

# CHAMBER MONTHLY



4300 W. Streetsboro Rd.  
Richfield, Ohio 44286  
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## FEBRUARY 2017

### PRESIDENT'S CORNER

Tim Ochwat

I think all attendees will agree that the Annual Banquet was an enjoyable evening and our speaker, Tony Mercurio, President and CEO of National Interstate Insurance, was amazing. Tony provided insight on National Interstate's growth over the years and recounted their decision to make Richfield their home. We thank not only Tony for his wonderful presentation, but also Ken Babby, owner of the Akron Rubber Ducks, who presented Tony with the 2016 Eastern League Championship ring as a proud community sponsor. Thank you to Karen Smik and Carri Wells for organizing the event.

During the evening, we presented several annual awards. First, congratulations to Sophie Veillette for receiving the well-deserved Bright Star Award from Northern Ohio Area Chambers of Commerce.

Next, congratulations to Sheryl Wilson, from Bay Pointe Technology for winning the Richfield Chamber of Commerce Beautification Award. Thank you, Sheryl, for your efforts.

Finally, we came to the Richfield Chamber of Commerce Business of the Year Award, sponsored by OEC. Amy French of OEC presented the award to Dr. Alice M. Jeromin from Veterinary Allergy & Dermatology, Inc. of Richfield. Veterinary Allergy & Dermatology, Inc. has been providing veterinary

services to Richfield and northeastern Ohio for over 20 years. The Richfield Chamber Board unanimously agreed to select Veterinary Allergy & Dermatology, Inc. as its business of the year. We offer our congratulations to Dr. Alice M. Jeromin.

Thank you Sonya and Serena Raybould for making available the Taverne of Richfield and providing the dinner.

Membership Renewal Packets have been distributed. If you have not yet renewed, please provide us your updated information, membership renewal form and dues now. To those of you who have renewed, thank you. I look forward to sharing business with you.

Please take the time to introduce someone to the Chamber and its many benefits. You may obtain additional membership packets from Carri Wells. If you would like a Chamber board member to speak to someone directly, please contact Roger Swan, Sheryl Wilson, Amy French, or myself via the Chamber's office.

Timothy Ochwat,  
President

## 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.



LET'S DO  
LUNCH!

**WEDNESDAY,  
February 1, 2017**  
Speakers

Jesse Grimm and Jason Rigo,  
Bay Pointe Technology  
"Data/Network Security"

**11:45 Informal Networking**

**12:00 Light lunch served**

**12:30 Speaker**

**1:00 Adjourn**

at the  
**Days Inn**

Members admitted free with a reservation.

Non-members bring \$11 check payable  
to Richfield Chamber of Commerce

No-shows will be invoiced \$11 for their reserved lunch.

**Invite an associate!**  
**Bring your business cards  
to share.**

Please R.S.V.P. to  
330-659-3300 by January 27.

# Our February Speakers

Jesse Grimm  
and Jason Rigo

Bay Pointe Technology

At the next luncheon, February 1, we will have two speakers from Bay Pointe Technology. Jesse Grimm, VP COO, and Jason Rigo, Senior Network Engineer, will discuss data/network security.

## CVCC Adult Education

Check out the Cuyahoga Valley Career Center's (CVCC) current and upcoming Adult Education classes at: [http://www.cvccworks.edu/adult-education\\_home.aspx](http://www.cvccworks.edu/adult-education_home.aspx).

CVCC has partnered with the Ohio Department of Education to bring you Ohio's Options Adult Diploma Program (ADP). This program offers career training, industry credentials, and a high school diploma to Ohio residents ages 22 and older, who have not obtained a high school diploma or GED. The program is at no cost to the students. Choose from one of the following programs available to ADP students:

- Emergency Medical Technician (EMT)
- State Tested Nurse Aid (STNA)
- EKG Technician & Phlebotomy
- Web Design & Animation
- Heating, Ventilation and Air Conditioning (HVAC)
- Graphic Design for Print and Web Production

Registration for the Adult Diploma Program is contingent upon completion of the WorkKeys test. Participants must be Ohio residents, 22 years and older, without a high school diploma or GED. For more information please plan to attend the Adult Diploma Program Orientation: Monday, February 6, 2017, 4PM to 5PM or contact Ken Hudiak at 440-746-8210 or [khudiak@cvccworks.edu](mailto:khudiak@cvccworks.edu).

