



Cuyahoga Falls Chamber of Commerce

Falls Focus Newsletter



Business In Action!

JANUARY 2009

Chamber of Commerce

Mission Statement

The Cuyahoga Falls Chamber of Commerce actively promotes a partnership of business and community succeeding together.



Upcoming Events — Please RSVP to rsvp@cfchamber.com

Goldmine Networking LEADS GROUPS

2009 JANUARY Monthly Luncheon Meeting

2009 Falls After Five Networking Reception

Breakfast Goldmine Group

7:30 am Meets every Wednesday at Panera/Howe Ave.

Lunch Goldmine Group

11:30 am Meets the 1st & 3rd Thursday at Roccas Pizza/Portage Trail

SPONSORED BY

NIKKEN Discover it. Live it.

Bob and Sue Gruber/Ron and Donna Shea

SPONSORED BY



DONATOS
PIZZA SUBS SALADS

Wednesday, January 28
Silver Lake Country Club

\$18.00 Members
\$28.00 Non-Members

Thursday, January 15
Donatos Pizza - Cuyahoga Falls
1710 State Road, CF
Across from CVS Pharmacy
5 pm - 7 pm FREE!

SPEAKER:
Kordell Norton, Synergy Systems

TOPIC:
Chamber Networking 101 & *Chamber Benefits

**Special presentation by our Chamber preferred partners.*

2009 Super Heroes Speed Networking

Refreshments & Networking

Reservations Required

Thursday, February 26
Sheraton Suites Hotel - CF
1989 Front Street, Cuyahoga Falls
2:30 pm Registration 3 pm - 5 pm
\$15 Members \$30 Non-Members

CO-HOSTED with the North Akron Chamber of Commerce

This is a speed networking session in which you will have the opportunity to meet everyone in the room by rotating tables every time a bell rings. You will give your "business commercial" and have the opportunity to share information about YOUR business! Bring your business cards and flyers and wear your business nametag and be ready to NETWORK!



These are leads generating networking groups that help build relationships with Chamber Members and encourage business to be done with each other. These groups allow 1 category to be represented in each group.

If your category is filled we will create another group if we have enough interest. Please call the Chamber office at 330-929-6756 for more information or info@cfchamber.com

SCHEDULE:

11:00 am Power Networking
11:30 am Registration
11:50 am - 1:00 pm Luncheon

Member Exchange Table & Round Robin Networking - Bring Business Cards and Flyers

Reservations Required

SAVE THE DATES - 2009

Friday, February 13, 2009
Night at the Races Scholarship Fundraiser - SYB Hall/Stow

Thursday, February 12, 2009
The Truth Network - Broadman Baptist Church

Saturday, March 28, 2009
Community EXPO - Cuyahoga Falls Natatorium

Wednesday, June 10, 2009
Golf Outing & BBQ - Brookledge Golf Club *NEW MENU! NEW DATE!*

Saturday, October 10, 2009 - JUST ADDED!
Health EXPO - Akron General Wellness Center - STOW



CHAMBER SUPER TICKETS ON SALE NOW!

Help support the Chamber of Commerce

Win a stay in a Condo for 1 Week in the Bahamas and a \$500 Visa Gift Card.

RAFFLE TICKETS \$50 each

Only 100 Tickets are being sold. Drawing will be held at the July 22 Chamber Luncheon Meeting.

Contact a Chamber Board Member for a ticket OR the Chamber office at 330-929-6756.



Chamber President's Corner

By Jake Ricker, National City Bank

Dear Chamber Members -

I want to thank you all for electing me President of CFCC for the 2009 year.

As business leaders and owners, we have a challenging year ahead of us. However, with all our efforts bound together we can make a difference.

I look forward to working hard all year to make our Chamber even better than it is today. I am counting on all of you to help me make this vision come true.



2009 Rockin' on the River Special Offer!

2009 Sponsorship Opportunities are available for Chamber Members. If you sponsor a Rockin' on the River concert date in 2009, the Chamber of Commerce Scholarship Program will receive a donation from Rockin' on the River.

Please call Bob Earley at 330-730-7591 for more information. www.rockinontheriver.com

Thank you!



