



AUGUST LUNCHEON MEETING

Tuesday, August 15, 2006
11:45 a.m.
Mustard Seed Market & Cafe
6025 Kruse Drive, Solon



“Humphrey Popcorn” Then & Now

Speaker: Dudley Humphrey
President, The Humphrey Popcorn Co.

Dudley Humphrey inherited his great grandfather’s business to be the 4th generation of the Humphrey family to run the Humphrey Popcorn Company. After the closing of Euclid Beach Park, Dudley had to rethink exactly how the company would keep going. Outdated equipment, limited saleability, a few employees and a dream. Exactly how was he able to keep the business going and at what cost? Being unique in how he does what he does is one of the elements of business that Dudley Humphrey will discuss in this fun and informative talk.

Humphrey is a graduate of Hawken School and Hamilton College in Clinton, NY. He started working for the Humphrey Popcorn Company upon graduating from college. He has also worked in the Development office of Hawken School.

FEE: \$18.00 Solon Chamber members; \$35.00 non-members
Deadline for reservations is Friday, August 11, 2006
Prepaid reservations requested
Call the Chamber office at 440.248.5080; fax 440.248.9121
or email staff@solonchamber.com or online at
www.solonchamber.com
Credit card payments accepted by telephone
No shows will be invoiced

Sponsored by



Register online for the August Luncheon!

Go to www.solonchamber.com

Click on Events, then Register

Click on August luncheon and follow instructions!

Coming Events

SWIB Luncheon Meeting
Tuesday, August 1
Solon Community Center
11:30 a.m.

Solon Industrial Roundtable
Wednesday, August 2
CSU East Campus
7:30 a.m.

August Luncheon Meeting
Tuesday, August 15
Mustard Seed Market & Cafe
11:45 a.m.

Solon Sidewalk Sale
August 25-26

Solon Chamber Golf Outing
Thursday, September 14
Grantwood

This newsletter is available online at
www.solonchamber.com

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For the monthly
CALENDAR OF EVENTS,
including all committee
meetings, see the back cover
of this newsletter or visit
us on the Internet at
www.solonchamber.com

CHAIRMAN'S MESSAGE



Hal Becker

We had it pretty tough a few weeks ago. The numbers are still rolling in, but as I write this article we have had over 15 businesses and 900 homes affected by the June storm that wreaked havoc on our community. The great

news is that there were no fatalities. Our local leadership through the Mayor's office, police, fire and city services, jumped on the situation and made sure all resources were available to help people get things back to normal as soon as possible. Thanks for a job well done!

At the Chamber we are always trying to help our members grow their business and promote the goods and services they provide. The recent storm provided one of those occasions where the Chamber could help both our business members and residents at the same time. The Chamber has many members who provide the services that people needed. By virtue of the fact that they were Chamber members and we know them, we had no hesitation in recommending their services. Unfortunately, natural disasters like this bring out a small number of people who try to take advantage of a situation or someone else's misfortune.

Not only were our member companies willing to help, but they also provided legitimate substantial discounts to the flood victims. This was truly a situation where the whole community came together and acted as one to help a "fellow neighbor." I am proud to be associated with the companies that came forward to help. I have known many of these companies for years. In fact, I was flooded myself and I was thrilled to use a member company to help me re-carpet my basement and turn a horrible situation into a positive experience. See the City of Solon web site at www.solonohio.org for a list of Chamber members providing discounts and services or call the Chamber office.

Well, now that the flood is behind us, it is time to look ahead at some fun things and what better to focus on but our annual golf outing on September 14. It is one of our premier events of the year. You can bet that I will be there....and hope to see you there as well!

WELCOME NEW MEMBERS

Michael C. Vara

Edward Jones Investments
516 E. Washington Street
Chagrin Falls, OH 44022
440.247.0088
Financial services, investments,
retirement planning

Fashion Floors

Murray Plasco
26801 Miles Road
Warrensville Hts., OH 44128
216.896.0011
Flooring

Reserve Transportation Services, Inc.

Mark Pontarelli
6000 Cochran Road
Solon, OH 44139
440.264.1950
Intermodal transportation
services

Ohio Energy Source

Joe Gomula
575-C Golden Oak Parkway
Oakwood Village, OH 44146
216.393.9909, x710
Battery supply company

Stopol, Inc.

