



Providing Business Opportunities

Volume 25 Issue 6

News & Views

June 2009

JUNE LUNCHEON MEETING

Tuesday, June 16, 2009
11:45 a.m.
Signature of Solon
39000 Signature Drive, Solon

**“Social Networking -
What Is It? How Can I Use It?”**

Speakers: Nic Labuz & Brad Kleinman



Brad Kleinman



Nic Labuz

Twittering, Tweeting, Facebook, MySpace, LinkedIn, what do all these words mean? In the tech world, these are “Social Networks.” People use them to connect and stay connected not only socially, but with others in their industry. A lot of companies have Facebook and MySpace pages and use them to advertise.

Brad and Nic will present an interactive program that will teach you how to set up an account safely, quickly and painlessly. Don't let your company be left out of this Internet loop!

Brad Kleinman has been an Internet entrepreneur since high school and knows the ins and outs of Internet marketing. Nic Labuz is the Vice President of Sales at Specialized Business Software and has successfully utilized these platforms to grow his business.

FEE: \$20.00 Solon Chamber members & guests; \$40.00 non-members
Deadline for registration is 12 noon Friday, June 12, 2009

Prepaid reservations are requested

Call the Chamber office at 440.248.5080; email staff@solonchamber.com

or register online at www.solonchamber.com

Credit card payments accepted by phone

(no shows will be invoiced)

Sponsored by:



Coming Events

June Luncheon Meeting
Tuesday, June 16, 2009
Signature of Solon
11:45 a.m.

Solon HR Roundtable
Thursday, June 18, 2009
CSU-East Center
12 noon

SAVE THE DATE!
July Luncheon Meeting
Tuesday, July 14, 2009
Signature of Solon
11:45 a.m.

**A moderated panel discussion
on the future of banking with
three bank presidents**

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**For the monthly
Calendar of Events
including all committee
meetings, see the last page
of this newsletter or visit
us at www.solonchamber.com**

CHAIRMAN'S MESSAGE



Ewa Antonczyk

Today is the time to focus our energy on the sound fundamentals that make our businesses successful. If we genuinely return to our roots, we will make certain that we:

Find enjoyment in our everyday lives, at work and at home. Let others become mired in worry and doubt. Our positive energy and appreciation of what really matters – family and community – will guide our decisions and help us to find peace and contentment in all things.

Remind ourselves of our original visions. We must rediscover the excitement and enthusiasm that launched our businesses in the first place and convey this clearly to our customers.

Provide sincere and professional service to customers. After all, they are not mere prospects or numbers, they are our neighbors and friends.

Stay the course when we are confident that the direction we are taking is the right one. Let's stay focused on our mission; meeting our goals are sure to follow.

By supporting and encouraging each other, we strengthen our personal and business relationships and *we become stronger*. A perfect example of that was 3Chamber Business to Business Show that I hoped you had a chance to attend. A special thanks to our President/CEO Nancy Traum who did a great job preparing everything. I also hope you took advantage of the Solon HR Legal Update Seminar presented by previous Chairman of the Board David Andrews and the Business After Hours at L'Oreal.

It is also time to move forward and focus on ways to work smarter, more efficiently and creatively expand our customer base. The Chamber is here to help and support you every step of the way. I would like to encourage everyone to attend the June Luncheon Meeting and learn about social networking. Our speakers, Nic Labuz and Brad Kleinman will tell us about Twitter, Facebook and LinkedIn and how they can work for your business.

Have a great summer and do not forget to check the Solon Chamber web page www.solonchamber.com for upcoming events.

Welcome New Members

KraftMaid Experience

Leslie Reddy
21 North Franklin Street
Chagrin Falls, OH 44022
440.247.3091
Custom cabinetry & design

CapitalWorks, LLC

Todd Martin
1111 Superior Avenue, Ste. 970
Cleveland, OH 44114
216.781.3233
Private equity investors

Breezewood Garden Center

Donny Kay
17600 Chillicothe Road
Chagrin Falls, OH 44023
440.543.2124
Garden center

The Carnegie Textile Co., Inc.

