



Providing Business Opportunities

Volume 26 Issue 8

News & Views

August 2010

3Chamber AUGUST LUNCHEON MEETING *with the Aurora and Twinsburg Chambers*

Tuesday, August 10, 2010
Bertram Inn & Conference Center
600 N. Aurora Road
Aurora, OH
11:30 a.m.



Cong. Steven LaTourette

Speaker: Congressman Steven LaTourette (R) **Ohio District 14**

Join the Solon, Aurora and Twinsburg Chambers in welcoming Congressman Steven LaTourette. The Congressman will discuss recent events and answer questions from members of the audience.

Congressman Steven C. LaTourette is serving his eighth term in the United States House of Representatives and represents Northeast Ohio's 14th Congressional District, which includes all of Lake, Geauga and Ashtabula counties and part of Cuyahoga, Summit, Trumbull and Portage counties.

Fee: \$25.00 Chamber members; \$35.00 non members
Deadline for reservations is 3:00 p.m. Friday, August 6, 2010
(NOTE: A \$5.00 late fee will be added for late registrations)

Prepaid reservations are requested. Register online at www.solonchamber.com
or call the Chamber office at 440.248.5080 or email staff@solonchamber.com
Credit card payments accepted by phone or online.
(No shows will be invoiced)

Sponsored by



Solon Chamber Golf Outing Checklist

- Promoted my business with sponsorship
- Signed up to golf
- Don't golf but signed up for dinner
- Ready to have a fun day of networking!

Coming Events

Solon Young Professionals
Tuesday, August 3, 2010
Signature of Solon
11:30 a.m.

3Chamber August Luncheon Meeting
Tuesday, August 10, 2010
Bertram Inn & Conference Center
11:30 a.m.

New Member Breakfast
Thursday, August 19, 2010
SpringHill Suites By Marriott
8 a.m.

Solon HR Roundtable
Thursday, August 19, 2010
CSU-East Center
12 noon

Solon Chamber Annual Golf Outing
Friday, August 27, 2010
Grantwood Golf Course
10 a.m. Shotgun Start

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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



Marc Paige

Hello again. It is hard to believe we are already at the halfway point of summer! Were you able to stop by the wonderful Solon Home Days festivities? Did you catch the perennially amazing city fireworks display on July 4th? Have you taken a moment to walk through the stunning new Solon Veterans Memorial Park? These are just a few examples of the excellent efforts put forth by our city's leaders to make Solon such a wonderful place to be.

Mirroring this excellence is the Solon Chamber of Commerce. Our dedicated members and talented, tireless office staff continue to amaze me with their knowledge, take charge attitude, willingness to volunteer, and unerring focus to improve, move ahead, upgrade and brainstorm everything involving our Chamber! Let's not forget our "Past President/Chairman" contingent, who graciously continue to attend our meetings and give us the benefit of their experience. It is this energy that always keeps us looking forward, and attracts new members who want to jump aboard our exciting 'ride'. I again say congratulations to all of you for your efforts and passion to be the best. It is my honor to be a part of this group.

Please welcome Al Wangenheim of Davis Development to our Board of Directors. I have had the pleasure to work with Al as we resurrected the Retail Committee, and believe his vast experience and insight into the history of commercial development in our city will be a valuable resource for the Chamber. Thank you Al for your willingness to serve.

The Chamber, as many of you know, was able to provide valuable input to the City and Council regarding the issue of changeable copy signs. Our input was received very positively, and it will ultimately lead to a resolution containing compromises to the original ordinance which are closer to our members' wishes.

SAVE THE DATE: On Tuesday, August 10th, Congressman Steven La Tourette will be addressing our 3 Chamber luncheon at The Bertram Inn & Conference Center. This event was well-attended last year, so I urge you to make your reservation at once if you'd like to attend.

Finally, our annual Golf Outing will be held on August 27th. The deadline for reservations is Monday August 16th. Please call the office at 440.248.5080 to secure your spot. I will be there, and I hope you will too. See you next month.

