



"Linking Business to Community for Prosperity!"

Willoughby Area

Chamber of Commerce

Serving Kirtland, Kirtland Hills, Willoughby, and Willoughby Hills

Volume 108 Issue 3

May/June 2011

IN THIS ISSUE

May Monthly Meeting Breakfast	3
June Monthly Meeting Luncheon	4
Notes from Nikki	5
LCSC Meeting Schedule	6
Noteworthy News	7
New Members	8
Business Spotlight	8
Just Because You Can...	9
Where is Microsoft?	10
ArtsFest 2011	11

TAKE NOTE

May

- 19** Board Meeting - 8:00 am - Willoughby City Hall
- 24** Monthly Membership Meeting - Networking Extravaganza Luncheon at St. Noel's
- 26** Fuel meeting at Olivor Twist

June

- 16** Board Meeting - 8:00 am - Willoughby City Hall
- 16** Lunch-N-Learn: Neothink Willoughby Hills Community Center, 11:45 am - 1:00 pm
- 27** Monthly Membership Meeting - Luncheon at Gavi's



SAVE THE DATE!

Thursday, June 16, 2011
For "Tech Tips You Need to Know"

Join us for another of our business education series - this one will focus on wise uses of technology in small business and critical tips you need to know.

A sneak peek of topics to be covered – understanding your "data deductible" – how much is it worth to you?; don't be dumb with your smart phone; what you need to know about the "software police" (yes, they really do exist!); why 2 are better than 1 when it comes to your computers and much more.

Watch the newsletter for details and registration info

This lunch n' learn event is being sponsored and presented by the [IT pros from Neothink](#).



**We're having a
Business After
Hours and you're
invited!**



We'll all be gathering for some springtime fun and casual networking at Panini's in Willoughby (37333 Euclid Ave.) and hope that you'll be there too - the more, the merrier! Mark your calendars for Wednesday, June 1st from 5:00-7:00 pm. Complimentary appetizers will be provided, cash bar available. There is no cost to attend but RSVP's are required - register online at www.willoughbyareachamber.com or call the office at 440-942-1632. (This event is open to members only)

Missing out on receiving the Chamber's emails?

Perhaps you have recently changed internet providers or the contact person(s) in your company has changed? In order to make sure that you are kept in the loop of all that is going on in the Chamber, please contact the office with your updated information. Email any updates to nikki@willoughbyareachamber.com, fax us a message at 440-942-0586 or give us a call at 440-942-1632.

If you have moved...

If you have moved, please be sure that the Chamber has your current mailing address so that we can update your records. Now that postal regulations have changed, we are now being charged for every piece of mail that we send out and comes back to us. Also, if your business will be closing, please notify us of that change as well. Thank you!

Thank you to Marlene
Wilson of Stitch-n-Screen for
referring "Taylor Made Home
Care" to the Chamber!

The purpose of the Willoughby Area Chamber of Commerce is to promote and develop a supportive business and community environment in which to live and work.

The Chamber of Commerce Newsletter is published 6 times annually. Publications run: January/February; March/April; May/June; July/August; September/October; and November/December. All news items, advertising and photographs are required to be submitted no later than the 15th of the month prior to publication. Please notify the Chamber Office of any change of name, address, phone number or absence of issue.
Phone: 440-942-1632 Fax: 440-942-0586
Email: nikki@willoughbyareachamber.com



Willoughby Area

Chamber of Commerce

2011 OFFICERS

President Michael Germano
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Attorneys at Law
Vice-President Marlene Cornachio
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CHAMBER OFFICE

Nikki Matala Executive Director
Donna Swan Administrative Assistant

2011 CITY MAYORS

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City of Willoughby
Mark Tyler 440-256-3332
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John Turben 440-256-3296
City of Kirtland Hills
Bob Weger 440-946-1234
City of Willoughby Hills

May Membership Luncheon: Networking Extravaganza!



