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## PRESIDENT'S MESSAGE

Dear Chamber Members,

WOW! What a summer! What an event! What a great Chamber! The Tribe is still in the playoff hunt. The Browns should be battling for the AFC North title, yes those Cleveland Browns. And the Cavs made some good off season acquisitions. We can't forget that fantasy football is back... sure to consume a good part of my life for the next four months. Our Chamber, partnered with the Brook Park and Middleburgh Heights Chambers, put on another great golf outing at the end of June. Also, we held our Second Annual Picnic in the Park. This event was held on August 17<sup>th</sup>, the weekend before the kids began their studies and headed back to school.

It's been a while since many of us have been in a classroom, but we can never stop learning. I'd like to share a motivational story with you: Legendary Alabama football coach Bear Bryant had a player on the fourth string of his team that had never gotten to play. The week of the Alabama-Auburn game, Bryant received a call from the player saying his dad had died and he needed to go home. Later in the week Bryant received another call from the player saying he wanted to be there on Saturday. Sure enough, on Saturday he was ready to play. He walked up to Bryant and said "Coach, I want you to start me today!" Coach Bryant was hesitant, it was a rival game and this player had never played in a game. The player was persistent, and, not knowing why, Bryant sent the player in on the first play. He proceeded to run for four touchdowns in the first half. Coach looked at the player and said "...you've been on my bench for four years, why didn't you tell me you could play like this." The player looked at Coach Bryant and said "... my dad was blind, and today was the first time he ever got to watch me play football." The player discovered his emotional energy, and by harnessing it, produced amazing results. Have you discovered your emotional energy?

Our Picnic in the Park was a success this year. It was held at Memorial Park, behind Brooklyn City Hall. There was a great turn out, as many families attended the fun event and shared a great time with their neighbors. We had a cornhole tournament, music from Funkology, a kid's corner from Youth for Christ, and so much more. This event could not be a success without the help and support from all of our volunteers, pedal car and raffle basket donators, and event sponsors. THANK YOU TO ALL for the support, time and effort you put in to making this a success for the Chamber and the City of Brooklyn. This was a great way to wind down the summer months. We look forward to seeing you at next year's Picnic in the Park!

With the fall season upon us, the Chamber will resume monthly luncheons in September. Key Bank will be hosting September's luncheon and Anthem Insurance will be at October's luncheon. Come and join us at an upcoming luncheon to hear a great speaker and learn something new.

Again, I want to thank everyone for their support and participation with the Brooklyn Chamber of Commerce. The first person who calls and tells me they read this newsletter will receive a gift card from me. Enjoy the last few weeks of summer, and get ready for a beautiful fall season.

David Hill-Dollar Bank  
Chamber President



## September Luncheon

**Thursday,  
September 12<sup>th</sup>**

Join us at KeyBank Operations Center for our monthly luncheon. Networking and registration will begin at 11:45am. See page 5 for more details.



# Picnic in the Park a Success!



We would like to thank everyone who supported Picnic in the Park on Saturday, August 17th. The event was a huge success with beautiful weather and a larger attendance than last year! We had great entertainment by Brooklyn based band, Funkology, who played from 3-5 and 6-8pm. The children's area included a Home Depot building station, along with a bounce house and games sponsored by Nick Maroulis and Campus Life. We also had a balloon artist who shared her talents with the children in attendance. Thanks to the generosity of Campus Life and Home Depot, all children's activities were free. The corn hole tournament proved to be an exciting part of the day, as well. The raffle baskets and 50/50 raffle were a huge success, and at the end of the night, we pulled all 10 pedal car winners! Friends of the Brooklyn Library, Ohio State Waterproofing, and Bath Fitter were all great additions this year as exhibitors. We would like to thank Mike Kissel with Memphis Kiddie Park, Brooklyn City Schools, and City of Brooklyn, 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 have been such a huge success! We hope you will join us next year!

