



Providing Business Opportunities

Volume 25 Issue 3

News & Views

March 2009

We've Gone Green!

To save both our natural resources and money, starting January 2009 the Chamber is sending only an electronic version of our monthly newsletter. Please feel free to provide us with input on this new 2009 initiative and send us emails of other employees from your company that you would like added to our distribution list.

MARCH LUNCHEON MEETING

Tuesday, March 24, 2009

11:45 a.m.

Macklin Event Centre
6200 Enterprise Parkway, Solon



“State of the City”
with

Mayor Kevin C. Patton

Kevin C. Patton is in his twelfth year as mayor of the city of Solon. He previously served on Solon City Council for a total of 12 years.

Mr. Patton was raised in Solon, has resided in the city for approximately 50 years and is married to Linda. He earned a B.A. degree in psychology from John Carroll University, a Masters of Education from Cleveland State University and a Masters of Business Administration from Kent State University. He is a licensed psychologist in the state of Ohio and has worked for over 30 years at Cuyahoga Community College as a part-time faculty member in psychology and as an administrator of distance learning programs.

The Mayor is a member of the Cuyahoga County Mayors and City Managers group, treasurer of the Board of Trustees of the Cleveland Community Access Corporation and member of NOACA governing board.

FEE: \$20.00 Solon Chamber members & guests; \$40.00 non-members

Deadline for registrations is 3 p.m. Friday, March 20, 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



*Business After Hours are back!
See page 4 for our exciting lineup.*

Coming Events

Breakfast Growth Seminar
Wednesday, March 18, 2009
Homewood Suites by Hilton
8 a.m.

Solon HR Roundtable
Thursday, March 19, 2009
CSU-East Center
12 noon

March Luncheon Meeting
State of the City Address
Tuesday, March 24, 2009
Macklin Event Centre
11:45 a.m.

Business After Hours
Thursday, March 26, 2009
The Club at Hillbrook
Solon Chamber Members Only
5 p.m.

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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

March is here and that means Spring is coming and daylight hours are getting longer. No more snow, no more shoveling! These two months passed so fast. I hope in February you had a chance to attend our networking lunch and connected with a future client or maybe you made a friend. I hope those of you who are human resources professionals took advantage of the opportunity to attend the Solon HR Roundtable and learned about the Employee Free Choice Act. Solon Women in Business had a luncheon and learned how women are marketed to differently from men.

During these past two months we held our first committee meetings of the year for business development, membership, SWIB, SYP, and a task force on regionalism. I am pleased to see many new members involved. If you have not had the chance to decide which committee is the best fit for you do not hesitate to call the Chamber office for more information. It is never too late to be involved and make a difference. And with spring comes the first meeting of the golf committee!

This month is also the time to make your commitment to participate in our second annual 3Chamber Business to Business Show. Put on by Solon, Aurora and Twinsburg chambers, this event was a huge success last year. Members can promote their business by sponsoring or by purchasing a booth to exhibit. This event sold out fast last year so don't wait.

As we know times are challenging, but we have to remember that "there is always a light at the end of the tunnel". Please remember that if you are involved, you will have a chance to meet people who can help you grow your business.

The Solon Chamber of Commerce has a very strong relationship with the City of Solon. We work together to better serve the needs of local businesses. Solon is not only a great place to work but also a great place to live. With a great school system and mix of different businesses, the city is very successful. I recommend that everyone who wants to learn more about the city attend our March Luncheon meeting where Mayor Kevin Patton will give his annual State of the City Address.

Other upcoming events in March include a Breakfast Growth Seminar and the HR Roundtable plus a Business After Hours. As always your input is very important so please let us know if there are any events you would like to see or topics you would like discussed at future meetings. Have a fantastic month and I look forward to seeing you at upcoming events.