Sponsored by: Neothink



The number one reason that new members cite as their primary motivation for joining the Chamber is “Networking”. Getting to know other members who may need your products or services is a critical component in growing your business and taking it to the next level. You won’t want to miss your opportunity to take part in the annual “Networking Extravaganza” that will be brought to you on Tuesday, May 24th. There will be no guest speaker at this luncheon—it will be purely about networking! You will have the opportunity to meet many of your fellow Chamber members face to face and to exchange contact information so that if there is a need for future interaction, you’ll know whom to call.

We guarantee that it will be an afternoon well-spent. We expect to have a large turnout so register yourself and your employees up now—early signup is a must!

Feel free to bring lots of business cards and promotional items to distribute and plan on staying for a few minutes after the luncheon to continue networking.

Because we will do our best to try and get you an introduction to most everyone who attends, it is critical that you try to remain throughout the luncheon and not leave early.

When: Tuesday, May 24th , 12:00 noon (arrive by 11:45 a.m.)

Where: St. Noel Banquet Center, 35200 Chardon Rd., Willoughby Hills

Menu: London broil with sherried mushroom sauce, green beans almondine, oven roasted redskin potatoes, salad, rolls, beverage and carrot cake for dessert.

Cost : \$22.00 for members, \$32.00 for non-members

Please make your reservation with the Chamber office no later than Thursday, May 19th at 9:00 am. Register online at www.willoughbyareachamber.com or send/fax this coupon with payment info to 440-942-0586 or call the Chamber office at 440-942-1632. Checks, and all major credit cards accepted. Refunds will not be issued and walk-ins will not be accepted. **Advance payment required.** Checks should be made out to “WACC” with “May luncheon” noted in the memo section.

Please make _____reservation(s) for the May luncheon for:

Name(s) _____

Company _____

Phone _____ Amount Enclosed \$ _____

Check # _____ (\$22/members, \$32/non-members)

Visa or MC # _____ Exp. Date _____

Card in the name of _____

Signature of Cardholder _____

June Luncheon & Membership Meeting

Legislative update given by Congressman Steven LaTourette

Sponsored by: Big Oats Field Supply Co



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One of our most popular luncheons, this legislative update will inform you of the latest news from Washington that affects us all, and will be particularly geared towards addressing the concerns of business owners. Having served in the House of Representatives since 1995, Congressman LaTourette has been a hardworking and well respected legislator, admired by members of both major political parties. This is your opportunity for a face to face with your Congressman-- have your questions answered--time permitting, or simply to benefit from information that is shared.

When: Monday, June 27th, 12:00 noon (please arrive by 11:45 am)

Where: Gavi's Restaurant, 38257 Glenn Ave., Willoughby

Menu: Mixed greens salad, rolls and butter, stuffed chicken with prosciutto & provolone, wild rice pilaf, fresh vegetables, beverage, and tiramisu for dessert.

Cost : \$22/members, \$26/non-members

Please make your reservation with the Chamber office no later than Wednesday, June 22nd. Register online at www.willoughbyareachamber.com or send/fax this coupon with payment info to 440-942-0586 or call the Chamber office at 440-942-1632. Checks, and all major credit cards accepted. Refunds will not be issued and walk-ins will not be accepted. **Advance payment required.** Checks should be made out to "WACC" with "June luncheon" noted in the memo section.

Please make ____ reservation(s) for the June luncheon for:

Name(s) _____

Company _____

Phone _____ Amount Enclosed \$ _____

Check # _____ (\$22/members, \$26/non-members)

Visa or MC # _____ Exp. Date _____

Card in the name of _____

Signature of Cardholder _____



Notes from Nikki

By Nikki Matala
Executive Director

beautiful weather and vacation schedules, that you'll take advantage of at least one of these very valuable member benefits!

Nikki

May and June are great months to kick off networking events! After a long winter and a slow start to spring, combined with the general feeling that business is simply not where you'd like it to be....it's time to get re-energized about making your mark. Every event that you attend give you the opportunity to meet someone new and therefore create the potential of new business.

I hope that you take advantage of the Networking Extravaganza luncheon to be held on May 24 (see inside this issue for more info and registration info). We're going to have participants switch tables several times, along with a table moderator present at each table to keep the conversation flowing and make sure that everyone gets a chance to speak. You will leave there with a list of all who participated along with cards from those whom you definitely want to follow up with.

