

Mark Your Calendar for the Upcoming Luncheon

November 13, 2012
December 18, 2012
January 15, 2013

Doug Kawiecki Receives the 2012 “Bright Star” Award



Trustees in attendance, supporting Doug as he received this well deserved honor.

The “Bright Star” Award is presented to the Chamber member who has “made a significant impact on the chamber through membership, retention, sponsorship, economic development,

On October 26th, Doug Kawiecki, owner of ACM Signs and Graphics, was presented the 2012 Northern Ohio Area Chamber of Commerce (NOACC) “Bright Star” Award. The awards program was held at the Great Lakes Science Center, with many of the Strongsville Chamber

operations and/or education.” Doug has been a member of the Chamber since 1990 and a Trustee for 20 years. He has served as President of the Chamber, Sponsorship Chairman of the Homecoming Festival, Co-Chairman of the Scholarship Dance and has served on numerous other committees for the Strongsville Chamber. Doug’s contributions to the Strongsville Chamber had made him the ideal recipient of this prestigious award.



STRONGSVILLE Chamber of Commerce TAKING CARE OF BUSINESS

NOVEMBER 2012

NEWS

Chamber Holiday Scholarship Dance

The Strongsville Chamber of Commerce will hold their annual holiday scholarship dance on Friday, December 7th at Michaud’s Towne and Country, 16808 Pearl Road. Doors will open at 7:00 p.m. and conclude about 12:00 midnight. This event has become the unofficial kickoff to the holiday season in Strongsville.

Back by popular demand, the Newsmaker Band will be performing again this year at the scholarship dance. The Newsmaker Band is based in Detroit, MI. You can see a sample of their work at www.metacafe.com/newsmaker.



booth located in the main ballroom. Boothographers.com has plenty of props for you to create a festive group picture. We will also have a Silent Auction and “Spirits of Strongsville” Raffle at the dance.

The Chamber has been sponsoring this dance for 45 years with the proceeds going to fund scholarships for graduates of Strongsville High School, Polaris Career Center, and a donation to the Media Center at Sts. Joseph and John School. This past spring the Chamber funded scholarships for 19 students with proceeds from the dance.

Several local restaurants will once again provide a “Taste of the ‘Ville” with food available on a cash basis. B-Spot, Don’s Pomeroy House, Shinto, and Michaud’s are participating. Once again, Shinto will also be hosting the Martini Bar.

Reserve your table early! \$300 (5 couples) or individual tickets (\$60 per couple). Call the Chamber office at 440.238.3366 or stop in at the Chamber office, 18829 Royalton Road, after November 1, to purchase your tickets. Tickets may also be purchased on the Chamber website www.strongsvillechamber.com.

Be sure to have a complimentary picture taken at the photo

New Member “Spotlight”

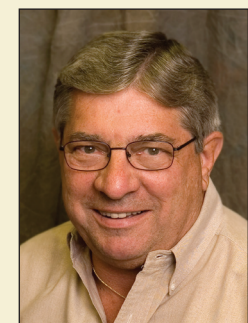
“Keeping Water out and Energy in” is the goal for RAM Diagnostics, a national building envelope and roofing consulting and engineering firm, headquartered in Strongsville. RAM’s President and CEO, Jeffrey Cacioppo sees great hope for building owners and managers across the region. “The uncertain economic times have many corporations and institutions needing to keep their existing

buildings operating as cost effectively and energy efficient while reducing capital costs. RAM is ideally suited to provide cutting edge diagnostics and engineering to meet their needs,” stated Mr. Cacioppo.

RAM’s growth includes hiring a lifelong Strongsville resident and 15 year veteran of the Strongsville Chamber, Mr. James Burichin. As a volunteer, Mr. Burichin

assisted in the planning, execution and success of various Strongsville Chamber events, such as the Strongsville Homecoming. James is the son of Honorary Lifetime Chamber Trustee, Tom Burichin and the grandson of the late mayor, Walter Ehrnfelt. He is a recent graduate of Niagara University and played professional hockey for the Texas Brahmas. James is joining RAM’s Sales and Marketing Team.

Happy Birthday



**Happy
75th
Birthday
wish to
Rich
Baldin.**

2013 Investment Dues to Remain the Same

For nine consecutive years the Chamber of Commerce investment dues have remained the same.

The Trustees of the Strongsville Chamber of Commerce have voted unanimously to retain the same dues structure for next year. For 2012, the investment dues will be:

1 – 50 Employees	\$100	Civic Members	\$ 75
51 – 100 Employees	\$150	Civic Seniors (60+)	\$ 50
101+ Employees	\$200		

Membership invoices will be mailed to all current members in January. Any member wishing to make the investment before the end of the year, should contact the office at 440.238.3366.

