



1100 Crocker Road • Westlake, Ohio 44145 • 440-835-8787 • Fax 440-835-8798 • sandy@westshorechamber.org

<http://www.WestShoreChamber.org>

January 2010 • Volume XXXII - Issue I



Jack Kleinhenz, Ph.D.
Kleinhenz & Associates

“Economic Outlook for 2010”

Jack Kleinhenz, Kleinhenz & Associates

We are extremely pleased to welcome back Jack Kleinhenz, Ph.D., who is CEO of Kleinhenz & Associates and Regional Economist and Lecturer at Weatherhead School of Management. Kleinhenz & Associates is a business and economic consulting and an investment advisory firm based in Cleveland. The firm specializes in industry studies, forecasts, regional economic and labor market issues, strategic planning and business plan development.

A graduate of John Carroll University, Jack earned his M.A. and Ph.D. in Economics from the University of Notre Dame. In 1995, Jack was named one of John Carroll’s Top 50 School of Business Graduates.

Please RSVP by NOON on FRIDAY, JANUARY 8th. You can call in your reservation to 440-835-8787 or use our new Online Reservation Feature.



Visit our web site at:

<http://www.WestShoreChamber.org>

and simply click on the event you would like to attend. Then just follow the onscreen instructions.

DATE

Second Tuesday
January 12, 2010

TIME

Networking begins 11:30
Lunch served at Noon

COST

\$20.00 cash or check
at the door

VENUE

Westlake Holiday Inn
1100 Crocker Road
Westlake, Ohio 44145

RSVP

Please call in or make
your reservation online
before Noon on Friday,
January 8th

Jack has 30 years of broad-based experience working with Fortune 500 companies, financial service companies, regulators, planners, universities, airports, manufacturers, chambers of commerce, trade associations, non-profit organizations and state and local government agencies. Formerly with the Federal Reserve Bank of Cleveland, Jack recently served as chief economist and consultant to the Greater Cleveland Growth Association.

Jack is a member of the Governor of Ohio’s Council of Economic Advisors and the Northeast Ohio Council of Economic Policy Advisors, trustee of Notre Dame College, and a corporate director for Beverage Distributors, Inc., Cleveland, Ohio. Jack is also a contributing economic forecaster to the Federal Reserve Bank of Chicago, the Federal Reserve Bank of Philadelphia and a NABE Outlook panelist.

Remember !
to print your online reservation confirmation and bring it with you to enter a drawing to win a FREE lunch for a guest at our February 9th Meeting.

EVENT SPONSOR

First Federal of Lakewood

COMING EVENTS

Joint Business after Hours
Carrabba’s Italian Grill
25054 Sperry Drive., Westlake 44145
Tuesday, January 26, 2010
5:00 to 7:00 pm

Joint Business after Hours
Bucca di Beppo’s
23575 Detroit Road, Westlake 44145
Fat Tuesday, February 16, 2010
5:00 to 7:00 pm

It's January 2010 already!



James Chillemi
Keller Williams

Just a moment ago we were celebrating Christmas and doing the rounds of holiday parties. The Chamber Holiday Party on December 8th was the first of the season for most of us. On that evening, we said thank you to Mike Mandato for two fine years of leadership as the outgoing President of our West Shore Chamber. He did a beautiful job of maintaining the position with dignity, humor and good fellowship. His stewardship validates all the hard work and contributions of past presidents. Thank you, Mike!

That evening also saw Sue Sawyers recognized with the Hugh L. Dawson Service Award as well as Ray Frank received the Bright Star Award from the North Coast Chamber. What is it that calls some people to serve so selflessly?! Mark Doran, of the Energizer Company, served as a Trustee of the West Shore Chamber for 10

years and was the recipient of the Bright Star Award from the West Shore Chamber. He and his wife, Gretchen, are retiring to Florida during the cold weather season. His smiling face and affable ways will be missed. Those who know Mark, know what I am talking about. Becky Eberts, also of Energizer, has agreed to take on the role of Trustee. Thank you, Becky.