June brings us several events—first a Business After Hours at Panini's in Willoughby. We'll either be in the Caribbean Room or out on the deck, depending upon the weather but either way, it's going to be a good time! A fun and festive environment, it's the perfect setting for a casual get together where you can mingle with other Chamber members—come on down, even if only for a while. It's a two hour function but you can feel free to stay for as long as little as you'd like.

The June Lunch-n-Learn, sponsored by our friends at Neothink, will be an educational lunch hour that will cost absolutely nothing for the first twenty-five participants to attend. Learn more about IT issues that affect your company's computer system and enjoy a complimentary lunch at the same time. If you, the CEO can't make it, perhaps you'd want to send one of your key employees instead?

Don't forget the ever-popular legislative luncheon towards the end of June featuring Congressman Steven LaTourette. We're always interested in hearing what's going on in Washington and what our legislators are working on in our behalf so be sure not to miss this one.

With all of these opportunities before the Artsfest on July 16th, there is something here for everyone and we hope that despite the



Lake Co Commissioners Ray Sines and Dan Troy speaking at April luncheon



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Lake County Safety Council

Date: Friday, May 20, 2011
Time: Registration 11:15 AM
 Meeting 11:30 AM
Place: Holiday Inn Express –
 LaMalfa
Cost: \$18 Members
 \$20 Non-Members
Speaker: Scott Cole, Safety & Security
 Manager, Lake County
 Department of Utilities
Topic: Accident Investigation 101
Sponsors: EA GROUP,
 LAKE HEALTH and HZW
 ENVIRONMENTAL
 CONSULTANTS
RSVP: (440) 255-0877 (or)
 register online at
www.councilnews.org
 by Monday, May 16, 2011

Date: Wednesday, June 8, 2011
Time: 7:30 to 9 a.m. Buffet opens
 at 7:30 a.m. presentation
 begins at 8 a.m.
Place: Holiday Inn Express –
 LaMalfa
Cost: Cost: \$18 (fee includes
 breakfast)
Speaker: Nancy Rodway, MD, MPH -
 Lake Health
Topic: Synthetic Marijuana, Bath
 Salts & the Latest Trends in
 Drug Use
RSVP: Pre-registration required..
 No Refunds THIS IS THE
 RESCHEDULED
 MEETING FOR THE
 CANCELLED FEBRUARY
 EVENT. (440) 255-0877 (or)
 register online at www.councilnews.org

Date: Friday, June 17, 2011
Time: Registration 11:15 AM
 Meeting 11:30 AM
Place: Holiday Inn Express –
 LaMalfa
Cost: \$18 Members
 \$20 Non-Members
Speaker: Jim Stanley, President, FDR
 Safety
Topic: Disciplining for Safety
Sponsors: EA GROUP,
 LAKE HEALTH and HZW
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 by Monday, June 13, 2011






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Noteworthy News

Lake Humane Society invites you to “**Woof, Wag, and Wine**”, a new fundraiser to be held at Grand River Cellars on Saturday, June 4th from noon until 6:00 pm. For just \$10 you can take a tour of the vineyards with your dog, be a part of wine tasting and participate in the Chinese and Silent auctions. There will also be great food and a 50/50 raffle and more. All proceeds benefit the animals at Lake Humane Society. For more information call Grand River Cellars at 440-298-0938 or the Lake Humane Society at 440-951-6122.

Willoughby Hills Auto Repair is participating again in the fundraiser “**Brakes for Kids**” (www.brakesforkids.com) Now’s a great time to take care of getting new brakes on your car—receive top quality brake pads for FREE with a paid brake job and Willoughby Hills Auto Repair will donate 10% of the proceeds of the brake job to the project which will benefit the Berea Children’s Home. As an added bonus, the client can receive up to an additional \$50 in rebates good this month only. For more information, contact owner, **John Fowle** at 440-585-1691.

The Holden Arboretum is having their annual plant sale May 14-15th and will be home to the Gnome Garden from June 19-Sept. 25th. For more info on both of these events visit www.holdenarb.org Fondest farewell wishes to **Jack Black**, Marketing Director, who has recently retired of many years of service to the Arboretum. We’ll miss you, Jack!