Be sure to click on the link below to view pictures from this year's event:

<http://brooklynohiochamber.org/photo-gallery/picnic-in-the-park-august-17-2013/>

## Gold Sponsors



## Silver Sponsors

Brooklyn Education Association

Gene Ptacek & Son Fire Equipment

Jinisha Patel, State Farm Insurance

Kaplan Career Institute

KeyBank

Mayor Richard & Mrs. Balbier

Ridge Park Square

Ridge Manor Party Center

## Bronze Sponsors

EmbroidMe

Greg Frey, State Farm Insurance

JB Stamping

Kathleen Pucci, Brooklyn Council President



## Volunteers

Cynthia Walker (Brooklyn City Schools)  
Bob & Fran Migliorino (City of Brooklyn)  
David Hill, Jackie Pawlowski, Rich Lowe, & Denise Hembree (Dollar Bank)  
Chris Ellis (Hampton Inn)  
Ann Guess (KeyBank)  
Kathy & Steve Smith (Lakenetwork.net)  
Mike Kissel (Memphis Kiddie Park)  
Adrienne, Antonio, Brandon, & Beth (Sprint PCS)  
Greg Frey (State Farm Insurance)  
Teresa Elkins (US Bank)  
Daniel & Jessica Cliff (U.S. Shuai Chiao Kung Fu Academy West)  
Denise Christescu, Christine Ferraro, Carol Varga, & Duane Steets (Westbrook Village Apts/K&D)

## Donators

Applebee's  
Auto Zone  
Brooklyn Chamber of Commerce Board of Directors  
Brooklyn City Schools Administrators  
Dollar Bank  
Ferrous Metal Processing  
GameStop  
Great Clips  
Greg Frey, State Farm Insurance  
Hampton Inn  
Menchie's  
Mr. Hero  
PNC Bank  
Ridge Park Square  
Rockne's  
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](http://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.



## Members Step Up To The Plate!



We would like to thank all of the Brooklyn Chamber of Commerce members who sponsored a youth summer program in 2013. The children of Brooklyn truly appreciate your generosity! The Chamber donated \$30 for each sponsorship fee for all members and we hope to continue to do so next year. Thank you again to all sponsors!



©Geo Images IllustrationsOf.com/26952

**Dollar Bank**  
**Greg Frey, State Farm Insurance**  
**Kaplan Career Institute**  
**KeyBank**  
**Memphis Kiddie Park**  
**Ridge Park Square (sponsored 7 teams!!!)**  
**Sam's Club**  
**Triad Engineering**  
**Westbrook Village Apts./K&D**



# Pedal Car Fundraiser A Success!

For those of you that do not know, the Chamber held a Pedal Car fundraiser in 2009, 2010, & 2011. Last year, we were saddened to find out that the pedal car kits were on back order and we were forced to cancel the fundraiser. However, we were able to bring back this popular fundraiser this year! We had 10 pedal cars that were raffled off at Picnic in the Park. Tickets were sold over the last few months at Dollar Bank in Brooklyn, Memphis Kiddie Park, and at Picnic in the Park.

Special thanks to Mike Kissel with Memphis Kiddie Park and Don Workman with Ameri-flag for all of their help with the planning and coordination of this year's fundraiser. We would also like to send a special thank you to Frank Oriti with Mars Trucking. With only a few days to go until the raffle, one of the cars was not ready. Frank took the time to paint and put together a 2<sup>nd</sup> car for the Chamber. Without members like Mike, Don, and Frank, the Chamber's fundraisers would never be as successful!

Be sure to check out the link below to see pictures of this year's pedal cars:  
<http://brooklynohiochamber.org/photo-gallery/2013-pedal-car-fundraiser/>

**Thank you to the following companies who sponsored a pedal car:**

**Ameriflag**

**Brooklyn Chamber of Commerce  
Board of Directors**

**Brooklyn City Schools Administrators**

**Greg Frey, State Farm Insurance**

**Kiwanis of Brooklyn-Cleveland**

**Mars Trucking**

**Memphis Kiddie Park**

**Signs on Brookpark**

**Speed Exterminating**

**Truckin' Vantastiks**



## Meet Our Newest Board Members

### Chad Self

Manager, External Affairs, FirstEnergy Service Co.