Our host for the evening, Holiday Inn, provided complimentary food for approximately 200 people – let me say that again, COMPLIMENTARY, as they so generously do for us every year. Quid pro quo, would dictate that if you have family and friends coming to town, and you don't want them eating your stash of pistachios or sharing your bathrooms, get them a room at the Inn. Complimentary does not equal free, and remember we are about Commerce.

THINGS TO REMEMBER

- The speaker for the January 12th luncheon is Jack Kleinhenz, Economist. He will explain why your 401K has been decimated for the 2nd year in a row.
- Business After Hours will be held at Carrabba's on Sperry Road on Jan. 26th, 5 to 7 p.m. Bring business cards. Goal – make one new friend, know what they do, make sure they know what you do. Hit it out of the ballpark. Think in terms of who you can refer to their business or service. It will come back to you.

James Chillemi
President

NOACC BRIGHT STAR AWARDS

Ray Frank and Mark Doran receive Bright Star Awards from NOACC's Vicki Hawk



Ray Frank (L), Vicki Hawk (C) and Mark Doran (R)

The Northern Ohio Area Chambers of Commerce recognizes a Member from each participating Chamber, who has made a significant impact on their Chamber through membership, retention, sponsorship, economic development, operations and education.

This year Vicki Hawk, Executive Director of The Northern Ohio Area Chambers of Commerce presented the Bright Star 2009 Award to our very own Ray Frank and Mark Doran. Please be sure to congratulate Ray and Mark when you see them.

Sue Sawyers is presented the 2009 Hugh L. Dawson Award



Sue Sawyers, Great Lakes Publishing (C), James Chillemi, President West Shore Chamber (R) and Executive Director John Sobolewski (L)

We are extremely pleased to announce that the
2009 Hugh L. Dawson Service Award
was presented to

Sue Sawyers,

Advertising Director of Great Lakes Publishing.

The award was presented at our Holiday Party at the
Westlake Holiday Inn on Tuesday, December 8th.

Sue has been very active in Chamber affairs,
and we thank her for all she has done
for our Chamber and our community.

Congratulations, Sue!

Professional Development Seminars Three Great Educational Institutions One Great Product!



Jan Litterest
Edward Jones Investments

Cleveland State University, Cuyahoga Community College, and Lorain County Community College are partnering to provide West Shore Chamber of Commerce Members and their employees professional development opportunities. Sponsored by the Education Committee of the West Shore Chamber of Commerce, these educational institutions are volunteering their time in support of the educational scholarship fund. A portion of the fees for the professional development seminars will be donated to the education scholarship fund.



Save the Date	
Topic	Date
Social Media	January 28, 2010
Coaching Employees	February 25, 2010
Improving Personal Productivity	March 25, 2010
Team Building	April 29, 2010
Customer Service	May 27, 2010
Business Communication and Etiquette	June 24, 2010

This is a good opportunity to sharpen your business skills and that of your team that can lead to increased productivity and profitability.

Seminars offered at a special Members Only price of \$20.00 per session.

Seminars are held once a month from 8:00 a.m. to 10:00 a.m.
Registration begins at 7:30 a.m.

Please visit our web site for complete details and to Register Online:

<http://www.lorainccc.edu/Business+and+Industry/WestShore+Seminars.htm>

2009 Holiday Party at “The Inn” . . . “A Good Time was had by All”



Michael Minelli from SMARTAdvisor24-7.com and Linda Hamann from EMH Regional Healthcare System along with her husband.

Westlake Mayor Dennis Clough and Craig Baker from Cricket Yard Equipment.



Ed Huck with Keller-Williams The Ed Huck Team, Julie Huck of Benefits Resource Group and our Past President Michael Mandato of SystemCare Inc.