Thank You to our Homecoming Sponsors

Stage Sponsor
Cleveland Clinic

Clock Tower Sponsor
Cleveland Clinic
Pat Catans, Inc.
Perciak Family
Southwest General Health Center
Triv's

Dining Pavilion Sponsor
B Spot
Blaster Chemical

Entertainment Pavilion Sponsor
Medical Mutual

Entertainment Sponsor
Brooker Insurance
Hoover/Iceland Arena
Parkview Federal
The Post Newspapers
WTAM

Parade Sponsor
Fifth Third Bank

Water Bottle Sponsor
Akzo Nobel

Wind Dancer Sponsor
Champion Management, Inc.
Clark-Reliance Corporation
Discount Drug Mart
Don's Pomeroy House
Eberhard
Falling Water Healthcare Center
Gran Fiesta
Great Day Improvements
ICI Metals, Inc.
Professional Roofing Service
Shinto
Shoreline Companies

Event Sponsors

A New Image Landscape, Inc.
ACM Signs and Graphics
Aldi
All States Rail Services Inc.
AlphaGraphics
Altenheim and Shurmer Place
Avery Group, Inc.
Bianca's Italian Restaurant
Bruegger's Bagels
Bucci Restaurants
Buffalo Wild Wings
Bullseye Activewear Inc.
Centerline Carstar Collision
Chick-Fil-A
Colabianchi Builders
Countryside Landscape
CQ Printing
Crossroads Animal Hospital
Crystal Waters Retirement Community
DentalWorks
Edward Jones/Brian Kljun, Scott Tuchek
Fay Industries Inc.
Finkler & Company, CPA's
First Federal of Lakewood
Fox Fire Inc.
Friends of Joseph C. DeMio
Giant Eagle
I-71 and 82 Marathon
International Karate Centers, Inc.
Italian Village
Jardine Funeral Home
Jeff Smutek The Smutek Team ReMax
Crossroads
Kalfas Construction
Kalinich Fence Company
Kiplinger & Co., CPA's, LLC
Landmark Lawn and Garden, Inc.
Laura Rohrbach-Allstate
Lemonberry Frozen Yogurt
Mama Julieanne's Pizza, Pasta and More
Marc's
Matt Patten for State Representative

MetroHealth Strongsville Health Center
Midpoint Campus Center
Molly McGhee's
Neil F. Sika OD, Inc.
North Royalton Power Equipment
Olympia Sweet Treats & Grill
Paul Davis Restoration
Pete Baur Buick GMC, Inc.
Pinzone Financial Services
PNC Bank
PPG Industries
Pro-Active Chiropractic
PSE Credit Union Incorporated
Republic Alternative Technologies
Royalton Music Center
Sandy Plumbing
Sems+Associates
State Farm -Tom Burichin
Strongsville Excavating
Strongsville Mini-Storage
Strongsville Montessori & Child Care Center
Strongsville Rotary Club
The Ehrnfelt Family
The Erie Landscaping Co., Inc.
Today's Business Products
Walgreens
Waldheger - Coyne A Legal Professional Association
Westwood Place
Workers' Compensation Management Solutions



Business Expo Continues to Grow

The third annual Strongsville Business Expo, co-sponsored by the City of Strongsville, the Rotary Club of Strongsville, and the Strongsville Chamber of Commerce, will be held at the Ehrnfelt Recreation Center on Wednesday, November 14th. More than 90 businesses and organizations set up booths at the

event last year. A new addition to the Business Expo this year is special guest Bill Wills, morning host of WTAM 1100 Radio. Mr. Wills is the Master of Ceremonies for the event. Don't miss out! You can register for a booth by contacting Brent Painter at 440-580-3118

Golf Outing is Successful

The Chamber's annual golf outing was held on September 17th at Columbia Hills Country Club. Although no one won the car, the 116 golfers enjoyed a beautiful day at the 44th annual golf outing.

Many thanks to Buffalo Wild Wings, Tournament Sponsor, and Pete Baur Buick GMC dealership, sponsor of the Hole in One contest, for their support in making for a successful day.