Chad Self possesses a strong understanding of public affairs, media relations and message development. He began his career as a media relations specialist with the Cleveland Municipal School District. In 2004, Chad joined the administration of Cleveland Mayor Jane L. Campbell as deputy press secretary. Currently, Chad is Manager, External Affairs with FirstEnergy Service Co. responsible for fostering and maintaining positive working relationships with municipal leadership in several greater Cleveland communities, including the city of Brooklyn. Prior to joining FirstEnergy in 2008, he served as Media Relations Manager and chief public information officer for the Greater Cleveland Regional Transit Authority. A Cleveland St. Ignatius High School alumni, Chad earned a Bachelor of Arts in Communication from Walsh University in North Canton, Ohio. He is a member of Omega Psi Phi Fraternity, Inc. and resides in Cleveland Heights.

### Nick Maroulis

Brooklyn Club Director, Campus Life

Nick Maroulis has been a resident of the City of Brooklyn since 1974. He is a 1988 graduate of Brooklyn High School. Currently, Nick and his wife, Joanne, are the Directors of the Brooklyn chapter of Youth for Christ/Campus Life. The purpose of this organization is to provide Junior and Senior high school students the tools they need to make good choices. They aim to establish a good solid foundation that helps the students to impact their school and community in a positive and productive way. This is accomplished through providing the students with a ministry that uses creative programs. Prior to working with Campus Life, Nick spent 26 years working as an auto mechanic. Seventeen of those years were spent at Wally's Auto Service, which is located here in the city of Brooklyn. Nick is married and has three children. His family resides in Brooklyn.



## Upcoming Events



Join us at KeyBank Operations Center for our monthly luncheon on Thursday, September 12<sup>th</sup>. A speaker from KeyBank will be giving a presentation on the LEED (green) certification that the Tiedeman Road site received last year in 2012. Please note that all RSVP's must be received by Monday, September 9<sup>th</sup>. We will not be able to take walk ups the day of the luncheon. Networking and registration will begin at 11:45am...please note that this is a small time change from past luncheons. Also, please plan some extra time for parking. Hope to see you there! [To register, please click here...](#)

On Thursday, October 10<sup>th</sup>, our monthly luncheon will feature a representative from Anthem health insurance. The focus of this presentation will be on healthcare reform and how all the changes will effect businesses. The luncheon is being held at the Hooley House, located at 10310 Cascade Crossing in Brooklyn. Networking and registration will begin at 11:30am. To register, click on the link below...

<http://members.brooklynohiochamber.org/events/details/monthly-chamber-meeting-10-10-2013-209>

# New Health Care Info

## HEALTHCARE REFORM INFO — Exchange

### What is the Exchange?

The exchange is an online marketplace where individuals and small businesses can shop for insurance and compare health plans, get answers to questions, find out if they are eligible for tax credits for private insurance, and enroll in a health plan that meets their needs. Exchanges will begin to offer products in October, 2013. They must be up and running by January 1, 2014.

### How will people get insurance in 2014?

Most Americans will have to make a decision about their health insurance in 2014:

- Continue to get it through their employer if available
- Buy an individual plan through the Exchange or the traditional Individual market
- Enroll in a government sponsored plan, if eligible
- Go uninsured and pay a penalty (unless they qualify for an exemption)

### Who is eligible for a subsidy if they buy health insurance on the exchange?

Financial assistance in the form of subsidies or tax credits will be available to individuals and families if their income is between 100 and 400 percent of the federal poverty level. That's \$11,490 to \$45,960 for individuals and \$23,550 to \$94,200 for families, as of 2013.

They must also not have access to minimum essential coverage through the government, their employer – or the coverage being offered is not affordable because their share of the premium is more than 9.5 percent of their income.

### How will health care exchanges be set up?

States can choose to set up exchanges in one of three ways:

- **State-run facilitator model** – any health insurance company that meets the minimum state and federal requirements can be in this exchange. The companies all compete in an open market.
- **State-run active purchaser model** – the state solicits bids from health insurance companies and negotiates the prices as well as the benefits that will be offered on the exchange.
- **Federally-run model** – the U.S. Department of Health and Human Services will run exchanges in states that choose not to create one.

### What happens if a person doesn't buy health insurance in 2014?

If an individual doesn't buy a health plan in 2014, they will pay a penalty unless they qualify for an individual exemption. The penalty amount will start at \$95 or 1 percent of taxable income (whichever is greater), and increase over the years with annual adjustments through 2017 and beyond.

