6th Annual
Entrepreneur Wall of Fame
Awards
~ 2020 ~

30 YEARS
RPCN
ROCHESTER PROFESSIONAL
CONSULTANTS NETWORK

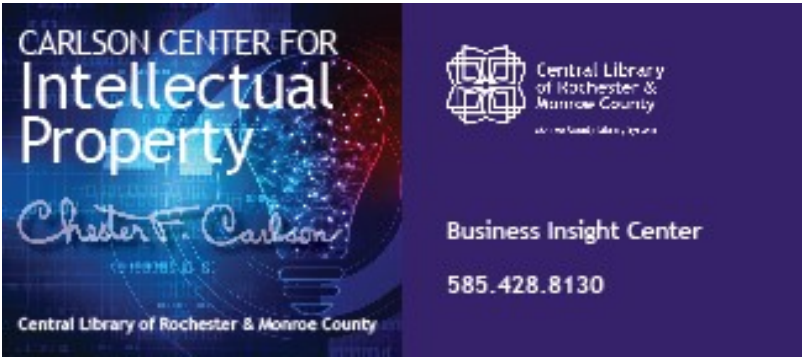
www.RochesterConsultants.org

How it all began…

In 1990, about ten participants in an outplacement program "Career Resource Center" were exploring careers as solo consultants. They started Rochester Professional Consultants Network. Ever since, RPCN has been an active source of learning, networking, and mutual support for skilled people to explore, start, and practice a consulting business.

The last 30 years have woven the threads of RPCN into the strong, collaborative fabric that serves us today. RPCN provides benefits to our members - and through members to their clients. (plus a bit of friendship, humor and fun along the way).

During the 1990's RPCN qualified as a 501(c)(6) nonprofit organization. In 2019, we achieved 501(c)(3) nonprofit status.



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Program Created by Mary Sperr
Blue Lilac Marketing Group LLC

Awards Presented

Award	Award Winner	Presenter
♦ Consultants Consultant	Bob Whipple	Sandy Glanton
♦ Community Champion	Lisa Hill DiFusco	David Powe
♦ NEW! Presidents Award	David Powe	Tamara MacDuff
♦ Steve Royal Lifetime Achievement	John Foote	Steve Royal
♦ Linda Halliburton Friend of RPCN	Floyd Tucker	Devin Floyd
♦ Dave Young Dedicated Service	Mary Sperr	Laurie Enos
♦ Leadership	Jim Johnson	Dave Bassett
♦ Entrepreneur of the Year	Jeff Knauss	Bob Manard

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CONSULTANT'S CONSULTANT AWARD

THE PERSON WHO PROVIDED THE MOST INFLUENCE IN YOUR PRACTICE, JOB OR BUSINESS.

BOB WHIPPLE, MBA, CPLP **PRESENTED BY**
SANDY GLANTON

CEO, LEADERGROW, INC.

Bob Whipple is known as the "Trust Ambassador." He is a nationally recognized expert at helping organizations build higher levels of TRUST. Bob is CEO of Leadergrow Inc., an organization dedicated to development of leaders for over 20 years. He speaks on leadership topics and the development of trust in numerous venues internationally. He also teaches leadership and business classes at several universities.

As a leadership coach and business consultant, he works with individual clients as well as large organizations such as government agencies, corporations, and The Rochester Business Alliance. A highly successful leader at a Fortune 500 company for over 30 years, Mr. Whipple accomplished revolutionary change while leading a division of over 2000 people through the application of outstanding "people" skills.

Bob helps grow leaders at all levels and in all types of organizations. His specialty is helping organizations build higher levels of trust. He can help you understand the value of trust and how to improve it substantially in your organization.

Bob has written four books about leadership and has been published in several Leadership and Training journals including "Leadership Excellence Magazine" and "T+D Training + Development Journal." He is a frequent contributor to The Rochester Business Journal.

COMMUNITY CHAMPION AWARD

THE PERSON WHO PROVIDED DIRECTION OR GUIDANCE RESULTING IN A NOTEWORTHY IMPROVEMENT IN THE COMMUNITY OR COMMUNITY SERVICE ORGANIZATION IN THE AREA.

LISA HILL DIFUSCO — PRESENTED BY DAVID POWE

OWNER OF THE LIGHTHEART INSTITUTE AND CHAMPION OF THE GLOBAL LEADERSHIP SUMMIT

Lisa Hill DiFusco is an Executive Coach, Leadership Development expert, Holistic Psychotherapist and Functional Medicine Consultant. In 1987 she founded The LightHeart Institute, a holistic coaching, counseling and consulting organization whose mission is to create an upward spiral of intentional leadership, health, healing and vitality, impacting Rochester, and beyond for generations to come.

Lisa graduated cum laude with a Bachelor's Degree in theology from the Franciscan University of Steubenville. She completed graduate work in psychology, training in Neuro-Linguistic Programming. She has been the driving force and financial patron behind the expansion of the local Global Leadership Summit from a single church congregation event to an asset being leveraged to spark a city movement.

