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PRESIDENT'S MESSAGE

Dear Chamber Members,

Wow has summer gone fast! Before you knew it, the Indians were in the tank and the Browns were touting several promising players. Warm afternoons in the backyard with picnics and swimming have been taken over by football games and tailgating parties.

Speaking of picnics, the Brooklyn Chamber held its' first Community Picnic at Memorial Park behind City Hall. Several families attended and participated in all the fun. Corn Hole games were played, music was there for entertainment and hotdogs were the main entrée. Thanks to all who participated and those who volunteered. Below I will list those who provided special help and also those businesses that not only participated but also sponsored the event. Overall the picnic was a big success and a wonderful way to close the summer.

The annual golf outing was another successful event that took place this summer. Even though my team didn't score very well, we had a tremendous time. The weather was perfect and the greens were tough. Again, we have to thank those who helped put together this wonderful event and those who provided prizes and sponsorships.

While the fall will certainly bring us cooler weather, come join us one of these months for a warm luncheon, hear a good speaker with an interesting topic and take the opportunity to network your business. Always remember that the Chamber of Commerce's first mission is to promote the businesses of Brooklyn and the surrounding areas. When purchasing a product or looking for a needed service look to our Chamber website for area members and please consider patronizing them.

As always, keep the City of Brooklyn and the Chamber of Commerce in mind and enjoy what is left of the summer.

Doug Hogan



Golf Outing Volunteers

Samuel Watkins
(PNC Bank), Ann Guess
(KeyBank Operations Center),
Denise Christescu (Westbrook
Village Apts/K&D)

Golf Outing Sponsors

Brooklyn Education Association, Brooklyn High School Athletic Department, Hampton Inn, KeyBank, Ridge Park Square, Walter & Haverfield LLP, Dollar Bank, Greg Frey, State Farm Insurance, Mayor Richard & Mrs. Balbier, Teamsters Local 436, Westbrook Village Apartments/K&D

Picnic Volunteers John Bundy, Heather Miller, Jacinta Bader & BMS Cheerleaders, Michelle Hirsch & BHS National Honor Society (Brooklyn City Schools), Bob & Fran Migliorino (City of Brooklyn), David Hill, Mike Chase, Jane Johns, & Jackie Pawlowski (Dollar Bank), Ann & Brian Guess (KeyBank), Sam Watkins (PNC), Denise Christescu, Christine Ferraro, William Ruiz, & Carol Varga (Westbrook Village Apts/K&D)

Picnic Sponsors

Dollar Bank, Hampton Inn, Brooklyn Education Association, Gene Ptacek & Son Fire Equipment, KeyBank, Mayor Richard & Mrs. Balbier, Memphis Kiddie Park, Kaplan Career Institute, Ridge Park Square, EmbroidMe, Greg Frey, State Farm Insurance, Westbrook Village Apts./K&D

**Thursday,
October 11th**
**Join us at
Carrabba's
in Brooklyn
for our Luncheon.**



Picnic in the Park a Success!



We would like to thank everyone who supported Picnic in the Park on Saturday, August 18th. The event was a huge success and turned out to be a fun day! We had great entertainment from Robert Rogue, a balloon artist, and the Brooklyn based band, Funkology. The corn hole tournament proved to be an exciting part of the day. The raffle baskets and 50/50 raffle were a huge success, as well. Brooklyn's Relay for Life provided a craft for the children as they played in the "Kids Korner". We would like to thank Memphis Kiddie Park, City of Brooklyn, Brooklyn City Schools, Brooklyn Middle School Cheerleaders, and Brooklyn National Honor Society for all their help the day of the event. We would also like to thank EmbroidMe for donating T-shirts for all of our volunteers. Without our sponsors, donators, and volunteers, the event would never of been such a huge success! We hope you will join us next year! [Check out more pictures from this year's event...](#)

Thank you to our sponsors...

GOLD

Dollar Bank
Hampton Inn



BRONZE

EmbroidMe

Greg Frey, State Farm Insurance
Westbrook Village Apts./K&D

Westbrook Village
Apts./K&D



SILVER

Brooklyn Education Association
Gene Ptacek & Son
KeyBank
Mayor Richard & Mrs. Balbier
Memphis Kiddie Park
Kaplan Career Institute
Ridge Park Square



Memphis
KIDDIE PARK
Charity/Non-Profit: Manufacture Co-OP
10542 Memphis Avenue, Clarksdale, MS 38744



VOLUNTEERS

John Bundy
Heather Miller, Jacinta Bader & BMS Cheerleaders
Michelle Hirsch & BHS National Honor Society (Brooklyn City Schools)
Bob & Fran Migliorino (City of Brooklyn)
David Hill, Mike Chase, Jane Johns, & Jackie Pawlowski (Dollar Bank)
Ann & Brian Guess (KeyBank)
Sam Watkins (PNC)
Denise Christescu, Christine Ferraro, William Ruiz, & Carol Varga (Westbrook Village Apts/K&D)

