



# MAYFIELD CHAMBER NEWS

## Mayfield Area Chamber of Commerce

*Serving the communities of: Mayfield Heights, Gates Mills, Mayfield Village and Highland Heights*

**APRIL - 2014**

MONTHLY CHAMBER PROGRAM:



# Learning Leadership

Please join your fellow chamber members at Hilton Garden Inn-Mayfield as we welcome our speaker Pat Perry, president of ERC and responsible for the organization's overall operations and strategic direction. ERC is considered Northeast Ohio's leading HR professional services organization and provides compensation data, compliance services, training, consulting, group purchased savings and health insurance regionally and nationally. Pat has served as a Board Member for the Make-A-Wish Foundation, Lake County Society for Human Resources Management (SHRM), the Leadership Lake County Alumni Association, Mentor Chamber of Commerce and Lake Education Assistance Foundation.

Date:	Thursday, April 10th, 2014
Location:	Hilton Garden Inn – Mayfield Village
Address:	700 Beta Drive, (enter into hotel front entrance for luncheon room)
Time:	11:30am – 1:00pm
Cost:	\$20.00 per person
Speaker:	Patrick T. Perry
Sponsor:	Perrino Builders & Interiors

Pat received his Bachelor of Science degree in Business Administration from the University of Dayton and a Masters of Business Administration degree from Bowling Green State University.

He was named Northeast Ohio's "Best Boss" by Inside Business Magazine and as one of America's Best Bosses for 2006 by Fortune Small Business Magazine and Winning Workplaces. Pat is a graduate of the Leadership Lake County program.

Please RSVP your attendance for this informative luncheon/program by Monday, April 7th to the chamber voicemail: 216-556-4598 or e-mail Jim Spring at: [jasspring@aol.com](mailto:jasspring@aol.com) and make payment at the sign-in table with cash, check or make payment with VISA, Master Card or Discover Card (but not American Express).

**Reminder: "NO SHOWS" will be billed unless cancellations are made 24 hours in advance.**

**Mission Statement: To promote the growth of businesses in our communities and invest in programs that support our community development.**

**Mayfield Area Chamber of Commerce**  
1284 SOM Center Road #308 • Mayfield Hts., Ohio 44124  
216-556-4598 • [www.mayfieldareachamber.org](http://www.mayfieldareachamber.org)

## New Members

Welcome New Members (March 2014)

(Please cut out and insert into your member roster for future use)

### First Merit Bank

Eric Leirer

1330 SOM Center Road  
Mayfield Heights, OH 44124

Banking

440-442-9843

e-mail: eric.leirer@firstmerit.com

website: www.firstmerit.com

### Affinity Insurance Group

Kathleen Lanese/Maureen Doherty

5231 Mayfield Road

Lyndhurst, OH 44124

Insurance

440-442-5573

Fax: 440-442-1705

e-mail:

Kathy@affinity-insurance.com

Maureend@affinity-insurance.com

### Ohio Business Machines

Dan Wargo

1111 Superior Ave.

Cleveland, OH 44114

Retail/Shopping

216-485-2000

Fax: 216-485-2004

e-mail:

dan.wargo@ohiobusinessmachines.com



## From the Executive Director

Jim Spring

The chamber has had and will have several more after hours networking events. Networking is a great investment in your business and yourself. When you network, you build a web of people who know about you, as well as your products and services. The idea of connecting with people to share information and resources – or networking- is not a new one, but the benefits are limitless. Networking is not a quick fix but, over time, it can build a strong support structure for you and your business that will continue to produce results for years to come. Networking has no boundaries, opportunities are everywhere. Think you can't afford to spend your time networking? Actually you can't afford not to. Networking is a long-term growth strategy that can help you enhance your business in ways you can't imagine. Plus, it can be done as part of your regular daily routine, just be aware and open to opportunities to network with the people you regularly come into contact with. When you use networking as a business tool, you invest in your business, yourself and your community. And that's the type of marketing we can all benefit from.

Hope to see you, your family and friends at the Pizza Bake-Off on April 16th....

