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April 23, 2003

Ms. Peggy Weil Dorfman  
Economic Development Manager  
City of Solon  
34200 Bainbridge Road  
Solon, OH 44139-2955

Dear Peggy:

Congratulations! The Business Friendly Community Partnership, which represents economic development agencies in seven Northeast Ohio counties, has awarded the city of Solon a Business Friendly Community designation.

Your community is one of three charter members in this regional program designed to recognize Northeast Ohio communities that have demonstrated exemplary economic development activities.

To recognize this designation, we would like to arrange for a special presentation of the award to your community. We would also like to discuss with you how to utilize this to enhance your economic development efforts.

Thank you for your interest in this program. We applaud your good work in economic development. The success of communities such as yours will serve as excellent role models for our region.

Once again, on behalf of the sponsoring agencies of the Business Friendly Program, our congratulations to you on this unique distinction.

Sincerely,

Dennis E. Eckart  
President and CEO  
Greater Cleveland Growth Association

Daniel C. Colantone  
President and CEO  
Greater Akron Chamber

DEE/DCC/pjn

## Eckart Presents Business Friendly Community Designation to Solon

Dennis Eckart presented the Business Friendly Community award to Solon Mayor Kevin Patton and Peggy Weil Dorfman, Solon economic development manager, during a Solon City Council meeting May 19. Solon was among the three initial communities that were designated as "business friendly" by the Northeast Ohio Business Friendly Community partnership.

Special presentations to the cities of Cleveland Heights and Eastlake are also planned.

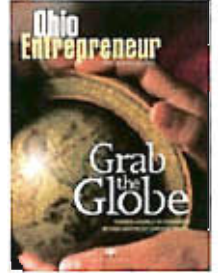


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## July Roundup



### Recognition for Business-Friendly Communities

Eastlake, Cleveland Heights and Solon are the first cities to be named business friendly under a new program by the Greater Cleveland Growth Association and Greater Akron Chamber. The two groups met last fall to devise a way to recognize local communities that encourage economic growth. They came up with the Northeast Ohio Business Friendly Community Program, which consists of representatives from economic growth agencies from seven Northeast Ohio counties. Any community that does not qualify is offered counseling and encouraged to apply again.

### Support for Tech Companies

CLEVELAND ? CAMP Inc., Enterprise Development Inc. (EDI) and NEOSA recently announced the beginning of a network of incubation facilities for new and developing technology-based companies. The three organizations have combined their resources to provide a wider range of support for startup companies. EDI will expand its management to include CAMP's Incubation programs, and CAMP will in turn expand its advisory services to EDI's and NEOSA's member companies. NEOSA will work in the field, identifying large businesses as possible partners, establishing connections with industry experts and advisers and seeking interns willing to work with early-stage companies.

### COSE Honors One of its Own

CLEVELAND ? The Council of Smaller Enterprises lauded one of its founders at a luncheon in May. Fred M. Crosby was presented the COSE Entrepreneurial Leadership Award in commemoration of his lifetime dedication to the small-business community. Crosby, CEO and chairman of Crosby Furniture Co., was honored at the seventh-annual Business Leadership Awards Luncheon. Crosby has served on boards of more than 30 organizations, including COSE, Greater Cleveland Growth Association, the local NAACP and Cleveland State University Development Foundation. ?I really appreciate this honor,? Crosby says. ?I know I haven't been as active as I was earlier in my career. It's nice to be remembered, and I will always treasure this award.?

### Hiring Tips

CLEVELAND ? Carl Dominguez, chairperson of the U.S. Equal Employment Opportunity Commission, visited Cleveland in April to discuss workplace discrimination at an event sponsored by the Employers Resource Council. One topic she discussed was the importance of a diverse workplace and good hiring practices within small businesses.

She offers three tips when hiring a new employee:

? Make a business plan before you announce that you are hiring. Figure out what competencies and skills the open position requires.

? Develop a recruitment or outreach program to actively pursue people from diverse backgrounds that match your criteria.

? Once you hire your new worker, make sure you are challenging the hire with new assignments and duties. The added skills will help him grow as an employee and as a person