

SMART BUSINESS

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THIS ISSUE
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Cuyahoga
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CLEVELAND

JERRY FRANTZ

Reality TV vs. reality VC

MARCIA BALLINGER

Leaders are everywhere

RONN RICHARD

Create a legacy of impact

HE'S A CAR GUY

Kenneth Ganley loves selling cars
and shares his passion with the
team at Ganley Auto Group

 **Family
BUSINESS**
ACHIEVEMENT AWARDS

COVERAGE BEGINS ON PAGE 27

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Featuring the 2017 Family Business Achievement Awards

FAMILY BUSINESS PANEL:



Rob DiGeronimo
Vice President & Co-owner
DiGeronimo Companies



Dick Kiko
CEO
KIKO Company



Jay Lucarelli
President
Minute Men Staffing Services



Jim Milano
CEO
Milano Monuments

INDUSTRY EXPERTS PANEL:



Edwin Morrow
Director of Wealth Transfer Planning and Tax Strategies
Key Private Bank



Kelly Price
CEO
Imprise Financial



Frank Fantozzi
President & Founder
Planned Financial Services



Mike Pappas
Director
Barnes Wendling CPAs



Mark A. Trubiano
Partner
Cavitch, Familo & Durkin

The key to any successful family business is building – and sticking to – a formula that works. Join us to hear from a dynamic line-up of panelists as they share real life examples of what separates success stories from failures. This interactive workshop will offer perspectives from both industry experts and actual family business owners to address the real issues facing family-owned businesses every day.

The 2017 Family Business Achievement Awards
On the following pages, we will introduce you to the 2017 honorees. Don't miss your chance to network with them!

September 7, 2017 | **REGISTER AT:**
Corporate College East | www.regonline.com/2017neofambiz

For more information, please contact Lisa Walker at 440.250.7050 or lwalker@sbnonline.com.

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2017 Family Business Achievement Awards

Cuyahoga Community College (Tri-C) is pleased to return as the Presenting Sponsor for the 2017 *Smart Business* Family Business Conference. We value family businesses as an important part of the fabric of our community, and Tri-C is committed to providing education and training to guide owners and employees of family businesses so that they may grow, thrive and be sustained for future generations.

For example, the Goldman Sachs 10,000 Small Businesses program at Tri-C has assisted nearly 500 entrepreneurs over the past five years with developing and expanding their businesses. Those who graduated from the program have outperformed the broader economy while exceeding national and local averages in revenue growth and job creation.

Tri-C is committed to building and expanding the workforce for the future through professional development, helping business owners leverage their incumbent employees and upskill their abilities through training and education.

In addition, the college seeks to address the skills gap by creating a pipeline of skilled workers ready to fill in-demand jobs. The college's six Centers of Excellence supply skilled workers for local employers, address areas of anticipated job growth, demonstrate high success rates and have broad impact on the region. These centers address student, community and employer needs in Creative Arts, Hospitality, Information Technology, Manufacturing, Nursing and Public Safety.

The Family Business Conference also allows Tri-C to support employers by showcasing how to build and maintain a lasting formula for success. *Smart Business* has assembled two noteworthy panels consisting of top experts in the field of family business. The first panel is comprised of industry experts who will share their advice and provide national best practices. The second will include local CEOs who have lived, worked and thrived in Northeast Ohio and who understand what it takes to run a successful family-owned business in the region. These leaders will share the strategies that they have employed on their pathways to success and offer their insights on owning, running and working in a family business.

Cuyahoga Community College extends sincere thanks to the business owners who agreed to participate in this innovative event and congratulates the 2017 Family Business Achievement Award Winners. ●



■ **Alex Johnson, Ph.D.**
president
Cuyahoga Community College
www.tri-c.edu

Zashin & Rich Co. L.P.A.



■ **Andrew A. and Stephen S. Zashin**
Co-managing partners
■ www.zrlaw.com

When Andrew A. and Stephen S. Zashin joined Zashin & Rich in the 1990s, the firm was a small domestic relations firm. Today, Zashin & Rich Co. L.P.A. has 30 attorneys and represents employers in aspects of workplace law, including labor, employment and workers' compensation, and high net worth individuals in all aspects of family law, such as divorce,

dissolution and child custody.

Robert Zashin, a founding partner, provided a platform from which Andrew and Stephen, co-managing partners, grew the firm into one of the most sophisticated firms in these practice areas. Robert recognized the strength of his sons' desire to grow the practice and stepped away from firm management in early 2000. Since that time, the firm has experienced exponential growth. Today the firm competes with national labor and employment law boutiques in workplace law practice, and represents large and small businesses, nonprofits and public



sector entities locally and nationally. It provides personalized guidance, contract negotiations and litigation defense concerning all aspects of traditional labor law, employment law and workers' compensation.

The family law practice represents clients locally and globally on international family law matters including divorce, child custody, relocation and support and property division. Zashin & Rich is philosophically dedicated to obtaining optimum results for all its clients under their unique circumstances in stressful and emotionally charged matters in the workplace and with their families. ●

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