



*Providing Business Opportunities*

Volume 26 Issue 6

## News & Views

June 2010

### JUNE LUNCHEON MEETING

Tuesday, June 15, 2010

Signature of Solon  
39000 Signature Drive  
11:45 a.m.



*Roger Saillant*

**Speaker:**

**Roger Saillant, Executive Director  
The Fowler Center for Sustainability  
Case Western Reserve University**

Roger Saillant became executive director of the Fowler Center, a part of the Weatherhead School of Management, in November of 2009. He is a nationally recognized authority on renewable energy and sustainability. Saillant will discuss how businesses, organizations and economic regions can discover the power and promise of sustainability as an innovation engine. Formerly having held senior executive positions at Ford Motor Co. and Visteon Corp., Saillant was most recently CEO of Plug Power, a fuel cell company.

**Fee: \$20.00 Chamber members; \$40.00 non members**

**Deadline for reservations is 3:00 p.m. Friday, June 11, 2010**

**(NOTE: A \$5.00 late fee will be added for late registrations)**

**Prepaid reservations are requested. Register online at [www.solonchamber.com](http://www.solonchamber.com)  
or call the Chamber office at 440.248.5080 or email [staff@solonchamber.com](mailto:staff@solonchamber.com)**

**Credit card payments accepted by phone or online.**

**(No shows will be invoiced)**

Sponsored by



### Coming Events

**June Luncheon Meeting  
Tuesday, June 15, 2010  
Signature of Solon  
11:45 a.m.**

**Solon HR Roundtable  
Thursday, June 17, 2010  
CSU-East Center  
12 noon**

**July Luncheon Meeting  
Tuesday, July 13, 2010  
Hawthorne Valley Country Club  
11:45 a.m.**

**Watch your emails for  
information on these  
coming events  
*Solon Women in Business  
Solon Young Professionals  
Solon International Roundtable***

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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](http://www.solonchamber.com)**

## CHAIRMAN'S MESSAGE



Marc Paige

Hello folks. It has been an extremely busy time in the Chamber the past month. Let's review:

1. The Chamber's input to the City was very helpful in the passage of Issue 44, which now allows the Naiman Parkway

Office Park to be rezoned, which will permit more types of businesses to be located there.

2. Our Scholarship Committee was very busy reviewing 71 applications from Solon High School seniors. The awards were announced May 18<sup>th</sup> at the annual Scholarship Luncheon, held at beautiful Hawthorne Valley Country Club. A huge "thank you" to committee chairman Ed Bayer and his members for a job well-done! Superintendent Joe Regano presented attendees with a detailed accounting of the fiscal challenges facing the district in the coming years. Reinforcing this event was the great response from Solon residents as they overwhelmingly approved the much-needed school levy on May 4<sup>th</sup>.

3. Our annual 3Chamber Business Show was held at Signature of Solon on May 6<sup>th</sup>. Attendance was great, and everyone was treated to our Restaurant Row with food samples galore! In addition, there were informative seminars and many fine vendor displays. I believe this showed us evidence of a pronounced recovery in our local economy, as the spirit and energy in the room was very high!

4. Our Legislative Committee has begun a scheduled visitation program whereby a committee member will be present at all future City Council and selected Planning Commission meetings. This is a very important step in showing the City the Chamber's support and interest in issues that may affect our members.

5. Our Retail Committee, chaired by Greg Rosenberg, has provided input for the Chamber on the new Changeable Signage ordinance being discussed by Council. As of May 17<sup>th</sup>, discussions amongst Council members have not yet been finalized, but many Council members have stated their sincere appreciation for the Chamber taking the time to provide valuable input into this important issue.

As we head into summer, the results of our Board Restructuring Committee headed by Jim Bird will be completed. I believe this will assist us in better preparing for our future Chamber leadership. Let's not forget the efforts of Mark Bednar and the Business Development Committee as they look to expand their role.

Finally, please remember to tell your co-workers they are all welcome at our events. If each of us brings just one co-worker to an upcoming luncheon, it would make a huge difference! Think about it- our next luncheon is June 15<sup>th</sup>.