Neil Krusche
31875 Solon Road
Solon, OH 44139
440.498.4000
Business machinery sales

FM Turner Company

David M. Scott
6325 Cochran Road, #5
Solon, OH 44139
440.287.5002
Food service manufacturer's
representatives

Sam Misseri

Air Force One
6442 Metro Court Unit G
Bedford Hts., OH 44146
440.735.5844
Air conditioning, heating
contractors

Cleaning Solutions

David Kater
33140 Aurora Road
Solon, OH 44139
440.248.5006
Maid and cleaning services

Kelco Insurance Agency, Inc.

Allstate Insurance
Jim Kelvington
30300 Solon Industrial Parkway
Solon, OH 44139
440.349.3838
Insurance

**We extend a warm welcome to our
new members and encourage
you to patronize their services.**



Providing Business Opportunities

News & Views is published monthly by The Solon Chamber of Commerce,
33595 Bainbridge Road, Suite 101, Solon, Ohio 44139
Phone 440 248-5080, Fax 440 248-9121

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ntraum@solonchamber.com

Chamber Officers

Chairman of the BoardHal Becker
Chairman Elect.....Jim Bird
Vice Chairman.....Mary Ann Aue
Vice Chairman.....John Martin
SecretaryNancy Traum
TreasurerMichael Heiman

Chamber Staff

President/CEONancy Traum
Program Coordinator.....Judie Winston
Membership Management
Coordinator.....Tara McGuinness

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Visit us on the World Wide Web at www.solonchamber.com

JULY LUNCHEON

Signature of Solon



Luncheon Speaker Paul O'Donnell, The Plain Dealer, with Chairman Hal Becker, The Becker Group



Program Chair David Waltermire, Swagelok, with sponsor Carl Williams, Go Mini's Portable Storage



Senator Grace Drake and Jan Evans, Evans Printing



New member Sam Misseri, Air Force One, with Letisha Thomas, Hilton Garden Inn Twinsburg



The Chamber welcomes new staff member Tara McGuinness, Membership Management Coordinator



Bobbie Barna, Bobbie Barna's Dance Studio; Carol Hughes, Harold Hughes/Realty One; and Janet Rawlings, Permatex

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MEMBERS IN THE NEWS

- q **Specialty Chefs** was featured on Fox 8's "Hollywood & Dine" program in July.
- q *The Cleveland Jewish News* magazine *JStyle* pictured **Hal Becker** on the cover with an article about his enthusiasm for flying.
- q Congratulations to **SS&G Financial Services**, ranked #7 (large companies) and **SAECO-USA**, ranked #9 (small/medium companies) in the list of the Best Employers in Ohio according to *Ohio Matters* magazine.
- q **Schwebel Baking Company** was featured in the Community Life section of the *Solon Herald Sun*.
- q Kudos to **Extra Innings** for being chosen as the featured business in the *Solon Times* Solon Business section.
- q Congratulations to Kathie Hartman, **Hartman Personnel**, named as a finalist for the Ernst & Young 2006 Entrepreneur of the Year Award.
- q **King Nut Company** was featured in an article in *Crain's* about their continued growth and future expansion.

CITY BUSINESS NEWS

IN THE WORKS

INDUSTRIAL & COMMERCIAL GROWTH

The following projects were approved:

KeyBank Data Center – Site plan for 97,000 sq. ft. building at 28850 Aurora Road. Construction will begin in 2007.

Solon Business Campus (NDT. Ltd.) – Site plan for Phase II consisting of three 11,200 sq. ft. office condominium buildings at 31300 Solon Road. A 29,000 sq. ft. building already exists at the site.

The Shoppes of Solon North – Site plan for 28,000 sq. ft. multi-tenant retail building at Miles and Brainard Roads. The entire development will eventually contain 111,000 sq. ft. of mixed office and retail.

The following buildings have been leased: 81,000 sq. ft. at 30700 Aurora Road to Guardian Building Distribution Products; 81,000 sq. ft. at 6680 Parkland Blvd. to TruSeal Technologies/Besten Equipment; 7,200 sq. ft. at 6150 S.O.M. Center Road (former Cooker Bar & Grille) to Tony Roma's.