For additional information, please contact Sameen Dadfar, Export Assistance Program Manager at (614) 466-6811 or [Sameen.Dadfar@development.ohio.gov](mailto:Sameen.Dadfar@development.ohio.gov).

# Richfield Chamber of Commerce 20th Annual "Links for Education" Golf Outing – June 14, 2017

This year's outing will be held on Wednesday, June 14 at St. Bernard Golf Club in Richfield. Registration and lunch will begin at 11:30 a.m., shotgun start at 1:00 p.m. and dinner (steak or chicken) immediately following golf (estimated around 5-5:30 p.m.). Because we've been able to keep our "overhead" down, registration fees will be the same great rate as last year. All your favorite contests will be back and, as always, there will be lots of great raffle prizes (all donated by local businesses and individuals)!

For the seventh year, GMS will be the tournament sponsor for our "Links for Education" Golf Outing. Our continued gratitude to them for once again taking on this important role! In addition, Schulte and Company, CPAs will return as sponsor for our Keg Stop and Countryside Florist is back as one of our Hole in One contest sponsors. Several other \$250 special sponsorship opportunities as well as unlimited individual

hole sponsorships, at various monetary levels, are still available. In addition, volunteers will be needed to help with our various contests as well as to drive the beverage cart during the outing.

Please contact Karen Smik at 330-659-4750 or [kls1650@roadrunner.com](mailto:kls1650@roadrunner.com) for more information about sponsorship and volunteer opportunities. Registration and sponsorship forms are now available through her as well. If you'd like to be involved on the ground level and serve on the event planning committee, let Karen know. The committee would welcome your input and participation! Our next meeting is scheduled for Wednesday, February 15, 6:00 p.m., at Memories in Richfield.

A portion of the proceeds from this event will fund the Chamber's scholarships for graduating Revere High School seniors. Last year five \$1,000 scholarships were given out, and approximately \$92,000 has been awarded since the golf outing's inception!

## Ohio Export Internship Program

The Ohio Development Services Agency is presenting the 2017 Ohio Export Internship Program. It is designed for companies looking to export for the first time or to improve their current export initiatives. The

program matches businesses with highly motivated students, from Ohio universities and colleges, who have taken export-focused coursework at the Ohio State University Fisher College of Business or at Youngstown State University Williamson College of Business Administration. Participating businesses are provided a 50 percent reimbursement for intern wages. This exciting internship program will offer a mutually beneficial relationship to students and companies alike by providing real-world experiences where both can learn and grow.

The deadline to apply is March 1, companies are notified of acceptance and student match by April, the internships take place May 15 through Aug. 11, and the 2017 Ohio Export Internship Program Showcase is Aug. 10.

For additional information, please contact Sameen Dadfar, Export Assistance Program Manager at (614) 466-6811 or [Sameen.Dadfar@development.ohio.gov](mailto:Sameen.Dadfar@development.ohio.gov).

### Featured Business

**Bay Pointe  
Technology**



1-800-746-1420

Be Super Human – Microsoft Surface 4 Specials! \*while they last

– with Surface Pro and Surface Books  
Bay Pointe Technology is an authorized reseller of Microsoft Surface.

Call now for pricing, 1-800-746-1420 or email [swilson@baypointetech.com](mailto:swilson@baypointetech.com).

# BUSINESS BOOKS

For those of you who have time for only one business related book a month, the Richfield Branch Library has gone into the shelves to narrow down trending title suggestions.

## The Signals Are Talking: Why Today's Frings is Tomorrow's Mainstream

By Amy Webb, founder of the Future Today Institute  
Public Affairs, 2016  
ISBN-10: 978-1610396660

In her new book "The Signals Are Talking," author Amy Webb explores the difference between trendy and trends in today's economy. She states that "too often leaders ignore the signals of emerging trends, and wait too long to take actions" on them. She formulates a system of evaluating new ideas and interpreting events while explaining how to differentiate between significant ideas and "hip, shiny new objects" that won't persist as drivers of economic change.