Welcome New Members

NOPEC

Leigh Herington
31320 Solon Road
Solon, OH 44139
440.248.1992
Energy supplies and sales

MK2 Technologies, LLC

Donald Kasper
4650 State Road
Cleveland, OH 44109
216.739.0652
IT consulting

HeyButler.com

Darren Rose
30275 Bainbridge Road
Solon, OH 44139
440.528.0203
Online advertising

Firefighters Community Credit Union

Nancy McArthur
20333 Emerald Parkway
Cleveland, OH 44135
216.898.9471
Credit union

JTech Staffing, LLC

Jack Cohan
32915 Aurora Road, #265
Solon, OH 44139
IT staffing

Sievers Security, Inc.

Connie Pederi
1461 Page Road
Aurora, OH 44202
440.349.1880
Security company

Elizabeth Thorne

Hylant Group, Inc.
6000 Freedom Square
Independence, OH 44131
216.674.2505
Insurance

Ease@Work

Patrick Gaul
4500 Euclid Avenue
Cleveland, OH 44103
216.325.9375
Employee assistance programs

The Law Offices of Brian Halliday, Inc.

Brian Halliday
3789A Green Road
Beachwood, OH 44122
216.896.0855
Attorney

Lee Hecht Harrison

Debbie Hume
6055 Rockside Woods Road, #310
Independence, OH 44131
216.750.2511
Human resources

Darlene Zwolinski

Asurint
1501 Euclid Avenue, #900
Cleveland, OH 44115
216.763.2519
Background checks

Lisa Mattlin

Agilysys, Inc.
28925 Fountain Parkway
Solon, OH 44139
440.519.8180
Human resources

Easy Elegance Catering

Betsey Saffar
32095 Tracy Lane
Solon, OH 44139
216.469.2727
Catering

High Bridge Associates

Frank Skedel
1330 Corporate Drive, #400
Hudson, OH 44236
330.463.0300
Executive search

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

It's Like... FREE ADVERTISING!

OK, it's not *like* free advertising...it IS free advertising! By donating door prizes for luncheon meetings, you are getting your name in front of many of the members you might otherwise miss.

Your company will be recognized at the luncheon as a donor and also in the newsletter. Don't know what to donate? Gift certificates, books, gift baskets, anything that YOU would enjoy winning at a luncheon is always appreciated. And don't forget to include your business card so the winner can have it handy when they need someone who provides your service. Call the Chamber office at 440.248.5080 to arrange your donation.

February Luncheon Meeting

Signature of Solon



Luncheon sponsor Jeff & Terri Young, Young Team Realtors



Shari Singer, RnD Consulting, Ewa Antonczyk, Hampton Inn, Surinder Singh, Huntington Bank



Tom Honsa, American Red Cross, and Bob Arnoff, Arnoff & Assoc



Amy Janos, Corporate College and Julie Hewitt, St. Vincent, attended for the networking

GOALS VS. OBJECTIVES & HOW TO SET THEM

Seminar and Continental Breakfast

Speaker: Barbara Frahlich, Counselor, DeVore Technologies

Wednesday, March 18, 2009

8 - 9:30 a.m.

**Homewood Suites by Hilton
6085 Enterprise Parkway, Solon**

We all have objectives and goals we would like to achieve in our careers and lives. What is the best way to set those goals and have them become a reality? This seminar will define the meaning of goals and objectives and the difference between them.

Prior to DeVore, Barbara Frahlich was the Enterprise Technology Development Program Manager at KeyCorp and helped create a leadership development strategy. She possesses a keen ability to assess and creatively solve problems.

