

CHAMBER MONTHLY

4300 W. Streetsboro Rd.
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NOVEMBER 2018

ONE TEAM | ONE GOAL

Every year about this time we all say to ourselves, "How can it possibly be November already?" But it's here and it's one of my favorite times of the year. I love all of our four seasons here win Ohio. It's also that time of year when the nomination committee is reviewing applicants for board positions, Business of the Year, and the Business Beautification Award. It's not too late to send in your nominations.

Thank you to Susan Baker for her informative presentation on issues we all encounter when we are dealing with our employees. Rules and regulations change and it's great to have members of our chamber that can keep us up to date.

This month's featured speaker is Tony Mercurio, President and CEO of National Interstate Insurance, discussing the company's growth, new building and its future. If you recall, he was our keynote speaker two years ago at our annual banquet and

PRESIDENT'S CORNER

Sheryl Wilson

has graciously offered to host our annual banquet for the second year in a row at National Interstate Insurance. The banquet will take place on Thursday, Jan. 17. Make sure to mark your calendars for a great event featuring keynote speaker, David Kennedy. He is the founder and owner of two local companies and will be presenting "The Hacker Age." He is a cyber security expert featured often on Fox News, CNN and national popular news outlets.

Our November lunch is scheduled for Nov. 7 at the Days Inn, and I look forward to seeing you all there.

Sheryl



**LET'S DO
LUNCH!**

**WEDNESDAY,
Nov. 7, 2018**

Speaker

Tony Mercurio,
President and CEO,
National Interstate Insurance

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 \$13 check payable to Richfield Chamber of Commerce
No-shows will be invoiced \$13 for their reserved lunch.

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

Accepting Board Nominations for 2019

The nominating committee is preparing a slate of officers for the Richfield Chamber of Commerce for 2019. The committee is accepting nominations for treasurer, secretary, vice president and president.

A Chamber member may nominate his or herself or another member of the Chamber. To nominate someone else, please verify that the person is willing and available to serve.

The nominating committee will interview the candidates and describe the duties of the positions.

Please submit any nominations to the Chamber email: mail@richfieldchamber.com.

ACCEPTING BUSINESS NOMINATIONS NOMINATE A RICHFIELD BUSINESS FOR BUSINESS OF THE YEAR

SEE PAGE 4 IN THIS NEWSLETTER FOR THE GUIDELINES

NOMINATE A RICHFIELD BUSINESS FOR THE BEAUTIFICATION AWARD

CALL THE CHAMBER OFFICE WITH YOUR BEAUTIFICATION NOMINATION.
THE COMMITTEE WILL VIEW ALL NOMINATED PROPERTIES.

Our November Speaker

Tony Mercurio

President and CEO,
National Interstate Insurance

Tony Mercurio serves as president and chief executive officer of National Interstate Corporation, a leading specialty property and casualty insurance holding company with 13 wholly-owned subsidiary companies.



National Interstate's four insurance companies focus on wheels-based insurance risks, and is considered the leading passenger transportation insurer in the United States. National Interstate offers more than 30 different insurance commercial lines products.

Mercurio has been with National Interstate for over 20 years and has contributed to the success of National Interstate in several different capacities. Mercurio holds a BA in business administration and economics from the University of Mount Union and obtained his MBA from Cleveland State University. He earned his CPIA (Certified Professional Insurance Agent) designation in 1999 and his ARM (Associate in Risk Management) designation in 2006. Mercurio is a native of Lorain, Ohio and currently resides in Richfield, Ohio with his wife and two children.

Legal Tips from Gertsburg Law

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

Defend your company from commercial landlords who try to lock you into an automatic renewal on your lease by citing Ohio's

statute of conveyances. In Ohio, any lease with an automatic renewal provision that isn't limited to three years total in duration, and isn't notarized, is an unenforceable perpetual lease. Many times, commercial leasing agencies won't include the three-year time limit in their lease or will fail to get the lease notarized. If that happens, you can successfully argue that the automatic renewal is unenforceable and that you can vacate your commercial property without penalty.



We Solve Problems.

Business Spotlight: Frontier Tank Center

James S. Hollabaugh (Jim) started Frontier Trailer Sales, Inc. in 1979. Jim began his career in the trailer industry in 1968 with the Fruehauf Trailer Corporation. He formed Frontier as a dealership of new Fruehauf tank trailers, though a large portion of the profits came from the selling and leasing of used tank trailers. An opportunity to expand into tank trailer repair and parts distribution was recognized in 1988. Frontier Tank Center, Inc. (FTC) opened in 1988 on Congress Pkwy in Richfield.