REQUEST TO EXPAND PERMITTED USES

Davis Automotive Group submitted a request to expand the uses permitted in the C-4 Motor Service Commercial District to allow more extensive auto sales, service, and repairs. Davis Automotive Group hopes to build a 65-70,000 sq. ft. auto sales, service and parts facility for its BMW dealership on the former Days Inn site, adjacent to their existing dealerships. Proposed code revisions prepared by Planning Director Rob Frankland would also allow business, professional, and medical offices in the district. If approved by the Planning Commission and Council, this use expansion would be placed on the November ballot. A public hearing will be held at the 8/7/06 Council meeting.

LEVY RENEWAL

Council is considering placing a five year 0.5 mill Safety & Service Equipment renewal levy on the November ballot. The levy would generate \$ 488,000/yr.

FLOODING ACTION PLAN – The City has developed an action plan to deal with flooding issues. A consulting firm will be retained to assist the Engineering Department with immediate projects and a second firm will develop a long term action plan. The City will also hire a company to help with cleaning of waterways. In addition, a 14-member Citizen's Committee on Storm Water has been created to recommend potential improvements. Appointees were selected on the basis of their expertise in engineering and storm water related issues.

NOACC CEDAR POINT DAYS

Chamber members and their families can enjoy two fun-filled days at Cedar Point on Friday, August 18 and Saturday, August 19. Admission either day will be \$30 (\$9.95 off regular admission) and \$9.95 for juniors. Tickets can be purchased either day at the Cedar Point Group Sales Booth to the left of the main gate and will have a NOACC sign visible.



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Ohio 440-498-9723**

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MONTHLY BUSINESS TIP

“It isn’t about getting hit ... it’s about getting up.”

Vince Lombardi

In many businesses and organizations, learning from a crisis can help identify the mistakes made and the actions needed to improve how the organization performed in the recent crisis or event. Unfortunately, some organizations do a good job identifying what went wrong but may not take the actions needed.

With all the weather challenges we have faced in the North East Ohio area you, your suppliers, your customers or even your friends may have faced actions they needed to address during the crisis:

- A. Business Continuity during the crisis or
- B. Business Resumption after the crisis or
- C. Both

There are numerous resources out there to help you develop the actions you need to improve your readiness for Business Continuity and Business Resumption. The US Department of Homeland Security has developed a resource that can be found at www.ready.gov.

In it you will find free checklists and information which could help you better prepare your business or organization for the next time Mother Nature makes her presence known and felt. The information covers three areas you may find valuable:

1. “Plan to Stay in Business” covers planning your Business Continuity.
2. “Talk to your People” covers crisis education for your team.
3. “Protect Your Investment” covers emergency planning and safeguarding assets.

Help your team learn from the good and bad lessons from this recent crisis and take action to improve the advanced planning needed to protect your business, your team and reduce the impact of unplanned events or emergencies you may face.

SOLON SIDEWALK SALE

**Friday, August 25 & Saturday, August 26
10:00 a.m. - 6:00 p.m.**

Solon retailers will once again thrill shoppers with bargains in the Second Annual Solon Sidewalk Sale scheduled for Friday, August 25 and Saturday, August 26. Shoppers are encouraged to not only shop the sidewalks but to also look inside stores for extra savings.

The Solon Sidewalk Sale represents the ongoing efforts of the Solon Chamber Retail Committee to encourage people to shop Solon.

CHAMBER OFFICE CLOSED AUGUST 17 & 18!

The Solon Chamber staff and officers have a unique opportunity this year to attend a national convention on chamber operations. The American Chamber of Commerce Executives (ACCE) is holding its national convention in Cleveland from August 17-19. Since the convention is local and no travel/lodging expenses will be incurred, the Chamber will be sending both staff and officers to take advantage of this opportunity. The convention will feature workshops, networking and nationally known speakers, including our own Chairman of the Board Hal Becker who will be giving the keynote speech on Friday morning. The Solon Chamber is a member of ACCE and has found their information to be extremely helpful in exchanging best practices of chamber operation.

If you have a need to contact the Chamber during our absence, please leave a message on the office answering machine. We will be checking messages daily.

SOLON INDUSTRIAL ROUNDTABLE

Wednesday, August 2

7:30 a.m.

CSU East Campus
34055 Solon Road, Solon

“Scams 101”

How to Avoid Internal Fraud

**Speaker: Lynn Basconi,
Ciuni & Panichi**

This program will show businesses how to avoid falling victim to internal fraud and theft. Often companies don’t want to admit that one of their employees could be stealing from them. Unfortunately, by the time the theft is discovered, the damage has already been done.