City Vision - City of Cuyahoga Falls

Chamber Code of Ethics

Winterfest Falls River Square

Jan. 16 - 18, 2009



www.cityofcf.com

| | |
|--|---|
| <p>January 16, 17, 18 2009</p> <p>Ice Carving Competition 5:00 pm Friday 1:00 pm Saturday & Sunday</p> <p>Watch as master carvers & University of Akron students carve beautiful masterpieces from simple blocks of ice!</p> <p>BJS</p> | <p>Saturday, January 17, 2009</p> <p>Flicks on the Falls - Winter Edition (Free movies in the Pavilion)</p> <p>5:30 pm WALL-E 8:00 pm Hancock (PG-13)</p> <p>RIGHT HAND MANAGEMENT & PRODUCTIONS, INC.</p> |
|--|---|

Our Chamber of Commerce Members agree as a condition of Membership in the Cuyahoga Falls Chamber of Commerce, they will conduct their business in a manner that ethical, fair, and honest in all their dealings with customers, vendors associates, employees and fellow Chamber Member businesses.



Chamber History



The Cuyahoga Falls Chamber of Commerce began in the fall of 1926 by a group of businessmen and property owners. At the Annual Meeting of the Falls Civic Association, a committee of 15 was appointed for the purpose of organizing a Chamber of Commerce. The first Meeting was held at the City Hall on November 24, 1926, followed by a membership campaign in January 1927.

ICE RINK FALLS RIVER SQUARE



Don L. Robert, Mayor

New Chamber Members

SHIPPING SERVICES

Cuyahoga Falls Shipping Center
486 Graham Road
Cuyahoga Falls, Ohio 44221
330-926-1553
John Potok, Owner



EMPLOYMENT SERVICES

Champion Staffing
8936 Darrow Road
Twinsburg, Ohio 44087
330-405-5627
Kristen Burkley, Director of Staffing
Erin Allen, Staffing Coordinator

RETIREMENT/LIFE CARE COMMUNITY

Laurel Lake Retirement Community
200 Laurel Lake Drive
Hudson, Ohio 44236
330-650-2100
Pat Davis, Marketing Representative
Donna Anderson, PR Coordinator

MARKETING SERVICES

Thies Publishing
831 Hayes Ave.
Cuyahoga Falls, Ohio 44221
440-570-8758
Brian Thies, Owner/Designer
Tim Thies Biz Development Manager



Member Renewals

Chamber Member - Membership Renewals

*Thank you for your support!
We appreciate this!*

*My Office Products
Bridgestone Invitational
Redeemer Christian School
Jay-Em Aerospace
The Ink Well
Maistros & Loepf. LTD
Joseph D'Avello, DDS, Inc.
Panera Bread
Paul Davis Restoration
Mike Moran, State Representative
Barbara Rogachefsky Co., LPA
Commonwealth Properties, Inc.
Donatos Pizza*



Member News - Tell Us Everything!

Welcome aboard to Mandi Moerland, Assistant Director at the Cuyahoga Valley Art Center, located at 2131 Front Street, Cuyahoga Falls at Falls River Square.

Congratulations to **Acu-Serve Corp.** for celebrating 15 years in business! They are located at 2020 Front Street, Suite 205, Cuyahoga Falls.

Congratulations to **Lighthouse Promotions** for celebrating 5 years in business! They are located at 149 Portage Trail, Cuyahoga Falls.

AtNetPlus is hosting a "Talk it Over Tuesday" FREE lunch session on January 13, 2009 from 11:30 am - 12:30 pm. The topic is "Internet Ad Basics". Please contact AtNetPlus at 330-945-5685 to register and for more information.



Please email or fax anything in your business worth noting.

The Chamber Publications

Committee reserves the right to edit and publish all newsletter submissions.

Chamber Planning Committees



COMMITTEE MEMBERS WANTED!

We need Chamber Members to help with our planning for upcoming Chamber events. Some of the planning committees are a commitment of as little as 1 meeting per month. It's that E-A-S-Y!

If you are interested please fill out the form below and return to the Chamber of Commerce and the Committee Chair will contact you with the details.

THANK YOU!

