

CHAMBER MONTHLY

4300 W. Streetsboro Rd.
Richfield, Ohio 44286
www.richfieldchamber.com

Carri Wells,
Executive Secretary

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JANUARY 2019

PRESIDENT'S CORNER

Sheryl Wilson

Happy New Year! I hope everyone had a festive holiday season. My wish for all is happiness and prosperity as we move into 2019. Congratulations to all the newly elected officers to the Chamber for the 2019 calendar year, Amy French, Lynn Seifert, and Mark Yantek. I would also like to thank Sue Serdinak, Karen Smik, Gigi Gerstenberger, Carri Wells and Jim Koewler for their ongoing support. Most importantly for trusting me to a second term as president of the Chamber.

My vision coming into the position as president in 2018 was to build a strong and robust Chamber where we welcome new members as they begin to see the benefits of participation. With Gigi coming on board as our new "Membership Chair" and personally recruiting new members, I'm confident we'll see our Chamber grow in number. Both Carri and Gigi have been instrumental in driving our social media platforms and pushing out messages. Please remember to "follow" "like" and "share" our message.

As we start off 2019 I ask that you consider active involvement in the Chamber not just at the monthly luncheons, but at the great events and programs throughout the year. Richfield business leaders and members of their team can have a significant impact on our community. Join or volunteer at events like our Links for Education golf outing, Sweet Corn Challenge, Food Truck Stop, membership recruiting, scholarships, etc. Sue Serdinak and Karen Smik are already hard at work

with planning these events. The hard work begins shortly after the event ends so think about lending your expertise in these annual outings. Call Carri at 330-659-3300 to inquire about volunteering opportunities or visit our website.

Finally, I encourage all members to join us at the Chamber's Annual Banquet on January 17th. National Interstate has offered their facility to host this event for the second year in a row. David Kennedy of TrustedSec and Binary Defense is our Featured Keynote speaker for the evening. Cybercrime does not just affect larger enterprises. These criminal hackers look for the most vulnerable networks to hack into. Small businesses will need to be proactive instead of reactive. You may want to reserve a table or two for your staff to enjoy an evening out.

We will also recognize and present two awards for Richfield Business of the Year and the Business Beautification Award. And one special award for our Volunteer of the Year presented by a representative of NOACC.

I look forward to seeing you all at the annual banquet.

Sheryl Wilson



CHAMBER BANQUET

**THURSDAY,
January 17, 2019**

Banquet Speaker

David Kennedy,
Founder and CEO of TrustedSec
and Binary Defense

6 p.m. Hors d'oeuvres

& Cocktails

7 p.m. Dinner

8 p.m. Program

at the
**National Interstate
Headquarters**

Reservations
must be received by
Tuesday, January 8th.

Please see page 3
for reservation form.

Richfield Chamber of Commerce Board Members

President – Sheryl Wilson
(Bay Pointe Tech Services)

Vice President – Amy French (OEC)

Treasurer – Mark Yantek
(Regina Health Center)

Secretary – Lynn Seifert (Seifert & Cox, L.L.P.)

Past-President – Tim Ochwat
(Meridian Construction Services)

Sweet Corn Challenge chair – Sue Serdinak
(ScriptType Publishing)

Links for Education chair –
Karen Smik

Scholarship committee chair – Jim Koewler
(Koewler Law Firm)

Membership chair – Gigi Gerstenberger
(Bay Pointe Tech Services)

Our Banquet Speaker

David Kennedy

Founder and CEO of TrustedSec and Binary Defense, David Kennedy, will speak at our annual January banquet. Prior to starting TrustedSec, Kennedy was the CSO for Diebold Incorporated, a Fortune 1000 company, with locations in over 80 countries. He developed a global security program that tackled all aspects of information security and risk management. Kennedy started his professional career as a member of the United States Marine Corps (USMC) and was deployed to Iraq twice for intelligence related missions.



Kennedy has had numerous guest appearances on Fox News, CNN, CNBC, MSNBC, the Huffington Post, Bloomberg, BBC, The Katie Couric Show and other high-profile media outlets. In addition, his tools have been featured on a number of TV shows and movies. Kennedy has assisted in some of the content for the widely popular Mr. Robot TV show and advises on other news organizations and TV shows, including the History Channel.

Legal Tips from Gertsburg Law

A legal tip for businesses from Nick Weiss of The Gertsburg Law Firm:

Include a liquidated damages clause in your contracts as an easy way to dissuade contract breaches and make future litigation cheaper. A liquidated damages clause sets out in advance the amount that a breaching party has to pay you in the event of a breach. A lot of litigation goes into establishing how much, exactly, one party has to pay the other when a deal falls apart. By setting that amount out in advance, you can dissuade the other side from breaching, and more quickly get judgment in your favor if you have to file a lawsuit.



We Solve Problems.

As a Chamber Member, If you have an event or special promotion or recognition that you would like to appear in the monthly newsletter, please submit it to mail@richfieldchamber.com by the 20th of each month. Please limit your release to 100 words. Attachments will not be accepted.

Sweet Corn Challenge set for Saturday, July 27

Planning is well underway for the 26th Richfield Sweet Corn Challenge. This year we're combining a Timed 5K and 10K Run, a Trail Run and a Kids' Run with an Invitational 62-mile Bike Ride.

Last summer, Summit County recognized the Sweet Corn Challenge as being one of the most significant tourist attractions for the county for a quarter of a century. Over 36,000 participants came to Richfield from across the country during the 25-year period.