FEE: \$12.00 Solon Chamber members and guests; \$20.00 non-members

NOTE: Late registrations will be charged an additional \$5.00

Deadline for registration is 3 p.m. Monday, March 16, 2009

Prepaid reservations requested. Call the Chamber office at 440.248.5080;

email-staff@solonchamber.com or online at www.solonchamber.com

**Credit card payments accepted by phone
(no shows will be invoiced)**



Members in the News

- ❑ Phyllis Lester of **Phyllis Lester Designs** was a multiple award winner at 'The Art of the Cake' competition held at the Polaris Career Center in January.
- ❑ **Hilton Garden Inn Twinsburg** ranked #52 in *Crain's* Largest Hotels by number of guest rooms.
- ❑ The *Solon Sun* featured a glowing review of the **Rusty Bucket Corner Tavern** and chef/general manager Erich Dreier.
- ❑ **Laus Deo salon** was the subject of an article in the *Solon Times*. Gina Tiber, salon owner, was presented with the Educational Excellence Award at the Redken Symposium in Las Vegas.
- ❑ Steven Orr, **Solon Massage & Wellness Center** was the guest columnist in the *Solon Times*. He is the massage therapist to a National Figure Skating Champion competitor.
- ❑ **Cardpak, Inc.** and **L'Oreal USA** are winners of the Evolution of Manufacturing Award program which recognizes manufacturers that demonstrate excellence in process improvement initiatives that result in a positive impact on their bottom line.
- ❑ Paul Meshanko, **Edge Learning Institute of Ohio**, was featured in a *Plain Dealer* article about work-life balance.
- ❑ **Hawkins Hearing Center** co-owner, Carol Hawkins was the *Solon Sun's* "Person of the Week".
- ❑ On Wednesday, March 18 at 5:30 p.m., **ALG Computer Consulting & Training** will hold a free technology users workshop. It is for business owners who want to better understand and use computer technology. Call 440.349.5555 for more information.
- ❑ Prudential Financial, Inc. has awarded **Robin Sue Seiger**, Robin Sue Solutions, the 2008 Entrepreneur of the Year award.
- ❑ Starting Sunday, March 8, 2009, **The Solon Historical Society** will be open the second Sunday of each month from 2-5 p.m. The change was made to make the museum more accessible to families. There is no admission charge, but donations and memberships are encouraged.
- ❑ Farewell and good luck to **John Martin**, 2008 Solon Chamber Chairman of the Board and General Manager for **Colortone Staging & Rentals, Inc.** John has accepted a new position as Director of Sales for the Ohio Lottery. Congratulations, John, and best of luck in your new position. We'll miss you!



CITY BUSINESS NEWS

INDUSTRIAL & COMMERCIAL GROWTH

The following project was approved:
Le Chaperon Rouge – Site plan for 13,926 sq. ft. 2-story sq. ft. daycare center at Bainbridge Road / Kruse Drive.

IN THE WORKS

US ROUTE 422 BRIDGE PAINTING - The Ohio Department of Transportation will proceed with bridge painting on US Route 422 in 2009. Painting will take place between 7:00 p.m. and 6:00 a.m. Between 3:00 a.m. and 7:00 a.m., noise levels will be maintained as required by City ordinances, including no sandblasting during those hours. The following bridges will be painted: US 422 over Miles Road, Cannon Road, and Harper Road, Brainard Road over US 422, Hawthorne Parkway over US 422.

U.S. ROUTE 422 RAMPS – ODOT will resurface the eastbound exit ramps and the westbound loop ramps at Harper Road and SOM Center Road. The project will be per-

formed at night and will require the closure of each of the ramps at the time the work is performed. The closures will occur between 9:00 p.m. and 6 a.m. on one ramp at a time. The project start date has not been determined, but the project will most likely commence in the spring and end by early summer.

CONCRETE REPAIR - Concrete repair projects will be ongoing in the commercial and industrial districts throughout the year.

INDUSTRIAL RETAIL AND SERVICE DISTRICT – The Planning Commission and Council rejected a request by the TS Macklin Event Centre to place an issue on the ballot to allow regular social events for young adults in the C-5 Industrial Retail & Service District. As part of the City's Master Plan update, City officials will consider expanding uses permitted in that district.

Business After Hours

The Club at Hillbrook
14800 Hillbrook Drive
(off Route 87)
Chagrin Falls

Thursday, March 26, 2009
5-7 p.m.

Join fellow members for networking and refreshments at one of the area's most prestigious clubs.