DONATORS

Applebee's
Brooklyn City Schools Administrators
Cathy & Doug Hogan
Dollar Bank
Dress Barn
EmbroidMe
Five Below
Friends of Rick Cyngier/Candidate for State Representative District 14
Great Clips

DONATORS

Hallmark
John Bundy
Menchie's
Memphis Kiddie Park
Penn Station
Rockne's
Sam's Club
Sear's Optical
Texas Roadhouse
TJ Maxx
Westbrook Village Apts/K&D

Mastering ChamberMaster

Mastering ChamberMaster by defining your business category on our online member directory!

BUSINESS CATEGORIES

This section is dedicated to giving you tips on how to get the most of our partnership with ChamberMaster. We hope you find them useful!!

We are so glad that all of you have decided to be members of the Brooklyn Chamber of Commerce. Benefits gained by being a chamber member are available in many ways. Remember to take advantage of excellent opportunities for your business to attract new customers and share information with our community and the world.

A Business Category indicates where your company or organization will be displayed within the Business Directory of our website. When a visitor comes to our website, they can search by business categories, or view an alphabetical list of members. You want to make sure that your business is listed under the correct business category...there are many to choose from (for example, automotive, banks, restaurants, etc.).

Log into your chamber member portal to check what business category your business is currently listed under!



- Access www.chamberlogin.com
- Enter your login name and password.
- Click **Bus. Categories** in the left-hand menu.
- Take a look at what category is assigned to your business. If you would like a category added or deleted, notify Valerie Thompson so she can make the change.

Try it out and contact us with additional questions or for more information. If you need your login information, please contact Valerie Thompson.

Visit the Chamber Online!

The Chamber is now on Facebook and LinkedIn. Our user name for both sites is "**Brooklyn Chamber**". Be sure to visit us the next time you are logged into either of these social networking sites. We would be happy to connect with you via the Internet :)

Our new website lends itself to offer advertising opportunities to our members. For \$100 you can have a banner space ad on our site that will stay up until the New Year! In August alone, we had almost 500 visits to our homepage and over 1,000 pageviews. We are definitely seeing traffic on our new website! We would like to thank Hampton Inn for being the 1st to advertise on our website. If you are interested, please contact Valerie Thompson for more information.





5th Annual Golf Outing A Success

The 5th annual golf outing, took place on Thursday, July 12th. The Brooklyn Chamber of Commerce teamed up with the Brook Park and Middleburg Heights Chambers of Commerce to make the outing a fun and successful event! The golf outing took place at Coppertop at Cherokee Hills Golf Course. Golfers arrived at 8:30am for registration and breakfast, with a shot gun start of 9am. When golfers returned, there was a dinner, followed by the awards ceremony, door prize and gift basket giveaways.

We had a total of 5 foursomes from our Chamber, including, Brooklyn City Schools, Dollar Bank, Greg Frey State Farm Insurance, First Energy, and KeyBank. Congratulations goes to Jon Holko, part of the Brooklyn City Schools team, for winning closest to the pin and longest putt contests.

The Brooklyn Chamber of Commerce would like to thank the following people and businesses listed below that donated time and resources to make the golf outing such a huge success. We would also like to thank Sharon Zimmer with the Brook Park Chamber of Commerce and Doris Wroble with the Middleburg Heights Chamber of Commerce for all their help and support. It was another successful outing!

We would like to thank our sponsors...

Birdie Sponsors

Brooklyn Education Association
Brooklyn High School Athletic Department
Hampton Inn
KeyBank
Ridge Park Square
Walter & Haverfield LLP

Par Sponsors

Dollar Bank
Greg Frey, State Farm Insurance
Mayor Richard & Mrs. Balbier
Teamsters Local 436
The Knall Family
Westbrook Village Apartments/K&D

Volunteers

Samuel Watkins, Golf Outing Committee Chairperson,
PNC Bank
Ann Guess, KeyBank Operations Center
Denise Christescu, Westbrook Village Apts/K&D

Goodie Bag & Raffle Donations

AMC Theaters
Applebee's
Brooklyn Adults Activities Center
Cathy Hogan, Procter & Gamble
Dollar Bank
Dots
Dunkin Donuts
Ferrous Metal Processing Co.
GNC
John Bundy
KeyBank
Marcs
Mr. Hero
PNC Bank
Ridge Park Square
Texas Roadhouse
Westbrook Village
Apts/K&D



News From The City

Mayor's Breakfast Forum

Mayor Balbier's First Breakfast Forum - On June 28, 2012, Mayor Balbier hosted the business community of Brooklyn to a morning forum at Ridge Manor Party Center. The Mayor, his administration, City Council members, and the President of the Brooklyn Chamber of Commerce were on hand to meet and greet the businesses. The business community had an opportunity to ask questions of key decision makers, voice their concerns, and learn about pending projects and the vision for the City of Brooklyn' future. Because of the success of this forum, the City has determined that this will be an annual event.