All of the profit of the Sweet Corn Challenge supported the Richfield Chamber of Commerce and commercial endeavors in the Richfield Historic District.

As we reformulate this event to be less costly in terms of volunteer hours required to pull it off, we believe that our running/biking event will rise to the top of regional popular events and again be the main financial support of the Chamber.

GMS and Eddy's Bike Shop have already signed on as sponsors for the July 27, 2019 event. We welcome sponsors, volunteers and participants.

A sponsor form can be found on page 4 of this newsletter.



NOACC Wellness Challenge

Want to lose weight, increase exercise and win prizes? Join the Dump Your Plump contest that begins January 29, 2019. The ten-week contest, guided by the Wellness Council of Northeast Ohio, offers a friendly team competition proven to be successful in helping participants exercise and eat right. If you are interested, call the Wellness Council at 440-354-8057 or e-mail smusgrave@healthyohio.org. For more information about the contest, view <http://www.healthyohio.org>

Group Management Services

It's been a great year for Group Management Services. They were named to the Plain Dealer Top Workplaces, listed as the 3rd largest employer in Northeast Ohio by Crain's Cleveland Business, moved into their new headquarters in August and were named to The Weather 100. The list consists of the 100 fastest growing companies in Northeast Ohio, based on revenue from 2013-2017. GMS made the list with a 90.7% growth over that time period.

Business Spotlight: HFS Wealth Advisors

At HFS Wealth Advisors every step is taken with intentionality to serve our clients. "We're very deliberate and disciplined in how we get to know clients, as well as how we manage assets," says president and partner Patrick Hammer, who has been helping individuals, families and business owners achieve their financial goals for more than a decade. "Every client is different. We strive to not only understand our clients' financial situations, but to also understand the purpose behind sustaining and growing their assets."

HFS advisors guide clients in categorizing their financial goals into what Hammer describes as the Three Ls: lifestyle, loved ones and legacy. Clients are asked insightful questions to determine what they value, how they want their wealth to relate to family members and how they wish to be remembered. "It's important that clients are willing to disclose the Three Ls, just as patients must be willing to disclose medical history to their doctor," compares Hammer. "We have to know their purposes, or we can't develop



a plan. Our mission is to serve your life and legacy." Once tangible goals are established, portfolios are aligned accordingly and then reviewed regularly throughout the year.

Valuing personal relationships over account sizes, HFS doesn't require a minimum net worth to become a client. "We're here to serve everyone," Hammer says. And everyone, Hammer adds, is subject to certain human tendencies — such as fear and greed—that affect how clients view the market and their current financial situation. One of the biggest advantages we bring is objectivity."

Visit www.hfswa.com or call 330-659-7140 to learn more about the firm and how they can help you achieve your financial goals.

Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC. Investment Advisory Services offered through Cambridge Investment Research Advisors, Inc., a Registered Investment Advisor. Cambridge Investment Research and HFS Wealth Advisors are not affiliated companies.



21st Annual Banquet

Thursday, January 17, 2019

Guest Speaker

David Kennedy

“The Hacking Age”

Founder and CEO TrustedSec and Binary Defense

at the National Interstate Insurance headquarters

3250 Interstate Dr. Richfield

6:00 p.m. - Hors d'oeuvres & Cocktails - **Sponsored by National Interstate Insurance**

7:00 p.m. - Dinner

8:00 p.m. - Program

\$45 per person; \$40 per person for reservations for tables of 8

Name: _____ Business: _____

Address: _____ Phone: _____

Please reserve _____ dinners @ \$45 each. My check # _____ for \$ _____ is enclosed.

-or- Please reserve a table of 8 @ \$40 each. My check # _____ for \$ _____ is enclosed.

_____ I was a Silver Corporate member in 2018. Please reserve my two free dinners.

_____ I was a Gold Corporate member in 2018. Please reserve my two free dinners.

_____ Please call me with more information on the Silver and Gold Packages.

Please check your choice of entree (buffet-style):

A- Herb and Butter Roasted Turkey Breast

B- Mushroom and Spinach Stuffed Pork Loin

C- Vegetarian

Please indicate names for name tags and which entree is preferred for each guest.

1) _____ 2) _____

3) _____ 4) _____

5) _____ 6) _____

7) _____ 8) _____

Please return this form with your payment by **January 8** to:

Richfield Chamber of Commerce, 4300 Streetsboro Road, Richfield, OH 44286.

You may call 330-659-3300 for more information.



The Sweet Corn Challenge committee wants to continue putting on a first class event in support of the Chamber of Commerce. Be a sponsor!!

Sponsorship of the 2019 Sweet Corn Challenge

_____ At the \$3,000 level

- Your LARGE company logo on TOP of all signage and on T-shirts
- Your company announced at the start of the events
- 8 free participation passes for your staff or friends

_____ At the \$1,000 level

- Your company logo on all sponsor signage at the event and on T-shirts
- 4 free participation passes for your staff or friends

_____ At the \$500 level

- Your company logo on all sponsor signage at the event and on T-shirts
- 2 free participation passes for your staff or friends.

Your name _____

Company name _____

Email _____ Phone _____

Please fill out the above form and return it to Richfield Chamber of Commerce, 4300 W. Streetsboro Rd., Richfield OH 44286 on or before January 10. Include a check or a note saying when we will receive it.

Email your logo to mail@richfieldchamber.com on or before January 10.