- ___ **Chamber Membership Committee**
CHAIR - Tom Breckenridge, The Sirak Financial Co.
- ___ **Scholarship Committee**
CO-CHAIR - Dawn Kotch, Riverfront Massage and Healing Arts
CO-CHAIR - Mary Stephan, Valley Savings Bank
- ___ **Business Person & Citizen of the Year**
CO-CHAIR - Jake Ricker, National City Bank
CO-CHAIR - Linda Wilson, Kent LeMar Productions
- ___ **Community Expo**
CO-CHAIR - Dr. Kelly Gallagher, Advanced Chiropractic
CO-CHAIR - Mary Stephan, Valley Savings Bank
- ___ **Golf Outing Committee**
CO-CHAIR - Tom Breckenridge, The Sirak Financial Co
CO-CHAIR - David Fox, Traditions at Bath Road

Name _____ Company _____
Email _____

Please return to FAX 330-929-4278 OR email
info@cfchamber.com

Business Books

BUSINESS BOOKS YOU CAN USE

Submitted by Cuyahoga Falls Library



Tuned In: Uncover the Extraordinary Opportunities that Lead to Business Breakthroughs by Craig Stull, Phil Myers and David Merrman Scott. John Wiley & Sons, Inc. 2008, 203 pages.

What do your consumers want? This is not a guessing game. Success in marketing makes for success in your business. This book teaches a process for discovering products and services that will make people want to purchase what you offer because it fills a need in their life. Customers don't know what they don't have or need. It is through the processes described by the authors that a company becomes successful by identifying a problem and then the correct approach for the person, industry or groups that benefit from the product created. This is not the "creating a need" campaign. It is building what the market will buy. All of this success in six simple steps, what else do you need?

The Ten Commandments for Business Failure by Donald R. Keough. Penguin Group, 2008. 190 pages.

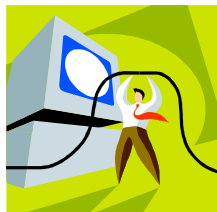
No one wants to be a loser. But, Don Keough tells how to be a highly successful loser by following his formula. Simply, failure is much easier than success. Just keep making the same mistakes over and over. Listing easily repeated mistakes as his "ten commandments". They are: 1. Quit Taking Risks, 2. Be Inflexible, 3. Isolate Yourself, 4. Assume Infallibility, 5. Play the Game to the Foul Line, 6. Don't Take Time to Think, 7. Put All Your Faith in Experts and Outside Consultants, 8. Love Your Bureaucracy, 9. Send Mixed Messages, 10. Be Afraid of the Future. Sounds reasonable or is that "realistic?" Keough adds "Commandment Eleven": Lose Your Passion for Work—for Life. His rendering of nearly 60 years of business experience provides a major point: be optimistic in all things and learn from your mistakes. His self-deprecating style adds humor and credibility.

These books along with many other magazines and on-line resources may be found at the Cuyahoga Falls Library, 2015 Third Street.
www.CuyahogaFallsLibrary.org . Call 330-928-2117 for hours and information.

WE LOVE OUR VOLUNTEERS!

Perk of Membership!

**Use of the Chamber "Cuyahoga Room" Office*



Did you know the Chamber of Commerce has a small office that is available for MEMBERS ONLY if you would like to stop by during the day and use the local phone/fax, internet or copy machine at no charge.

The "Cuyahoga Room" Office can also be used if you are serving on a Chamber Planning Committee and would like to make phone calls for your committee work.

This can also be used if you need to schedule a meeting with a customer or client outside of your office.

The "Cuyahoga Room" Office is available for use during business hours only and we ask that you call ahead to reserve 330-929-6756. **Some restrictions apply.*

USEFUL / BUSINESS RESOURCE WEB-SITES



www.pro-net.sba.gov and www.ccr.gov

The U.S. Small Business Administration, the Department of Defense, the Office of Management and Budget and the General Services Administration have taken steps to simplify the federal contracting process by creating an integrated database of small businesses that want to do business with the government.

www.corporateinformation.com

Need info on a private company? This is a great starting point. It offers information on more than 150,000 private companies worldwide.

www.ohio.gov

Click on Ohio Business Gateway for information to start a business. Forms and checklists.

www.morebusiness.com

A free newsletter, articles that are truly helpful, templates & tools and more! For the struggling Small Business owner to the one who sees a rough patch ahead, this site can help make your path a little smoother.

www.allbusiness.com

This site offers comprehensive overview of business information. Has links, covering buying, selling a business, sales strategies, customer service, email marketing, to name a few of the services. Samples of contracts, checklists, forms and letters

www.ohiobusinessvotes.com

Great information for voting! Legislative directory, election issues, district maps.