Business After Hours are for Solon Chamber members only. If your company is a member, all employees are invited.

Coming in April!
Business After Hours
Nestle new Professional
Customer Innovation Campus
April 29th
5-7 p.m.

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3 Chamber Business to Business Show

Aurora Solon Twinsburg Chambers of Commerce

Sign Up Now for the Second Annual 3-Chamber Show

**Thursday, May 14, 2009
4:00 - 7:00 p.m. Signature of Solon**

Free admission with business card or event ticket

Sponsorships Available

Presenting Sponsor - SOLD OUT

Platinum Sponsors - \$1,000

- Complimentary double booth
- Name/logo on all promotional materials
- Name/logo on Sponsor Banner
- 100 Event Tickets

Gold Sponsors - \$500

- Complimentary regular booth
- Name on selected promotional materials
- Name/logo on Sponsor Banner
- 50 Event Tickets

Silver Sponsors - \$250

- Complimentary 3-ft booth
- Name on Sponsor Banner
- 25 Event Tickets

Booth Space

Super-Sized Booth (Double)

- Member Price: \$375
- Non-member Price: \$450

Standard Booth

- Member Price: \$200
- Non-member Price: \$250

Mini Booth (3' Space)

- Member Price: \$125
- Non-member Price: \$175

Electricity: Add \$50

All booths include 6-foot table (except mini booths), table covering and two chairs. Member price includes members of the Aurora, Solon or Twinsburg Chambers.

Thanks for your participation! Please note: No refunds after April 14, 2009. Refunds prior to April 14, 2009 minus \$20 handling fee.

Registration Form

IMPORTANT: Booth space is being sold by three chambers, so a fast SELL OUT is expected. Booth space is on first come, first serve basis. Act now to guarantee a space!

Contact Name: _____ Company _____

Address: _____ Phone: _____

Email: _____ Web: _____

I am a member of the: _____ Chamber of Commerce I will donate a Raffle Prize

Total Amount Due: _____ Check Attached
(Made payable to Solon Chamber of Commerce)

Return with payment to:
Solon Chamber of Commerce
33595 Bainbridge Road #101

Solon, OH 44139 Credit Card (Visa/MasterCard/American Express)

Phone: 440-248-5080 Fax: 440-248-9121 Expiration date: _____ V-Code: _____



EFFECTIVE JOB SEARCH STRATEGIES

The toughest job you will ever have is finding a new job. The key to job search success is treating the whole process like a business. Currently, you are in the "job hunting" business. Mapping out an effective strategy will help you to stand head and shoulders above the rest of the crowd. Defining what you want and need will help you on your way to getting what you want. Here are some helpful job hunting strategies to jump-start your job search:

•**Know thyself.** Take inventory of your interests, skills, accomplishments, goals and experience. Make a detailed list. This will help you recognize what makes you a unique candidate and how to communicate this to a prospective employer, both verbally and in writing.

•**Aim for the right target.** Try to match your inventory with the right career choice. If a goal is to get a larger salary, don't focus on a career path that pays a low salary. Learn about different businesses that interest you and target those companies that are more likely to have openings.

•**Be assertive and proactive.** Opportunity probably won't come knocking, so cold calling potential employers remains a powerful strategy. While intimidating, it is important to get through the door before your competition.

•**Do some sleuthing.** Understand the "hidden" job market. Many jobs only exist in the minds of directors, vice presidents and other bigwigs long before they are advertised. If you can present yourself as the perfect candidate at an early stage, you may get snapped up, saving the company from having to look elsewhere.

•**Work the network.** Let everyone you know that you are in the market for a job. Expand your network and join professional organizations, sign up for job search newsletters and email blasts. Contact former professors and classmates and participate in Internet discussion boards.

•**Get professional help.** Employment agencies come in all shapes, sizes and prices. Some specialize in very specific areas and some have arrangements with large companies. If this appeals to you, investigate carefully. Determine what the employment agency can do for you and how much it will cost.