And, a friendly calendar reminder, it's right around the corner - the annual Chamber Golf Outing at Grantwood on Friday, August 27<sup>th</sup>! Please call the office with your reservation and mark it down now.

Thank you for your membership and participation. Talk with you next month.

## Welcome New Members

### Growth Pointe

Robert Schultek  
37173 O'Neil Drive  
Solon, OH 44139  
216.272.4449  
Business coach

### The Littlest Heroes

Blazine Monaco  
32000 Aurora Road  
Solon, OH 44139  
440.498.9200  
Cancer service organization

### King Nut-Peterson Nut Co.

Lynn Gordon  
31900 Solon Road  
Solon, OH 44139  
440.248.8484  
Manufacturer edible nuts

### Geauga County Habitat for Humanity

Christine Bucknell  
12180 Kinsman Road  
Newbury, OH 44065  
440.564.5848  
Social service organization

### cSHARE

Mark Orzen  
100 North Main Street, #350  
Chagrin Falls, OH 44022  
440.290.2520  
Computer programmers

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

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## THANK YOU TO OUR 3CHAMBER BUSINESS SHOW SPONSORS

*Gold Sponsor*  
**REIT Management  
& Research**

*Silver Sponsors*  
**Best Reward Credit Union  
Homewood Suites by Hilton  
Ohio Commerce Bank**

*A special thank you to*

*Door Prize Donors, host Signature of Solon, our Volunteers  
and, last, but not least, all of you who attended!*

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### Chamber Officers

Chairman of the Board .....Marc Paige  
Chairman Elect.....Hal Becker  
Vice Chairmen: Mark Bednar, Jim Bird, Jim  
Kelvington, Greg Rosenberg, Michelle Seeber  
Secretary .....Nancy Traum  
Treasurer .....Kim Zagar

### Chamber Staff

President/CEO .....Nancy Traum  
Program Coordinator.....Judie Winston

Visit us at [www.solonchamber.com](http://www.solonchamber.com)

# MAY LUNCHEON MEETING

Annual Scholarship Luncheon at Hawthorne Valley Country Club



2010 Scholarship Winners attending luncheon



2010 Chairman Marc Paige with scholarship luncheon speaker Joe Regano, Superintendent, Solon City Schools



Meeting sponsor Math Monkey, Jeannette Timmons and Karen Eagle



Janet Kodrich, Stratford Commons, Steve Kaselak, Bertram Inn, Diane Barden, Anna Maria of Aurora and Maria Green, Springhill Suites



Scholarship parent Donna Scicolone, Chamber Scholarship Chair Ed Bayer, and School Board member Margo Morrow

## CHAMBER NAMES 2010 SCHOLARSHIP RECIPIENTS

The Solon Chamber of Commerce announced the names of its 2010 Scholarship winners at the May Luncheon Meeting held at Hawthorne Valley Country Club. To date, the Chamber Scholarship Fund has awarded 283 scholarships totaling \$251,500. This year \$10,000 in scholarships were awarded to the following students:

Olivia Scicolone  
Isabella Knazek  
Michelle Perchinske  
Dana Coleman

Taylor McCauley  
Mary Elizabeth Anton  
Charles Thomas  
Solomon Isakov (Vocational)

The Scholarship Committee was chaired by Ed Bayer, Swagelok, and consisted of Ewa Antonczyk, Hampton Inn; Lee Tillstrom, The Alliance Group; Brad Cisar, Cisar Insurance; Marc Paige, APG Office Furnishings; Kevin Patton; and Mary Jane Camarato, Steve's Sports.

