



January 2015 Newsletter

Making great businesses greater!



Sponsor



The Wellness Champions is a worldwide non-profit organization dedicated to educating the community on true health and wellness and also bringing wellness to the workplace. Our doctors and wellness educators are hand selected as the experts in a wide range of topics. Our desired goal is to give your employees the tools to create a shift in mindset about their personal health, from passive to active.

We offer complimentary Health by Email appointments, Lunch N Learn Talks which are 30 minutes, "Well-TED" Talks which are 10 minutes and our 8 Weeks to Wellness online corporate challenge.

We are passionate about health and creating a more healthy and engaged community and that starts with YOU! Who doesn't want to work with people who are happy to come to work each day? Our doctors are highly trained professionals who offer "Edutainment" and who focus on a personalized approach to motivate your employees to be proactive about their health.

Call us today at (440) 525-4082!

Better health and more productivity is only a phone call away.

(Sponsors continued on page 3)

January Chamber Meeting

Topic: Getting Green for Going Green

Thursday, January 22, 2015

11:30 - 1:00

**Lakeland Community College
East Branch, Madison**

**Speaker: Andrew Smyser, MBA,
Manager, Energy Services at
Council of Smaller Enterprises (COSE)**



CATERED BY: Upscale Eats

COST: \$20

RESERVATIONS: Register online at painesvilleohchamber.org, or call either Chamber

RSVP DEADLINE: Please register by 10 am on Monday, January 19

SPONSORED BY: COSE, The Wellness Champions, and LakeHealth

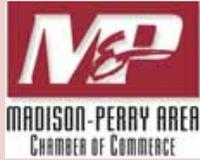
Improving building energy efficiency represents the fastest, least-cost path to increasing your bottom line. Regardless if you own or lease your space, there are many behavioral steps that you can take to reduce costs.

For indoor environments, the need for heating and cooling never ceases, whether it's the middle of summer, or even the dead of winter. The comfort of you and your employees is crucial to keeping people happy. Because lighting, heating and cooling is so vital in facilities of all sizes and uses, it's imperative to first have an energy blueprint of your space to better understand how best to manage your energy costs and keep your operations running smoothly year-round.

Join us for a dynamic discussion on simple techniques, strategies and long-term planning that you should consider for your business to reduce energy costs and get back to doing what you do best, running your business.

Engage with **our panel of local experts** on what they have done in their business and for other businesses to reduce energy consumption and cost.

Can't wait to see you there!



2015 Madison-Perry Area Chamber of Commerce Board of Directors

The following chamber members will serve as the executive board of the MPACC for a 1 year term beginning July 1, 2014 thru June 30, 2015.

EXECUTIVE BOARD

Chairman of the Board - Karen Sundy
Perry Economic Development Council

Vice-Chairman of the Board - Nick Rhodes
Asgard Development

Secretary - Mary Peplowski
Madison Pet and Garden

Treasurer - Wayne Jones, CPA
Jones Accounting Group

BOARD MEMBERS

Rita Camardo
Northwest Savings Bank

Beth Debevc
Debonne Vineyards

Dr. Steven Gajda
Northern Dental Specialist

James Illig
JBI Painting and Powerwashing

Brint Learned
Rabbit Run Community Arts Association

Virginia March
Perry Public Library

Peter Richmond
Richmond & Richmond Insurance

Lorraine Sears
FirstMerit

Lisa Snyder
Midwest Materials

Ame West
West Orchards

LAKE COUNTY CHAMBERS OF COMMERCE REPS

Nancy Currie
Madison Public Library

Beth Debevc
Debonne Vineyards

STAFF

Alice Cable, President
440-428-3760
exec@mpacc.org

MPACC NEWS

Published monthly by Madison-Perry Area Chamber of Commerce. Questions, comments and articles should be directed to: exec@mpacc.org

A Message From The Painesville Board President ...



Dave Komjati, Assistant Vice President KeyBank, N.A., 8 N. State Street Painesville, OH 44077

Introducing Painesville Area Chamber's New Board President/Chair David Komjati, of KeyBank

Happy New Year! I hope you and your families had an enjoyable holiday season. It seems to go by so fast. As I'm writing this there are only 26 days until the holidays are all over.

I think it's natural to look at the coming year with both anticipation and some fear of the unknown. Perhaps your business is coming off a highly successful and productive 2014, and you are looking forward to another prosperous year. Maybe the economic winds are blowing against you creating hurdles that need to be cleared. Whatever your situation, I hope you will turn to the Painesville Area and Madison/Perry Area Chambers of Commerce. The Chambers offer numerous networking events to meet prospective clients, business savings programs to help reduce your operating costs, workforce development programs to help you in creating a highly efficient and productive team, and leadership opportunities through the many working committees of the Chamber. I hope you will take advantage of all your Chamber has to offer in 2015.

I'm looking forward to the continued collaboration between the PACC, and MPACC. This year will bring even more opportunities for the members to meet, network, and exchange ideas. Contact either Chamber office for a complete schedule of events for 2015. When two strong Chambers partner up good things are sure to happen.

I'm excited to take over the presidency of the PACC from Jeff Sivyer, Pastor of The Grove Church. Jeff served as President for not just one, but two years! I want to thank Jeff for his leadership, dedication, and his friendship. A special thank you goes to his wife Cindy for her support of Jeff, and her participation in many of the events. Jeff will remain on the Board as Past President allowing him to continue to provide valuable insight and direction throughout the year.

Best wishes for a prosperous 2015. I look forward to seeing you at future events.