Welcome NEW Board President - Jake Ricker, National City Bank



Outgoing Chamber Board President Louise Sturmi, MTO Clean officially passes the President's Gavel to 2009 Board President, Jake Ricker, National City Bank.

The Passing of the Board President's Gavel and Roberts Rules of Order Book.

Jake Ricker is the AVP, Branch Manager, at National City Bank on Portage Trail.

Jake has been in the Banking business for 11 years with the last 4 years at National City Bank (Portage Trail.) as Branch Manager. Has been in the financial services field for over 20 years.

Jake has served as co-chair on the Chamber membership committee and co-chaired the Chamber Night at the Races. Currently on the Chamber's Executive Board and By-Law Review Chair, Jake is also the Chamber Parliamentarian. Jake is also co-chairing the 2009 Business Person and 2009 Citizen of the Year Awards Committee.

Has lived in Cuyahoga Falls his entire life and is married with four children.

His Chamber involvement has helped him meet many great professionals and make new friends.

Jake can be reached at 330-922-0848 or jason.ricker@nationalcity.com

CONGRATULATIONS!

Meet the Cuyahoga Falls Chamber of Commerce 2009 Board Members

L-R FRONT ROW

Stacia Smilek, Smilek's Car Care, Dawn Kotch, Riverfront Massage and Healing Arts, Carol Morgan, North Akron Savings Bank, Mary Stephan, Valley Savings Bank, Jake Ricker, National City Bank, David Fox, Traditions at Bath Road

L-R BACK ROW

Tom Breckenridge, The Sirak Financial Co., Tim Bullock, Union National Mortgage, Tim Stephan, Stephan Financial Solutions, Pete Pruszynski, Ahola Payroll Services

Not pictured: Dr. Kelly Gallagher, Advanced Chiropractic & Wellness Center, Kip Tobin, Express Employment Professionals, Dr. Jeff Graham, Woodridge Local Schools, Dr. Ed Holland, Cuyahoga Falls City Schools, Susan Truby, City of Cuyahoga Falls



Chamber Event Photos - Be Seen!

December 2008 Holiday Luncheon and Silent Auction
at Hudson Holiday Inn

3



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5



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6



7



8



1 Cassandra Crawford, Valpak Cleveland and Kyle Ostergren, The Brewer Garrett Co.

2 Michael Murphy and Billy Harding, Donatos Pizza

3 Sheila Hedrick, North Akron Savings Bank

4 Ed Husbands, Altercare of Cuyahoga Falls and Rich Horning, Provider Services

5 Chamber Members

6 Noel Kirby, Clear Channel and Kiran Khaitan, Kiran's Kustom Jewelry


7 Julie Anderson, Safenet Security

8 Jake Ricker, National City Bank and Mary Stephan, Valley Savings Bank

To view more photos from the Holiday Luncheon please go to
<http://gallery.me.com/eashure#100077>

These photos courtesy of Edward A. Shure, Shure Studios

Chamber Member Presidents Club - Thank you!


FIDUCIAL
GENERAL BUSINESS SERVICES

Michael C. Davis, C.P.A.
President

4831 Darrow Rd., Ste. 101 Tel: 330-376-1099
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www.michaelcdaviscpa.com davisoh6@ohiocpa.net
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fax 330.940.2980

Kip Tobin
Owner-Akron office
Kip.Tobin@expresspros.com

750 Graham Road
Cuyahoga Falls, OH 44221

www.expresspros.com



Pete Pruszynski
Sales Consultant

Phone: 440-740-5008 Fax: 440-740-0250
Cell: 330-607-4102

6820 W. Snowville Rd.
Brecksville, OH 44141 800-727-2849
ppruszynski@ahola.com www.ahola.com





3926 Clock Pointe Trail
Suite 102
Stow, Ohio 44224

Margida & Associates, Inc.
Certified Public Accountants

Phone: 330-926-0023
Fax: 330-926-0178

jmargida@margida-assoc.com

John T. Margida, CPA



LOUISE A. STURMI
OWNER-PRESIDENT

JOHN M. STURMI
OWNER-VICE PRESIDENT



Phone: 330-971-7777 FAX: 330-926-9760
Portage Office 330-298-1340

2034 Schiller Ave. Cuyahoga Falls, OH 44223
lsturmi@mtoclean.com

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Riverfront Family YMCA
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f: (330) 923-1413

www.akronymca.org

We build strong kids, strong families, strong communities.