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

## MEMBERS IN THE NEWS

- ❑ Fred Rzepka, owner **Hawthorne Valley Country Club**, was quoted in an article in *Crain's* about what golf courses are doing to keep customers coming back.
- ❑ **Swagelok** was named #2 and **Nestle Prepared Foods Company** #11 in *Crain's* Largest Manufacturing Companies ranked by FTE local employees.
- ❑ **Greenstreet Solutions** was named in *Crain's* "Grand Opening" column.
- ❑ Tatanya Hower, Private Client Services, **First Place Bank**, was featured in *Inside Business's* "One2Watch" column.
- ❑ **The Club at Hillbrook** invites all members to attend a "Summer Solstice Soiree", Wednesday, June 23, 4:30 - 7:30 p.m. Heath Wenzel, **Breezewood** landscape design consultant and TV personality will speak. Complimentary refreshments are included in this free event. RSVP by calling 440-247-4940.

## Solon HR Roundtable Legal Update



Speaker David Andrews, Andrews & Wyatt with luncheon sponsor Chris Perrucci, Online CriminalChecks.com



Alisha Carabello, AMRESCO and Susan Drotleff, SHRR Chair, from Adecco

# CITY BUSINESS NEWS

## IN THE WORKS

**TRAFFIC IMPROVEMENTS** – Federal funding disbursed through the Northeast Ohio Areawide Coordinating Agency will pay for 80% of the \$7,400,000 project to upgrade or replace all 46 traffic signals throughout the City. The City will contribute the cost of design and any related studies or reviews. Preliminary work is underway. The project will begin in 2012.

Plans for improvements to the Carter/ Cochran intersection are under review, and the project will be bid in the spring of 2011. The intersection will be widened and left turn lanes will be added.

**BAINBRIDGE ROAD CONSTRUCTION**  
Traffic has been shifted to the temporary pavement at the curve on Bainbridge Road. Storm and sanitary sewer work is complete and waterline replacement began May 10<sup>th</sup>. For more information, contact the County Engineer's Public Information Department at (216) 348-3824. Project updates are available at <http://www.solonohio.org/PublicWorks/road.html>.

**MASTER PLAN** – Planning & Community Development Director Rob Frankland will release two more sections of the City's Master Plan – the Industrial Core Plan and Physical Inventory Analysis. Presentations to Council will be scheduled.

## ELECTION RESULTS

Voters approved a 6.9 mill operating levy for the Solon City Schools.

Voters city-wide and in Ward 5 approved amendments to the I-1 Industrial Warehousing District Zoning Ordinance to transition the district from office/warehouse to light industrial and to permit additional uses. The new "light industrial" zoning permits printing and publishing, paratransit uses, trade and business schools, sports training facilities, medical and dental offices, research and development, manufacturing, compounding, processing, packaging, storage, assembly, and/or treatment of finished or semi-finished products from previously prepared materials, as long as activities are conducted within an enclosed building. Machining is permitted with restrictions as an accessory use.

## MEMBERS USE NEW ONLINE JOB POSTING FEATURE

Did you know that 17 jobs are currently posted on the Job Posting site on the Chamber's website? That's a good start considering this is a recently available member benefit feature!

To view the job postings, go to the Chamber website at [www.solonchamber.com](http://www.solonchamber.com). Pull down the menu titled "Economic Development" and then hit "Jobs".

To list a position on the Job Postings site members need to login to their members only page. Once in your record, click on the tab titled "Advanced Options". Then click on "Job Postings" then "New Job Posting". A screen will pop up. Simply fill in the details and **hit save**.

Job postings is just one of the new features of the Chamber's new website. Please visit us at

[www.solonchamber.com](http://www.solonchamber.com)

## THANK YOU OHIO TRAVEL BAG

*A Special Thank You  
to Ohio Travel Bags  
for donating a  
Canon 200 Series copier  
to the Chamber office.  
Your generosity is  
much appreciated.*

## 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  
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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  
AMS MONTESSORI SCHOOL  
& CHILD CARE CENTER  
32800 Solon Road • (440) 248-3100**

**\*\*10% Discount For Chamber Members\*\***

**Weekly and monthly enrollment available.**

**Call (440) 349-9111 for our other locations**

[www.creativeplayrooms.com](http://www.creativeplayrooms.com)

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

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# 3Chamber Business to Business Show Photos

