



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

<http://www.WestShoreChamber.org>

October 2009



Sean O'Reilly
Moderator

New Exclusive Chamber Benefit: “Meet the Candidates Luncheon”

The West Shore Chamber of Commerce is hosting the 2009 “Meet the Candidates” Luncheon on Tuesday, October 13, 2009 for all Westlake Candidates on the November ballot.

This event is exclusive to West Shore Chamber Members and their guests. We have extended an invitation to all the Westlake Candidates on the November Ballot to join us on October 13th to meet and talk with the business leaders of our community.

Each Candidate will be given an opportunity to introduce themselves followed by a question and answer session moderated by our very own Sean O'Reilly. Sean is past President and current Trustee of the West Shore Chamber of Commerce. He has been selected by both Westlake Mayor Dennis Clough and Bay Village Mayor Debbie Sutherland to improve economic development in their communities. Sean has served as an Alumni fundraiser for St. Ignatius High School, on

the Board of Governors for the Club at Key Tower, past President Westlake Toastmasters, and a Founding Board Member of the Associates Club. He is a First Vice President – Investment Officer With Wells Fargo Advisors, LLC with offices on Main Street in Crocker Park.

Sean and his wife, Laura, live in Bay Village where he has resided for over 35 years.

We have also invited all the Candidates to take advantage of the opportunity to talk to business leaders one on one after the Event. This is sure to be a popular event so make your reservations early. Remember to bring lots of questions for our future elected leaders.

Please note the agenda for this event will be unique and not follow our regular sequence of events due to the time constraints of the Candidates Luncheon.

Please RSVP by NOON on FRIDAY, OCTOBER 9th. 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.

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 November 10th Meeting.

DATE

Second Tuesday
October 13, 2009

TIME

Networking 11:30 am
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, October 9th

LUNCHEON SPONSOR

Columbia Gas

COMING EVENTS

Joint Business After Hours Event
Tuesday, October 20, 2009
5:00 p.m. to 7:00 p.m.
Co-Hosted by
Brawner Insurance and Behind the Woods
at Behind the Woods
21919 Center Ridge Road
Westlake, OH 44145

Annual Holiday Party
SAVE THE DATE
Tuesday, December 8, 2009
5:00 p.m. to 7:00 p.m.
Westlake Holiday Inn
1100 Crocker Road
Westlake, OH 44145

The Leaves of Fall!



Mike Mandato
Vice President
SystemCare Inc.

Greetings Chamber Members! I really enjoy the colors this time of year! I hope everyone has enjoyed the season of great weather. If not, might I suggest a walk at Crocker Park right after work or early evening – good therapy to end the day and enjoy the evening.

Speaking of after work, we had a great joint business after hours at Fernando's with our neighboring Fairview and North Olmsted Chambers. Everyone enjoyed great food in a great setting. Please mark your calendars for another unique experience on October 20th, at The Woods. This is being hosted by The Woods and Brawner Allstate Insurance Agency and is sure to be a great event.

Thanks to all who have been signing up for our monthly lunches on-line on our chamber web site. It has certainly helped in streamlining our process of reserving seats for the luncheon, and hopefully it has been a good experience for you as well. Please remember to bring your confirmation number to the luncheon so that you can be entered into a drawing to win a prize. As you know we have also been posting our monthly newsletter on-line and have seen much more traffic and visitors to our web site as a result. Thanks to the members that have supported the chamber in this time of transition. With the increased traffic it is a good time to secure your spot for advertising on the chamber web site. Sponsorship opportunities are detailed in our newsletter and on our web site. We appreciate all the members that have recently signed up as sponsors on our web site. This is a sure way to get you and your company exposed to all of our chamber members as well as other chambers and businesses. Contact John Sobolewski at the chamber office for opportunities and details.

I would like to thank our luncheon speaker last month -- marketing consultant Jim Kukral. Jim

presented the newest trends of marketing and social meeting and was enlightening and "live". He certainly gave us some new ways to promote our businesses and examples of companies that have enjoyed success in business.

Our October luncheon is a different venue than our normal monthly luncheon. This month the chamber will host a "meet the candidates" luncheon. This event is exclusive to West Shore Chamber members and a guest. All candidates will be invited to attend the luncheon to introduce themselves. We will also hear about the Cuyahoga County reform issue. Please make your reservation early as we expect this event will be well attended. Thanks to West Shore Chamber members Ray Frank, Sean O'Reilly, Mark Dorn, John Sobolewski, and others who are making these events and many others possible for our members.

Please visit the website for announcements and upcoming events at <http://www.WestShoreChamber.org/newsletters.cfm>.