Aaron M. Barnhart

Assistant Vice President,
Branch Manager

505 Graham Road
Cuyahoga Falls, Ohio 44221

abarnhart@valleysavingsbank.com
www.valleysavingsbank.com

330.928.8550
330.928.1888 fax



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Larry T. Parker
President



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FAX 330-923-9570

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fax: 330-920-1125

www.pakcomputers.com



140 Portage Trail
Cuyahoga Falls, Ohio 44221

mstephan@valleysavingsbank.com
www.valleysavingsbank.com



Mary J. Stephan
Staff Accountant

330.923.0454
330.923.4611 fax

2009 DATE STICKERS ARE HERE!

All paid Chamber Members will receive a 2009 date sticker (mailed) to put on their Membership Plaque when they pay their membership renewal. (*Membership renewal invoices are mailed on the anniversary date of your original join date.*)

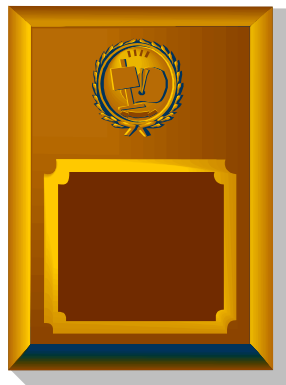
If you are missing any previous years date stickers, please contact the Chamber Office as we still have some in stock. info@cfchamber.com

Also all Members should have a Chamber Member "Window Decal" **and** a Membership Plaque.

(All Chamber Members receive a Membership Plaque when they join the Chamber and attend their first luncheon as a new Member.)

If you don't have either of these items, please contact the Chamber Office and we will be happy to take care of this for you!

info@cfchamber.com



A Progressive
Community Teaching Hospital



Cuyahoga
Falls
General
Hospital

Cuyahoga Falls General Hospital specializes in excellent primary care. We are a community teaching hospital, providing outstanding specialty services such as:

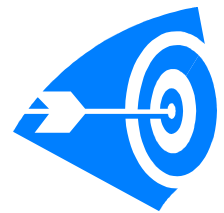
- ◆ Pain Management Program
- ◆ Falls Sleep Disorder Facility
- ◆ Imaging Services
- ◆ New Horizons Adult Day Services
- ◆ New Choice Pharmacy
- ◆ Outpatient Testing and Rehabilitation
- ◆ Laboratory Services - 7 Days a Week
- ◆ Emergency Department
- ◆ Surgery (orthopaedic, general, cosmetic)
- ◆ Vascular Services
- ◆ Free Valet Parking

For information about any of our services, please phone (330) 971-7000.



YOUR AD COULD BE HERE!

For as little as \$30 per month. Call the Chamber today for more information. 330-929-6756



COMING SOON!

2009 Business Person & 2009 Citizen of the Year Awards



Every year the Chamber honors 2 individuals for their achievements in business and in the community.

Nomination Forms will be out soon. Please start thinking of candidates you can nominate for these prestigious awards that will be presented on Wednesday, May 20 at Silver Lake Country Club at the Chamber Month Luncheon.

This year's co-chairs are Jake Ricker, National City Bank and Linda Wilson, Kent LeMar Productions.

Chamber of Commerce SPECIAL ANNOUNCEMENTS

2009 Calendars are here!

Please stop by the Chamber office for a

FREE copy of the

*City of Cuyahoga Falls
Community Calendar*

&

*Cuyahoga Falls Town Planner
Coupon Calendar*



Chamber Brochure Rack - BE SEEN!

The Chamber Office is the busiest office in town at times and we would like to display YOUR business cards/flyers in our **Members Only** Brochure Rack.