Carren Kay
31100 Solon Road, Unit D
Solon, OH 44139
440.542.1180
Textile & textile products distributor

KK&T Global Consulting LLC

Lana Krasnyansky-Tsiperson
P.O. Box 43794
Richmond Heights, OH 44143
888.269.8180
HR & career counseling

Special Delivery Gifts

Micki Ferik
570-B Turney Road
Bedford, OH 44146
216.338.2881
Specialty gift delivery service

Joan Wickline

33355 Arlesford Drive
Solon, OH 44139
440.724.9466
Resident

Wendy Narad

Narad Farmers Insurance
6 Overlook Road
Bentleyville, OH 44022
216.215.5899
Insurance

Commtrol

Virginia Schmidt
3637 Green Road, #203
Beachwood, OH 44122
216.245.0195
Internet & telephone customer advocacy

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

BENEFIT BLOG

Benefit: Hawthorne Valley Country Club

Used by: Mark Horner,

The Technology House

I have enjoyed this member benefit many times since it has been offered. The grounds are well maintained making Hawthorne Valley one of my favorite places to golf in Cleveland. Clients and colleagues alike have experienced the wonderful ambience of this premier club.

Last Memorial Day, a group of about 15 and I golfed and then had dinner at the buffet that was being offered. The food and service were excellent and, needless to say, everyone had a great time.

I would recommend that anyone who hasn't taken advantage of this benefit either for golfing or dining should try it at least once. I assure you that you will be back again and again. I plan to take advantage of this member to member benefit as long as it is offered through the Chamber! It is just one of the many reasons to be a Solon Chamber member.

We are looking for other experiences members have had using the Member to Member Discount Benefit.

Please send an email relating your story to staff@solonchamber.com.

May Luncheon Meeting

Hawthorne Valley Country Club



2009 Solon Chamber Scholarship Recipients
(left to right) Anthony Salvatore, Aparna Venkataraman (Vocational),
Valerie Kuznik, and Jennifer Besman



Solon City School Superintendent and
luncheon speaker Joe Regano with
Harry Jacob, III, Attorney



Luncheon sponsor Jeannette
Timmons and Amy Groneman,
Math Monkey of Solon



Scholarship Committee Chair
Mike Foster, L'Oreal, with Tom
Stupica and Tim Pikana,
Solon City Schools



Mike Kost, Kost Consulting, with
Dave Lasko, Benefits 1 Group, the
Chamber's NOACC Workers'
Compensation provider

WAYS TO PROMOTE YOUR COMPANY

NEWSLETTER ADVERTISING

Advertising in the newsletter is a great way to reach other Chamber members. Please call the Chamber office at 440.248.5080.

DOOR PRIZES NEEDED!

Donate a door prize and receive recognition for your company at a Chamber event. Yes, the door prize can have your company name on it, thereby extending the value of your donation. Please call the Chamber office at 440.248.5080 for details.

GOLF OUTING SPONSORSHIPS AVAILABLE

Now is the time to reserve your golf outing sponsorship. See the flyer on page 7 of this newsletter for a list of sponsorship levels. It's a great way to advertise and have fun at the same time! Call 440.248.5080 for details and to reserve your sponsorship. They sell out fast, so don't delay!

Members in the News

- ❑ Steve Kaselak, sales manager for **The Bertram Inn & Conference Center**, was featured in many news outlets for his Easter display called "Jellybeanville".
- ❑ Sue Huff, show manager, and Cathy Berthold, sales representative, for **Marketplace Events**, were listed in the "On the Go" feature in the *Plain Dealer's* Sunday Business section.
- ❑ **The Soup Pot** was given a wonderful review in the "Scoop Du Jour" section of the *Solon Sun*.
- ❑ On Saturday, June 6, 2009, **Corporate College** is offering a seminar from 8:30 a.m. to 3:30 p.m. entitled "Employing Yourself". Cost is \$199. Call 216.987.2910 for more information or email KEDC@tri-c.edu.
- ❑ Troy Boerner from **ALG Computer Consulting and Training** was *Solon Sun's* "Person of the Week".
- ❑ In *Crain's* Largest Manufacturing Companies ranked by local employees, **Swagelok Company** ranked #3 and **Nestle Prepared Foods Company** ranked #11.
- ❑ **Arabica of Solon's** Jim LeSueur was the *Solon Sun's* "Person of the Week".
- ❑ The Business section of the Sunday *Plain Dealer* featured Warren Anderson of **The Anderson-DuBose Co.** in the "My Biggest Mistake and How I Fixed It" section.
- ❑ Nic Labuz, **Specialized Business Software**, was seen in *Currents* at the Wigs for Kids benefit.
- ❑ **SS&G Financial Services'** Gary Shamis was in *Currents* when he attended the Alzheimer's Association's "A Celebration of Hope".

