



*Providing Business Opportunities*

Volume 26 Issue 5

# News & Views

May 2010

## MAY LUNCHEON MEETING

**Tuesday, May 18, 2010**  
Hawthorne Valley Country Club  
27840 Aurora Road  
11:45 a.m.

**Speaker: Joe Regano**  
Superintendent, Solon City Schools



*Joe Regano*

Joe Regano has been the superintendent of Solon City Schools since August, 1987. During his tenure, the school system has grown from a 2,400 student rural district to a 5,200 plus student suburban community district. One of his proudest accomplishments is having Solon Schools named Northeast Ohio's No.1 school district based on the Department of Education accountability ranking.

Mr. Regano is a 1966 graduate of Warrensville Height High School and attended Ohio State University earning a Bachelor of Science degree in education with majors in business education and distributive education. He continues to pursue additional course work to stay current in educational best practices.

Solon High School scholarship recipients for 2010 will be joining us for this luncheon meeting, giving us the opportunity to meet and greet the outstanding students.

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

**Deadline for reservations is 3:00 p.m. Friday, May 14, 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)**

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**3Chamber Business to Business Show**  
Thursday, May 6 4-7 p.m.  
Signature of Solon

## Coming Events

**3Chamber Business to Business Show**  
Thursday, May 6, 2010  
Signature of Solon  
4-7 p.m.

**Business After Five**  
Thursday, May 13, 2010  
Berger-Cleveland  
5-7 p.m.

**May Luncheon Meeting**  
Tuesday, May 18, 2010  
Hawthorne Valley Country Club  
11:45 a.m.

**Solon HR Roundtable Legal Update**  
Thursday, May 20, 2010  
Signature of Solon  
11:30 a.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](http://www.solonchamber.com)

## CHAIRMAN'S MESSAGE



Marc Paige

Hello again! Spring is finally here, and our Cleveland Cavaliers are making another run for a championship. Good stuff indeed. Our chamber is also doing a lot of good stuff.

I'm very proud to announce that our new website is receiving excellent comments. All members should have received a user name and password to allow them to access the "member login" area of the website. Please do take the time to log in and change your assigned password to something more personal and easier to remember. Next, fill in the different fields with contact information, directions, and a description of your company's products and services. You may even enter directions to your company! By completing these fields, all of us can more effectively learn more about each other's business.

The Retail and Legislative committees have been hard at work studying the City's proposed ordinance governing electronic changeable copy signs. The Chamber requested that the vote on the ordinance be delayed while the Chamber sought input from businesses. The City was kind enough to grant the extension, and we will be reporting our recommendations at the May 3 City Council meeting.

May is our annual Scholarship Luncheon. This year more than ever, the Scholarship Committee headed by board member Ed Bayer is hard at work scrutinizing dozens of scholarship applications submitted by Solon High School students. In this increasingly demanding and challenging economy, the Chamber is thankful to be able to give financial assistance to deserving students.

This topic segues directly into my next subject - the Solon City School District Proposed Tax Levy. Here is the specific wording of the levy: "An additional tax for the benefit of the Solon City School District for the purpose of current expenses at a rate not exceeding 6.9 mills for each one dollar of valuation, which amounts to 69 cents for each one hundred dollars of valuation, for a continuing period of time, commencing in 2010, first due in calendar year 2011." For the continuing financial health of Solon Schools, I encourage all members to thoroughly educate themselves on this issue prior to casting their vote.

Finally, please be sure to mark your calendars for our annual Chamber Business Show at Signature of Solon on May 6th from 4-7pm. There will be over 70 exhibitors, free workshops, a "Green Business" aisle and a "Restaurant Row". The admission price is simply a show ticket or your business card! Hope to see you there.

## Welcome New Members

### The Solon Times

H. Kenneth Douthit III  
525 East Washington Street  
Chagrin Falls, OH 44023  
440.247.5335  
Newspaper

### Jonathon Ashby

ComDoc, Inc.  
14909 Tudor Avenue  
Cleveland, OH 44111  
216.410.0094  
Document management

### Le Chaperon Rouge

Stella Moga-Kennedy  
6010 Kruse Drive  
Solon, OH 44139  
440.934.2716  
Child care

### Online Criminal Checks

Chris Perrucci  
30300 Solon Industrial Pkwy.  
Solon, OH 44139  
440.519.0099  
Background checks

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

## BUSINESS AFTER FIVE

### Berger-Cleveland

5370 Naiman Parkway, Unit B, Solon

Thursday, May 13, 2010

5-7 p.m.