Now in its 30th year, Frontier has grown its sales, repair and parts distribution business, and remains a leader in



the tank trailer industry. Today Jim's son, Matt Hollabaugh, runs the day-to-day operations at the 25,000 sq. ft. Department of Transportation registered stamp repair facility, equipped with general repair and maintenance bays, a fabrication center, parts showroom and warehouse. FTC employs highly skilled mechanics, fabricators, welders and tank trailer inspectors.

Services include: testing and inspections for cargo tank trailers, mobile testing, repairs, suspension services, major rollover repairs, sandblasting and painting, custom fabrication, and new and used tank trailer sales and leasing.

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Regina Health Center Receives \$1M in Gifts for Facility Upgrades

Lead \$500,000 gift from Katie and Charles Koch

Regina Health Center has attracted \$1 million in gifts to its 25th anniversary facility upgrade campaign. Katie and Charles (Bud) Koch - former chairman, president and CEO of Charter One Financial - provided the lead gift of \$500,000, which is the largest outright gift commitment by an individual donor in Regina Health Center's history.

To date, additional major gifts for the overall \$2.5 million renovation project include \$100,000 each from Elizabeth P. Macintyre, M.D. and Joseph A. Sopko,

M.D., the Sisters of Charity Foundation of Cleveland, the Sisters of Charity of St. Augustine, the Ursuline Sisters of Cleveland and from a donor who wishes to remain anonymous.

The facility upgrade will significantly update the comfort and style of resident rooms, as well as many common areas, nursing stations and more.

This will be the largest interior upgrade to Regina Health Center since it opened, and active fundraising continues.

Donors interested in learning more or making a gift to the campaign may call Maureen O'Neill-Laszlo at 330.659.5132 or donate online at www.reginahealthcenter.org.

A note from the Renaissance of Richfield/Bath

Dear Richfield/Bath and local communities,

The Renaissance of Richfield/Bath Assisted Living and Memory Care has been a part of your local communities for nearly three years, and we would like to take the opportunity to thank you for letting us take care of your loved ones and allowing them to become a part of our "family."

We have been privileged to touch the lives of nearly 300 local families, as we have graciously and kindly helped you and your family during the transition through your loved one's final days.

It is in those moments that we know

how important our role is - as a provider of both clinical care and compassionate friendship. Taking care of our seniors daily is challenging, but it is also both very rewarding and extremely fulfilling.

We are proud of our care, our beautiful building and our exceptional staff - but, most importantly we are proud to service a community that has warmly accepted us and trusted us to care for their family.

We thank you and wish you a Happy Thanksgiving!

Kindly - Jeff and Jill Risner, owners
The Renaissance of Richfield/Bath

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.

Billion Dollar Whale: The Man Who Fooled Wall Street, Hollywood, and the World

By Tom Wright and Bradley Hope
Hachette Books, 2018
ISBN-10: 031643650X

In their new book Billion Dollar Whale, Wall Street Journal reporters Tom Wright and Bradley Hope chronicle the exploits of Malaysian financier Jho Low. Exploiting social connections to the government of Malaysia, and with the tacit help of the American financial industry, Low was able to siphon off more than five billion dollars through his investment fund 1MDB. The FBI agents who eventually uncovered the plot described Low as “the most amazing

con artist the world has ever seen” making even Bernie Madoff’s crimes seem paltry by comparison.

Low, now 36, began his scheme nine years ago when he convinced then Malaysian Prime Minister Najib Razak to let him create an investment fund with government money, and then persuaded Goldman Sachs and other banks to invest billions more. Over the next few years Low spent millions gambling in Las Vegas, purchased three yachts and ironically financing the Hollywood film The Wolf of Wall Street for more than 400 million dollars. He even threw himself a 31st birthday party where



the guests included Leonardo Di Caprio, Kim Kardashian, Kanye West and featured Brittany Spears jumping out of a cake.

Eventually it became hard for Low to cover up the missing money and a joint investigation between the United States and Malaysia uncovered the fraud, leading to Razak’s resignation and facing criminal charges of corruption. At the time of publication Low was still eluding capture and believed to be hiding in Hong Kong. The book is an easy read and seems more like a thriller than a financial tome. As the authors state, the fraud magnifies what has become “the next great threat to the global financial system.”

