landscaping offers a range of services specializing in mowing, leaf blowing, mulching. I am committed to creating long term relationships with clients. I work tirelessly to ensure that each project is not only completed on time but exceeds expectations.



Mila Sass



Sassy Sands Jewelry

Every year, 4,000 to 6,000 tons of sunscreen wash off humans and bleach coral reefs causing them to die. Sassy Sands Jewelry makes bracelets with bold style and can help the coral reefs. Inspired by the beauty of the beach and the spirit of adventure, we create unique, handcrafted jewelry. Our jewelry will help save the coral reefs by allowing you to test if your sunscreen is safe for the coral reefs. You can test your sunscreen on the bracelet before diving in. Sassy Sands Jewelry speaks to those who dare to stand out.



Nunzio Serafine



Ricco Cologne

Ricco is a cologne business. Ordinary cologne contains chemicals that are harmful for your health. That's why I made fragrance oil based cologne that still has the essence of ordinary cologne but with healthier ingredients. We offer two fragrances: Ricco original, a sandalwood woody scent, and Tropical Paradise, a beachy tropical summertime scent. Our mission is to make you feel wanted.



Greg Van Heusen



E-Z Clean Auto Care

At E-Z Clean Auto Care, we understand that time is money that's why we bring the detailing experience straight to your doorstep. Our mobile service means you no longer have to take time out of your busy schedule to comply with a detailing shop's busy schedule. From interior detailing to exterior washes, we offer top-notch care at the lowest prices on the market, with convenience at the heart of what we do. If you have a dirty car then it's time for you to give your car the clean it deserves.

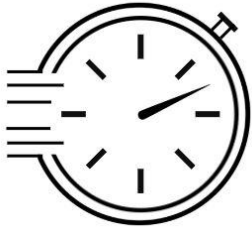


Peyton Hewitt & Matthew Rogers



SMP Chains

SMP Chains—where we're not just selling chains; we're redefining the chain-selling industry. Selling only the best chains with a cross. At SMP Chains, we specialize in sourcing the most fashionable and trendy chains at unbeatable prices. How do we do it? By purchasing in bulk from platforms like Temu, we can pass significant savings on to you. This means you get stylish accessories without breaking the bank!



Cole Andrews & Carsten Trabert



True Pace

True Pace is a company that makes an alternative to a traditional track bib for road racing and track running. This device will clip onto your shorts and eliminate the hassle of putting pins into your shirt and potentially ruining it. Our idea sparked from watching the Olympics and seeing a need for innovation of the traditional bib that they used. Our product is fully biodegradable and recyclable but also is reusable unlike the paper bibs that are used in almost every race around the world.

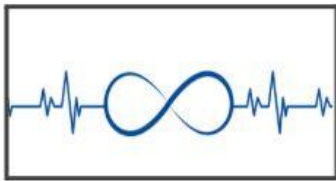


Valentyn Vovchuk



Ccreator

Ccreator is a local clothing company that looks for new businesses in the area to offer them a cheap uniform that they will love to wear every day. How will we earn money then, well we sell huge amounts of clothing. We are Fast, Cheap and we are Communicative.



Mia Wambach



Sports Space

Sports Space, your go-to app for building and tracking a personalized weight room routine designed specifically for you and your sport. In today's post-COVID world, sports participation is on the decline—Sports Space aims to change that by helping athletes stay motivated, improve performance, and get back in the game.



Dylan Peeso & Tyler Lombardo



Sand Off Sand Remover

At Sand Off, our goal is to provide a simple and effective solution for reducing the amount of sand getting stuck to your skin with ease. We are committed to enhancing your beach experience by reducing the amount of discomfort and mess so you can focus on enjoying the sun, surf, and sand without it sticking to you.



Jack Kelly & Tyler Cannon



Diamond Threads

Diamond Threads is a premier baseball apparel brand that is dedicated to outfitting players and fans with high quality, performance driven gear. From moisture wicking jerseys and durable batting gloves to hats and custom stickers, we bring passion and precision to every item. Whether you're on or off the field, Diamond Threads ensures you look and feel like a winner.



Hadi Nassar & Nathan LaBarbera



Grass and Beyond

Grass and Beyond is an all year landscaping company that provides a wide amount of services and works to fit our customers needs.



Ricky Rinaldi & Tyler Riggi



R & R Promotions

We're a marketing agency focused on helping small businesses attract more customers by boosting their online presence. We specialize in social media marketing, creating tailored campaigns that are both effective and affordable. Our goal is to drive more traffic to your business, increasing visibility and sales, all while keeping costs low so you can grow without breaking the bank.



Evan Plouffe & Stefan Markoski



E & S Auto Detailing

At E & S Auto Detailing, we understand that your vehicle is more than just a means of transportation – it's an investment, a reflection of your lifestyle, and something that deserves the highest level of care. E&S Auto Detailing offers quality, and affordable work. We only use the highest quality, professional grade equipment, and exercise extreme caution with your precious

vehicles.



Brayden Piwko

The Sun Shield

SunShield is a product designed to protect your neck from sunburns and UV exposure. Its simplicity, effectiveness, affordability, and interchangeability make it a must have for all of the nature lovers and sunbathers alike. Taking a piece of cloth that attaches to any sort of baseball hat with clips, it's fashionable style and easy use help our product excel. We are excited to present our product, and cannot wait to help make SunShield a household name.