Join Berger-Cleveland as they celebrate their 100th Anniversary! Enjoy hot dogs, beer, wine and soda pop and much more as they pull out all the stops for a party worthy of 100 years in business!

**RSVP to the Chamber office at 440.248.5080**

*This is a Solon Chamber Members Only Event.  
All member company employees are welcome to attend*



*Providing Business Opportunities*

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Emails: [staff@solonchamber.com](mailto:staff@solonchamber.com); [ntraum@solonchamber.com](mailto:ntraum@solonchamber.com)

### 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)**

# 3 Chamber Business to Business Show

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Chambers of Commerce



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Aurora - 330-562-3355  
Solon - 440-248-5080  
Twinsburg - 330-963-6249

*A third year cooperative venture of the  
Aurora, Solon & Twinsburg Chambers of Commerce*

**Thursday, May 6**  
**4:00 to 7:00 p.m.**  
**Signature of Solon**  
**39000 Signature Drive, Solon**

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Silver Sponsors

Anthem  
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Centric Technologies  
Cleveland Clinic  
Homewood Suites by Hilton, Solon  
Integral Merchants Group  
Ohio Commerce Bank  
Taft, Stettinius & Hollister, LLP  
The Farrow Group  
Verizon Wireless

## IN THE WORKS

### BAINBRIDGE ROAD CONSTRUCTION

The Cuyahoga County Engineer's Office started construction on April 5<sup>th</sup> between Route 91 and Liberty Road. During the first phase, temporary pavement will be added on the south side of Bainbridge Road. Two-way traffic will be maintained, but delays are likely. Completion is expected June, 2012. 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>.

**NEW INCENTIVE PROGRAM** – Solon's new **Get Connected** program provides voice and data communications consulting services for prospective tenants and property owners with available space for lease. Commtrol, a voice and data advocacy firm, will meet with clients to evaluate their needs and will provide current and objective information on major and alternative vendors for any or all of the following: local and long distance phone service, integrated voice and data service, Internet/data connectivity (DSL, cable, T1, wireless, Ethernet over copper), web and e-mail hosting, voice/data/video communications equipment, and premise wiring. Existing Solon businesses that need assistance analyzing their telecommunications needs and available options for services are also eligible for this program. There is no cost to the business for this service.

## SOLON SCHOOLS KEEP COSTS IN CHECK

The Solon Board of Education and administrative staff annually re-evaluate all expenditures against student achievement results. As a result, the district has effectively kept costs low and the quality of education students receive high. According to data from the Ohio Department of Education, Solon's per-student administrative costs are low and the district's total per-pupil spending of \$12,647 compares favorably with neighboring school districts. The district has worked aggressively to control costs and reduce expenditures over time:

❖ Implemented spending reductions of \$3.3 million over the past six years:

- \$1.43 million in 2004-05
- \$219,000 in 2006-07
- \$475,000 in 2007-08
- \$124,000 in 2008-09

❖ From 1995-2008 Solon's overall increases in per-pupil spending were only 3.71%, the 25th lowest among Cuyahoga County's 31 school districts.

❖ The district has held the line on employee benefit increase to an average of only 4.98% per year since 2003. This was achieved through regular contract bidding on health insurance, restructuring coverage options, required mail-order and generic prescriptions, increased co-pays and elimination of primary spousal coverage.

❖ The district has outlined \$826,000 in reductions for the 2010-11 school year regardless of whether the levy passes.

❖ The Board of Education and senior administration have committed to another \$800,000 a year, or \$4 million over the next five-year forecast, in reductions in salaries and benefits in the next employee contract which will be negotiated in 2011.

*For information on Issue 13, the 6.9 mill levy on the May 4th ballot, go to [www.solonlevy.com](http://www.solonlevy.com)*

## DO EMPLOYEE WELLNESS PLANS PAY OFF?

There are two kinds of businesses - those that try to be on the cutting edge of best practices and those that only pay lip service to the idea.

If you count your business among the former or are looking to upgrade, wellness initiatives are the mark of a 21st century business.

Employees are no longer viewed as just "assets" as chairs and desks that can easily be replaced. Linda Endecott of Wellness Consumer Builders states, "Employees are the life blood of the company and need to be cared for." This attitude is nothing short of crucial to success in the current climate. The general workforce is aging, driving up health-care costs; however, the millennial generation who are expecting more from employers is trickling in.