THANK YOU HOLE SPONSORS

ACM Signs & Graphics
Altenheim Shurmer Place
Avery Group, Inc.
Backstage Bar & Grill
Boosters for Perciak
Bucci's Restaurants
Cedarbrook Financial Offices of Buzek
Wealth Advisors
Centerline Carstar
Champion Management, Inc
Cleats
Cleveland Clinic
Countryside Landscaping
CQ Printing
Crossroads Animal Hospital
Don's Pomeroy House
Duke Southworth City Council
Edward Jones
Falling Water Healthcare
Finkler & Co. CPA's
First Federal Of Lakewood
Five Points Dentistry
Giant Eagle
Iceland

ICNS
Jardine
Jerky -n- Spice
Kalfas Construction
Kalinich Fence
Kiplinger & Co. CPA's, LLC
Lemonberry
LifeWorks of Southwest General
Medical Mutual
Oak Printing
Paul Monahan Coaching & Consulting
PNC
PSE Credit Union
Reve' Salon
Schill Landscaping
Sequoia Financial
Shinto
Shoreline Express
Sika
State Farm - Tom Burichin
Strongsville Police Foundation
Strongsville Rotary Club
Today's Business Products
Triv's
Waldheger Coyne



Walthal, Drake & Wallace LLP, CPA's

THANK YOU FOR DONATING A DOOR PRIZE

BWW
Don's Pomeroy House
Edward Jones
Empowering Punch
ICNS - Diana Fretwell
Jerky -n- Spice
LifeWorks
Maria Gardens of Strongsville
Old Navy
Palmer's Landscaping
Paul Monahan Coaching & Consulting
Phung Hoang Asian Market
PNC
Pure DeLite
Royal Park Fine Wines
Strongsville Spirit Shop



Welcome New Members

The following businesses and individuals have joined the Chamber since the publication of our last newsletter. We remain grateful for their interest and support:

Advance Materials Products, Inc.
Allstate-Laura Rohrbach Agency
Blind and Sons LLC
Capelli Davanti Salon
Champion Management, Inc.
Com. to Retain Judge Anjanette Whitman
Cricket Mowing Inc.
Crown Tool & Supply
CSP Graphics
DiBella's Old Fashion Submarines
Frankie Goldberg for Juvenile Judge

Friends of Judge McClelland
Jerky-n-Spice
Judge Daniel Gaul
Know Your Customers.com
Massage Party
Mosko Excavating, LLC
MRN Ltd.
Ohio Business Machines
Old Carolina Barbecue Company
Olivieri And Son
One World Sourcing, LLC

Pure Health & Fitness
RAM Diagnostics
Richard A. Cavolo, DDS
School of Rock
Securitec One, Inc.
Strongsville Family Dentistry
Sutula, Kathleen
The Cleveland Foundation
The Template Place, LLC
Timber Ridge Neck & Back Pain Clinic
Victory Solutions

Our Chamber encourages all of our members to patronize other members whenever possible. To obtain contact information for any of the above, please contact the Chamber office at 440.238.3366 or info@strongsvillechamber.com.

Election of Trustees / Annual Meeting

The Chamber will hold its annual election of Trustees during the month of November. Beginning November 5, ballots will be available at the Chamber office and also at the November 13th luncheon. The following slate of candidates has been approved to appear on the ballot. Eight positions are to be filled for a three year term commencing January 1, 2013:

Marc Bittinger

Marc has served on the board of the Strongsville Education Foundation, serving as chair of the Golf and Trivia committees for the foundation. He and his family have lived in Strongsville for more than 20 years and all three children have attended the Strongsville City Schools. Marc is a Registered Architect and a principal partner of CBLH Design, specializing in health care, library, and university projects.

Mike Catanzarite

Mike Catanzarite is president and co-owner of Pat Catan's Craft Centers. The company has been in business for over 50 years. Pat Catan's Craft Centers has been a member of the Chamber of Commerce for several years. Mike has volunteered his time for many years at the Annual Homecoming and he also takes an active part in the community by serving on various committees. Mike and his wife Lori and four boys have resided in Strongsville for 20 years. Mike spearheaded the drive to build a new high school football stadium in record time of 79 days.

Tim Gaydos

Tim and his wife Paula have been residents of Strongsville since 1987. They have 5 children, 3 graduates of the Strongsville school system and 2 presently attending Strongsville High School. Tim is a senior aeronautical engineer at NASA Glenn Research Center where he has worked for the past 23 years. He has been a volunteer for the past 15+ years at the Strongsville Homecoming and the City Club Rib Burn-Off. Tim coached baseball and basketball for the Strongsville recreation department for over 15 years, as well as the Strongsville Soccer Organization.



Gordon Glissman

Gordy and his wife Beverly moved to Strongsville in 1986. They have two children, Tom and Allison. He is the owner of Countryside Inc., and has worked throughout the city for over 25 years. Two very visible projects include the Chamber sign (Pearl and 82), and Pat Catan Stadium. Gordy is a past Chamber president and is a member of the Homecoming committee.

Bill Harr

Bill Harr is a Senior Vice President of Park View Federal Savings Bank, 30000 Aurora Road in Solon. Bill is a Strongsville High School graduate and completed his B.A. in Business Administration with Baldwin Wallace College. He has served as a Strongsville Board of Education member, is a recipient of the Distinguished Alumni Award and has been consistently active as an annual volunteer in a number of civic events including service as Chairman for the Strongsville Homecoming Parade.