•**Be temporarily flexible.** Temp jobs are a great way to learn new skills, gain experience and earn money on your way to a permanent job. These jobs also put you first in line with the company when a full-time job opens up.

•**Say it clearly.** When sending out resumes, catch prospective employer's attention with a concise cover letter that spells out your qualifications for that particular job. Connect the dots for the reader. By doing this, it makes it obvious why you are the perfect candidate for that job.

•**Keep careful records.** Keeping track of your job search is important. Maintain detailed record of the jobs you have applied for, including communications, interviews, referrals and follow-ups. By doing this, you build a network of contacts both for your current job and future ones.

•**Be persistent.** Job searching is hard work and at times you will become discouraged. Just know that everyone has been through the same grind at one point. Try to keep a positive attitude and look at your job hunt as an exciting challenge. Your perfect job IS out there if you look hard enough. Good luck!

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Providing Business Opportunities

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Emails: staff@solonchamber.com; ntraum@solonchamber.com

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

AN EXTRA THANK YOU!

There are so many people who volunteer their time to help the Chamber that we wanted to share their names with our members. When you see these people, please join us in saying "Thank You!" for supporting the Chamber is January and February.

**Paul Meshanko,
Edge Learning Institute**

*Facilitator, Solon Chamber Board of
Directors Annual Planning Meeting*

**The Endoscopy Center at Bainbridge
Young Team Realtors
ABC International Employment Services**
Meeting Sponsors

**Solon Creative Playrooms
Anytime Fitness**
Newsletter Advertisers

**Mark Bednar & Marc Paige
Michelle Hirsh
Cathy Berthold
Melissa Niosi
Jim Bird
Josalyn Murray**
Committee/Task Force Chairs

**Chicago Deli
Solon Community Center
Signature of Solon
Hampton Inn Solon
Solon City Hall**
Meeting Hosts/Caterers

All our Committee Volunteers!

*Everyone who renewed their
membership dues on time!*

*The Chamber Board of Directors
led by Ewa Antonczyk*

SCHOLARSHIP APPLICATIONS AVAILABLE

Each year the Chamber awards scholarships to deserving seniors from Solon High School.

Applications for scholarships are available in the guidance office of Solon High School and need to be completed and returned to the guidance office by March 31.

To date, the Chamber has awarded 268 academic and vocational scholarships totaling \$233,000.

Solon Women in Business Luncheon

Hawthorne Valley Country Club



SWIB Chair Josalyn Murray, Merrill Lynch, with speaker Chris Brown, Marketing Resources & Results



Luncheon sponsor Bella Rokhman, (right) ABC International Employment Services, with guest Diane Quinby



Eileen Pickus, People Express, Kathleen Bergansky, Keller Williams, and Judi Roth, CRSN, Inc.



Jeanette Knauf, Ohio Commerce Bank, and Kim Lesch, Action Travel Center

Want to get involved? 2009 Golf Outing Committee Forming

The first meeting of the Solon Chamber Golf Outing Committee will be held on **Friday, March 20, 2009 at 8 a.m. at Grantwood Golf Course Clubhouse.**

Anyone interested in participating in this committee, including former members and new members, should plan on attending. Remember, you do not have to be a golfer to join the committee! All volunteers are welcome - it takes a big group to put on this highly successful annual event.

For more information, please call the chamber office at 440.248.5080.



Thanks to Chris Faulds, Keystone Rehabilitation, for pointing out that our golf committee meeting takes place on the first day of Spring!