Welcome New Members

AeroClay, Inc.

Lauren Wolf
31200 Solon Road, Ste. 11
Solon, OH 44139
440.248.1039
Advanced materials

Mo Vaughn Transport

Mark Cuccia
32901 Station Street, #212
Solon, OH 44139
440.248.3314
Freight transportation

FHIHeat

Joseph Kim
30500 Bainbridge Road, Ste. 200
Solon, OH 44139
216.456.0343
Manufacturer professional salon appliances

SafeGuard Background Screening

Neil Adelman
3700 Park East Drive, #240
Beachwood, OH 44122
216.370.7345
Background checks

iSolonOhio.com

Jesse Weinberger
67 East Washington Street
Chagrin Falls, OH 44022
440.247.8100
Community website

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

Solon Young Professionals Corporate Leadership Series

"Getting Involved with Your Community"

Speaker: William Mazur

Director of Operations, Mazel Company

Tuesday, August 3, 2010

11:30 a.m.

Signature of Solon, 39000 Signature Drive, Solon

The first luncheon of the Solon Young Professionals Corporate Leadership Series will focus on how to become involved with your community. Involvement in community affairs can help to make you a better leader, both personally and professionally. Bill Mazur will discuss how community involvement has helped him in his career and the in various volunteer positions he has held.

Fee: \$20.00 Chamber members and guests

Deadline for reservations is 12:00 noon Friday, July 30, 2010

Prepaid reservations are requested. Register online at www.solonchamber.com or call the Chamber office at 440.248.5080 or email staff@solonchamber.com Credit card payments accepted by phone or online. (No shows will be invoiced)



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Chamber Officers

Chairman of the BoardMarc Paige
Chairman Elect.....Hal Becker
Vice Chairmen: Mark Bednar, Jim Bird, Jim Kelvington, Greg Rosenberg, Michelle Seeber
SecretaryNancy Traum
TreasurerKim Zagar

Chamber Staff

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

Visit us at www.solonchamber.com

JULY LUNCHEON MEETING

Hawthorne Valley Country Club



Speaker Rob Felber with Luncheon Sponsor Tim Palmer, GreenStreet Solutions



Mike Kapis and Tom Griffin, Mayfield Collision Center



Carol and Harold Hughes, Keller Williams with Laura Walker, Hattie Larlham



Leeanne Divis, Farmers Insurance with Robert Schultek, GrowthPointe



Stephen Matthews and Irving Treibatch, PNC



Kim Zagar, SS&G, with Terri Faustina, The Plumbing Source

NEW MEMBER BREAKFAST & ORIENTATION

Thursday, August 19, 2010
8:00 a.m.
SpringHill Suites by Marriott
30100 Aurora Road, Solon

New members who have joined the Chamber since January, 2010 are invited to a New Member Breakfast & Orientation. Attendees will have the opportunity to hear about Chamber benefits, meet officers from the board of directors and network with other new members.

The cost is free but reservations are required. To reserve your spot, call the Chamber at 440.248.5080. Reservation deadline is Tuesday, August 17 by 3:00 p.m.

MEMBERS IN THE NEWS

- ❑ **CardPac Inc.**, received two Excellence awards and three safety awards in the 2010 National Paperboard Packing Competition. They also qualified for three PPC Director's Safety awards. Each of the awards deals with going without an OSHA recordable incident over a certain number of hours.
- ❑ Case Western Reserve University has chosen **TLC Springwater** as supplier of its bottled water. **TLC** also has contracts with the Cleveland Indians and Tri-C.
- ❑ The Solon **Fitness Together** Challenge is underway and Assistant Fire Chief Steve Shebeck is representing the city of Solon. Chief Shebeck is working towards a healthier lifestyle to become an example of wellness in the community.
- ❑ *Crain's* listed **Anna Maria of Aurora #15** in the Largest Assisted-Living Centers ranked by number of residents.