The Summit is an annual leadership development event and through Lisa's dedication and financial support, it is now being leveraged to support leaders in government, business, religious communities, and education. The annual event has been supplemented with a "between the summits" program which expands the number of opportunities for leaders to grow.

Lisa has established this program for the benefit of our community and continues to leverage it by adding a youth track in conjunction with the Mayors Youth Council.

THE GLOBAL LEADERSHIP SUMMIT

THE LIGHTHEART INSTITUTE EST. 1987 IGNIS VISUM SILENTIUM

NEW! PRESIDENT'S AWARD

Presented to an individual in recognition for their contributions to the success of RPCN.

David Powe **Presented by Tamara MacDuff**

AIOPX Management Consulting

David Powe is the first recipient of the new Presidents Award this year. This award is given out at the discretion of the current RPCN President to an RPCN member who goes above and beyond, not just for RPCN, for the whole community. The recipient is a community leader who works tirelessly to create and nurture community alliances that allow people, businesses and organizations grow. They themselves are constantly learning and then teaching others, helping them to be better and to do better.

David is a past RPCN President and serves on the Operations Committee, Enhancing Human Capital committee, and is the liaison to Pathmark for the RPCN .

He has an MBA from the Freeman School of Business at Tulane University and a BSCHe in Chemical Engineering from Tulane. He built his professional skill sets in some of the biggest companies in industry, including Tyco Adhesives, Shell Chemicals, GE and Arch. He is a GE Master Black Belt and an Aji Network Certified Business Professional.

David is a speaker both locally and nationally on topics including Operational Excellence, Leadership and Enhancing Human Capital.

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STEVE ROYAL LIFETIME ACHIEVEMENT AWARD

In Honor of long-time RPCN member Steve Royal because of his dedication, consistency and willingness to learn new things. Recognizes Any successful entrepreneur who exhibits these attributes, and has conducted a successful business.

John Foote — Presented by Steve Royal

Expert Tax Group and Accounting Specialist

John Foote was a charter member of the RPCN and as such was in integral member in helping build it into what it is today. He worked as an Enrolled Agent, preparing taxes and representing clients before state and federal tax agencies.

John prepared the tax returns for RPCN for many years and was a past treasurer. He appreciates the fact that participating in the organization gave his consulting business access to clients within RPCN. "Over the years, several members have become clients - and these professionals have served as a solid base for the business."

John has been generous with his time and his money. His donated funds started the Dave Young Scholarship fund. We thank John for all he has done for RPCN.

Tina Scahill

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LINDA HALLIBURTON FRIEND OF RPCN AWARD

Any non-member of RPCN whose devotion, dedication or efforts most benefitted the RPCN organization's growth or programs.

Dr. Floyd Tucker **Presented by Devin Floyd**

Author, Enhancing Human Capital

The Enhancing Human Capital program was started in 2016 with a donation by Dr. Floyd Tucker of his careers worth of Intellectual Capital. Focused on companies/teams with internal issues, the notion behind the material is a methodology for engaging people to work together to identify, analyze and solve business leadership and employee relationship issues.

The RPCN willingly accepted Floyd's donation and put together a 6 part Lunch & Learn series designed to help businesses build healthy organizations and happy employees.

This award recognizes Floyd for his generous donation and the resulting impact on our organization.

Speaker, Promoter, Author, Poet

Contact for booking

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Basstrat SM Congratulates RPCN member winners Jerry, Mary, David, and Bob, and all the other deserving winners as well.

Dave Bassett
Basset IP Strategies
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DAVE YOUNG DEDICATED SERVICE AWARD

Any RPCN member whose devotion, dedication or efforts most benefitted the RPCN organization's growth, programs or standing in the community.

Mary Sperr **Presented by Laurie Enos**

Co-Owner, Creative Director, Blue Lilac Marketing Group LLC and Town of Chili Councilwoman

Since joining RPCN in 2012, Mary has given generously of her time, money and energy to drive and grow the organization.

Mary is a member of the Operations Committee of RPCN that plans and executes activities and events for members.

She also donates many hours of her time providing the marketing collateral needed to support the RPCN. She designs and produces the bi-monthly meeting calendars and solicits advertisers, creates event flyers and website banners, and has designed materials to start the capital campaign.

She likes to share her philosophy in life that: "One person CAN make a difference" and that "You should leave the world a better place."

In addition to supporting the RPCN, Mary also serves on the Board of Directors and is a Past President of the Gates Chili Chamber of Commerce.

Mary was also the first recipient of the RPCN's Community Champion Award given in 2015.

LEADERSHIP AWARD

FOR A LEADER WITHIN THEIR COMPANY AND THEIR COMMUNITY, WHO PROMOTES BUSINESS GROWTH, AND EFFECTIVELY FOSTERS DIVERSITY IN THEIR BUSINESS OR ORGANIZATION.

