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## Family-run Outdoor Supply focuses on quality, personalized product

Marah Morrison

[mmorrison@news-herald.com](mailto:mmorrison@news-herald.com)

Family-owned and -operated in Kirtland, Outdoor Supply strives to put out a quality product for their customers year after year.

Located at 7899 Euclid Chardon Road, Outdoor Supply is a natural stone and stone fabrication center that offers high quality stone.

Outdoor Supply caters to not only homeowners, but landscapers, restorationists, architects, garden centers, stone masons and stone yards.

"We started Outdoor Supply in 1992. We used to do cement and at one time, we did landscaping. Now, we're strictly a cut stone shop," said owner David DiCillo. "We learn through experience. Experience matters, and job after job, we do hundreds of orders per year. We're pretty steady."

Since being in business, Outdoor Supply has gained a large following and has catered to customers as far as North Carolina, California and New York, DiCillo said. In addition, the business has recently been picking up on the west side of Cleveland in Lakewood and Independence.

"With the amount of years we've been in here, the word travels. A good 80% of our work is commercial, but we do a lot of residential," DiCillo said. "We cut sandstone, limestone, blue stone and 90% is for exterior. We also do interior

work as far as fireplace hearths and mantels."

Outdoor Supply has cultivated many types of stone from quarries around the United States, as well as a large selection of reclaimed sandstone. The stone can be used for steps, outdoor living, barbers, window sills, fire pits and surrounds, and outdoor signage.

With many customers having a different plan with different dimensions, having two of the same jobs is not likely, DiCillo said.

"We actually make stuff," DiCillo said. "We get a hold on what you're trying to whether you're working with a landscaper, architect or mason. You give us your dimensions and we fabricate it from that point, so in other words, a lot of it is manufacturing. We take stone and we fabricate it into a product you're looking for."

Although Outdoor Supply is not a marble or granite supplier, architects, masons, landscapers and homeowners still seek out product from the business.

"We can accommodate nearly anybody on anything," DiCillo said. "When you're looking for a higher quality product than a paver, we're your solution."

Being strictly an all natural stone supplier, it's important for people to understand the difference between a natural stone supplier and a paver, DiCillo said.

CONTINUED ON PAGE 10

## Lake Carpet & Mattress

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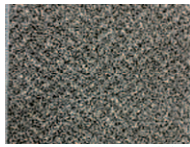
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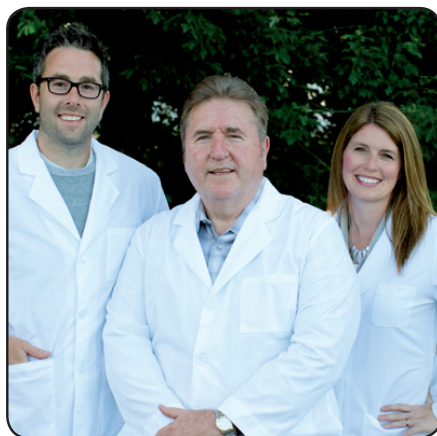
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Donald Sly II and his wife Mary Kay Sly, owners of Sly Family Funeral Home are both licensed Funeral Directors. They have four children and six grandchildren. Their funeral services are affordable, and the staff is both caring and professional. They promise to deliver what you expect: the highest possible quality and their personal attention to detail.

Be it pre-planning or a more immediate need, the Sly Funeral Home family will support you throughout the process. And, of course, they are dedicated to paying proper homage to the life of your loved one.

*They are proud of the opportunity to serve you. The services offered include...*

**Traditional Services** - An example might be a one-day visitation, a service and burial the next day.

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tiple variations to accommodate the family are available.

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**Having the talk of a lifetime – VERY IMPORTANT:** Although we might have daily conversations with our loved ones, the most meaningful and deep ones don't always happen. Having this kind of conversation can make a huge difference — it can help us see our loved ones in a different and more

CONTINUED ON PAGE 8

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## SLY FAMILY FUNERAL HOME FROM PAGE 6

positive light, it can teach us valuable lessons, it can give us a clearer picture of the things they love, it can bring them closer together, and it can help us reaffirm to them how much we love them.

**Who should have the talk of a lifetime?** It could be with any of our relatives, friends, or anyone we value, cherish, and love. We never really know what the future holds, so let us take the opportunities we still have with them while we still can.

**How do we start the talk?** Don't wait for a special moment to start have these kinds of talks. We can do it anytime and anywhere. One way to start would be with visual prompts, like a photo or an entire photo album. We can open up about past experiences while we're at memorable place, such as a church, a favorite restaurant, or an old park. These can be great ways to start a story

May we always treasure every moment of our lives and have meaningful conversations with the ones we love.



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# Unique reasons to shop at small businesses

The numbers don't lie. Locally owned businesses may be classified as "small," but they have a big impact on the national economy.

According to the Bureau of Labor Statistics' Business Employment Dynamics report, small businesses created 10.5 million net new jobs between 2000 and 2019, accounting for 65.1 percent of net new jobs created since 2000 in the United States. The Government of Canada reports that the number of small businesses in Canada in 2020 was far greater than the number of medium and large businesses, accounting for 97.9 percent of all the businesses in the country.

Supporting locally owned businesses is a great way to support a neighbor, but that's not the only attraction. Here are several reasons to shop small.