COMING THIS FALL Business of the Year Nominations

SAVE THE DATE!
Thursday, November 4, 2010
Solon Chamber of Commerce
Hall of Fame

INVITATION TO EVENTS - ACCEPT OR DECLINE

In the next few months you will notice a change in the way you are invited to attend our events. We can target specific groups as well as the entire membership with an invitation to events. The great part about this is that when you receive the invitation, you will be able to register online immediately, remind yourself to register at a later date or decline the invitation. Declining the invitation will mean that you will not receive any registration reminders about that event. We will already know whether or not you are attending.

We are working to make attending events as easy as possible for our members and this invitation process coordinates well with our online registration process. As always, your feedback is appreciated.

CITY BUSINESS NEWS

IN THE WORKS

The following projects were approved:

Arby's - Site plan for exterior renovations at 6375 S.O.M. Center Road.

SOLON ROAD SIDEWALKS - Installation of sidewalks on the south side of Solon Road between Aurora and Cochran Roads will be delayed indefinitely for budgetary reasons.

MILES / HARPER INTERSECTION IMPROVEMENTS - The Cuyahoga County Engineer's office began construction in July. The project includes traffic signal modifications on Miles Road between Harper and Brainard Roads and a new traffic signal by Miles Farmer's Market. A right turn lane on Miles at Harper will be installed.

The project should be completed in May, 2011. Two-way traffic will be maintained.

MASTER PLAN - Planning & Development Director Rob Frankland presented the Industrial Core Plan and Physical Inventory and Demographics Analysis sections of the City's Master Plan at a special July 12th Council meeting. The Industrial Core Plan analyzes existing conditions and potential challenges and provides recommendations for zoning/land use, infrastructure, communications technology, public transportation, general economic development and aesthetics. The Physical Inventory and Demographic Analysis includes census and other data, comparisons to adjacent communities, and demographic trends. This section provides the factual basis underlying the Master Plan. Council referred the entire Master Plan presented to date to the Planning Commission for review.

KUDOS - Solon's GIS Coordinator Tim Howard will present at the 2010 Cuyahoga County GIS Symposium, speaking on practical uses of geographic information systems for local municipalities. Visit www.solonohio.org to see Tim's handwork. The City's geographic information system offers data on all Solon properties, including zoning districts, voting wards, 2008 aerial views, topographical and soils information, and links to County and City databases. Properties may be searched by address, owner or company name, or parcel number. The user-friendly format provides a variety of tools to perform area and distance calculations and print customized maps. On the home page, go to the Planning section of the Quick Links column and click on City of Solon GIS.

Golf Outing Raffle Prizes

A great way to have people remember you and your company is by donating a raffle prize to the Chamber Golf Outing. In the past we have had Indians, Browns and Cavs tickets, wine baskets and entertainment books. Another great prize is a complete heating and cooling inspection and golf related items. Your name will be announced as the donor and you can include information about your company.

If you have a prize you would like to donate, please contact the Chamber office at 440.248.5080. We hope to also see you at the outing and dinner.

SAVE THE DATE!

**SOLON HR ROUNDTABLE
LEGAL UPDATE**

**THURSDAY, SEPTEMBER 16, 2010
11:30 A.M.-2:30 P.M.
SIGNATURE OF SOLON**

PUT YOUR CHILD'S MIND AND BODY IN MOTION...41 Years Quality Child Care

****CALL FOR A PERSONAL TOUR****

Ages 6 Weeks to 12 Years Old

Open Year Round - 6am-6:30pm



Infants-Toddlers ♦ Nursery School ♦ Pre-K Classes
Chartered Kindergarten ♦ Montessori (+Extended Day)
Before/After School Program ♦ Summer Camp
Indoor Pool ♦ Computers ♦ Music ♦ Art ♦ Science
Breakfast, Hot Lunch & Snacks Included
Transportation Available ♦ Electronic Security System

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CREATIVE PLAYROOMS
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& CHILD CARE CENTER
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Weekly and monthly enrollment available.