---

## Perrino Furniture Store & Remodeling April Luncheon Sponsor

Perrino Furniture Store & Remodeling is the only company in Cleveland that offers a complete scope of services related to your home. You have known Perrino for over 25 years as a new home builder. The furniture store is an evolution of the company – featuring a showroom full of designer furniture to fit every budget. Perrino offers on-site interior designers to assist every client with their project needs. Whether you are looking to buy a new couch or refresh the look of your family room with new paint and accessories – our staff is at your service.

The Perrino showroom is a one-of-a-kind MUST SEE showroom. We invite you to stop in anytime and see the spectacularly awesome furniture and accessories we feature !

Whether you are looking for new furniture, to remodel your kitchen or build a new home – Perrino is the answer !

---

## Roster Change

### Change contact for

#### KeyBank-Highland Hts.:

Laurie Humbert

e-mail:

laurie\_humbert@keybank.com

### Change contact for

#### Harry Buffalo-Highland Hts.:

Steve McAdams

e-mail:

smcadams@harrybuffalo.com



## President's Message

*John Swartz,  
Hamilton Insurance  
Partners*

### **Calling Everyone Interested (no matter how small) In Serving On The Golf Committee**

We are up and rolling, planning the 2014 Annual Golf Outing. Remember, this is the main event that funds our 3 – 5 \$1,000 College Scholarships for graduating Mayfield High School Seniors. NONE of the profits go to our bottom line. EVERYTHING is donated! Can you help us on the committee the day of the event? Can you help us on the committee to raise door prizes for the golfers? Can you help us raise Grand Prizes for our raffle? Can you help us sell Hole Sponsors? Do you know someone we should approach for a Major Sponsorship? **We can use every one of you!!!** Please contact our Executive Director Jim Spring (jasspring@aol.com ) or 440-449-5099 and let us know what you can do. We have a tentative date of Monday August 25th for the outing, so please save the date! We need 10 – 15 volunteers to make this a success, so please don't think there's nothing you can do --- YOU CAN!!!

### **Cyber Liability For Your Business --- You Should Be Really, Really Concerned**

I was at a renewal meeting for a very large municipality that we insure and we had a speaker who was (although younger than me) a retired Pennsylvania State Trooper, served with Homeland Security and also in Desert Storm. He now works for a company that focuses on **Cyber Threats** and what he presented curled my hair! Unknown to us attendees, he set up a fake “Marriot” domain name (the hotel we were at) and started the meeting by asking who had checked their e-mail that morning on the Marriot site. Half the hands went up (not mine). His fake site had captured **all** of their emails as well as having access to **everything** on their smart phones --- banking info, personal info, company info --- **everything!** (pretty scary, huh?). He showed us how he could defeat an 8 digit password (capital and small letters, numbers and symbols) in **less than 30 seconds!** The scary part is, it's **unreal** what you as a business owner are liable for (both from the federal government and the state of Ohio) if your **customers'** records get hacked. As little as 50 records (not **customers**, **records**; [one customer could have multiple records]) could cost you \$150,000 to address. Even if you're lucky enough to not have customers' records stolen, there are hackers who get pleasure from simply “denial of service” (they shut down your web site until you pay a “ransom”). Most insurance companies are now offering at least some sort of minimal coverage that you can add for these threats along with your regular business policy. It's really not enough! If you have access to (or store) a lot of your customers' personal information on a regular or ongoing basis, you should really talk to your insurance agent about a stand-alone policy to protect against cyber threats. I truly believe this is one risk that could put you out of business, over many of the others you already insure against.

# Thanks to Host Holiday Inn, Speakers: Dr. Keith Kelly, Joelle Magyar, & Scott Snyder and Sponsor: School of Rock

A little Irish flavor was presented to our chamber members and guests at our March luncheon, thanks to Alfredo's at the Inn at Holiday Inn. Very tasty and served by a great staff.

The School of Rock presenters: Shelly Norehad and Kris Monroe told us about their Summer Camps which are now enrolling. Call today at 440-684-ROCK (Highland Hts.)

Dr. Keith Kelly, Mayfield Schools Superintendent, praised the teaching staff and students for what they achieve by exploring innovative programs, enhancing instructional best practices, and creating environments that maximize student independence by providing the tools students need to be career and college ready.