## The feel-good factor

Doing for others certainly has an impact on the person on the receiving end, but also benefits the do-gooders. A November 2020 survey by Union Bank found that 72 percent of Americans said supporting small businesses was more important than getting the best deals. That may be due to the feeling of help-

ing out a fellow neighbor.

## Create job opportunities

Shopping at small businesses keeps those establishments afloat, and it also keeps their employees afloat. Small businesses are the largest employers in the United States. That's also true in Canada, where 68.8 percent of the total labor force works for a small business.

A person may never know when he or she — or a relative — will need a job. Keeping small businesses viable provides a strong job market for locals.

## Keep more money in the community

The Small Business Administration says \$48 out of every \$100 spent at a small business stays in the community. Spend the same \$100 at a national retailer and only \$14 stays.

## Enjoy a more local flavor

National retailers and other businesses follow a global business model that may not allow for much customization, but small businesses can provide products or services

that relate directly to the needs of the communities they serve. These same small businesses also may be more inclined to work with local vendors and start-ups than national companies that have global supply chains.

These are just a few of the many reasons to seek out small businesses when in need of products or services.



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## Turning a hobby into a career

Hobbies are enjoyable and often educational ways to spend free time. Over the last year-plus, hobbies have become even more important as people were forced to stay home due to the pandemic.

As hobbies became a bigger part of millions of people's lives, many might have wondered about transforming these activities from pastimes into full-fledged careers. Hobbies can be side hustles or even primary jobs, but a successful transition from hobby to income-generating profession requires some research and planning.

### Conduct market research

A hobby may be fun to you and provide value, but is it a marketable venture? Determine if the hobby has potential as a business. Factors to look for include whether the hobby helps solve a problem, educates the public or produces a product someone would want to purchase, advises the career-building site Indeed. Research competitors in the area and study industry trends to analyze how well this business may perform. Look to an unbiased advisor to provide feedback on your idea.

### Make a business plan

A business plan is essential for businesses big and small. A plan puts your ideas on paper and dictates how you will achieve goals and run the business. A business plan will include how you will finance start-up costs, whether you will be taking on investors, how many employees you will hire, costs like membership fees for enrollment in



professional associations, advertising outlets, and much more.

### Get social

Look to social media as an easy way to make connections with people who operate similar businesses or can help you with your venture. The business site The Balance: Careers notes that platforms like LinkedIn, Facebook, Twitter, and Pinterest can be great places to meet others in the industry and pick their proverbial brains.

### Start small

Test the waters by holding on to a current job while simultaneously seeing if your new venture can gain momentum and earn you money. A test run will help you understand if you have the finances to keep a business afloat and what kind of time commitment will go into the venture.

If the hobby-turned-business appears solid, speak with a financial planner or business consultant to firm up the details of getting this new business off the ground.

## OUTDOOR SUPPLY FROM PAGE 2

"Stone will outlast a concrete product any which way you look at it. It's been in the ground for millions of years," DiCillo said. "Pavers are man-made and then somebody puts a color into it, and then call it a stone. It's not. It's a piece of concrete with color in it. That's the difference."

If someone is interested in putting an outdoor patio in, even with winter coming, this is still a good time to get in contact with the business to bring in details of the plan.

"It gives us time to review it, order stone and by spring, we'll have it cut and ready," DiCillo said. "Long after the price, the quality remains years after."

For information, call 440-256-3338.



## How to make the most of Small Business Saturday

Gifts and gatherings take center stage come the holiday season. The holiday season begins on Thanksgiving and continues until New Year's Day. During that time, families gather to exchange gifts, break bread, celebrate their faith, and toast the year to come.

The good times and gatherings that are such a big part of the holiday season were absent from many celebrations in 2020. Though the COVID-19 pandemic is ongoing, the successful rollout of various vaccines should make the coming holiday season feel more normal. That means gift exchanges and gatherings are back in play. Savvy celebrants recognize the benefits of shopping early, and Small Business Saturday is a great chance to get back in the holiday swing of things while supporting the local businesses that make communities so unique.

• **Plan ahead.** Small Business Saturday takes place each year on the Saturday after Thanksgiving in the United States. Since its inception in 2010, Small Business Saturday has grown in popularity. American Express estimates that 110 million people participated in Small Business Saturday in 2019, which underscores how

shoppers can benefit from planning ahead. Research sales and inventories of local businesses you want to support so you're ready to go come Saturday morning. Doing your homework can make it easier to navigate the crowds.

• **Reserve a table at your favorite restaurant.** A great meal with friends and family can be an ideal way to cap off a day of shopping, and it's a great way to support a local restaurant. It's worth noting that a National Today survey of 1,000 shoppers that focused on Small Business Saturday shopping habits found that food and groceries were the most popular things to buy local. Saturday is traditionally a popular night to dine out, and that popularity is even greater on Small Business Saturday. Shoppers can ensure they aren't waiting for a table by booking a reservation in advance.

• **Check your social media feeds.** Many small businesses have recognized the value of communicating directly with consumers through their social media feeds. Throughout the day, shoppers can keep an eye on Facebook, Twitter and Instagram to learn about special sales or events. In addition, shoppers can share



their shopping experiences via their own feeds. Many small businesses rely on word-of-mouth from existing customers, so this can be another way to show your support for the establishments that call your community home.

Small Business Saturday is a great way to begin the holiday shopping season on the right foot.

*Wishing you a Happy Thanksgiving!*



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