Eaton Family Credit Union announces that Aaron De Angelis, Byren Malone, and Jacklyn Noonan (Willoughby South High School) have all received \$1,000 college scholarships. Awards were based on grades, test scores and community involvement.

Santabarbara Enterprises is offering a phenomenal auto detailing package for only \$59.99 (plus tax) and a 2nd car for only \$49.00. Platinum Detail package is \$89.99 and Gold 3 Phase Detail Package. Gift certificates may be purchased as well. For more info or to book an appointment call 440-974-0810.

Join Gavi’s Restaurant & Catering (38257 Glenn Ave., Willoughby) and Raun Hairdressers and Day Spa for a Spa Night! Monday, May 23rd from 5:00 pm -8:30 pm at Gavi’s. Cost is \$35 per person and includes soup or salad, entrée, dessert, tax and gratuity Advance reservations required, call Gavi’s to book your table today: 440-942-8008.

Lake Kidzbiz, a group of family focused businesses invites you to its next meeting: Wednesday, June 1st, 8:15-9:30 am at the Lost Nation Sports Park in Willoughby. Wanda Wareham of the Fine Arts Association will facilitate the meeting and lead the group in a fun and interactive exercise in creative brainstorming. Cost is \$5 to attend for any member of a Lake County Chamber of Commerce or \$10 for a non member. Meeting includes breakfast. RSVP by May 30th online at www.lakekidzbiz.com or call 440-266-1677.

The merchants of the **DiVine District** will be holding ArtStock on May 15th from 1:00-5:00 pm and will be free and open to the public. Children’s activities, business demos, giveaways and art demos will be featured.

Baker’s Square Restaurant in Willoughby Hills will be hosting a weekly Car Cruise In beginning Thursday, May 12th from 6-9:00 pm. Come see classic cars, listen to oldies music, free pie giveaways, and more.

Gab Street Boutique has a new, larger location in which to house all of their unique clothing, jewelry and accessories. Stop in and visit them—just three doors down from their previous location—at 4075 Erie Street. Many beautiful and interesting things can be found for yourself and to fill all of your gifting needs.

Congratulations to **Marous Brothers Construction**, who was recently recognized by Inside Business Magazine as an NEO Success Award Winner. This award honors companies for both revenue and employee growth over time. Of the 76 companies recognized Marous Brothers Construction was one of three

from Lake County and the only one from Willoughby.

American Alert, a leading provider of residential and commercial security services has announced the opening of its newest facility in Willoughby. A dramatic increase in demand for the company’s products and services, from both first time clients and those switching over from other services necessitated the expansion. For more info on the company, visit www.ohiosafety.com or call 440-951-6774.

The Fine Arts Association presents “The Music Man” from June 3 – 19th. Purchase tickets online at fineartsassociation.org or by calling 440-951-7500.

FUEL (Future Emerging Leaders of Lake County-- Lake County’s Young Professionals Group for those business professionals under 40), is holding their next meeting on Thursday, May 26th at Olivor Twist from 5:30-7:30 pm. The topic of discussion will be “Communication in Sales—Public Speaking Tips”. For more information or to register, reply to fuel.lakecounty@gmail.com FREE to FUEL members, \$5.00/Chamber members, \$10 for non-members.

Lake Health recently began offering physical therapy services at the Willoughby Fitworks, located at 34881 Euclid Avenue. The new site will offer easy access, state of the art equipment, private treatment rooms, and a highly dedicated staff. To schedule a physical therapy appointment call 440-975-0027. A physician referral is required.

Business Spotlight ON

Gem PC Repair

A quality PC repair or laptop tune-up is now just around the corner – right here in Willoughby! With the opening of Gem PC Repair last fall, locals now enjoy affordable, professional fixes to their most persnickety of PC problems.

Founded and owned by Michael Villa, Gem PC Repair was started because he realized a local need for a premier service provider in the Willoughby area; customers no longer need to turn to the super-expensive big-name providers of PC repair service outside town, which are often costly and take too long to tend to your machine. Villa actually got his start as a technician for the Geek Squad; he spent the last ten years perfecting his skills and servicing clients there before realizing that he wanted to go out on his own to better serve the needs of customers.