Click here for entire article:

[Exchange Facts 2013](#)

*This information is brought to you through collaboration between your chamber, NOACC and Anthem Blue Cross and Blue Shield.*



## CEI Family & Community Safety Day

The Illuminating Company is having an event that is FREE and open to all Brooklyn Chamber of Commerce members and their families. See information below:

Please plan to join us Thursday, Sept., 12, from 4 - 8 p.m. for our CEI Family & Community Safety Day at the Brooklyn Service Center Transmission Building, 3601 Ridge Road, Cleveland, Ohio. Bring your family and enjoy:

- Complimentary food & beverages
- Safety demonstrations
- Seeding giveaways from Vegetation Management
- Chevy Volt display
- Line truck display
- Bucket truck rides
- Pole climbing demonstrations
- Giveaway items and raffle prizes

Please RSVP to [cself@firstenergycorp.com](mailto:cself@firstenergycorp.com)



## WE ARE OPEN IN BROOKLYN!



Come in and visit us for lunch or dinner today! As always, we are ready to serve you!

4754 Ridge Road  
216-485-1900

DINE IN OR CARRY OUT  
[www.rocknes.com](http://www.rocknes.com)



In the more than 200,000 votes cast in 2012, Rockne's was:



- Voted **BEST** Carry Out!
- Voted **BEST** Salads! Voted **BEST** Chicken!
- Voted **BEST** Kids Menu 3 years in a row!
- Voted **BEST** Sandwiches/Subs 3 years in a row!
- Voted **BEST** Appetizers 2 years in a row!
- Voted **BEST** Soups/Chili 3 years in a row!
- Voted **BEST** Casual Dining 4 years in a row!



Please vote for us! **NOW** through Aug. 31st!  
Your vote means a lot to us! The Beacon's Best Annual Contest is underway!  
We do our best to keep you coming back to Rockne's. Visit [beaconsbest.ohio.com](http://beaconsbest.ohio.com)

**Contact Us:**

**Phone: (216) 288-5484**

**Email:**

asstdir@brooklynohiochamber.org

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

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State Farm Insurance

Ann Guess  
Key Bank Operations Center

David Hill  
Dollar Bank

Nick Maroulis  
Youth for Christ/Campus Life

Fran Migliorino  
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Mayor Richard Balbier  
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David Nodge  
Brooklyn Adults Activities Center

Chad Self  
FirstEnergy

Cynthia Walker  
Brooklyn City Schools

Samuel Watkins  
PNC Bank

# CODE RED

## City of Brooklyn to utilize CodeRED Emergency Notification system

The City of Brooklyn has contracted with Emergency Communications Network to license its **CodeRED** high-speed notification solution. The **CodeRED** system provides City of Brooklyn officials the ability to quickly deliver informational and emergency messages to targeted areas or the entire city.

Mayor Richard Balbier cautioned that such systems are only as good as the telephone number database supporting them. "If your phone number is not in the database, you will not be called." One of the reasons the **CodeRED** system was selected is it gives individuals and businesses the ability to add their own phone number directly into the system's database, this is an extremely important feature.

"No one should automatically assume their phone number is included, Balbier said urging all individuals and businesses to log onto the City of Brooklyn website at [www.brooklynohio.gov](http://www.brooklynohio.gov) and click on the **CodeRED** Community Notification Enrollment page. Those without Internet access may call 216-351-2133 Monday through Friday 8:30-4:00pm to supply their information over the phone. Required information includes first and last name, street address, (physical address, no P.O. boxes) city, state, zip code and primary phone number, additional phone numbers can be entered as well.

All businesses should register, as well as all individuals who have unlisted phone numbers, who have changed their phone number or address within the past year, and those who use a cellular phone or VoIP phone as their primary number.

Balbier explained, "**CodeRED** allows for geographically based delivery, which means street address are required to ensure emergency notification calls are received by the proper individuals in a given situation. The system works for cell phones too, but we need to have an associated street address to provide relevant messages."