JIM JOHNSON — PRESENTED BY DAVID BASSETT

MOTIVATIONAL SPEAKER, AUTHOR, "A COACH AND A MIRACLE"

Based on what transpired in a few short moments in early 2006, Coach Jim Johnson is now an authority on the subject of realizing your dreams. In his many public-speaking appearances, the Rochester, New York resident relates his role in a basketball game that got Hollywood calling. He also emphasizes the importance of teamwork and sportsmanship, delivering his talks with a heartfelt style that has brought audiences to their feet.

Coach Johnson has developed winning high-school basketball teams for 30 years, taking over three losing varsity programs and turning them into winners in short periods of time. Of his 428 career victories, one in particular will surely never be duplicated.

On Feb. 15, 2006, Coach Johnson made the kindhearted gesture of inserting his autistic manager, Jason McElwain, now known to the world as J-Mac into Greece Athena High School's final home game, which the Trojans won 79-43. J-Mac scored 20 points in just over four minutes, including six three-point baskets, to become an instant national celebrity. Coach Johnson, also, was featured in major news outlets around the country.

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ENTREPRENEUR OF THE YEAR AWARD

BUSINESS OWNER OR LEADER WITH THE MOST NOTEWORTHY ACHIEVEMENT IN BUSINESS.

JEFF KNAUSS **PRESENTED BY BOB MANARD**

THE DIGITAL HYVE

Jeff is a visionary marketer and leader whose infectious attitude and approach to generating client success is one of the pillars of his agency. He is a co-founder of The Digital Hyve agency.

Digital Hyve is a full-service digital marketing agency on a mission to blend cutting-edge technology with forward-thinking strategies to grow our clients' brands and bottom line with measurable and meaningful results. The agency is featured in Inc. Magazine's Fastest 5,000 Growing Companies in America list for the 2nd year in a row. The co-founders were also awarded CenterState CEO's Business of the Year and Best Places to Work three years in a row.

Raised on a skateboard and fueled by an obsession with client success, he brings style and integrity to everything he does, and never gives less than everything.

R. KRAFT, Inc.

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PAST RPCN AWARD WINNERS

CONSULTANT'S CONSULTANT

2015 Luz Flores Lee, All of You Consulting
2016 Ralph Kraft, R. Kraft, Inc.
2017 Luis Martinez, Human Capital Strategy Partners
2018 Jennifer Sertl, Agility 3R
2019 Lee Drake, OS-Cubed, Inc.

COMMUNITY CHAMPION AWARD

2015 Mary Sperr, Blue Lilac Marketing Group/Town of Chili
2016 Linda Andreano, Planet Botanica and Commissioner and Board Chair N. Greece Fire District
2016 Dr. Leonard M. Brock, Ed.D., MPA, Rochester-Monroe Anti-Poverty Initiative
2017 Robin Dettman, Coaching for Success
2018 Sheriff Todd Baxter, Monroe County
2019 Mark Assini, former Gates Town Supervisor

SPECIAL RECOGNITION

2016 Bob Lurz, Consultants Accelerator
2018 Steve Royal, Royal Associates
2019 Ruth Balkin, Balkin Information Services

STEVE ROYAL LIFETIME ACHIEVEMENT AWARD

2018 Nick Francesco, Ask Nick! and Security Tango
2019 Stephen DiPaolo, AMD Business Brokers

2019 Award Winners: Standing L-R Kevin Beckford, Mark Assini, Stephen DiPaolo, family of Kayla Jenkins, Laurie Enos, Lee Drake, Ruth Balkin, Michele Liddle

PAST RPCN AWARD WINNERS

LINDA HALLIBURTON FRIEND OF RPCN AWARD

2014 Linda Halliburton, Carolyn Johnson, Jennifer Byrnes, Rochester Public Library
2015 Tom Frisk, NYS Department of Labor
2016 Jean Kase, The Entrepreneur's Network (TEN) and PTAC (Procurement Technical Assistance Center)
2017 Doug Mabon, Greater Rochester SCORE & Bus. Brokers NY LLC
2018 Carla Vazquez, SUNY Brockport NYS SBDC
2019 Kayla Jenkins (posthumously) Pathstone

DAVE YOUNG DEDICATED SERVICE AWARD

2014 Dave Young
2014 Bob Lurz, Consultants Accelerator
2015 Steve Royal, Royal Associates
2016 Michael Van Der Gaag, Beyond the Interface
2017 David Powe, Aiopx Management Consulting
2018 David Bassett, Bassett IP Strategies
2019 Laurie Enos, Blue Lilac Marketing Group

LEADERSHIP AWARD

2018 Christine Whitman, Complemar
2019 Kevin Beckford, University of Rochester & Town of Pittsford

ENTREPRENEUR OF THE YEAR

2015 Jon Schull, e-Nable
2016 Sebastian Maroundit, Building Minds in South Sudan, Inc.
2017 Michel F. Molaire, Molecular Glasses Inc.
2018 Todd Barnhard, Owner, No Tie + FlixAcademy + AppRochester
2019 Michele Liddle, The Perfect Granola

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