Gem PC Repair's services include inventive and professional fixes to anything and everything that can possibly go wrong with your computer. Gem PC offers simple diagnostics, data recovery, virus removal and repair and simple networking solutions. Clients can bring a laptop or a desktop computer to Gem PC's local offices at 2132 Lost Nation Road, just south of the Willoughby Fire Station and the Willoughby Airport. Our trained technicians can also come to your home to assist you.

Gem PC Repair is happy to offer friendly and knowledgeable service specialists' assistance on large quantities of computers for classrooms or businesses as well, all in a timely fashion and or course, at affordable rates. We can back up your files or install hardware, we can install updates if you're not tech-savvy, or we can furnish you with a fully updated, fully functional computer for a great rate.

With discounts always available and responsive and expert service techs, you can call us anytime to speak to a trained computer technician and schedule a computer repair. We're available at (440) 954-9310, and online at www.gempcrepair.com. It is our goal to become your partner for local, friendly computer repair service.

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Just Because You Can...Doesn't Mean You Should

by Scott Gregory,
Your Trusted CFO & QuickBooks Expert
www.BetterBottomLine.com



Here is a question for you...“Do you change your own oil”?

Your answer is most likely a resounding no way.

And here are the reasons why you probably don't:

- It's way too messy
- You don't know how
- Your time is better spent elsewhere; let the experts take care of it

DOESN'T THE SAME APPLY TO KEEPING YOUR BOOKS?

So why is it you may be considering keeping your own books for your business? (or have even taken the plunge and been doing them yourself for a while now?)

The same exact reasons why you avoid changing your oil should apply to keeping your books too! You don't know how; it's messy (very, very messy in many cases), and your time is far better spent elsewhere in the business.

I know – the ads for QuickBooks make it look easy. A glance at their web site leads you to think you'll be doing your own books in no time.

But QuickBooks neglects to mention one key word in their marketing – correctly. As in doing your books correctly. There is far more to doing it right than just buying the software.

THE BOTTOM LINE

Bad books = bad business decisions. There is no other way to state it. Unfortunately, I see this problem very frequently. In fact, the Small Business Administration reports that poor bookkeeping practices are a key element in business failures and bankruptcies.

Don't let your business become an SBA statistic! Remember, just because you can doesn't mean you should.



Where is Microsoft?

by Stephen DeBlock,
 Network Results, Inc.
www.net-resultsinc.net

Network Results is proud to partner with Microsoft. Since Microsoft is the gold standard for small business solutions, we usually offer our clients solutions that include a Microsoft product either on the server or desktop side. However, for as great as Microsoft is for small business solutions, they leave much to be desired in their cell phone and tablet products.

Microsoft, for being the powerhouse that they are, does not innovate well. Their cell phone and tablet technology make my point for me. Microsoft has long ignored these markets with lackluster creativity and a limited investment strategy resulting in poor consumer response and sales. Their main competition, Apple and Google, are winning these markets over with their well engineered phones and tablets. Below are comparisons of cell phone and tablet technology. Will Microsoft catch up?

Cell Phone Technology	Market Ready	How do they matchup?
Microsoft	Yes	<i>Provided an inferior cell phone operating system for years. In the first quarter of 2011, released a new operating systems based on Windows 7 which has yet to catch on. They have a limited app store as well as developers. Currently it has dropped to a 7% market share. Microsoft has partnered with Nokia in hopes to grow this number (watch out for MANGO operating system in 2012). Gartner predicts they will ascend to 20% by 2015, which falls in line with their long term business strategy.</i>
Apple iPhone	Yes	Scheduled to release 3 rd generation of their very successful phone this summer or fall. Very good centralized management of apps, movies, TV shows and movies through iTunes.
Google Android (DROID)	Yes	Got off to a rough start initially, however, improved the DROID operating system by adding more features and is now standard on a variety of cell phone platforms as they near 50% of the market share. Light central management, however it works.
Research in Motion (RIM) Blackberry	Yes	Once the top name in cell phones, RIM has failed to innovate Blackberry and has lost volumes of market share. RIM is now trying to keep loyal customers with their own centralized web store.