Build A Rock Solid® Future

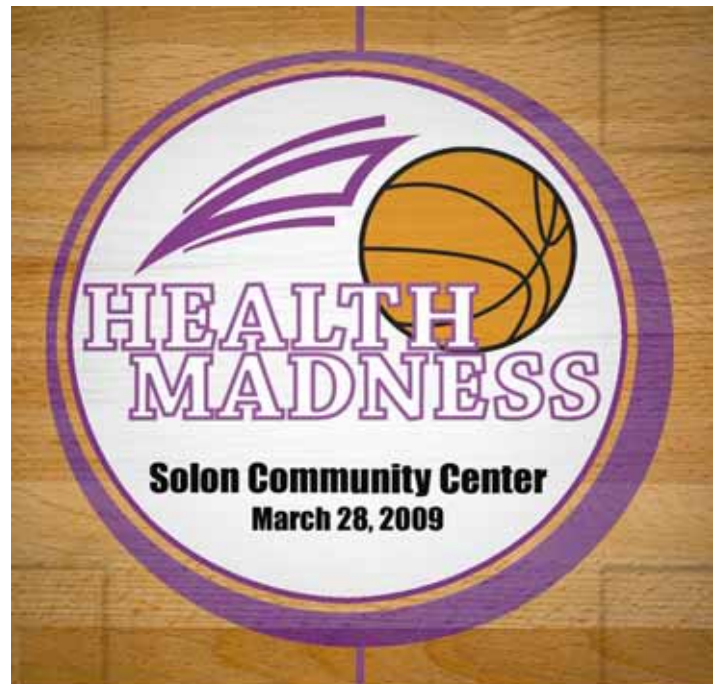
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Participate in Healthy Solon's third annual community health festival and other events throughout the year. Come as a vender or just for fun! Call 216/687-2650, e-mail HealthySolon@mmoh.com or visit HealthySolon.org.



ADVERTISEMENT

MARCH CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 Booth space available for the 3Chamber B to B Show	3	4	5 Business Dev. Mtg. Solon City Hall 8 a.m.	6 SWIB Committee Meeting Hampton Inn 8:15 a.m.	7
8 Daylight Saving Time begins	9	10	11 Membership Com. Mtg. Hampton Inn 8:30 a.m.	12 Board of Directors Mtg. Solon City Hall 8 a.m.	13 Regionalism Task Force Mtg. Hampton Inn 8 a.m.	14
15	16 Newsletter Deadline	17	18 Breakfast Growth Seminar Homewood Suites 8 a.m.	19 HR Roundtable CSU-East Center 12 noon	20 Golf Com. Meeting Grantwood Golf Course 8 a.m.	21
22	23	24 March Luncheon Mtg. Macklin Event Ctr. 11:45 a.m.	25	26 SYP Com. Mtg. SAECO 8 a.m. Business After Hours The Club at Hillbrook 5 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.

2009-2010 COMMUNITY DIRECTORY AVAILABLE

*Pick Up Your Copy at
the Chamber Office*



Free to Chamber Members

BENEFIT BLOG

***Benefit: OfficeMax Retail Connect Card
Available at the Chamber office
Used by: Greg Rosenberg,
Business Communication Solutions, Inc.***

One the most valuable and easiest to use member-to-member benefits I enjoy as a Chamber member is the OfficeMax discount. I have saved hundreds of dollars for my small business over the past year and perhaps just as much on personal office supply purchases at OfficeMax. The discount really comes in handy when stocking up on school supplies or holiday items. Some items are discounted by nearly 50 percent! The exact amount of your discount varies by item and some things, such as electronics, may not qualify for a discount.

The benefit is available to every employee of every Chamber member company, as are all Chamber benefits. So even if your company already gets a healthy corporate discount from OfficeMax or another supplier, it's a great benefit to offer your employees and it costs you nothing! They can pick up an OfficeMax discount card at the Chamber office or the Chamber staff would be happy to email the discount bar code to your Chamber contact who, in turn, can distribute it throughout your company. All you have to do to receive your discount is have the cashier scan the bar code; it's that simple.

During these lean economic times it makes more sense than ever to use your Solon Chamber of Commerce benefits as completely as you can. And while your employees may be seeing cost cutting and job losses at every turn, it's nice to offer them something positive for a change.

If you have a testimonial about one of our benefits, let us know! We'd be happy to publish your "Benefit Blog".