New Chamber Hours

Starting Monday,
June 8, 2009
the Chamber office
will close for lunch
one half hour
Monday through
Thursday from
12 noon and 12:30 p.m.

The Chamber office
will close at
12 noon
every Friday

CITY BUSINESS NEWS

INDUSTRIAL & COMMERCIAL GROWTH

The following projects were approved:

Palmieri Center, LLC – Site plan for front façade renovation at 31005 Bainbridge Road, including new awnings, decorative lighting fixtures, additional windows, enhancement of existing window and door frames, and landscaping.

1 EDI Source, Inc. – Job Creation Grant for electronic data interchange software company to occupy 15,000 sq. ft. at 31875 Solon Road and create 74 jobs by Year 3 of the project.

IN THE WORKS

AURORA ROAD RESURFACING – The Aurora Road resurfacing project, between Solon Road and Richmond Road, began May 4th. Construction hours are between 6:00 p.m. and 6:00 a.m.

CANNON ROAD BRIDGE REPLACEMENT

The Cannon Road bridge east of Richmond Road is scheduled for replacement by the County this summer after school lets out. Detours will be posted.

TRAFFIC SIGNALS STUDY

– The City will study traffic signal timing along Route 91 this summer. Federal stimulus money may be available to finance improvements identified by the study through the U.S. Department of Energy. Improving signal timing would reduce emissions and fuel consumption.

CARTER-COCHRAN LEFT TURN LANES

A request for proposals was sent to several consultants to design the widening of Cochran Road at Carter Street and the addition of left turn lanes in both directions. The project has been granted funding through the Ohio Public Works Commission. Design work will proceed after review of the proposals and Council's authorization to proceed.

U.S. 422 EXIT RAMPS – ODOT has complied with the City Engineering Department's request to make repairs to the U.S. 422 eastbound exit ramps at Harper Road and Route 91. Construction will be scheduled soon.

KUDOS – The City received the Above and Beyond Award and the Pro-Patria Award for supporting employees serving in the National Guard and the U.S. Army Reserves. Solon was one of 146 nominees for the Above and Beyond Award which recognizes employers at the state and local levels that have exceeded legal requirements for granting leave and providing support to employees serving in the military. The City was nominated by Firefighter Carla Cavanaugh, who is serving in Iraq as a lieutenant in the medical unit of the U.S. Army Reserves. The Pro-Patria Award is presented annually to one municipality in a state that has provided the most exceptional support of employees serving in the National Guard and the Reserves, through its leadership practices and human resource policies.



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President

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BUSINESS AFTER HOURS

*Thank You L'Oreal
for a wonderful event!*



Mary Oehlberg-Sevc and Larry Lebel from L'Oreal receive a proclamation from Ewa Antonczyk, Chamber Chairman, recognizing L'Oreal's 100th Anniversary



Jamie Hart, Rudolph Libbe Co. with L'Oreal tour guide



This trio from Adecco were excited about being able to shop at the L'Oreal Company Store



Ed Bayer, Swagelok, with Don and Eileen Zimmerman, Well Dressed Windows, were three of the record-breaking 160 members registered to attend the event

CHAMBER NAMES 2009 SCHOLARSHIP RECIPIENTS

The Solon Chamber of Commerce announced the names of the 2009 Scholarship winners at the May Luncheon meeting held at Hawthorne Valley Country Club. To date, the Chamber Scholarship Fund has awarded 275 scholarships totaling \$241,500. This year \$8,500 in scholarships were awarded to the following students:

Valerie Kuznik
Anthony Salvatore
Jennifer Besman

Aparna Venkataraman-Vocational

The Scholarship Committee was chaired by Mike Foster, L'Oreal USA, and consisted of Ewa Antonczyk, Hampton Inn; Mayor Kevin Patton, City of Solon; Brad Cisar, Cisar Insurance; Marc Paige, APG Office Furnishings; Lee Tillstrom, The Alliance Group, and Mary Jane Camarato.