Tablet Technology	Market Ready	How do they matchup?
Microsoft Test Tablet	No	<i>Microsoft is fast tracking a tablet operating system for release to market. Currently it is in the beginning (alpha) testing stage and will not be available until 2012, well behind their established competition.</i>
Apple Tablet	Yes	Apple's first generation tablet (iPad) took off faster than any one or market could have predicted. Based on their successful iPhone operating system, tablet computing found its way into business and home use. iPad2 has just been released and weeks later, there are still people waiting every morning at the Apple store to get one.
Google Android (DROID) Tablet	Yes	Google's first generation tablet didn't fair so well because the DROID operating system wasn't scalable for 3D graphics or large screen size. Their re-invigorated release of DROID which is now on the Verizon XOOM has put Google back in the game.
HP webOS OPAL	Yes and No	HP currently has a Windows7 tablet out to market, however, it is not popular. This summer, their webOS tablet (OPAL) is set to join the fray. WebOS (operating system), which is will also available on every HP computer, drives the HP Cloud business. HP is going to very aggressive.
Research in Motion (RIM) Playbook	Yes	RIM is trying to stay competitive with their upcoming tablet release but it hasn't received much fanfare. As with Microsoft, they are finding it hard to compete against large app stores currently established as well as finding developers to create on their platform. RIM as partnered with Google to tie into their DROID app store which would greatly expand their current app catalog.

Apple and Google currently have the cell phone and tablet markets under their belt. HP has released their dedicated cloud strategy and will be competitive in these markets. Microsoft is still strong because of their Windows operating system and Office application platform. It seems that if Microsoft wants to have a piece of the cell phone and tablet markets, they need to vastly improve their products and technology.

In cooperation
with The City
of Willoughby...

July 16, 2011
10AM to 5PM

willoughby
20th
Annual

ArtsFest

**A juried fine arts & fine crafts show,
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For more information, contact Lakeland Workforce Development & Continuing Education Division at 440-525-7315.

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City of Willoughby Hills Community Center



O’Ryan Room
with Kitchen
(Capacity 160)



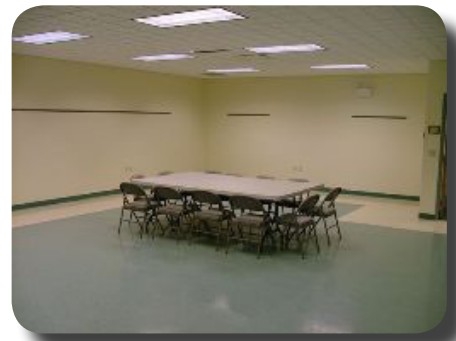
Lions Club Room
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Schaefer Room
with Kitchenette
(Capacity 60)



Historical Room
with Kitchenette
(Capacity 40)



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by calling (440) 975-3540
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**Lake County Chambers of Commerce
Annual Membership Appreciation Event
At**

Classic Park

35300 Vine Street in Eastlake

Thirsty Thursday, July 28, 2011

(1/2 price beer and soda & free appetizers)

From 5 to 7pm

**Free admission to a
Lake County Captains Game vs.
Bowling Green Hot Rods**

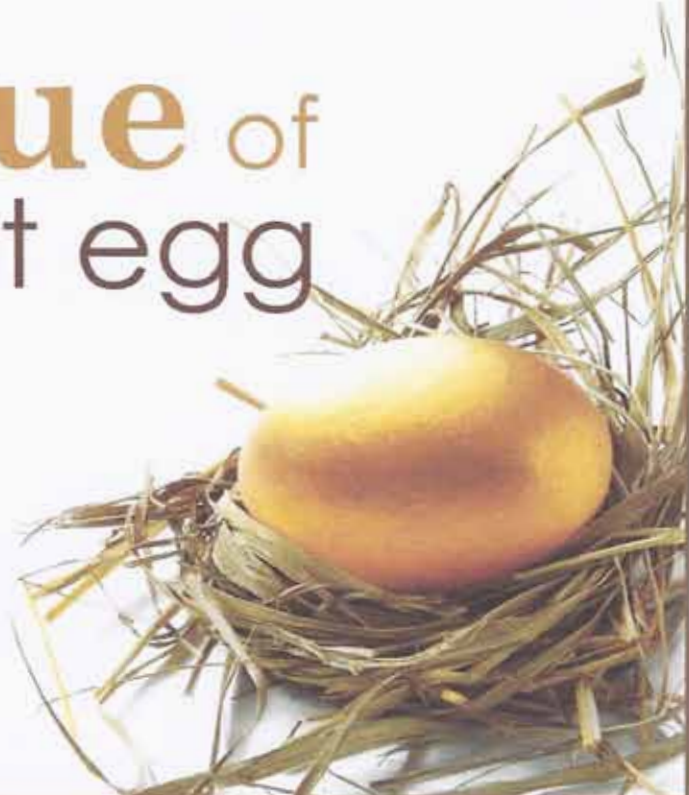
**Due to Ticketing - Reservations are mandatory
RSVP no later than 7/22/11**