Balbier stated, "**CodeRED** gives those who want to be included an easy and secure method for inputting data. The data collected will only be used for emergency notification purposes." Questions should be directed to Police Chief, Scott Mielke, at 216-635-4243 or Fire Chief, Joe Zemek at 216-635-4226.





# Money Matters

Everything you need to know about MONEY to GROW your business!

Learn how to grow your business by protecting your bottom line at NAWBO Cleveland's Money Matters on October 10 at Cleveland's NEW Convention Center downtown.

Top industry experts will explain how to...

- Recognize and prevent fraud to protect your company.
- Keep your data and intellectual property safe.
- Discover tips and tools to better manage your money, save time and improve cash flow.

## Panelists and Speakers Include:

Moderated by:



Barbara Daniel, Publisher, Owner and Editor, The Cleveland Women's Journal – East Edition



Paul Clark, Regional President, Cleveland, The PNC Financial Services Group, PNC Bank



Chrissie Powers, CPA, CFE, P.D. Eye Forensics, LLC.



Lisa Holly, Owner Berea Moving and Storage



Special Agent Michael Maltbie, Federal Bureau of Investigation



Beth Marcello, Director, Women's Business Development PNC Bank

Plus others!



## Money Matters

Date: Thursday, October 10, 2013

Location: Cleveland Convention Center

Time: 7:30am - 12:00pm

Arrive at 7:30am for a tour of the Medical Mart and Convention Center!

Cost:

\$30 per ticket for NAWBO members and PNC employees & customers

\$35 for all other attendees

Register at [www.nawbocleveland.org](http://www.nawbocleveland.org)



NAWBO CLEVELAND  
National Association of Women Business Owners

Special thanks to our Event Sponsor:



And to our Media Partner:



Fraud Fact: Last year, 61% of organizations experienced attempted or actual payments fraud.

Source: 2013 Association of Fraud Professionals (AFP) Payments Fraud and Control Survey



The City of  
**Brooklyn · Ohio**

**Mayor**  
Richard H. Balbier

**Council**  
Kathleen M. Pucci  
Colleen Coyne Gallagher  
Antony E. DeMarco  
Kevin Tanski  
Thomas C. Murphy  
Katherine A. Gallagher  
Ron Van Kirk

September 3, 2013

Dear Brooklyn Chamber of Commerce Member:

The City of Brooklyn is proud to be offering a 2014 Community Calendar to all residents and businesses in the city. This calendar provides valuable information regarding community meetings and events.

We are asking if your business would like to be a sponsor of this calendar.

The calendar will be mailed to approximately 4,100 households and 230 businesses in the city. This is a great, cost-effective way to advertise your company to thousands! Through support of businesses such as yours, we are able to provide this community calendar.

Please complete the attached form by **September 30, 2013**. Completed forms with **checks made payable to the City of Brooklyn should be sent to:**

Jill Ludwig  
Mayor's Office  
7619 Memphis Avenue  
Brooklyn, Ohio 44144

You may also email your electronic version sponsorship to [jludwig@brooklynohio.gov](mailto:jludwig@brooklynohio.gov). **Ads will be printed in black and white and will be sized to fit the calendar.**

Please feel free to contact me at 216-635-4220 with any questions or comments. We would like to thank you for your consideration as a 2014 Brooklyn Community Calendar sponsor.

Sincerely,

Jill Ludwig  
Mayor's Office  
City of Brooklyn

## 2014 Community Calendar Sponsorship Form

**\*\*\*All ads will be sized to fit the space provided\*\*\***

\_\_\_ Business Card Size Sponsorship      \$200

\_\_\_ Calendar Square 1¼" x 1¼"      \$100

Name: \_\_\_\_\_

Business: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Thank you for your support!!!



# Greater Cleveland YOUTH FOR CHRIST

*Presents*

# The Journey

Our Annual Fundraising Dinner

*Please join us at the dinner that fits your schedule best:*

**Thursday, October 17**

**7 p.m.**

**Federated Church's**

**Family Life Center**

**16349 Chillicothe Road**

**Chagrin Falls, OH 44023**

**Thursday, October 24**

**7 p.m.**

**Grace Church**

**7393 Pearl Road**

**Middleburg Heights, OH**

**44130**

Join us to hear how God is impacting the life journeys of students in the Greater Cleveland area and see how He is leading you to make a difference!