Employees are more stressed than ever due to falling wages and decreased health coverage. With this combination, companies can't afford not to take care of their employees. If they don't, they may find their employees have stopped taking care of them or worse, customers.

On the surface, it may seem that wellness initiatives cover only the physical and mental health of employees. Although these are part of programs, often education, personal health assessments and incentives for employees to maintain their own health are included.

Hardened executives may sneer at wellness initiatives, but the truth is that the cost of inaction is too great to bear. Investing in employee wellness initiatives means allocating human and capital resources for programs and incentives. The return comes in the form of improved productivity and decreased absenteeism. Although overnight fixes seem to be the norm, wellness initiatives generally start to show returns after three to five years. This is due to the nature of the effort: YOU are changing the very fabric of your company's culture.

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## Chamber Hours

**Monday - Thursday**  
8:30 a.m. - 4:00 p.m.

**Friday**  
8:30 a.m. - 12 noon

(3:00 pm. on Fridays  
before registration deadline)

# APRIL LUNCHEON MEETING

in conjunction with Aurora and Twinsburg Chambers  
Hilton Garden Inn Twinsburg



Solon Luncheon sponsor Scott Pollack, Grantwood, with 2010 Chamber Golf Chair Jim Kelvington



Chris Faulds, Keystone Rehabilitation, Sam Misseri, Air Force One, and Stephen Jett, Taft, Stettinius & Hollister



Joe Marko, Berger-Cleveland; Joe Harrell, AFLAC, and Keith Shuster, EMI Insurance



Ewa Antonczyk, Hampton Inn and Lisa Kusner, Aurora Farms Premium Outlets

## Solon HR Roundtable Legal Update

### “The Impact of Healthcare Reform on the Ohio Employer”

Thursday, May 20, 2010

11:30 a.m.-2:30 p.m.

Signature of Solon  
39000 Signature Drive, Solon

**Presenter: David Andrews, Andrews & Wyatt, LLC**

David Andrews, employment attorney from Andrews & Wyatt, LLC, will analyze the short and long term impact of the healthcare reform law on Ohio employers. He will also discuss FMLA and COBRA updates and recent legal decisions impacting your hiring procedures. Since more workplace changes will be forthcoming, David will provide the latest developments from Washington and Columbus.

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

**Deadline for reservations is 3:00 p.m. Monday, May 17, 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)

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## MEMBERS IN THE NEWS

- ❑ Steve Kaselak, **The Bertram Inn and Conference Center**, had his Easter display, Jellybeanville, featured on Fox 8 News and in the *Plain Dealer*.
- ❑ **Commtrol** was part of an article in the *Solon Times* about a new initiative the City of Solon has started to help businesses solve issues with voice and data communications.
- ❑ **National Enterprise Systems** was featured in a *Crain's* article about family owned businesses.
- ❑ **Home Instead Senior Care** is one of the sponsors of “Operation Medicine Cabinet” being held on Saturday, May 8, 2010 from 9 a.m. to 2 p.m. Dispose of outdated and unwanted medications safely. Collection will take place at the Solon Senior Center, 35000 Portz Pkwy.
- ❑ **Swagelok** has acquired RHPS B.V. of Holland as part of its strategy to broaden the company’s offering of products and services around the world.
- ❑ Lisa DeSico and **Fitness Together** were featured in the *Plain Dealer* Health Section.
- ❑ Mark Hawald, former owner of All Star Travel has join **Securus Financial Strategies** as a chartered retirement planning counselor.
- ❑ NAWBO, National Association of Women Business Owners, has selected Ingrid Halpert, **Weiss Movers**, as one of the 10 Outstanding Women Business Owners of Northeast Ohio. Congratulations.
- ❑ **Keithley Instruments** Chairman Joseph P. Keithley was the subject of “Talk with the Boss” in the Sunday *Plain Dealer* Business Section.

## 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.

## PARDON OUR ERROR

In the April issue of *News & Views* Solon Law Director David Matty was incorrectly identified as Solon Councilman Robert Bell. Matty was pictured with Karen Prasser and Peggy Weil Dorfman.

## GOOD NEWS FOR CHAMBER MEMBERS

The American Chamber of Commerce Executives (ACCE) announced the publication of a new study that details the scores and payment behavior of ten local chambers of commerce across the U.S., comparing their member businesses with other regional, state and national business averages. According to the study, chamber of commerce members possess an average credit score of 629 compared to a 557 average score for businesses at large. These scores - the payment behavior from which they are derived - play a significant role in attracting lines of credit and securing favorable terms from lenders and suppliers.