I recently was an exhibitor and speaker at an industry conference for my company. My topic was "Email Legal Issues – How Does Your Record Retention and Destruction Policy Match Up". In my research I was quite surprised to find out all the legal obligations facing businesses today that are changing, some as a result of court rulings, in an attempt to keep up with changing and high speed technology. I would urge all businesses to look into the email and record retention processes they have in place and be aware of the new Acts and Guidelines for business today. In this technology age "locking your door" just isn't enough anymore to protect your data, your emails, your conversations, and privacy.

Here is quote I would like to share from an Information Technology Email Message Manager on maintaining security in a 24 x 7 environment.

"A computer / network intruder or hacker only has to get lucky once; we have to be lucky all the time"

I had the opportunity to talk with many attendees at the conference that have been affected in some way by the recession in business. I would like to offer two perseverance quotes to help us get through and remain focused.

"It does not matter how slowly you go, so long as you do not stop"
Confucius

"Be like a postage stamp – stick to one thing until your get there"
Josh Billings

Josh Billings was the pen name and humorist born Henry Wheeler Shaw (1818 – 1885)

Michael Mandato
President

Join us for a
Joint Business after Hours Event
Tuesday, October 20, 2009

5:00 to 7:00 PM

Including the Fairview Park, North Olmsted
and West Shore Chambers

Co-Sponsored by:

**Brawner Allstate Insurance Agency
and Behind the Woods**



at

Behind the Woods
21919 Center Ridge Road
Rocky River, Ohio 44116

Complimentary Hors d'oeuvres and Cash Bar
There is no cost for this Event and no RSVP is required,
but I would bring a lot of Business Cards!



Jan Litterest
Edward Jones Investments

Soft Grand Opening Sneak Peek Event to Benefit the West Shore Educational Foundation

LEARNING EXPRESS cordially invites all WestShore Chamber members to Share in their SOFT GRAND OPENING, SNEAK PEEK, event which will benefit the members by offering them a discount on their purchases that evening. Come and see the new store and support this new Westlake business!

BUT MORE THAN THAT, LEARNING EXPRESS will be making a contribution to the WestShore Educational Foundation to benefit the scholarships we make each year to Westlake High School and Bay Village High School seniors.....

Please mark your calendars for October 21; prepare your "Santa" Christmas List early; save dollars, support the scholarship fund, have fun; but most of all, thrill all of those little people in your life with presents from LEARNING EXPRESS!

DID YOU KNOW THAT ...

Did You Know That...

DONNA TRUNKO, CRS, ABR. of Howard Hanna Real Estate Services Rocky River West office, has earned the Ohio Association of Realtors President's Sales Club Award as well as the Cleveland Area Board of Realtors Achievement Award for outstanding sales the past year. Donna also received "Member of the Year Award" from the Cleveland Women's Council of Realtors. Congratulations, Donna!

BUILD YOUR BUSINESS? *IN THIS ECONOMY?*

YES!

Through LCCC@Work New Business Camps you can learn what it takes to begin, operate and grow a new business – even in the current economic climate.

LCCC@Work New Business Camps will help you choose the path that is right for you.

Select one of these three camps, depending on where you are in the business building process:

- Start Your Business Boot Camp
- Build Your Business Corps Camp
- Grow Your Business Elite Forces Camp

In each program you will:

- Network with other leaders to share new business ideas
- Gain sound advice from experienced entrepreneurs and seasoned professionals
- Receive personalized consulting every step of the way from representatives of the Great Lakes Innovation & Development Enterprise (GLIDE)!

All camps are held at Lorain County Community College's Entrepreneurship Innovation Center in Elyria.

Camps start soon! Call today!

LCCC@Work



To find out more or to register, visit www.lorainccc.edu/bizbootcamp or call (440) 366-4250 today!

Nan Baker, State Representative: October Message from the Ohio House of Representatives



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. As your State Representative and Ranking Member of the Economic Development Committee, I am pleased to announce that on Monday, September 21st, I, along with other legislators in the Ohio House of Representatives, unveiled proposals to spur economic development. As I have said repeatedly, 'It's All About Jobs!' We have created ten proposed House Bills that make up 'The Future of Ohio' Jobs Package. Among these bills are proposals to offer employer tax credits to hire unemployed Ohioans and to grant income tax credits for college graduates who remain in Ohio. Altogether, these bills are designed to provide resources to small businesses, offer incentives for businesses and young people to remain in Ohio, and track Ohio's progress in rebuilding its economy. We have lost hundreds of thousands of jobs and need to create the environment to retain, create and bring jobs to Ohio. We must find ways to be a more business friendly and competitive state.