*Please RSVP to Sarah Johnson:*

*sarahjohnson@yfccleveland.org or 216-252-9881 x35*

# > GROUP PLAN <

THE NORTHERN OHIO AREA CHAMBERS OF COMMERCE HELPS COMPANIES OF ALL SIZES GET THE MOST OUT OF THEIR LOCAL CHAMBER MEMBERSHIP.

**B**usinesses — no matter how big or small — should join their local chamber of commerce.

That's the message Vicky Hawke, executive director of the Northern Ohio Area Chambers of Commerce, has for the business leaders of Northeast Ohio. It's also been the goal of her organization since its start in 1995. NOACC offers discounted benefits and services to companies throughout the region that are members of their local chamber of commerce. It helps businesses save money and save time.

"They don't have to focus on the nitty-gritty," says Hawke. "They can work on the big, important issues for their business. It's not having to worry about what health insurance they buy or what office supplies they get. There's so many challenges in today's world. We try to make it simpler for them."

NOACC offers savings on office supplies, overnight delivery and shipping, workers' compensation, Web design, merchant credit-card services and other discounts that most companies could not get on their own. With 125 NOACC chambers, NOACC serves roughly 30,000 chamber members throughout northern Ohio. It continues to be the largest independent chamber association in the country.

"It doesn't hurt to work together," Hawke says. "When you have a group of people, businesses, chambers, you don't feel like you're so alone. And it's a tough world out there. Having a chamber you can belong to as a small business means you're not alone.

And then having a chamber belong to a group of chambers means they're not alone."

The city-to-city, business-to-business collaboration that NOACC fosters leads to a unity across the region that can bolster productivity — and more importantly, create jobs.

"That's really the bottom line," says Hawke. "We help companies save money so that they can be more effective and productive. Hopefully they can hire more people. It's not the answer to everything. But it's certainly a way to help the company become more successful."

One company taking advantage of those benefits is Six Disciplines of Northwest Ohio, a business consultant firm in Findlay. The company is a member of the Findlay-Hancock Area Chamber of Commerce, a NOACC partner. While it only employs six people, Six Disciplines has made use of NOACC's FedEx shipping program in recent years.

"Small businesses can count on a chamber to find and gain access to savings on services or products that would be too expensive to obtain on our own," says Eric Kurjan, president and owner of Six Disciplines of Northwest Ohio. "It's a great service that truly helps smaller businesses. Our small company only uses FedEx a few times a year, so our net savings is small, but we know we can trust the chamber to only offer us programs that will help us."

Teaming up with a Westlake freight management company called Partnership, NOACC has offered members discounts of up to 27 percent on select FedEx services used for



Vicky Hawke, executive director, and Tony Gallo, board chairman, of the Northern Ohio Area Chambers of Commerce

smaller packages, and at least 70 percent on larger less-than-truckload shipments.

Over the past 2 1/2 years, NOACC has promoted these and other benefits of membership through a Join Your Local Chamber campaign to encourage businesses to join their chamber of commerce in their local area.

By utilizing search engine optimization and other social media outlets, NOACC can reach potential chamber members who may work from home, Fortune 500 companies or local mom-and-pop businesses.

"The footprint of NOACC goes from Indiana to Pennsylvania," says Tony Gallo, director of business development for the Lorain County Chamber and the current NOACC board chairman.

"This is something that actually allows us to promote chamber membership no matter where these businesses are located, no matter where the chambers are located," he adds. "Increasing chamber membership allows the local chambers to do more in their local communities and promote their specific program of work."

NOACC is also helping business leaders throughout the area realize they have more in common than not whether they work at a small company in Findlay or a large one in a suburb of Cleveland.

"Everyone thinks their challenges are unique, but there are really similar challenges everywhere," says Hawke. "Anytime you can collaborate with other people, it helps to mitigate that."

NORTHERN OHIO AREA CHAMBERS OF COMMERCE • 4200 ROCKSIDE ROAD, SUITE 105 • INDEPENDENCE, OH 44131  
216-447-9900 • 1-866-GONOACC (466-6222) • NOACC.ORG