City of Brooklyn Website

Take a look at our New Website! www.brooklynohio.gov
 The City just launched its new user friendly website with the assistance of the Cuyahoga County IT Department. The City of Brooklyn revamped its website to deliver more accurate information. Look for the latest regarding City Council and Committee meetings, upcoming events, important information and announcements. Businesses: check out the Economic Development Section.



Welcome to Our Newest Members!

Hooley House Sports Pub & Grille

Ward Lawson
 10310 Cascade Crossing
 Brooklyn, OH 44144
 Email: hooleyhouse@gmail.com
 Website: www.1FunPub.com
 Phone: (216) 956-5524



Youth for Christ/Campus Life

Nick Maroulis - Brooklyn Youth Club Director
 Email: Brooklynclub@aol.com
 Website: www.yfccleveland.org
 Phone: (216) 252-9881

Lakenetwork.net

Kathy Smith
 35475 Vine Street #222
 Eastlake, OH 44109
 Website: www.lakenetwork.net
 Email: ksmith@lakenetwork.net
 (440) 975-9580

Contact Us:

Phone: (216) 288-5484

Email:

asstdir@brooklynohiochamber.org

We are on the web!
www.brooklynohio
chamber.org

Officers

PRESIDENT
Doug Hogan

VICE PRESIDENT
David Hill

TREASURER
Samuel Watkins

SECRETARY
Valerie Thompson

BOARD OF DIRECTORS

John Bundy
Brooklyn Resident

Denise Christescu
Westbrook Village Apts/K&D Group

Daniel Cliff
U.S. Shuai Chiao Kung Fu Academy

Chris Ellis
Hampton Inn

Greg Frey
State Farm Insurance

Ann Guess
Key Bank Operations Center

David Hill
Dollar Bank

Doug Hogan
FirstEnergy

Fran Migliorino
City of Brooklyn

Mayor Richard Balbier
Ex-Officio

David Nodge
Brooklyn Adults Activities Center

Glenn Skorko
Quantum Digital Solutions

Pam Vizer
Polaris Career Center

Cynthia Walker
Brooklyn City Schools

Samuel Watkins
PNC Bank

UPCOMING EVENTS



Thursday, October 11th Luncheon – Join us at Carrabba's in Brooklyn as we listen to a presentation from Don Knife with Anthem Insurance. More details on his presentation to follow... Networking and registration begin at 11:30am. The cost for members is \$15 and non members is \$20. Hope to see you there!



Thursday, November 8th Annual Meeting 4-6pm
The Annual Meeting will be held at Ridge Manor Party Center from 4-6pm. The cost is \$20 per person, which includes beer, wine, and hors d' oeuvres. If you are a sustaining member and choose to use one of your lunches for the event, you will need to pay an additional \$6 to cover the cost. The 2012 Brooklyn Chamber of Commerce Member of the Year Award will be given out at this event.

Thursday, December 13th Luncheon - We invite to a luncheon at Polaris Career Center to enjoy a delicious lunch prepared by the Culinary Arts students. The presentation is titled "Spotlight on Student Success". Several Brooklyn students will be on hand to discuss their experiences and goals for the future. Networking and registration begin at 11:30am. The cost for members is \$15 and non members is \$20. Hope to see you there!



Recycle for a Good Cause!

Area businesses can recycle their electronics and support area high schools.

Electronics from your business can be collected in advance of the public collection that will be held on Saturday, September 29, 2012. Collection hours are 9:00 a.m. - 2:00 p.m. at Midpark High School in Middleburg Hts., Garfield Heights High School and St. Ignatius in Cleveland. To inquire about having an advance collection, please contact Kathleen at 216-443-3731.

Students will help remove electronics from vehicles as they earn volunteer hours and raise money for the Midpark National Honor Society, Garfield Heights Music Boosters and local charities. List of accepted electronics are listed below. No televisions, monitors or large appliances. Working electronics should be donated for reuse. All items collected will be shredded for recycling.

Electronic Collections at the high schools on September 29th are supported by the Cuyahoga County Solid Waste District and the NEO US Green Building Council for Green Apple Day of Service.



The Cuyahoga County Solid Waste Management District invites you to a waste and recycling seminar for businesses.

Successful Recycling in your Business -and- Contracting For Waste & Recycling Services

Join the solid waste district's Business Recycling Specialist as she walks you through the steps to launch a successful recycling program in your place of business.