We all need to work together to provide a solid foundation for Ohio's economic future. Listed are the ten proposed House Bills that create 'The Future of Ohio' Jobs Package. If you would like to have a more detailed explanation of the proposed bills, please e-mail or call my office at the stated contact information.

The Future of Ohio Jobs Package

- Employer tax credit to hire unemployed Ohioans
- Small business capital loans
- Tax credits for Ohio college graduates
- Tax credits for specialized skills – certification requirement
- Estate tax relief
- Small business resource portal
- Small business regulatory reform
- Private sector compensatory time
- Tracking job placement success
- Analyzing company exodus

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.

ANOTHER NEW WEB SITE FEATURE

New Web Site Feature - Online Reservations



Jim Kukral
"Geek Marketer"

Social Media, Beyond the Website

When: **Tuesday, September 8th 2009**
Networking: **11:30 AM**
Lunch: **Served at Noon**
Cost: **\$20.00** (Cash or Check)
Where: **LaCentre Conference and Banquet Facility**
25777 Detroit Road • Westlake, Ohio 44145

New Feature
Online Reservations
Click Here

LUNCHEON SPONSORED BY
WestShoreChamber.org

Please RSVP before Noon on Friday, September 4th, by calling 440-835-8787 or Click [HERE](#) to make your reservation Online

Our Web Site has another New Feature, Online Reservations. You can now make your Event Reservations easily and at your convenience online. Simply click on the event and follow the onscreen instructions. Contact the Chamber office if you have any questions at 440-835-8787.

At the conclusion of the Reservation Process you will receive a Confirmation eMail message that will include a Confirmation Number. This Confirmation Number has value so print the eMail message and bring it with you to the Event.

**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

Congratulations to all of our West Shore Chamber Winners in the 2009 Westlake in Bloom

Apartment or Condominium Complex:

Remington Apartments
Hunter's Chase Apartments

Business:

Lakewood Country Club

Hotel/Motel:

Residence Inn by Marriott

Nursing Homes/Assisted Living:

The Belvedere of Westlake
Rae-Ann

Awards of Distinction:

R. L. Stark Enterprises
St. John West Shore Hospital
Industrial Electric Wire and Cable



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 displays the WestShoreChamber.org website interface. At the top, there's a navigation bar with links like Home, Members, Events, Newsletter, Community, Chamber, Benefits, Testimonial, Data, and Contact Us. A prominent banner for Cuyahoga Community College features the text 'Classes Start August 22 and September 8' and 'Where futures begin™' with a phone number and website URL. Below the banner, the main content area is organized into a grid of news items, each with a 'WEST SHORE' header and a small image. To the right of the grid is a vertical sidebar titled 'Please Support our Web Site sponsors', listing various local businesses and organizations such as Lorain County Community College, Brawner Agency, LLC, University of Phoenix, Fairview Hospital, Cricket Yard Equipment, system care inc., and FARMERS.

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

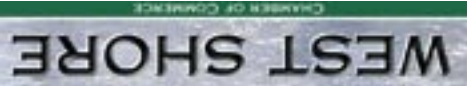
Lake Erie Electric, Inc.
(Contractors)
25730 First St.
P.O. Box 450859
Westlake, OH 44145
440-835-5565
Dennis Tarnay, CFO
Kenneth Beck, Sr. VP
www.lakeerieelectric.com

ServiceMaster by Ameristeam
(Contractor)
5280 W. 161 Street
Brook Park, OH 44142
216-271-7223
Brooke A. Cowdin, Acct. Mgr.
www.svmameristeam.com

**Fetch! Pet Care of
Greater Westlake-Berea**
(Pet Care)
25935 Detroit Rd. #140
Westlake, OH 44145
440-590-6290
Jill K. Warfel, Pres.
www.fetchpetcare.com

Integrity Investigations
(Consulting)
1991 Crocker Rd. #600
Westlake, OH 44145
216-221-1000
Paul Baeppler, Pres.
www.integrityohio.com

Paychex
(Accounting)
4760 Richmond Rd. #100
Warrensville Hts., OH 44128
216-292-1800 x 23031
John Andrew Higgins III
www.paychex.com



1100 Crocker Road
Westlake, Ohio 44145

Chamber Officers

Mike Mandato President
James Chillemi Vice President
Mark Doran Secretary
Mark Getsay Treasurer
Nan Baker Past President
John Sobolewski Executive Director

Trustees

William Baddour Dan Keenan
Kenneth Brady Robert Kess
Cliff Coker Marie Marrali
Ray Frank Sean O'Reilly
Nancy Girardot Darryl Whitehead
Hugh L. Dawson Service Award Recipient
Mark Boepple 2008