Members Only Event

**An opportunity to network with fellow chamber members
from all over Lake County**

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Presents:

**Synthetic Marijuana, Baths Salts &
Latest Trends in Drug Use**

Learn about the latest trends related to substance abuse and how it may impact your employees and your business

Speaker: Nancy Rodway, MD, MPH
Lake Health—Medical Director-Occupational Services &
Urgent Care Centers

Date: Wednesday, June 8, 2011

Time: 7:30 am—9:00 am

Place: Holiday Inn Express Hotel & Suites LaMalfa

Address: 5783 Heisley Rd, Mentor, OH 44060

Fee: \$18.00 includes Breakfast

Breakfast buffet opens at 7:30 am

Presentation begins at 8:00 am

**Pre-registration required—visit <http://www.councilnews.org>
to register on-line or call 440-255-0877**

All LCSC members welcome, all community members welcome.

Wholesale/retail trade sector employers

BWC, NIOSH partner to offer safety intervention savings

BWC and the National Institute for Occupational Safety and Health (NIOSH) are partnering on a research study of employers in the wholesale/retail trade sector. Businesses in this industry can receive matching funds through BWC's SafetyGRANT\$ Program to implement engineering controls in their workplace if they agree to participate in follow-up studies with BWC and NIOSH.

Participating employers can save money when purchasing equipment that has the potential to significantly reduce or eliminate occupational injuries and illnesses. Meanwhile, BWC and NIOSH will evaluate information from follow-up studies to determine the cost effectiveness of these interventions in reducing occupational injuries.

Who can participate?

Wholesale/retail trade employers or similar companies performing delivery operations of large items (e.g., appliances, furniture, vending machines, furnaces, water heaters, keg beverages, etc.) that pay into the State Insurance Fund.

Why participate?

BWC will provide 2-to-1 matching grants (up to \$40,000)* to employers to help them purchase equipment that can reduce workplace injuries and illnesses (e.g., stair-climbing powered hand trucks, truck-lift gates, etc.). In return, companies agree to participate in a two-year follow-up research study.

When will the study start?

The research study begins in winter 2011. Half of the volunteer companies will receive their funded interventions then; the other half will receive them in spring 2012.

Did you know?

In 2010, 914,160 Ohioans worked for 34,407 wholesale/retail trade sector employers.

- Retailers that sell to the public from stores accounted for 72 percent of these employers.
- Wholesalers that sell to other businesses from warehouses or offices made up the other 28 percent.
- A significant number of these companies also deliver goods and/or install merchandise.
- Musculoskeletal disorders (MSDs) account for 40 percent of lost-time Occupational Safety and Health Administration recordables in this industry.
- Sprains/strains – mostly due to manual materials handling involving high force, awkward postures and repetition – account for 77 percent of these MSDs.

Need more information?

You can find more information and the SafetyGRANT\$ application online at: <http://www.ohiobwc.com/employer/programs/safety/EmpGrants.asp>.

Employers can also e-mail questions to the contacts below.

Mike Lampl, BWC
Michael.L.1@bwc.state.oh.us

Steve Wurzelbacher, NIOSH
swurzelbacher@cdc.gov

*Grants conditional upon funds availability.