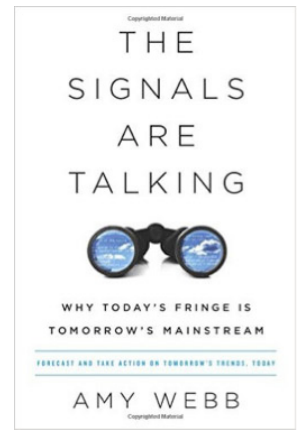
Webb explores such current trends as artificial intelligence, machine learning, self-driving cars, bots, and the Internet of Things. She gives examples of successful companies that have listened to the signals

and adapted to the changes (Nintendo, founded in 1889), and those that haven't (Blackberry). She also claims that many of these trends can be predicted and that forecasting them is a learnable skill, which she lays out in a series of acronym heavy rules, concepts, and instructions.

I found Webb's examination of why some innovations succeed and others fail to be perceptive, and some of her predictions are fascinating. On the other hand, I found her discussion of trend prediction to be bordering on new age philosophy filled and with vague truisms about the fu-

ture. The book is very readable and does contain some good insights to help business owners navigate the future.

Book reviewed  
by Mike Daly,  
Adult Librarian  
Richfield Branch  
Library



## Networking Night at the Great Big Home and Garden Show

On Thursday, February 9th from 4 to 6 p.m., the Northern Ohio Area Chambers of Commerce (NOACC) is sponsoring the Sixth Annual Chamber Networking Night at the Great Big Home and Garden Show at the I-X Center.

The Richfield Chamber of Commerce members are invited through the Chamber's membership in NOACC.

A \$15 ticket provides entrance to the

show from 11 a.m. to 9 p.m. and the chamber members only private party from 4 to 6 p.m. that will include great appetizers, sodas, cash bar, prizes from exhibitors and more.

This is a great networking opportunity for everyone and lots of fun too.

For more details visit: [www.greatbighomeandgarden.com](http://www.greatbighomeandgarden.com). Use the promo code "CHAMBER" to buy your ticket.



## Richfield Chamber of Commerce Board Members

President – Tim Ochwat,  
Meridian Construction Services

Vice President – Sheryl Wilson,  
Bay Pointe Technology

Treasurer – Roger Swan,  
Village Councilman

Secretary – Amy French, OEC

Past-President – Sophie Veillette,  
Schulte & Company CPAs, Inc.

Sweet Corn Challenge chair –  
Sue Serdinak, ScripType Publishing

Links for Education chair –  
Karen Smik

Scholarship committee chair –  
Jim Koewler,  
The Koewler Law Firm

## Small Business Seminars

The Ohio Small Business Development Center (OSBDC) is providing seminars to current and future small business owners.

Each seminar is free, but advance registration is required. To register or for more information, please call 330-375-2111 or email [info@akronsbdc.org](mailto:info@akronsbdc.org).

The "Business Basics" seminar is targeted to those interested in starting or who have recently started a small business operation. It will cover the fundamentals of getting started whether it be a commercial lease or a home-based location.

Some topics covered are business description, legal forms of ownership, financial projections and the importance of industry and market research. Class dates and times for this seminar are as

follows:

March 1, April 5, May 3, June 7, July 12, Aug. 2, Sept. 13, and Oct. 4 from 4 to 7 p.m., and Nov. 15 from 2 to 5 p.m.

The second seminar is "How to Write a Business Plan." This covers the importance and mechanics of writing the business plan, small business loans and lines of credit. Class dates and times for this seminar are as follows:

March 9, May 11, July 13, Sept. 14, and Nov. 16 from 10 a.m. to 2 p.m.

Lastly, the third seminar called "Numbers Demystified" explains financial statements. Class dates and times are as follows:

April 12, June 14, and Oct. 11 from 4 to 6:30 p.m.

## Tax Seminar

The Akron Small Business Development Center at the Summit Medina Business Alliance is hosting a "Just Say NO to Taxes" seminar on February 15, 2017 from 4-6:30 PM. It will take place at the Akron Global Business Accelerator - 526 S. Main St., 9th floor conference room #904 Akron, OH 44311.

Scott Shields, CPA of Shields Blice & Company, CPAs will speak about federal,

state and local tax compliance; interrelationships between business, employee and owner's taxes; methods to increase tax deductibility on the largest business expenses; and last minute tax savings options.

The seminar is free, but advance registration is required for a parking pass. To register call 330-375-2111 or email [info@akronsbdc.org](mailto:info@akronsbdc.org).