Isatou Jeng

Beauty with Braids

Beauty with Braids is a delicate business promoting beauty using braids. We acknowledge the importance of enhancing culture and support it!!



Sam Burton & Colin Knight

Euro Golf

Euro Golf introduces an innovative golf grip designed to elevate both comfort and performance, helping golfers of all levels enhance their game. By focusing on personalization, we ensure that every grip is tailored to your unique needs, delivering real results and transforming your experience on the course.



Scott Wagner

Scott's Mobile Detailing

With 3+ years of experience in automotive care, Scott's perfected techniques are to maintain and enhance vehicle appearance. Scott's Mobile Detailing vision is to expand, innovate, and be known for quality services and convenience.

Thank you to all of the supporters of the Webster YEA!

Business Mentors:

*Pete Borrelli - Crazy Dog T-Shirts
Joel Williams - Garber Chevrolet Subaru
Chrysa Charno - Acute Kids Urgent Care
Bob Lense - John Lense Landscaping
Sam Pizzo - Evolution Marketing
Rich Notargiacomo - Entrepreneur
Anthony Imburgia - Profeta Painting
Amber Imburgia - 1 800 Flags*

*Jack Doyle - Doyle Security
Jake Insley - Golisano Institute of
Business
Paul Jasek - McKesson Pharmaceuticals
Brendon Lamphear - AllianceBernstein
Zach Toste - eBay
Gina Benvenuto - Andela
Jordyn Sullivan - Alliance Payroll*

Guest Speakers:

*Monica Gebell - Levine Center to End
Hate & The Jewish Federation of Greater
Rochester
Jen & Pete Fox - Board n Bacon
Karen Nugent - Webster Thomas High
School, Notary
Olga Kovaliov - Empire Valuation
Edward Frank - ESL*

*Ben Wood - View Sports
Garrett Wagner - C3 Evolution Group
Gio Greer - The Bonadio Group
Sean Lavin - Boom Boom Mex Mex
Josh Ungaro - Galbo Group
Zach Lang - ESPN
Carl Barwald - YEA Alumni
Joshua Michaels - YEA Alumni*

Business Site Visits:

*Mirror Show Management
Monroe County Clerk's Office
Junior Achievement Entrepreneurs Summit
RIT Saunders College of Business*

2025 Investor Panel

Thank you for your support!

Boulder



A Special Thanks To CEO Luncheon Panelists...

John Gabriele of Marina Dodge
Barry Howard of Webster Chamber of Commerce
Jordyn Sullivan of Alliance Payroll
Olga Kovaliov of Empire Valuation Consultants
Joe Montemaro of Webster CSD
Denise Baller of Dancing with Denise
Sylvia Ryndock of Ryndock Realty LLC
Kevin Donahue of Greater Rochester Chamber
of Commerce

Jerry Christopher of State Farm Insurance
Ed Frank of ESL Credit Union
Lisa Schlonski of Lala
Cory Raggi of RDG
Garrett Wagner of C3 Evolution Group
Anthony Imburgia of Profeta Painting
Pete Borrelli of Crazy Dog T-Shirts



Tonight, the judges will also be selecting one lucky student business to advance to the winner's circle of the Saunders Scholars Competition which will be held at RIT on *Wednesday, April 23, 2025*.

Headquartered in Rochester, New York, YEA! represents chapters across the nation, recently expanding internationally in China and India.

The Young Entrepreneurs Academy Saunders Scholars Competition features shark-tank style pitches of top students from YEA! classes around the country to a panel of judges for exciting prize packages including college scholarships and business start-up packages.

A Special Thanks To...

Paul Conley, Technician ~ Bill Ebertz, Technician

Tom Nicchitta, Event Planner & Program Assistant

Spry Custodial Staff

About YEA!...

The Young Entrepreneurs Academy (YEA!) is a groundbreaking nine-month program that guides students in High School through the process of starting a real business, including business plan development, pitching to an investor panel, obtaining funding, launching the venture, managing media campaigns, e-commerce and web development, sales events, and trade shows. Entrepreneur guest speakers, business mentors, and visits to local companies anchor the instruction around real-world applications and experiences. The end result of the YEA! Program, unlike other simulation models is a fully formed and functioning business, which is carried on by students after graduation. Launched in 2004 at the University of Rochester, the program focuses on themes of driving innovation, viewing the world in new ways, recognizing opportunities, valuing risk taking, networking, providing solutions and creating value. Students are taught to recognize the power of their ideas, and develop the skills necessary to turn those ideas into meaningful enterprises. All of the learning at the Young Entrepreneurs Academy is real, experiential, and fun.

Become Involved with YEA!...

The Young Entrepreneurs Academy teaches students not only the importance and purpose of social and business entrepreneurship, but also the process by which one establishes a business enterprise or social movement.

If you would like to become involved in this exciting youth achievement program, there are several opportunities:

Be a guest speaker- Come into the classroom, or have the class visit you at your business.

Tell these young entrepreneurs your story and give them the advice that you would have benefited from at their age.

Date may be arranged to best fit your schedule.

Casey Clark
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Andrew Jasek
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