Joelle Magyar, Assistant Superintendent, explained the STEM2M program which will soon begin at Mayfield Middle School (Science, Technology, Engineering, Math and Medicine). The former Cuyahoga County Library will be the future "Center for Innovation" where students may study engineering and biomedicine alongside Excel TECC programs like Medical Technologies.

Scott Snyder, Treasurer for Mayfield Schools, spoke about how grateful he is to the Mayfield communities for their financial support of the school levies being passed for the future of our students. Plans are to make Mayfield Schools the very best.

---

## After Hours Networking Event

Join us at the Perrino showroom for an evening of fine wine and food – surrounded by designer furniture and accessories you will love for your home!! Get great ideas for interior design projects or remodeling your home!!

Date: Tuesday, April 29th, 2014  
Place: Perrino Builders & Interiors  
Address: 6163 Mayfield Road, Mayfield Heights  
Time: 5:00 – 7:00pm

Come and enjoy this great networking event with complimentary antipasto, pizzas, salad and pasta – along with fine wine and food.





# MACC March Luncheon



March 2014 Lunch Sponsor, School of Rock



Scott Snyder, Dr. Keith Kelly and Joelle Magyar



Dr. Keith Kelly, Superintendent, Mayfield Schools



Mayfield Students, Yannis Sarris, Anna Wu and Andrea Melarango



Joelle Magyar - Assistant Superintendent -  
Mayfield Schools



Scott Snyder - Treasurer, Mayfield Schools



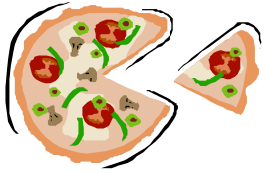
## Thanks to Two Bucks-Mayfield

Many chamber members enjoyed the After Hours Networking Event at Two Bucks-Mayfield thanks to Anthony Grabowski and his staff. These events are becoming very popular and we encourage as many as possible to attend those coming this year.

### Two Bucks After Hours



**Mayfield Area Chamber of Commerce**  
Fundraiser in support of Mayfield High School Scholarships\*



**3<sup>rd</sup> Annual**

# **PIZZA BAKE-OFF**

Local area pizza vendors will face off in the third annual MACC Pizza Bake-Off!

**Wednesday, April 16th • 5 PM - 8 PM**

**Mayfield Village Community Center**

**6621 Wilson Mills Road**

Entrance off Wilson Mills Road or SOM Center Road

Parking at Community Center or Center Elementary School

Cost (cash only): \$5 Children • \$10 Adults (12 and older)

Ticket prices include all-you-can-eat pizza, soft drink  
and/or two complimentary beer or wine.

Guests are welcome to come sample the pies and cast their ballot for the "People's Choice" award.  
Local "celebrities" will be judging the other two categories: "Pepperoni" and "Specialty".

All proceeds benefit Mayfield High School Class of 2014 Senior Scholarship Fund.

\*Scholarships (\$1,000 each) will be given to Mayfield High School 2014 Graduates!

Special thanks to the following gracious donors of food, services, supplies and use of facilities.  
Be sure to support these companies/organizations.

## **Participants:**

**Jets Pizza - Lyndhurst**

**Master Pizza - Mayfield Heights**

**Pizza Roma - Mayfield Village**

**Romeo's Pizza - Highland Heights**

**Teresa's Pizza - Mayfield Heights**

**Zeppe's Pizza - Highland Heights**

## **Donors:**

**Mayfield Village • Mayfield Village Police Department • Crane Enterprises**

Grow hope this spring.



**American Red Cross**

## **Blood Drive**

**Mayfield Village Civic Center  
Civic Hall**

**6622 Wilson Mills Rd., Mayfield Village, OH 44143**

**Friday, May 02, 2014**

**12:00 PM to 5:00 PM**

**All who come to donate receive a Buy One Get One FREE Atlas Coupon, AND a special gift provided by The Cleveland Clinic AND enter a raffle for continental United States airline tickets!**

