

THE BIG ISSUE

What steps have you taken to live a greener, or more environmentally friendly, lifestyle?



KRISTIN ROGERS
Cleveland

I try to turn off all my lights. I try to buy the eco-friendly compact fluorescent light bulbs. I'm working on it, to be more eco-friendly.



TOM MILAKAR
Bay Village

We're doing recycling at the Legal Aid Society of Cleveland. And we're doing recycling at home — not as much as the kids think we should, though.



SCOTT PHILLIPS
Cleveland

I sold my 21-mile-a-gallon Oldsmobile and bought a 34-mile-a-gallon Kia. ... I also bought an energy-efficient home; I never considered anything otherwise.



MOLLY BLACKLEY
Cleveland

At our office, we stopped using cardboard or Styrofoam cups. Now everyone has to bring in a mug.

➔ Watch more people weigh in by visiting the Multimedia section at www.CrainsCleveland.com

LETTER

continued from PAGE 8

Once an exporter has landed a foreign contract, he or she may realize that most banks in the U.S. do not lend against export orders, export receivables or letters of credit. That is where SBA's Export Working Capital (EWC) loan program can make the difference.

The SBA provides lenders with a guaranty on this type of loan that can be up to \$2 million; funds can be used to produce goods or services for export or finance a standby letter of credit. Simply put, the SBA does not want to see a small business lose a viable export sale due to a lack of working capital.

The SBA Export Express program is designed to provide exporters and lenders with a streamlined method to obtain SBA-backed financing for loans and lines of credit up to \$250,000. SBA Export Express helps small businesses develop or expand their export markets. Loan proceeds may be used to finance any export development activity.

All of these services are provided

by the Cleveland Export Assistance Center. It is very important that Crain's readers know that export resources are available and readily accessible.

Cleveland-area firms can also use the services of several other export resources, including those offered by the Ohio Department of Development, International Trade Division and the Export Import Bank of the United States.

Export assistance is available. Just ask the hundreds of Northeast Ohio firms that realized millions of dollars of sales over the years working with the Cleveland U.S. Export Assistance Center, U.S. Commercial Service/Small Business Administration.

Michael E. Miller
Regional Director
U.S. & Foreign Commercial Service
U.S. Department of Commerce

Patrick Hayes
Regional Trade Finance Manager
U.S. Small Business Administration

Turneytown center has new owner

By STAN BULLARD
sbullard@crain.com

Turneytown Shopping Center, a community shopping center closely associated with Garfield Heights as its Turney Road address, has a new owner in a \$9.5 million transaction.

K&F Property Turneytown LLC on April 15 acquired the 250,000-square-foot shopping center from Turneytown Ltd., a partnership controlled by the Perlick Family Trust, according to Cuyahoga land records.

Jimmy "Demetrios" Frangias, president of K&F, said he bought the shopping center because he likes retail properties — a taste that stems, perhaps, from his background as a longtime restaurant operator of Demetrios family restaurants in Broadview Heights and Seven Hills.

"We plan to put a new front on the

Cleveland, has known him as a regular at real estate auctions for years. Mr. Frangias bought the 20,000-square-foot Royalton Plaza in North Royalton at an auction two years ago.

"He's remodeled it and improved it," Mr. Greene said. He described Mr. Frangias's investment philosophy simply as, "I like something, he buys it."

Jerry Perlick, the Solon-based prior operator of Turneytown, did not return two calls from Crain's by deadline.

"We plan to ... update it with roof peaks and other features."

— Jimmy "Demetrios" Frangias, president, K&F Property Turneytown LLC

Hopkins' AirMail concept moves forward

BAA Cleveland, the master developer of retail, food and beverage concessions at Cleveland Hopkins International Airport, is rounding out its team in developing an "AirMail" at the airport.

The company and the city of Cleveland said last week that Westlake Reed Leskosky has been named as the chief architectural/engineering firm for the project, and Ozanne Construction will serve as construction manager.

Mark Knight, president of BAA Cleveland, said the AirMail "will become the gold standard of airport retail concessions once it is completed."

The city of Cleveland last February chose BAA USA Inc., an airport retail development firm, to create the AirMail. The firm has developed similar properties in Baltimore, Boston and Pittsburgh. Cleveland awarded a 10-year contract to BAA.



You do everything you can to protect them, but it's still not enough.

WRITE TO US

Send your letters to: Mark Dodosh, editor, Crain's Cleveland Business, 700 W. St. Clair Ave., Suite 310, Cleveland, OH 44113-1230
e-mail: mdodosh@crain.com

Save money. Save the environment.
CUYAHOGA COUNTY SOLID WASTE DISTRICT