



The Grapevine

A Publication From
The Italian American Chamber of Commerce of Michigan
Spring/Summer Issue • 2017
Volume 16 • Number 2
Visit Our Website at: www.iaccm.net



Upcoming EVENTS

MAY 10, 2017 • WEDNESDAY • MONTHLY MEETING

FESTA DELLA LIRA

TIME

- 6:00 PM General Membership Meeting

LOCATION

- San Marino Club
1685 E. Big Beaver, Troy

JUNE 7, 2017 • WEDNESDAY • MONTHLY MEETING

SCHOLARSHIP AWARDS PRESENTATION

TIME

- 6:00 PM Board Meeting
- 6:30 PM General Membership Meeting

LOCATION

- Zuccaro's
46601 Gratiot, Chesterfield



JUNE 26, 2017 • MONDAY

34th ANNUAL MEMORIAL GOLF OUTING Honoring Fred Severini, Jr.

TIME

- Lunch served 10:30 AM
- 12 Noon Sharp Shotgun Start

LOCATION

- Fern Hill Golf Club
17600 Clinton River Road, Clinton Twp.



SEPTEMBER 6, 2017 • WEDNESDAY • MONTHLY MEETING

TIME

- 6:00 PM Board Meeting
- 6:30 PM General Membership Meeting

LOCATION

- Mirage Banquet Center
16980 18 Mile Road, Clinton Twp.



Notes from the PRESIDENT

The older I get the more I look forward to spring and the warm weather. It's finally here! I want to thank everyone for bringing in potential guests to our meetings. Hopefully they will join the Italian American Chamber. Our current membership is 172, an increase over last year at this time. Every year we lose members for different reasons. We all need to invite quality potential members to our meetings, and continue our efforts to grow the IACCM. Just as a reminder, a potential member could join as an associate member for \$175, corporate member for \$500 or a regular member for \$400. The success of any organization is membership, growth, retention and Involvement from our members. The Chamber started in 1919 and continues its success because our members care about the growth of IACCM. Please invite a qualified guest to our meetings. The cost for a guest to attend the Festa Della Lira meeting will be \$50, unless they have purchased a raffle ticket. They would have a chance to buy any tickets that are still available and any other raffles we have that night.

We will have a networking event in September at the Mirage Banquet Center that will allow members to have displays at a table and also to talk about their business. It will be open to guests and other local chambers as an expo style networking meeting with small plate strolling dinner. As the details become available we will email our members. I am working with several board members to make this a huge success. Please get involved!

The big events that are coming up include the Festa Della Lira which will be held at San Marino Club on May 10th start at 6:00 pm, and our annual golf outing held at Fern Hill on June 26th. Call Andy Agosta on the golf outing for sponsorship or golfing details. Let's make these events a priority and help support the committees and the events. The money that's raised funds the Scholarship program every year.

Lastly, the 100th year anniversary of the IACCM is quickly approaching in 2019. The past presidents have been working very hard to make this a huge success. Details will be coming out as soon as they become available.

Have a great summer.

Vito Pianello
President



Chairman's CORNER

Hello to all my fellow Italian American Chamber members.

I hope everyone is doing well and enjoying the beautiful Michigan weather.

Today I would like to talk about networking. I like to network, both on and offline. I like to talk to people, so networking comes easy to me. But even if you're a little shy, you can gain value from these guidelines.

Here are some tips that I strongly recommend for your networking success.

- 1. Develop relationships.** Networking is not about selling, but rather developing relationships. The idea is to get to know people and allow them to get to know you.
- 2. Sit with people you don't know. This will help you to** widen your network and meet potential customers.
- 3. Be prepared.** Bring plenty of business cards. Also, craft an elevator speech. Imagine trying to tell someone about your business in between floors on an elevator! No more than 15 or 20 seconds.
- 4. Ask questions and listen.** You don't have to talk a lot about what you do in order to find potential customers. Rather, ask people you meet questions about them and their business, then listen carefully to their answers
- 5. Talk to people who are standing alone.** That's the perfect opportunity to make a new contact. You might want to start the conversation by saying, "May I join you?"
- 6. Dress appropriately and professionally.** Establish yourself as a successful person, which you can do by dressing the part.
- 6. Give to get.** Focus on what you can do for others, not what they can do for you. Perhaps you know someone who could use your prospects services. If you do, make the referral.
- 7. Follow up.** If you make a good connection with someone, after the event, send a note saying how much you enjoyed meeting them.