Kathy and Robert Kess from Pizza by Robert, Susan Uranker from Westlake Village and Harry Applegate from The Applegate Companies



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IN MOTION....**

Ages 4-12 Years Old
Monday –Friday ♦ 6:00am-6:30pm

- ♦ Infant-Toddler Program
- ♦ Montessori Program
- ♦ Pre-K & Pre-School
- ♦ Chartered Kindergarten
- ♦ Before/After School Program
- ♦ Indoor Pool w/ Swimming Lessons
- ♦ Summer Camp
- ♦ Breakfast, Hot lunch & Snacks
- ♦ Security System



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Joan Wenk, President & CEO-winner of the
2009 Small Business Administration Ohio
Entrepreneurial Success Award

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You are Invited to a
Joint Business after Hours Event
including the Fairview Park, North Coast,
North Olmsted & West Shore Chambers at:



Carrabba's Italian Grill
25054 Sperry Drive
Westlake, Ohio 44145

on
Tuesday, January 26, 2010
from 5:00 to 7:00 pm

Complimentary Hors d'oeuvres
and Cash Bar



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of St. Augustine Health System

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one of the best.

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WEB SITE ADVERTISING

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- Your Brand • Your Solutions and • Yourself

AT THE SAME TIME YOU

Support

- Your Chamber • Your Community and • Your Future

**GROW YOUR:
Relationships
Business
and
Success**

with Web Site Advertising on
WestShoreChamber.org

The screenshot shows the WestShoreChamber.org website. At the top, there is a banner for Cuyahoga Community College with the text "Register NOW! Spring Registration begins October 19" and the website URL "www.tri-c.edu" and phone number "800-954-8742". Below the banner is a navigation menu with links like Home, Members, Events, Newsletter, Community, Chamber, Benefits, Testimonials, Job, NOW!, and Contact Us. The main content area is a grid of sponsored advertisements. On the left, there are three "WEST SHORE" newsletter-style ads for November, October, and September 2009. On the right, there is a vertical column of business ads including Brawner Agency, LLC, University of Toledo, Fairview Hospital, Cricket Yard equipment, system care inc, FARMERS, Panera Bread, and Pizza. A "Please Support our Web Site Sponsors" header is visible above the right column.

Features

- Your prospects and clients will be able to visit your web site by simply clicking on your ad on WestShoreChamber.org.
- Your ad will display on every web site page for an entire year.
- Your sponsorship ad will make it easier for your prospects and clients using search engines such as Bing, Google and Yahoo! to find you.

Additional Value

- For additional exposure consider a section ad at the top of a page like Cuyahoga Community College did in the Newsletter section example above.

For Additional Information

Please contact Mark Boepple at 440-336-1734 or by email at mark@businesspublishing.com.

WELCOME NEW MEMBERS

Brookway Hearing Centers
(Healthcare)
23550 Center Ridge Rd. #103
Westlake 44145
440-333-9929
Robert Pavlik, Owner
www.brookwayhearing.com

Benefits Resource Group
(Insurance)
6480 Rockside Woods Blvd. South
Independence 44131
216-393-1838
Julie Huck, Client Devel. Mgr.
www.benefitsresourcegroup.com

Hugh L. Dawson Annual Service Award Recipients

Sue Sawyers	2009
Mark Boepple	2008
Nan A. Baker	2007
Mark Doran	2006
Mark Getsay	2005
Tony Hoty	2004
John Sobolewski	2003
Fred DeGrandis	2002
Kenneth R. Brady	2001
Marie Marrali	2000
Ray Frank	1999
John E. Warfel	1998
Marjorie L. Snyder	1997
Michael T. Welsh	1996
George A. Hillow	1995

WEST SHORE

CHAMBER OF COMMERCE

1100 Crocker Road
Westlake, Ohio 44145

Chamber Officers

James Chillemi	President
Robert Kess	Vice President
Nancy Girardot	Secretary
Mark Getsay	Treasurer
Michael Mandato	Past President
John Sobolewski	Executive Director

Trustees

William Baddour	Ray Frank
Nan Baker	Dan Keenan
Kenneth Brady	Marie Marrali
Cliff Coker	Sean O'Reilly
Becky Eberts	Darryl Whitehead