



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

<http://www.WestShoreChamber.org>

December 2009



Mike Mandato
Vice President
SystemCare Inc.

DATE

Second Tuesday
December 8, 2009

TIME

From 5:00 to 7:00 PM

COST

No Cost to Attend
Enjoy Complimentary
Hors d'oeuvres & Cash Bar

VENUE

Westlake Holiday Inn
1100 Crocker Road
Westlake, Ohio 44145

RSVP

No RSVP Required



2009 Holiday Party at The Westlake Holiday Inn

The West Shore Chamber of Commerce
Invites You to Join Us at Our

2009 Joint Holiday "Business after Hours"
with the
North Coast and West Shore Chambers

at
The Westlake Holiday Inn
1100 Crocker Road
Westlake, Ohio 44145

Tuesday, December 8, 2009
from 5:00 to 7:00 PM

Complimentary Hors d'oeuvres
and a Cash Bar

There is No Regular Luncheon
Meeting in December

Visit our web site for additional event information at:
<http://www.WestShoreChamber.org>

HOLIDAY PARTY SPONSOR

Westlake Holiday Inn

COMING EVENTS

January Membership Luncheon
Jack Kleinhenz, Speaker
Westlake Holiday Inn
1100 Crocker Rd., Westlake 44145
Tuesday, January 12, 2010
Networking begins at 11:30 AM
Luncheon served at Noon

West Shore Chamber 2009 Year in Review



Mike Mandato
Vice President
SystemCare Inc.

Greetings Chamber members! Congratulations on being one of the premier chambers in Northeast Ohio. With over 360 members, we have been able to attract, retain and benefit our Members and local businesses.

I want to congratulate our new officers: President Jim Chillemi, Vice President Robert Kess, Secretary Nancy Girodot, and Treasurer Mark Getsay. I have great confidence in their ability to promote the growth and good will of the chamber and to continue our mission:

"To promote business, improve economic growth, and maintain a high quality of life, through a partnership with business, civic, and governmental entities we serve".

To recap the year 2009, here is a list of the events and achievements the Chamber planned and held this past year: Congratulations to the committee chairperson(s) and the committee members who are chamber visionaries and dedicated to their missions.

Community Care

- Several successful joint events with surrounding chambers. We have had numerous business after hours with Fairview Park, North Olmsted, North Coast, and Rocky River Chambers
- Future partnerships and planning with local college facilities for business after hours and educational events
- Openings and highlights for local member business in our newsletter and web page advertisements

Successful committee events and initiatives:

- Membership Committee - attracted 40+ new members
- Education Committee - Business Professional Panels and silent auction, developed funding for

scholarship and student achievement awards. In addition Cleveland State, Cuyahoga Community College and Lorain Community College have teamed up to provide "Professional Development Seminars" for a Members Only price of \$20.00. Some proceeds will go to the scholarship fund.

- Golf Committee - Golf Outing at Westwood Country Club
- Program Committee - business after hours events each month were well attended
- Research and Development Committee - dedication to scheduling interesting and informative speakers for monthly luncheons
- Board of Trustees - having the chamber host the "Meet the Candidates" Luncheon
- Networking opportunities at luncheons, business after hours, newsletter "Did You Know" promotions
 - o12 Business After Hours
 - o9 Luncheon meetings
 - o16 special networking events including ribbons cuttings, grand openings, golf outing, company awareness and openings, and joint chamber invitations

Notable Operations

- Combining monthly newsletters and reducing from 12 to 10 reduced expenses in printing and postage
- Moved Chamber office to the Westlake Holiday Inn which reduced rent expense
- Web Site enhancements - lunch reservations for monthly meetings, member profile access and updating, newsletters on line, increased advertising opportunities, email communications to members

Thank You again to all the members who are regular sponsors and to all who support the chamber activities. Your contributions have made it a great year!

The most important assets in the Chamber, as with all great organizations, are its people.

I want to recognize a long time member of the chamber and Board of Trustee member Mark Dorn. Mark is retiring from Energizer this year and I want to wish him well. He has committed to visiting us when he is back in town. Thanks for your years of service Mark, we will miss you!

Don't forget to mark December 8th on your calendar - the Chamber Holiday party will be at the Westlake Holiday Inn for West Shore and North Coast Chambers from 5 until 7 PM. This is always a great event, and we will present the Hugh Dawson award which is presented to a member who has given outstanding service as a Chamber member and community leader. Join us at the Westlake Holiday Inn for Complimentary Hors d'oeuvres and a Cash Bar.

"The reward of a thing well done is to have done it."

Ralph Waldo Emerson (1803 - 1882)

The best of the Holidays to you and yours!

Michael Mandato
President

The Ohio Chamber Of Commerce Victories



The following is from a recent flyer from the Ohio C of C explaining some recently won victories which help to make Ohio great and improve your bottom line.

A Competitive Tax Climate

A long-standing goal was achieved by completely phasing out the tangible personal property tax on business machinery and equipment. Legislation passed that aligns municipal and federal tax filing dates. The Ohio C of C helped retain Ohio's origin-based sales tax sourcing system.

Waiver of State Fines and Penalties

The Ohio C of C fought hard for legislation that will waive fines and penalties for small businesses when they commit first-time paperwork violations.

Workers Comp Savings

We are leading the effort to avoid reductions in the valuable premium discounts you receive when you participate in cost-saving group rating programs.