You're welcome to attend either one or both sessions on the following date:

When: **Thursday, September 20, 2012**

Where: **4750 East 131 Street, Garfield Heights, 44105**

Agenda: 9:00-10:15 a.m. **Successful Recycling in your Business**
10:30-11:45 a.m. **Contracting For Waste & Recycling Services**

Presenter: **Doreen Schreiber, Business Recycling Specialist**
Cuyahoga County Solid Waste Management District

Cost: **Free**

Registration is required. Register online at www.cuyahogaswd.org

For more information, contact Doreen Schreiber at (216) 443-3732 or dschreiber@cuyahogacounty.us

The Cuyahoga County Solid Waste District works to support environmentally-sustainable and economical solid waste management practices within the communities, institutions and businesses of Cuyahoga County. The District offers programs and services designed to increase recycling opportunities, divert waste from landfills, promote environmental awareness, and support local recycling-based businesses.

CHAMBER MADE

THE NORTHERN OHIO AREA
CHAMBERS OF COMMERCE HELPS
BRING COMPANIES TOGETHER TO
BENEFIT THE ENTIRE REGION.

Tony Gallo has a store-front perspective on the economy.

After 16 years working in sales for a small Elyria printing company, Gallo has spent the last nine as director of business development for the Lorain County Chamber of Commerce. It's provided him with a unique view on the concerns and needs of local companies.

"When you work for a printing company, you always know what's going on with local businesses," he says. A change in company letterhead might signal an expansion. A host of business card orders might mean a hiring spree. Thicker newsletters offered more good news for sharing.

"A chamber of commerce works sort of the same way," says Gallo. But chambers of commerce, which Gallo calls "the unsung heroes of America," take a more active role, helping small- and mid-sized businesses through a network that makes each member stronger.

The Lorain County Chamber has more than 700 members, which employ a total of 40,000 Ohioans. As chairman of the Northern Ohio Area Chambers of Commerce (NOACC), Gallo touches even more businesses. NOACC, headquartered in Independence, includes more than 120 chambers and almost 30,000 businesses.

Its mission since 1995 is to attract and keep members in their local chambers of commerce by offering services they want and need, all of which are optional. Pooling together, these chambers — of which

some are strictly volunteer — can offer benefits to their members that alone they could not.

"NOACC gives smaller chambers the ability to act like larger ones," Gallo says.

Gallo points out that health care insurance is one of an employer's biggest expenses. Through a group program with Anthem Blue Cross and Blue Shield, NOACC's members with two to 50 employees receive a 4 percent savings. NOACC executive director Vicky Hawke says that this program has saved some companies thousands of dollars a year.

Other programs offer savings on workers' compensation, office supplies, merchant credit card services and web design, and the list continues to grow.

In 2010, NOACC teamed with PartnerShip, a Westlake freight management company, giving members discounts of up to 27 percent on select FedEx services used for smaller packages, and at least 70 percent on larger less-than-truckload shipments.

"These are tangible savings for small businesses in the area," Hawke says. Her records indicate that hundreds of members are actively using this program and have saved an average of \$400 a year. "The savings vary by business and volume of shipping, but even the average savings amount is enough to pay for their memberships."

Mark Wagner, from Wagner Electric Signs in Elyria, saved almost five times the average last year. "I'm ecstatic that we had savings of this kind of money," he says. "We've always used FedEx."

There's strength in the collected resources of the Northern Ohio Area Chambers of Commerce, according to executive director Vicky Hawke and chairman Tony Gallo.



NORTHERN OHIO AREA CHAMBERS OF COMMERCE
4200 Rockside Road, Suite 105 • Independence, OH 44131
216-447-9900 • 1-866-GONACC (466-6222) • noacc.org

Hawke calls the recently added Extra Value Program — which allows more chamber members to offer their services through NOACC, such as telecommunications — a "win, win, win program." The vendor gets a sale, the member saves money and the chamber gains the gratitude of both, and sometimes even valuable non-dues revenue.

Gallo says the aspect of bringing members together is NOACC's most valuable contribution, and he wants to do the same with different chambers. His focus this year is to get local chambers talking to each other and networking more.

NOACC will be hosting a chamber mixer at a Cleveland

Indians game this summer.

"When you have access to all these people in chambers that have done things before, like planning an event or starting a young entrepreneurs club, you don't have to start from scratch," he says. Chamber leaders exchange ideas and share successes at NOACC events.

Attending NOACC events isn't mandatory, though, and Gallo used to need coercing from a fellow chamber director to get him to attend. He used NOACC primarily for the health care discount.

But now Gallo sees that belonging to NOACC is like managing a business. "You get out of it what you put into it," he says.