*Book reviewed by Mike Daly,
Richfield Branch Library*

Veterans pinning ceremony

Heritage Crossing is sponsoring a veterans pinning ceremony at Rose Hill Funeral Home, 3653 W Market St in Akron on November 12 at 10:30 a.m. An RSVP is required so that there are enough pins and there will also be personalized certificates. It is for all branches of the military and all veterans. This is a free event and refreshments will be served. Contact 330 510-3110 or 330 807-2427 to RSVP.

Revere High School Veteran’s Day program

The community is invited to the annual Veteran’s Day program at Revere High School. The program takes place Friday, November 9 at 9 a.m. in the RHS gymnasium. Area veterans and their guests are

invited to a complimentary breakfast at 8 a.m. prior to the start of the program.

Please contact Claudia Sarcyk at 330-523-3202 if you plan to attend the breakfast.

Christmas Craft Fair at Cuyahoga Valley Career Center

Saturday, November 10, 9 a.m. - 3 p.m.

Featuring more than 100 vendors offering unique gifts and crafted items.

Admission is \$1.00, free for children 12 and under.

Sponsored by CVCC Dental Assisting Students.

Richfield Chamber of Commerce Board Members

*President – Sheryl Wilson
(Bay Pointe Tech Services)*

Vice President – Amy French (OEC)

*Treasurer – Austin Linden III
(Financial Management Strategies)*

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

*Past-President – Tim Ochwat
(Meridian Construction Services)*

*Sweet Corn Challenge chair – Sue Serdinak
(ScripType Publishing)*

Links for Education chair – Karen Smik

*Scholarship committee chair – Jim Koewler
(Koewler Law Firm)*

*Membership chair – Gigi Gerstenberger
(Bay Pointe Tech Services)*

College Scholarship Workshop at CVCC

Wednesday, November 14, 7 – 8:30 p.m.

This workshop is for college bound seniors and their parents. Attendees will have the opportunity to hear representatives from College Now and the Foundation Center discuss how to research private scholarships, what scholarship opportunities are available to students in NE Ohio, Foundation support, scholarship scams and how to write effective scholarship essays. Reserve a seat for this free workshop by contacting Darden Blake, 440-746-8242 or register online at: <http://tinyurl.com/CSW-11-14-18>

Cozy up to Winter Wonders at Richfield Heritage Preserve

The Richfield Joint Recreation District and Friends of Crowell Hilaka will be hosting “Cozy Up to Winter Wonders at Richfield Heritage Preserve” on Saturday, December 1 from 10 a.m. to 3 p.m., at Richfield Heritage Preserve, 4374 Broadview Road. Attendees can purchase delectable Christmas cookies, warm up with a savory soup lunch, enjoy holiday

music, participate in a raffle and go on a guided hike where they’ll view some of the park’s festively decorated historic homes. Storytelling, holiday nature crafts, cookie decorating and face painting will also be offered for our younger guests.

For additional information, contact Karen at 330-659-4750 or kls1650@road-runner.com.

Nominate the Richfield Business of the Year

The Chamber of Commerce, in conjunction with OEC, will honor the Richfield Business of the Year at the Chamber's annual banquet. The Chamber Board of Directors is accepting nominations for this award. Large or small Richfield businesses can be nominated and businesses can nominate themselves.



To nominate a business, please send us:

- Your name and contact information
- The name of the business you are nominating
- The owner or CEO of that business.
- His or her contact information.

Then describe in 300 words or less how the business meets any or all of the criteria that follow:

1. This business demonstrates success and exceptional performance in business practices.
2. This business has been recognized in its industry or by an employee or business organization.
3. This business has made an economic impact on Richfield, the region or the state within the last one to three years.
4. This business has demonstrated corporate citizenship and/or community leadership.
5. This business overcame a diverse or extraordinary circumstance.
6. This business fills a unique void in the community.

Please submit your nomination no later than December 5, 2018.

It can be emailed to: mail@richfieldchamber.com

or mailed to: Richfield Chamber of Commerce,
4300 W. Streetsboro Rd., Richfield 44286

OEC, the 2012 Richfield Business of the Year, is sponsoring this 2018 award.