Recipients were selected by committee in a blind judging based on academic achievement, need, community involvement and school activities.

SOLON HR LEGAL UPDATE Signature of Solon



Speaker David Andrews, Andrews & Wyatt, LLC, with meeting sponsor Jim Kelvington, Kelco Insurance



Robin Ruscitti, Julie Smith and Tricia Sandborn, InterDesign



Jennifer Hay and Stacy Williamson, MP Biomedicals

NEW MEMBER ORIENTATION



New members Mark Borlin, The Hardware Exchange and Leigh Herington, NOPEC, with membership chair Michelle Hirsh, Felber & Felber



New members BC Karachandani, OpEx; Bob Arnoff, Arnoff & Assoc., and Lisa Mattlin, Agilysys



New member Todd Martin, CapitalWorks; membership committee member Surinder Singh, Huntington Bank, and former Chairman of the Board Sue Huff, now a new member with Marketplace Events

SAVE THE DATE!

TUESDAY, AUGUST 11, 2009

(NOTE EARLIER DATE)

SPEAKER:

CONGRESSMAN STEVEN LA TOURETTE

TOPIC:

"HR1: THE AMERICAN RECOVERY & REINVESTMENT ACT AND WHAT IT MEANS TO N.E. OHIO"

Watch the July Newsletter for more information

3CHAMBER BUSINESS TO BUSINESS SHOW

Photo Gallery



Bev Shankman, Healthy Solon, starts off the free health screenings by throwing out a free "stress ball"



Platinum Sponsor Don Allen, Allen Graphics, returned for a second year



Commercial landscape contractors Turfscape were all smiles



This free business seminar had standing room only. Four seminars were presented to exhibitors and attendees during the show



Restaurant Row exhibitor Macklin Event Centre



Gold sponsor Jeannette Knauf of Ohio Commerce Bank



Today's Business Products won the title for "most giveaways" at their table



Providing Business Opportunities

News & Views is published monthly by
The Solon Chamber of Commerce,
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Chamber Officers

Chairman of the BoardEwa Antonczyk
Chairman Elect.....Marc Paige
Vice Chairmen: Mark Bednar, Steve Chipchase,
Jim Kelvington, Josalyn Murray, Greg Rosenberg
SecretaryNancy Traum
TreasurerHarry W. Hunter III

Chamber Staff

President/CEONancy Traum
Program Coordinator.....Judie Winston

Visit us at solonchamber.com

THANK YOU TO OUR 3CHAMBER BUSINESS SHOW SPONSORS

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Platinum Sponsor
Allen Graphics

Gold Sponsor
Ohio Commerce Bank

Silver Sponsor
KinderCare Learning Center

A special thank you to

Door Prize Donors
Signature of Solon
Volunteers
and, last but not least,
Attendees

WHAT'S NEXT?

3 chamber **Green Business Show**

Thursday, Oct. 29

4:00 to 7:00 p.m.
Hilton Garden Inn
Cleveland/Twinsburg
8971 Wilcox Drive

Watch for sponsor and booth information.
Join the GREEN Bandwagon
Free admission!



Solon Chamber of Commerce Annual Golf Outing Scramble

Friday, September 11, 2009

10:00 a.m. Shotgun
(Same as last year - one shotgun)

Golf & Dinner: Grantwood Golf Course
38855 Aurora Road, Solon



BE A SPONSOR - PROMOTE YOUR BUSINESS!

There are several ways to get involved.
Simply choose one of the following sponsorship levels.

Hole Sponsors (18): \$300 -

Package consisting of one hole sign, two tee signs

Bonus: Interactive display at hole - we supply
the canopy, you supply the ideas!

Beverage Cart Sponsors (2): \$300 - SOLD OUT

Travel around the course greeting thirsty golfers!

Lunch Sponsors (2): \$200

Sponsor the "Hot Dog" stand or the
"Pizza & Sub" tent.

Tee Sponsor: \$75

Golf Ball Tee Sign with your company name.

Breakfast Sponsor (1): \$75 - SOLD OUT

Welcome golfers with coffee and a snack.

Skill Shot Sponsors (3): \$100

Your name on signs & announced at dinner!

Golf Cart Sponsor (1): \$500

Your name on all golf carts!