Immunity From Prosecution

We worked hard to renew the state program that provides you with immunity from prosecution when you correct and self-report an environmental violation.

Controlling Health Care Costs

The Ohio Chamber has been able to stave off the passage of new government health care coverage mandates.

Greater Market Competition

We were pleased to join the chorus of voices supporting a bill that will mean more competition in the video services industry.

State Investments in Job Development

The Ohio Chamber encouraged the adoption of an economic stimulus package that over the next 5 years will create 57,000 jobs by investing \$1.57 billion in infrastructure improvements; internships and cooperative education programs; advanced energy projects; historic preservation tax credits; logistics and distribution infrastructure; bio-medicine technology; and bio-based products.

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 location and registration information as it becomes available:

<http://www.WestShoreChamber.org>

Nan Baker, State Representative: Ohio's Estate Tax Should Be Laid To Rest



Nan A. Baker
State Representative
Ohio District 16

Thank you for giving me the opportunity to keep you updated on the important issues facing Ohio. We have been hit especially hard by the recent economic downturn in the State of Ohio. Since January, 174,600 Ohio jobs have been lost and many businesses are relocating to more business-friendly states. It is certainly no secret that our taxes are among the most oppressive in the entire country, which accounts for the mass exodus of businesses from our borders. However, we have continuously overlooked the effect that other types of taxes are having on our economy, and in the case of the archaic estate tax, the wealthy and the business owners who would normally invest in our communities and create jobs are pursuing ventures elsewhere.

This "death tax" was originally instituted to serve two functions: to raise additional revenue for the state and to prevent the "wealthy business owners" from passing on their wealth to heirs. However, estate taxes have a minimal impact on a state's budgetary revenue and actually have a counterproductive effect by pushing the rich to take their capital and investments to low-tax states. Ohio is one of only 23 states that still tax your death.

As part of 'The Future of Ohio' Jobs Package that my House colleagues and I recently unveiled, House Bill 326 would reduce Ohio's estate tax liability. Introduced by Representatives Jay Hottinger and Cheryl Grossman, this legislation would encourage seniors and business owners to remain in Ohio instead of leaving to retire in better tax environments.

This bill is a key part of 'The Future of Ohio,' which includes ten bills that aim to stimulate economic growth by encouraging small business growth and job retention. Reducing Ohio's estate tax is especially important because we cannot afford to have any more mass relocation of Ohio residents. With the introduction of House Bill 326, my colleagues and I hope to minimize this economically damaging tax so Ohio can retain jobs, businesses and capital.

To revitalize Ohio's economy and assist our home-grown small businesses, we need to retire the estate tax that punishes our residents upon their deaths. As your State Representative and Ranking Member of the Economic Development Committee, I continue to seek ways to retain our Ohio residents, bring new jobs to our state and encourage the small businesses in our communities.

As I continue to say,

"It's All About JOBS!"

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State Representative Nan Baker represents the 16th district for the Ohio House of Representatives, which includes Bay Village, Fairview Park, North Olmsted, Rocky River, and Westlake. Nan can be reached by phone at 614-466-0961 or eMail at district16@ohr.state.oh.us.

**PUT YOUR CHILD'S MIND & BODY
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



**WESTLAKE MONTESSORI
& CHILD CARE CENTER**
26830 DETROIT ROAD
(440) 835-5858

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

www.creativeplayrooms.com

BOARD OF TRUSTEES

West Shore Chamber Board of Trustees Election

Congratulations to the newly Elected Board of Trustees and Executive
Board Members of the West Shore Chamber of Commerce.

James Chillemi, President
Robert Kess, Vice President
Nancy Girardot, Secretary
Nan Baker, Board Member
Marie Marrali, Board Member
Darryl Whitehead, Board Member

The West Shore Chamber of Commerce
1100 Crocker Rd. #104
Westlake, Ohio 44145

MISSION STATEMENT

*“To promote business, improve economic growth, and maintain
a high quality of life, through a partnership with business,
civic, and governmental entities we serve”.*



ST. JOHN WEST SHORE HOSPITAL

The Sisters of Charity
of St. Augustine Health System

University Hospitals
HealthSystem

Experience faith
in healthcare.



The next time you're choosing a hospital,
make the confident choice.
And put your **faith** in selecting
one of the best.

www.sjws.net



WestShoreChamber.org

WEB SITE ADVERTISING

Promote

- 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 newsletter articles, each with a "WEST SHORE" header and a "New Exclusive Chamber Benefit" sub-header. To the right of the grid is a vertical sidebar of sponsor ads, including Brawner Agency, LLC, University of Toledo, Fairview Hospital, Cricket Yard equipment, system care inc, FARMERS, Panera Bread, and Pizza.

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

Minute Men Staffing
(Consulting)
3740 Carnegie Ave.
Cleveland 44115
216-426-0646

Charles Lucarelli, Regional Mgr.
www.minutemeninc.com

1-888-OhioComp
(Insurance)
2900 Carnegie Ave.
Cleveland 44115
216-426-0646

Charles Lucarelli, Regional Mgr.
www.1-888-ohiocomp.com

Strayer University
(Education)
22730 Fairview Center Dr. #150
Fairview Park 44126
440-471-6401
Shereen Binnam, Campus Director
www.strayer.edu

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**

Mark Doran **Darryl Whitehead**

Hugh L. Dawson
Service Award Recipient

Mark Boepple 2008