**Blood Drive sponsored by Mayfield Area Chamber of Commerce and The Cleveland Clinic.**



# MEMBER TO MEMBER DISCOUNTS

## (As of April 1, 2014)

Aladdin Rents 10% off any rental order for chamber members. This does not include any sale items or delivery fee.	440-942-4100	Marshall Carpet One & Rug Gallery Call Steven Glass for 10% off all area rugs.	440-449-4977
BatteriesPlus Save 10% on any instock batteries from laptop computer, cell phone, automotive, backup systems even wheelchairs w/chamber ID .	440-449-5555	Maverick Insurance Group/FARMERS A complimentary Auto/Home insurance review and a copy of the Home Organizer! (\$49.95 value) This program will allow/assist you in building a digital file cabinet of all your important information. Call: Scott Andrew Mills	440-895-5200
Bogart, Cunix & Browning, LLC Call Dave Cunix to access your Anthem chamber discount for group Health insurance.	216-292-8700	Mayfield Brainard Collision & Paint 10% off your insurance deductible on collision repairs.	440-442-4772
Marie A. Calabrese, D.M.D. General Dentistry \$500.00 off Invisalign (clear braces).	440-646-0477	Mayfield City Schools 10% off ads in Mayfield City School Community Education & Recreation brochure.	440-995-7600
Deacon's Chrysler-Jeep Inc. 20% off service work for Chrysler & Jeeps.	440-442-0424	Miklus Florist – Free rose with purchase.	440-442-0777
Dr. Gen Orthodontics. Free initial evaluation including digital imaging and x-rays. \$250 discount off our full fees for comprehensive or interceptive phase I treatment.	440-442-3525	Minotas Trophies & Awards Save 20% on Advertising Specialties (min. qty. 300) Save 15% on Plaques.	440-720-1288
FASTSIGNS – Edward Davis 15% off in-house signage with a minimum purchase of \$75.00.	440-461-4445	Morgan Stanley Wealth Management – Donna K. Leseman 216-523-3110 Free asset scan, a portfolio analysis tool powered by Morningstar.	
Fioritto Funeral Service \$100.00 off of our services with full-service pre-paid Funeral Service, and \$50.00 off of our services with a Standard Cremation Service. Mario A. Fioritto, Jr.	440-442-5900	Network Payment Systems Free equipment replacement program available for credit card/check imaging terminals, includes free receipt paper & supplies. Merchant processing agreement required.	440-473-9477
Golden Gate Gardens Miriam Goloboff announces that if you refer someone to us who signs a 12 month lease, you will receive \$300.00.	440-442-1913	NPS Global Systems, Inc. Credit Card Merchant Processing *waiver application fee - \$125 value *free analysis of current processing set up.	440-646-9966
Harry Buffalo in Highland Hts. 10% off any purchase at the Highland Hts. location.	440-868-0088	Oppenheimer & Co., Inc Complementary: Retirement Outlook Report. An analysis to help review retirement roadblocks, resources and needs.	216-765-5942
Hamilton Insurance Partners Call John Swartz to get your Chamber Discount on Anthem/Blue Cross' Group Health Insurance.	440-461-8010 Ext. 111	Perrino Furniture & Fine Interiors 10% discount on all furniture and accessories (does not apply to any on sale items).	440-919-1000
Hillcrest Atrium Pharmacy Warren Friedman has free prescription deliver in the Mayfield Heights area.	440-605-1611	Rouhier Advertising Specialties Free screen charge with purchase.	440-461-9213
Hillcrest Family YMCA – Chris Scheuer 50% off your initiation fee when you are a new member.	216-382-4300	School of Rock 10% discount on (1) month tuition.	440-684-7625
Hilton Garden Inn Mayfield Village Frank Mancini. 10% off in the GREAT AMERICAN GRILL RESTAURANT.	440-646-1777	Schulte & Mahon – Murphy Funeral Home \$25.00 Gift Card for a funded pre-need funeral contract. Contact: Mary Murphy.	440-442-0000
Howard's Jewelry Center Additional 10% discount & Free jewelry inspections and cleaning.	440-473-5626	Security Self Storage, Ltd. No administration fee for members – save \$15.00.	440-684-9393
Howard Sonenstein 3 months No Charge Rent with a 5 year lease in both Office & Retail space.	440-343-0008	Scalpers Bar & Grille/Sharpy's Subs 5718 Mayfield Road, Frank K. Pines • 10% off any purchase	440-442-3577/440-461-2323
Laronge-Wagner Realty – Michael Wagner 10% rebate on commission when sale is made.	440-449-3850	Sherwin Williams – Golden Gate 20% off list price items and 5% off sale items.	440-449-0910
Levin Mattress \$50.00 off any purchase of \$499.00 or more. Chamber members, Families, and Friends. Offer NOT VALID on selected special purchases.	440-947-0047	Skoda Minotti 1 hr free tax or financial services consultation	440-449-6800
Liberty Mutual Insurance – Joe Corradetti 10% discount on Auto, Home & Renters Insurance.	440-785-3157	Teresa's Pizza 10% off regular menu price orders.	440-449-7400
		Total ID Solutions Mike Sloe - 15% to 25% off employee ID cards.	440-449-8000