Networking is a process, not a one-time event. Take the time to develop relationships with people who interest you. Remember that most business owners are looking for connections. Be bold and step forward into their world.

Have a fantastic summer and good luck with your networking!!

Tony Rubino

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SAVE THE DATE!
34th Annual,
John B. Agosta Golf Outing

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Sharing our History. "Growing up in a Italian American Family"

Since I started writing this article, I had one member (and one time only) approach me and comment on the content of material of an article that was published in the Grapevine. In my opinion they (the Sharing Our History articles) present a diversion from those that normally appear in the Grapevine that seem to repeat the theme of previous articles.

So I am at a point to thinking I should ask the membership and the Officer's and Board whether this is something that is worthwhile and should they be continued, or have we had enough. Please approach and advise me (fpompa@comcast.net). I thank you ahead of time for your input.

This issue, I want to write about what it was like for me growing up in America, the only male child of Italian born parents. My parents, were both born in Italy. My Dad at age 12, my Mom at 18. They always spoke Italian in family settings. At the same time, regrettably, they never insisted that we (I had two older Sisters) learn the Italian language. I wish they had, it is such a beautiful language.

I remember how polite the Italians were; for example if they met another person on the street it was always "Bon Giorno" which of course means have a good day. This was the beginning greeting, as opposed to today's exchange which at times is extended at the exit or end of a friendly discourse by saying "have a good day".

Another politeness of the American Italians that I remember as a young person, was if you were going to visit a friend or even a relative, you would always ask; "ce permesso". Unheard in today's dialogue, which translates to "do I have permission to enter your home" never hear that expression in today's world that I know of.

As a young boy (seven or eight) if we went visiting, you were seated next to your parents (or perhaps in between) and no talking; just listening. I have no recall of ever being offered a treat. You just sat there without a peep. Very rarely did any of the adults talk or extend any attention toward the young children.

I call myself a "depression baby". I was born on the East side of Detroit in 1927. The 1930's were very difficult years for many Americans; deep in the middle of the "great depression". Perhaps, as much as 25% unemployment in our country. I remember my Father who had a good non production hourly rate job at the Ford Motor Company, was laid off for what I remember was at

Continued on page 6

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- | | | | |
|------------|-----------------------|------|----------------------|
| May | | 7/4 | Scaglione, Albert P. |
| 5/4 | Russo, Agostino | 7/14 | DeCarolis, John |
| 5/5 | Morelli, Jr., Frank | 7/15 | Varano, Sal Mario |
| 5/7 | Agosta, Anthony Allan | 7/15 | Fontana, Carl |
| 5/7 | Valente Jr., Mark | 7/18 | Galli, David F. |
| 5/12 | Russo, John | 7/18 | Timpa, James |
| 5/14 | Calcaterra, Paul R. | 7/18 | Mazza, Thomas |
| 5/15 | Pirrone, Joseph | 7/19 | Viviano, Paul |
| 5/16 | Velardo, Armand | 7/22 | Baffo, Matthew |
| 5/17 | Giarmarco, Julius H. | 7/24 | Schnepper, Roy |
| 5/17 | Paglia, Enzo | 7/29 | Simone, MD, Piero A. |
| 5/19 | Varanelli, Jeffrey | 7/30 | Bartolomeo, Dawn |
| 5/23 | Scalzi, Frank | 7/30 | Grimaudo, Joseph |
| 5/30 | Lawroski, Eric | 7/31 | Lucido, Peter J. |

- | | | | |
|-------------|--------------------------|---------------|----------------------------|
| June | | August | |
| 6/1 | Viviano, Anthony J. | 8/2 | Selene, Andrew A. |
| 6/1 | Slongo, David A. | 8/3 | Toia, Joseph |
| 6/2 | Locricchio, Michael | 8/4 | Pascaretta, Antonio |
| 6/3 | LaRosa, Dominic J. | 8/7 | Belcastro, Domenico |
| 6/7 | Benenati, Dr. Anthony V. | 8/9 | DiPiazza, John |
| 6/9 | Burke, Joseph A. | 8/11 | Maceroni, Hon. Peter |
| 6/12 | Pavlick, Marty | 8/12 | Ventimiglia Jr., Salvatore |
| 6/15 | Kozlowski, Christina M. | 8/12 | Bossio, Alan J. |
| 6/22 | Provenzano, Nunzio | 8/14 | Rubino, Daniel |
| 6/25 | DeAngelo, Peter C. | 8/17 | Bergmann, John P. |
| 6/26 | DiGiuseppe, Jr., John | 8/18 | Talluto, II, Michael |
| 6/26 | Bonaldi, Ezio | 8/19 | Militello, Stefano |
| 6/29 | Ruggeri, Philip | 8/22 | Giordano, Anthony |
| July | | 8/23 | Zuccaro, Dino |
| 7/1 | Pompa, Frank | 8/25 | Salerno, Sr., Ramo A. |
| 7/2 | Bernabei, Frank A. | 8/26 | Petruzzello, Frank |
| 7/2 | Morelli Sr., William A. | 8/29 | Ventimiglia, Sam P. |