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www.creativeplayrooms.com

Joan Wenk - President & CEO awarded the 2009 State of Ohio Entrepreneurial Award by the Small Business Administration

ADVERTISEMENT

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ADVERTISEMENT

MEMBER TO MEMBER DISCOUNTS

The following discounts are available to all employees of Solon Chamber of Commerce member companies. To take advantage of member-to-member discounts, show your employee ID or business card.



Beauty & Spa Services

Maria Giallanza Salon – 440.349.4435
20% discount on services over \$30.00

Moxie Hair Design – 440.498.0444
10% off all services including hair, color, nail and waxing services.

Benefits Consultation

Arnoff and Associates – 440.247.4511
10% discount off Arnoff and Associates consultants hourly rate. Free benefits book for Chamber members who become clients.

Car Rental

Avis Rent-a-Car – 440.914.0021
10% discount off best available rate At time of reservation.
Up to 40% discount on weekend rate. Call for details.

Child Care

Solon Creative Playrooms – 440.248.3100
10% off child care services (Must have at least 5 families from one (1) corporation to qualify.)

KinderCare Learning Centers – *NEW!*
440.248.5437
10% off tuition rate including infants for chamber members.

Education/Training

CSU East Center – 216.802.3005
15% discount on non-credit courses - CSU Division of Continuing Education

Employment Agency

EverStaff – 440.349.4800
10% off standard direct placement fee 2 days free (minimum 2 week order) on any temporary order.

Fitness

Fitness Together-877-348-6446
20% off all services. Focus is on 1-on-1 personal training.

Keystone Rehabilitation Systems- 440.248.1711
75% off Mechanical Wellness Screening. A full body posture and joint movement screen

Golf

Grantwood Golf Course-440.248.4646
Discounts off corporate golf packages, please call Grantwood for details.

Heating & Cooling

P.K. Wadsworth Heating & Cooling - 440.248.2110
\$20.00 off Precision tune-up with free hot water tank check up (\$49.00 value).

Hotels

Hampton Inn® – 440.542.0400
20% discount on room rack rate

The Club at Hillbrook – 440.247.4940
Bed & Breakfast, 10% off suite prices
Members can also dine here twice per year. Reservations required.

Homewood Suites by Hilton 440.519.9500
10% discount on rack room rate

Insurance

EMI Insurance – 440.394.2800
A \$15.00 gift card to any Chamber member who requests a quote for home, auto, business or life insurance

Janitorial Supplies/Services

Adjer Industries – 440.542.0079
20% off catalog price on all maintenance/janitorial; will beat any competitor's price on light bulbs

Legal Services

The Law Offices of Brian Halliday – 216.896.0855
20% off standard hourly legal fees, 10% off flat-rate legal fees for corporate, employment-based, family-based and individual immigration law matters

Office Supplies

Office Max – 440.349.2071
FREE Retail Connect Card entitling employees to discounts.

Optical/Eye Glasses & Contacts

Berris Optical – 440.349.2225
20% off manufacturer's suggested retail price on all frames and prescription lenses; 5% off contact lenses; and \$5 off eye exams

Photography

Ellie Vayo
Photography – 440.542.9257
\$25.00 off any service

Refurbished Laser Jets, Laptops & Repair

The Source – 330.963.1001
Chamber members 10% off on refurbished printers, pc's or laptops; all repair labor (on-site or depot); maintenance contracts; network services, compatible toner cartridges.

Recycling/Shredding Service

Northcoast Recycling & Shredding – 440.943.6968
10% off all on site shred jobs over one hour or any in-house shreds over \$500.00.

Rental Property

Liberty Hill Apartments-440.248.8373
Reduced \$99.00 deposit and first month free for members who lease an apartment. Referrals receive a \$25.00 gas card.