# MEMBER TO MEMBER DISCOUNT PROGRAM

**There's still time!**

Join the Member to Member Discount Program and your business with us.

Just completely fill out this form and FAX to: Jim Spring – 440-449-5869

Name: \_\_\_\_\_

Business: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Your product/service discount or offer \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Questions? Please call Jim Spring at the chamber office 216-556-4598.

For changes or new member to member discount additions just complete  
and fax this form to Jim Spring at 440-449-5869

# UPCOMING EVENTS & MEMBER NEWS

## SAVE THESE DATES...

April 10	11:30am	Leadership-Pat Perry	Hilton Garden Inn
April 16	5:00pm	2014 Pizza Bake Off	MV Community Center
April 29	5:00pm	After Hours Networking	Perrino Builders & Interiors
May 22	6-8:00pm	After Hours Networking	SalonBlu@Bella Luca Salon & Spa
May 8	11:30am	Northeast Ohio Media Group	Holiday Inn-Mayfield
June 12	11:30am	TBA	Holiday Inn-Mayfield
June 22	5:00pm	After Hours Networking	Levin Mattress
July 10	5:00pm	After Hours Networking	Harry Buffalo-Highland Hts.
August 14	11:30am	TBA	Harry Buffalo's
September 11	11:30am	State of the Cities	Holiday Inn - Mayfield
October 9	11:30am	Hillcrest Hospital Update	Hillcrest Hospital- L. Level
November 13	11:30am	TBA	Holiday Inn-Mayfield
December 11	11:30am	MACC Holiday Party	TBA

*Submit your upcoming event or member news! E-mail to: [byron@craneenterprises.org](mailto:byron@craneenterprises.org).*

*Copy must be in a word document and any photos must be a separate file. Copy may be edited for content and space restraints.*

*Please patronize our members. To place an ad, call: (216) 556-4598.*



**(440) 461-0770**

355 Bishop Road  
Highland Heights, OH

### COMMERCIAL STORAGE

DOCUMENTS • INVENTORY • OFFICE  
FURNITURE

*FREE MONTHLY PICK UP AVAILABLE!*  
**DOOR ALARMS • CLIMATE CONTROL**  
*Residential Storage Also Available*

### 2013 Board of Directors

#### Officers:

President - John Swartz 440-461-8010  
Hamilton Insurance Partners

Vice-President - Mary Jo Vleck 440-461-1360  
Charter One Bank

Secretary - Patti Bednar 440-442-7753  
Dollar Bank

Treasurer - Bruce Bechhold 216-573-2330  
Walthall, Drake & Wallace, LLP

#### Board of Directors:

Byron Crane 440-552-2105  
Crane Enterprises, LLC

Michael LaMarca 440-449-1516  
LaMarca's Master Pizza

Donna Leseman 216-523-3110  
Morgan Stanley Wealth Management

Marybeth Mack 440-312-4784  
Hillcrest Hospital

Shelly Norehad 440-684-7625  
School of Rock

#### Executive Director:

Jim Spring 440-449-5099  
Creative Visions Cell 216-402-4167  
Fax 440-449-5869

*Deacon's*  
"The dealership that service built"



**Jeep**

835 SOM Center Road Mayfield Village, Ohio  
(440) 442-0424 [deaconschrysler.com](http://deaconschrysler.com)