Please drop off your items to the Chamber of Commerce M-TH 9 am - 5 pm and FR 9 am - 3 pm.



Chamber Member

MONEY SAVINGS Benefits

HEALTH INSURANCE PLAN

United Healthcare

**Employers Resource Council
(ERC)**

Providing human resources, benefits, compensation, policy services and resources to small and medium sized businesses in and around Ohio.

Please contact John Friend,
The Fedeli Group for a quote at
216-643-2750

WORKER'S COMP GROUP PLAN

Compensation Consultants, Inc. (CCI) A "group plan" that offers Group Rating savings on your Worker's Compensation Rates. Call Bob Nicoll at CCI at 330-452-1050 ext. 14 for a Temporary (AC3) Review form/free analysis.

PHONE PLAN

First Communications

Savings on local calling plans, long distance service, data, dedicated internet access, dynamic integrated T1's, local T1's, PRI's

Call **Kristy Kenna** at **330-835-2459** for a **FREE** savings analysis.

OFFICE SUPPLY PLAN

My Office Products

Discounts on everyday office supplies.

Call **Bill Barber** at **330-535-3163** for a list of discounted office supplies.

CREDIT CARD PROCESSING PLAN

Electronic Merchant Systems (EMS) Discounted service plan available for Members only.

Call **Adrien Coluccio** at **216-287-0081** for a **FREE** savings



**CONTACT US:
Cuyahoga Falls
Chamber of Commerce**

151 Portage Trail, Suite 1

Corner of Portage Trail and Second Street - Parking in the
FREE GREEN Parking Deck on Second Street

Cuyahoga Falls, Ohio 44221

Phone 330-929-6756 Cell Phone 330-808-0032

FAX 330-929-4278

info@cfchamber.com

rsvp@cfchamber.com

lpetrella@cfchamber.com

Chamber Staff

Laura A. Petrella, CEO

Sue Baker, Administrative Assistant



2009

Chamber Board Members

Executive Board

Jake Ricker, National City Bank

Board President

Tom Breckenridge, Sirak Financial

Board 1st Vice President

Linda Wilson, Kent LeMar Productions

Board 2nd Vice President

Tim Stephan, Stephan Financial Solutions

Board Treasurer

Stacia Smilek, Smilek's Car Care

Board Secretary

Full Board

Tim Bullock, Union National Mortgage

David Fox, Traditions at Bath Road

Dr. Kelly Gallagher, Advanced Chiropractic
& Wellness Center

Dawn Kotch, Riverfront Massage &
Healing Arts

Carol Morgan, North Akron Savings Bank

Pete Pruszynski, Ahola Payroll Service

Mary Stephan, Valley Savings Bank

Kip Tobin, Express Employment Professionals

Ex. Officio:

Dr. Jeff Graham, Woodridge Local Schools

Dr. Ed Holland, Cuyahoga Falls City Schools

Susan Truby, City of Cuyahoga Falls

Chamber Office HOURS

M-TH 9 am - 5 pm

FR 9 am - 3 pm



**RESERVATION
POLICY**

Final reservations and all cancellations must be made the Friday at 12 Noon before each Chamber Meeting or Event by calling the Chamber office at 330-929-6756, as we are required to confirm the exact number of reservations in advance of any event.

You are responsible for payment, once your reservation is made, whether on not you attend. If you are unable to attend, send someone in your place. We accept cash, checks, VISA and MasterCard.

No Shows (With RSVP) for any meeting or event will be invoiced with a \$5.00 surcharge.

Non-sufficient Funds Policy: A \$35.00 fee will be charged on all returned checks

**2009 Chamber President's Club
THANK YOU!**

Ahola Payroll Service
Altercare of Cuyahoga Falls
APARCO Security Systems
*Brimlow Benefits Agency
Express Employment
Professionals
Fiducial/General Business
Services

*Fun Services
Image Building Group
Kent LeMar Productions
Maistros & Loepp, Limited
Margida & Associates, Inc.
MTO Clean
Riverfront YMCA
Traditions at Bath Road
*Valley Savings Bank

*Denotes CHARTER Member



**ASK TODAY
HOW YOU
CAN JOIN!**