According to Mick Fleming, president and CEO of ACCE, "Chamber members have long been seen as responsible and reliable members of their community. What this study indicates is that the perception is right. From a credit standpoint, chamber members, on average, are better businesses and as a result they have significant advantages in obtaining the funds they need. In this economy and tight credit environment we are experiencing, that is especially important."

## Business After Five

*Jaguar Cleveland*



*This trio from Marketplace Events posed in front of their favorite Jaguar*



*Business After Five events are perfect for networking and building relationships*

## Solon Women In Business

*Hawthorne Valley Country Club*



*SWIB Chair Jeanette Knauf, Ohio Commerce Bank with speaker Patricia Skerl, Cleveland State University*



*From luncheon sponsor Cleveland State University East, Lisa Gaynier & Carolyn Gilbert*



*Chalana Williams, Third Federal Savings & Loan and Virginia Schmidt, Commtrol*



*Deborah Walter, Berger-Cleveland with Paula Tresger, Ahola Payroll Service*

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

# 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.

2010

## "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)
- 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.*

# MAY CALENDAR OF EVENTS

SUN	MON	TUE	WED	THU	FRI	SAT
						<b>1</b>
<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b> Legislative Com. Mtg. Panera 7:30 a.m.	<b>6</b> Business Dev. Com. Mtg. Solon City Hall 8 a.m. <b>3Chamber B to B Show</b> Signature of Solon 4-7 p.m.	<b>7</b> SWIB Com. Mtg. CSU East Center 12 noon	<b>8</b>
<b>9</b>	<b>10</b> <i>Newsletter Deadline</i>	<b>11</b> Business Dev. Task Force Mtg. Solon City Hall 8 a.m.	<b>12</b> Membership Com. Mtg. Hampton Inn 8:30 a.m.	<b>13</b> Board of Directors Mtg. Solon City Hall 8 a.m. Business After Five Berger-Cleveland 5-7 p.m.	<b>14</b>	<b>15</b>
<b>16</b>	<b>17</b>	<b>18</b> May Scholarship Luncheon HVCC 11:45 a.m.	<b>19</b>	<b>20</b> Retail Com. Mtg. HoneyBaked Ham 9 a.m. HR Legal Update Signature of Solon 11:30 a.m.	<b>21</b> Golf Com. Mtg. Grantwood 8 a.m.	<b>22</b>
<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>	<b>29</b>
<b>30</b>	<i>Office Closed</i> <b>31</b>					

## Solon Chamber of Commerce Mission

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

## CONGRATULATIONS TO THESE MEMBERS!

Congratulations to the following members who know how to take advantage of the Chamber's FREE website benefits! These members are marketing their businesses to the public by including information on their company in the new Chamber Website Online Business Directory. Information can include up to a 200 word description of your business, key words to help users locate a business plus hours of operation and directions.

Adecco  
APG Office Furnishings  
Arnoff & Associates, Inc.  
Aurora Packaging  
Belcan Corporation  
Berris Optical  
Chagrin Safety Supply  
Cleveland State University  
Cohn-tinuuous Improvement  
Computer Troubleshooters  
David L. Carlson, LCU  
DeBald Business Products  
EMI Insurance Services  
F.D. Johnson  
Fitness Together  
Felber & Felber Marketing  
Great Lake Cold Storage  
Institute of Economic Advancement

Integrity Staffing Service  
Kelly Services  
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Law Offices of Brian Halliday, Inc.  
Legacy Private Wealth Management  
Mazel Company, Inc.  
P.K. Wadsworth Heating & Cooling  
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Trommer & Associates  
Warren Chaney Office Furniture

To enter a description of your company in our Online Business Directory simply login to the members only section and consult the listings on the left hand margin. Go to webpage info to enter your text description, keywords and other information that will help people find your product or service. This is a great way to direct people to your company and give them the information they need once they get there. What are you waiting for?

Visit our new site at  
[www.solonchamber.com](http://www.solonchamber.com)

## PETTIBONE ROAD IMPROVEMENT PROJECT DETOUR

Please be advised that effective Monday, April 19, 2010, Pettibone Road from SOM Center Road to the Glenwillow line will be one-way westbound only. Detour signs will be posted. The detour route follows Pettibone west to Cochran Road, north on Cochran to Solon Road, east on Solon to Aurora Road, east on Aurora to SOM Center Road and south on SOM Center Road to Pettibone. This traffic pattern will be in effect until November 30, 2010.

For more information about this project, please contact the Solon Engineering Department at 440.349.6745.