When companies give employees credit cards, they don’t always look at the statements or follow up on exactly what was charged. Writing off personal expenses to miscellaneous company accounts can go unnoticed unless the processes are in place to properly review all financial transactions. And just as soon as an employer stops one form of theft, someone comes up with another idea.

Lynn Basconi is a senior manager with Cuini & Panichi, Inc.

**FEE: \$20 Solon Chamber members;
\$40 non-members**

**Deadline for reservations is
Monday, July 31**

**Prepaid reservations requested
Call the Chamber office at 440.248.5080;
fax 440.248.9121**

or email staff@solonchamber.com

**Online registration available
Credit card payments accepted
by telephone**

No shows will be invoiced

TIMES BUSINESS SHOW

The Solon Chamber will once again participate in the annual Business Show sponsored by *The Times* newspapers. This year’s show will be held on Thursday, September 28 at Signature of Solon.

When signing up for booth space:

**PLEASE IDENTIFY YOURSELF AS A
SOLON CHAMBER MEMBER**

You can do this by writing “Solon Chamber” on your application.

NEW NOACC BENEFIT HELPS YOU 'KICK THE HABIT'

NOACC is offering to help you kick the smoking habit! As a Solon Chamber member, you and your employees can take advantage of a partnership formed with the Ohio Tobacco Use Prevention and Control Foundation promoting the Ohio Tobacco QuitLine at 800-QUIT-NOW. Members can receive subsidized nicotine replacement therapy patches. NOACC is the first Chamber association in the country to offer subsidized patches with the national Quitline.

This \$500 program is available for only \$66 and includes a personal counselor from Quitline to set up support sessions (\$500 value) over several weeks plus 2, four-week supplies of nicotine patches (\$500 value) at a cost of only \$66! If you quit before the second four-week supply is sent, you will be refunded \$33. You can go to www.healthyohio.org/quitnow to begin the enrollment process. For questions, call Vicky Hawke, 216.447.9900 or Steve Musgrave, 440.354.8057.

TOP 10 REASONS WHY YOU SHOULD ATTEND OUR ANNUAL GOLF OUTING

1. The exercise will improve your health so your company will pay lower insurance premiums.
2. No one will notice if you're NOT there, but they will notice and remember you if you are!
3. Get some sun - people with a tan look more successful and prosperous!
4. We are committed to keeping you hydrated in the hot weather with unlimited beverages including several kegs, frozen drinks, pop, good old H2O and an open bar for dinner.
5. You could go home with a new car or \$2,500!
6. Sponsorship is a good business decision. Talk to your advertising/marketing person today!
7. It's a scramble, so not-so-good golfers don't have to worry.
8. Famous Chesler/Bialosky lunch onions, with or without hot dog.
9. Steak dinner cooked over an open fire with all the trimmings.
10. A fun way to support the Chamber in all the good work we do!

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AUGUST CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
		1 Membership Com. Mtg. Hampton Inn 8 a.m. SWIB Luncheon Solon Comm. Ctr. 11:45 a.m.	2 Solon Industrial Roundtable CSU East Campus 7:30 a.m.	3 Retail Com. Meeting Hampton Inn 3:30 p.m.	4 Golf Com. Meeting Grantwood 8:00 a.m.	5
6	7	8 Government Relations Com. Mtg. Britton Gallagher 7:30 a.m.	9 PR Committee Meeting Chamber office 8:00 a.m.	10 Board of Director's Meeting Solon City Hall 8:00 a.m.	11 Home Based Business Mtg. Chamber office 8:30 a.m. <i>Luncheon Reservation Deadline</i>	12
13	14 <i>Newsletter Deadline</i>	15 August Luncheon Mtg. Mustard Seed 11:45 a.m.	16	17 Solon HR Roundtable Meeting 12 noon <i>Chamber office closed</i>	18 <i>Chamber office closed</i>	19
20	21	22 SWIB Committee Meeting L'Oreal 11:45 a.m.	23	24	25 Solon Sidewalk Sale 10 a.m. - 6 p.m.	26 Solon Sidewalk Sale 10 a.m. - 6 p.m.
27	28	29	30	31		

*Solon Chamber of Commerce Mission
 To serve as advocates for the business community by supporting and fostering vibrant economic growth.*

DATED MATERIAL

PLEASE ROUTE TO:

Solon Chamber of Commerce
 Suite 101
 33595 Bainbridge Road
 Solon, OH 44139