*Signature of Solon*



*Gold Sponsor Bob Vallarelli, REIT Management & Reserach*



*Silver Sponsor Barbara Vosmik Homewood Suites by Hilton*



*Silver Sponsor Jennifer Cole Best Reward Credit Union*



*Staff from Silver Sponsor Ohio Commerce Bank*



*Today's Business Products showcased their "green" business products*



*Greenstreet Solutions promoted their environmentally friendly products in the "green aisle"*



*These reps from The Plumbing Source were proud to show their wares*



*FM Systems with their comprehensive display of products and services*



*Bill Oler (right) from Chagrin Safety Supply*



*Joan Wenk (right) from Creative Playrooms Solon*



*Ten restaurants provided refreshments, including HoneyBaked Ham*



*Chris Faulds (right) from Keystone Rehabilitation Systems*

# 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.

## Bowling

Solon Freeway Lanes – 440.585.1294  
10% off pizza, pop & pins package (limit 6)

## 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.

## Equipment Repair

M&D Ltd. – 440.914-1252  
10% off equipment, parts and labor on repair of outdoor power equipment, vacuum cleaners, etc.

## 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 - 1 LEFT

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

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.

## 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)
- Beverage Cart Sponsor (\$300)
- Lunch Sponsor (\$200)
- 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.*

## 2010

## "Premier Golf Sponsors"



# JUNE CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
		<b>1</b>	<b>2</b> Legislative Com. Mtg. Panera 7:30 a.m.	<b>3</b> Business Dev. Com. Mtg. Hampton Inn 8 a.m.	<b>4</b>	<b>5</b>
<b>6</b>	<b>7</b>	<b>8</b> Business Dev. Task Force Mtg. Hampton Inn 8 a.m.	<b>9</b> Membership Com. Mtg. Hampton Inn 8:30 a.m.	<b>10</b> Board of Directors Mtg. Hampton Inn 8 a.m.	<b>11</b>	<b>12</b>
<b>13</b>	<b>14</b> <i>Newsletter Deadline</i>	<b>15</b> Monthly Luncheon Mtg. Signature of Solon 11:45 a.m.	<b>16</b> Benefits Com. Mtg. Hampton Inn 8 a.m.	<b>17</b> HR Roundtable CSU 12 noon	<b>18</b>	<b>19</b>
<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b> Golf Com. Mtg. Grantwood 8 a.m.	<b>26</b>
<b>27</b>	<b>28</b>	<b>29</b> Retail Com. Mtg. HoneyBaked Ham 9 a.m.	<b>30</b>			

*Solon Chamber of Commerce Mission*

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

## Business After Five

*Thank you Berger Cleveland*



*Tim Palmer, Greenstreet Solutions, Joe Marko, Berger Cleveland, Michelle Seeber, Felber & Felber Marketing*



*Bill Russo, Securus Financial Strategies, and Tom Honsa, American Red Cross*



*Berger Cleveland personnel were on hand to celebrate the company's 100th Anniversary*



*Bill Stevens and Bob Vallarelli from REIT Management and Research*

## SCHOLARSHIP DONATIONS

Thank you to the following members who, to date, have made contributions to the Solon Chamber Scholarship Fund, Inc.

### Gold (\$100 and above)

Solon Creative Playrooms  
Bird Technologies  
Truseal Technologies, Inc.  
Christopher Tool & Manufacturing Co.  
Solon Board of Education  
Exact Crane & Equipment, LLC  
Keystone Rehabilitation Systems, Inc.  
Northcoast Shredding & Record Center  
Mayfield Collision Center  
CardPak, Inc.

Great Lakes Textiles, Inc.  
Stratos Wealth Partners

### Silver (\$50)

Arnstine Orthodontics, Inc.  
Paytime

Solon Dental Excellence  
AMRESO, Inc.

### Bronze (\$25)

Mount Olive Cemetery Association  
Capital Planners  
Joselyn Murray, Merrill Lynch  
The Cuyahoga Companies