Joe Lucchese

Joe Lucchese has been a resident of Strongsville for more than 25 years. Joe and his wife Marcy have two sons, Joe and Andy. Both sons were graduates from Strongsville High School. Joe has been a Trustee for the Strongsville Chamber of Commerce for 6 years and currently sits on the Homecoming, Scholarship Dance and Strategic Planning Committees.

Dan Masuga

Dan and his wife Vicki have lived in Strongsville for more than 30 years. They have 4 children and this past summer became grandparents. Dan is a past Chamber Trustee and has served on numerous Chamber committees. Dan and his wife have been Tent Managers for the Homecoming festival for 16 years.

Thomas W. Rakowsky

Tom has been a resident of Strongsville for almost 28 years. He has been Telecommunications Manager at the Ohio Lottery Commission since 1993. Rakowsky currently serves as a Trustee of the Chamber of Commerce, and is a Past President and Past Vice President as well. He also serves on the Board of Trustees of Echo Lake Community Association and has been a Past President and is the current President. Mr. Rakowsky is a former City of Strongsville Councilman and served on the Board of Trustees of the Southwest General Health Center. He and his wife, Daria have been Annual Homecoming Tent Managers since 1985 and continue to participate in other community and civic organizations.

Dr. Neil F. Sika

Dr. Sika is an optometrist and has offices at 14365 Pearl Road. He is also a staff optometrist at Metro General Hospital. He has been a member of the Chamber for more than 30 years and is completing his 8th three-year term as a Chamber Trustee. Dr. Sika is a past president of the Chamber. He has been a manager of a tent at the Annual Homecoming for several years. He is past president of the Cleveland T.D. Club Charities and is a member of the Lions Club. Dr. Sika is currently Golf Committee Chairman and has served on and chaired several committees within the Chamber. He and his wife, Anita, reside in Strongsville and have 3 children.

Dan Stroemple

Dan is a lifetime resident of Strongsville. He graduated from Strongsville High School. His mother and dad both graduated from Strongsville High School. He is general manager of Don's Pomeroy House and has been for the last 20 years. Dan and his wife Susan and their three children currently reside in Strongsville. Dan is active as a volunteer at the Annual Strongsville Homecoming and is the chairman of the Business After Hours Committee.

Voting for Trustees will close at 12:00 noon on Thursday, November 15. The annual meeting will be held later that evening to finalize the Board elections and to elect officers for next year.

Tips from Finkler & Company, CPA's Preventing Theft in the Workplace Implementing Internal Controls Can Protect Small Businesses



Often when small business owners consider employee theft, they think it can't happen to them. But statistics provided by a number of organizations tell a different story. According to the Department of Justice, nearly one-third of all employees commit some degree of employee theft. The U.S. Chamber of Commerce paints an even bleaker picture - they estimate that 75% of all employees steal at least once, and that half of these are repeat offenders. According to the U.S. Department of Commerce, that adds up to \$50 billion in lost revenue each year.

"Workplace theft is more prevalent than many people want to believe," says Gregg Finkler, CPA, CGMA, partner at Finkler & Company, CPA's. "It is critical that small business owners know how to protect themselves."

Implementing internal controls can protect a business from becoming part of these statistics. Here are a few to consider:

- Separate bookkeeping functions. Do not let the same person process checks and manage accounts receivable records.
- Scrutinize bank statements and reconciliations each month.
- Limit check signing responsibilities to one or two highly trusted individuals. Require that the check signer(s) look at proof of all purchases.
- Keep valuables, including blank checks, under lock and key.
- Look for significant behavior changes in employees that may indicate a problem.
- Conduct frequent physical inventories and reconcile sales to inventory on a quarterly or at least annually basis.

In addition to these in-house protections, small business owners may want to consider enlisting an outside company, such as a CPA firm, to examine their processes and records through an internal control review and surprise bank reconciliation.

An internal control review will determine the best controls for a specific business. During this consultation, opportunities for potential fraud are uncovered, and recommendations are made for the appropriate actions to take to prevent it.

To uncover any potentially existing fraud, schedule one surprise bank reconciliation per year to be performed by an outside party. This will help provide a measure of protection over the cash assets of the company, and knowing that the bank statement may be examined at any time may be a deterrent to those who are tempted to steal from the account. Some of the procedures performed during the reconciliation include comparing signatures of check signers to cards on file, comparing payees to the check register, examining check endorsements and reviewing original invoices. While it may be impossible to completely eliminate employee fraud, proactively implementing internal controls to deter employee theft before it starts can help to prevent the costs associated with losses due to theft and prosecution.