All Sponsors receive recognition in program,
on Chamber web site, and in Chamber newsletter.

2009 "Premier Golf Sponsors"



PLAY GOLF!

Golfer's Complete Package:

\$125 per person

Non-Golfer's Package:

\$45 (Open bar & dinner)

Please sign me up for the following:

_____ Hole Sponsor (\$300)

_____ Tee Sponsor (\$75)

~~Sold Out~~ _____ Beverage Cart Sponsor (\$300)

_____ Lunch Sponsor (\$200)

~~Sold Out~~ _____ Breakfast Sponsor (\$75)

_____ Skill Shot Sponsors (\$100)

_____ Golf Cart Sponsor (\$500)

_____ Complete Golfer's Package (\$125)

Golfer's Name(s)

Company

1. _____

2. _____

3. _____

4. _____

(Note: we will match single golfers)

_____ Non-Golfer's Package (\$45-open bar & dinner)

Name(s)

Company

1. _____

2. _____

Payment enclosed: _____

Method of Payment: _____ check _____ credit card

_____ Master Card _____ Visa _____ American Express

Card # _____

Expiration date _____

Make checks payable and send to

Solon Chamber of Commerce

33595 Bainbridge Road #101 Solon, Ohio 44139

Questions: call 440.248.5080

*Sponsorships are limited so sign up early. Fax this form to
440.248.9121 to reserve your spot. Reservations firm upon receipt
of payment. Deadline for registration is August 28, 2009.*

JUNE CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4 Business Dev. Mtg. Solon City Hall 8 a.m.	5	6
7	8	9	10 Membership Com. Mtg. Hampton Inn 8:30 a.m.	11 Board of Directors Mtg. Solon City Hall 8 a.m.	12	13
14	15 <i>Newsletter Deadline</i>	16 June Luncheon Mtg. Signature of Solon 11:45 a.m.	17	18 Solon HR Roundtable CSU 12 noon	19	20
21	22	23	24	25 SYP Com. Mtg. SAECO 8 a.m.	26	27
28	29	30				

Solon Chamber of Commerce Mission

To serve as advocates for the business community by supporting and fostering vibrant economic growth.

From the President/CEO

GROUP DYNAMICS

Whether it's at home or in the workplace, we're all members of groups. At work, the organization we work for is a group, and within that group are various smaller groups ranging from specific departments to the individual you call for technical support. It only takes two people with a common goal to constitute a group.

In this economy, down sizing may lead to the formation of new work groups, with people who have not worked together suddenly finding themselves on the same team with new responsibilities. Many of these groups will function like clockwork while others will get caught up in conflict that inhibits their performance and keeps them from reaching their goals. Why is it that some groups function successfully and others only marginally reach their goals? The first thing you might think of is the people who make up the group or the group leadership. While these factors may have an impact on group dynamics, there are some fundamental ground rules for groups regardless of size, makeup, or function.

Socialization. It's difficult to work with people you don't know. Take some time

with introductions and everyone will feel more comfortable. Add refreshments – it's a great method to break the ice. One thing established groups often overlook is socialization of new members. Bringing a new member into an established work group can cause stress for all participants. For volunteer groups, unless a new member feels welcomed and valued, you might not see them again if their participation is optional.

Task clarity. Shared goals are a key component for group success. This includes a clear understanding of what the group is supposed to be doing. Asking who, what, when, why, and where is a good start. In an organization, including buy-in from management and providing the necessary resources to complete the tasks are critical. Task clarity is an ongoing process.

Role identity. Group members function better if they have a clear understanding of what their role is in the group. Develop measurable goals and divide up the tasks. Volunteer groups need agendas, leaders, minute takers, workers, and communicators.

In organizations, role identity includes a clear, up-to-date job and/or task description for each member.

Rewards. If you want to motivate your group, use rewards. These can be as simple as recognition for work well done or the chance to act as the team leader for a specific task. Try planning a low-cost, fun event at the end of a project. Remember, people work for recognition as well as money!

Finally, when you find yourself in a group and are confused by the behavior of another individual, stay curious as to why that person is acting that way rather than making a snap judgment. You might be surprised what you learn!

Nancy Traum recently received her Master's Degree in Psychology/Diversity Management and is a certified diversity professional.