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February 1, Rivercrest Banquet Center



Honorable Joseph Toia swearing in new member Joseph Divozzo of Duo Care Carpet Cleaning



Members anxiously awaiting dinner



Members enjoying the fine appetizers prepared by Nino Tocco and staff!

March 1, Andiamo Banquet Center



Guest Speaker Grace Shore of the Macomb County Chamber of Commerce with President Vito Pianello



Members enjoying the fine meal prepared by Joe Vicari and his wonderful staff!



A full house!

April 5, Eastpointe Manor



Honorable Joseph Toia swearing in new members Cathy Kirk, Charles Moran, Michael Peraino, and Daniel Rubino



Corporate member Cathy Kirk of Executive Care



Michael Peraino of Killer Creations Photography & Cinematography



Corporate member Daniel Rubino of Pilot Property Group



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least 3 years. How did we survive? Of course, you have to eat, you need shelter; thank God for the welfare. It is not something that was ever talked about with friends or neighbors, but I'm sure they all knew. I have memory of my Mom and I walking from Cooper and Chapin in Detroit to St. Jean and Kercheval pulling a wagon for perhaps 5 miles in each direction. At that location there was a "food bank" and with the proper documentation you were given food such as butter, rice, beans, flour, cheese, etc. I have no memory of ever being hungry.

The very first Christmas gift I ever received was from a policeman who lived on our street. He called me my name; and handed me a large box and said "Merry Christmas Frank". The contents; winter underwear (long johns) hard candy, a big little book (Dick Tracey or the Lone Ranger) and a coupon to go to a Downtown location were you were fitted with new shoes and socks. I thought I died and went to Heaven. As you can imagine I am very supportive of the Good Fellows, they do great work, and have for many, many years. Roll down the car window and make a donation.

That long underwear was my Halloween costume for three or more years.

I could go on and on. But I want to thank God for a great, long life. I am very proud of being a Chamber member and of course an Italian American. For those of you that have taken the time to read this short story, please remember, in spite of our flaws, we are citizens of the very best country in the world. Second to none.

I want to invite all members to share their Italian American life stories with our membership. Please contact Deborah if you have interest in doing so.

God Bless all, be well,

the Archive Committee,

Paul, Gino and Frank 2/9/2017



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Cannoli Poke Cake

Serves: 16

Prep time

20 mins

Cook time

30 mins

Total time

50 mins



Ingredients

- 1 box white cake mix
- 1 cup ricotta cheese
- 1 cup mascarpone cheese
- 1 (14 oz) can sweetened condensed milk, divided
- 1 tsp vanilla extract
- 2-3 cup powdered sugar
- 1/3 cup mini chocolate chips
- powdered sugar for dusting

Instructions

1. Prepare a 9 x 13 cake 1. according to the directions on the box. Once done, allow cake to cool completely.
2. Using a straw, or similar sized item (I've used chopsticks before too! hehe) poke holes about every inch, forming rows of pokes.
3. You need holes to be fairly big so that condensed milk has plenty of room to get down and soak the cake.
4. Pour 1/2 of the can of sweetened condensed milk over the entire cake. Use a spatula to smooth over cake. Set aside.
5. Next, in a large bowl, combine the ricotta, mascarpone and vanilla ad remaining condensed milk, and beat until smooth.
6. Add in the powdered sugar and continue to mix until well combined. Start with 2 cups, and if you would like your frosting to be a little thicker, add in that 3rd cup.
7. Spread the cannoli topping evenly over the top of your cake. Sprinkle with mini chocolate chips and some powdered sugar.
8. Serve right away, or cover and place in refrigerator until ready to use.

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Mission Statement

The Italian American Chamber of Commerce of Michigan

"To nurture an environment for business and professional growth inclusive of our Italian history and culture, that provides our members the commercial, educational, and charitable forums necessary to inspire pride throughout the Italian community, and to establish a relationship of trust and service between our members and our fellow citizens."