Self-Storage

Storage Zone – 440.542.1808
10% off monthly storage rate

Safety Supplies

Chagrin Safety Supply – *NEW!*
440.543.2777
15% across the board discount on all safety supplies, ID signage, medical and dental supplies

Transportation

People Express Transportation - 440.248.3007
10% off all ground transportation, airport drop off & pickup etc.

Travel

Action Travel – 440.248.4949
Free two-night hotel stay (used at future date) when booking five- to seven-night tour package or cruise vacation (Choices: Honolulu, St. Thomas, Las Vegas, Orlando); restrictions apply.

June, 2010

Solon Chamber of Commerce Annual Golf Outing Scramble

Friday, August 27, 2010



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 - SOLD OUT

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

Tee Sponsor: \$75

Golf Ball Tee Sign with your company name.

Breakfast Sponsor (2): \$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.

2010

"Premier Golf Sponsors"



KeyBank



Cleveland Clinic
Family Health Center, Solon

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)

~~Sold Out~~ 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 16, 2010.

AUGUST CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3 SYP Luncheon Signature of Solon 11:30 a.m.	4 Legislative Com. Mtg. Panera 7:30 a.m.	5 Business Dev. Com. Mtg. Hampton Inn 8 a.m.	6	7
8	9	10 Business Dev. Task Force Mtg. Hampton Inn 8 a.m. 3Chamber Luncheon Bertram Inn 11:30 a.m.	11 Membership Com. Mtg. Hampton Inn 9:00 a.m.	12 Board of Directors Mtg. Hampton Inn 8 a.m. Finance Com. Mtg. 9:00 a.m.	13 Golf Com. Mtg. Grantwood 8 a.m.	14
15	16 <i>Newsletter Deadline</i> <i>Golf Registration Deadline</i>	17 Benefits Com. Mtg. Hampton Inn 8:00 a.m.	18	19 New Member Breakfast SpringHill Suites 8 a.m. HR Roundtable CSU-East Center 12 noon	20	21
22	23	24	25	26	27 GOLF OUTING GRANTWOOD 10 a.m.	28
29	30	31				

Solon Chamber of Commerce Mission

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

HEY, WHAT'S YOUR SIGN?

Thank goodness people don't use that line anymore when they meet people in social settings. In business settings, people generally ask where a person works or what product or service the company provides. Once a relationship with another business professional is established, conversations typically gravitate to current operations, common acquaintances or family updates.

Have you ever hear anyone ask another business professional what their company's culture is? Probably not. And if you did, you might be surprised how hard it is for the person to answer the question. Every company has a corporate culture whether it's recognized or not. Nordstrom's Department Store has established a highly recognized and envied culture that values exceptional customer service where employees are empowered to make decisions.

You don't have to be a big company to establish and communicate your corporate culture. Regardless of size, problems can arise when the following happens:

- The company leader has no idea he or she is the one responsible for formulating, identifying and communicating the company's culture.

- Corporate culture is allowed to exist without any thought process or goals to establish the most conducive, productive and supportive atmosphere in which employees work and customers do business.

- Middle level management or supervisors are allowed to set their own culture within their department, independent from that set by the company leader.

- The company culture is not communicated to new employees when joining the organization and on a regular basis thereafter to all employees.

Here are some areas to focus on when solidifying your corporate culture.

- How is communication with employees, customers, suppliers, etc. handled? Are there formal channels with set frequencies, or is most news spread by gossip? Are shared values communicated?

- What is the leadership style of the company decision maker? Does he/she walk around the building visiting various departments welcoming input from employees?

- Are employees valued for their work, ideas and contributions? Is sufficient training provided?

- Is diversity valued and practices in place to resolve disputes amicably?

- Are corporate goals clearly established and communicated?

- Is teamwork encouraged?

These are just a few of the factors to consider when evaluating your company's corporate culture. The field of corporate culture fills hundreds of books and is a fascinating topic. So why not grab the latest publication and make it a goal to identify your company's culture. Then, the next time you meet a business associate, you can ask, "Hey, What's Your Culture?"