2015 Painesville Area Chamber of Commerce Board of Directors

EXECUTIVE BOARD OF DIRECTORS

President - David Komjati
KeyBank

1st Vice President - Allen Weaver
Lake National Bank

Treasurer - David Battles
Jones Battles Group

Past President - Jeffrey Sivyer
The Grove Church

BOARD OF DIRECTORS

Sallie Christian
Layton Physical Therapy

Jim Gray
JPG Advisors

Mary Anne Hurley
Hurley State Farm

Lisa Schwentner Joles
Lew's Reliable Heat & AC

Katrina March
French Chiropractic & Wellness

Mary Jo Miller
Bella Donna Salon & Spa

Thomas Mitchell
The Marshfield Group

Tracy Montgomery
Goddess Construction

Elias Nunez
Pollutro-Rossley Insurance Agency

Chris Brill Packard
Lake Health

Tony Pochiro
AMP Financial Group/Raymond James

Tom Szabo
A Thomas Image

Joey White
Handouts

LEGAL LIAISON

Neil Conway
Conway Land Title

STAFF

Linda Reed - Executive Director
Kathleen Obrenski - Executive Assistant
Cindy Girdler Bookkeeper

MISSION STATEMENT:

The Painesville Area Chamber of Commerce shall work together to address business and community issues; promote growth and development to enrich the economic, civic, social, cultural and environmental well being of our communities.

Serving: Concord Township
Fairport Harbor
Grand River
Leroy Township
Painesville City
Painesville Township

Monthly Luncheon Sponsor:

(continued from cover)



The Madison-Perry Area Chamber and the Council of Smaller Enterprises (COSE) have always had one common goal – helping area businesses achieve their idea of success. That’s why we have joined forces to provide you with double the benefits, resources and support. This powerful alliance will give you the presence you need within the Madison-Perry area community combined with the regional reach and buying power of more than 10,000 small businesses that COSE offers.

Best of all, this partnership allows you to join both organizations for one low price that’s significantly lower than joining both organizations individually.

So, what does being a member of both the Madison-Perry Area Chamber and COSE mean for you?

- Connections to businesses in your neighborhood as well as those across the region
- Increased resources and consultation for your everyday business needs including energy, workers’ comp, office supplies, payroll, shipping and more
- Access to hundreds of educational workshops and networking opportunities including the Small Business Convention
- A stronger voice on important issues and access to government officials at the local, state and federal levels of government

We hope you take advantage of this exciting opportunity for your business! For more information on this partnership and the offerings of both organizations, call 216-592-2222 or visit www.cose.org/dualmemberships.

WHO'S LOOKING OUT FOR YOU

Sievers is your Best Choice for 24/7 Protection

50 Years in Business

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------------	-------------	------------

Security Systems	Cameras & Recorders
Fire & Smoke Protection	Card Access
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SIEVERS Security
Local Monitoring

440.352.4800 Call Judy Armington

Photography www.athomasimage.com
FREE 5X7 Color Print
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 Commercial, Portrait, Underwater
 & Wedding photography
 440-354-2535 tom@athomasimage.com

essential

The things that are essential to you are an essential part of our business.

Lubrizol

www.lubrizol.com
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M A Hurley Ins Agcy Inc
 Mary Anne Hurley, Agent
 8 N State Street, Suite 206
 Painesville, OH 44077
 Bus: 440-357-1133

State Farm, Bloomington, IL
 1211999

David N. LeMond
 Financial Advisor

Edward Jones
 MAKING SENSE OF INVESTING

2606 Hubbard Road
 Madison, OH 44057
 Bus. 440-417-1559
 Fax 877-567-3835
david.lemond@edwardjones.com
www.edwardjones.com

WELCOME NEW MEMBERS

The following organizations have recently made an important investment in their business by joining their chamber. We thank them and hope you will consider them for all your personal and professional needs.

Welcome To The Painesville Area Chamber Of Commerce!

DEMPSEY AUCTIONS, LLC

DENNIS DEMPSEY

(440) 983-1427

1871 N. Ridge Rd., Painesville, OH 44077

www.dempseyauctions.net

Description: Dempsey Auctions will consign your entire estate, private collection of antiques and collectibles or one item. We offer competitive rates and quick turnaround of your items. Auction on Thursday.

RE/MAX RESULTS

GREG GILSON

(440) 537-3701

9954 Johnnycake Ridge, Concord, OH 44077

www.greggilson.com

Description: Help sellers & buyers with all their Residential Real Estate needs.

THE SALVATION ARMY MAJOR ROBERT BENDER

(440) 354-3774

69 Pearl St., Painesville, OH 44077

www.salvationarmyusa.org

Description: Non-Profit Organization. Serve homeless & poor. Programs for school children, teens, adults

DAWN BORRIS

(440) 346-0811

10461 Prouty Rd, Concord, OH 44077

Description: Database management, data surveys, webinar/video/phone conferencing, telemarketing, marketing, communications, and more!

5 STAR BUSINESS COACHING

GLENN BURKEY

(440) 551-9356

One Victoria Place, Suite 301, Painesville, OH 44077

www.5starbusinesscoaching.com

Description: Business Coaching, Sales Training, Personal Development, General Business

THE WELLNESS CHAMPIONS

KRISTEN COZART

(440) 525-4082

404 Bacon Road, Painesville, Ohio 44077

www.wellnesschampions.org

Description: We are a worldwide non-profit elite organization of doctors and health practitioners that are dedicated to sharing their knowledge and expertise of health and wellness to the community.

MENTOR IPHONE REPAIR

MATT GOLLINI

(440) 227-9677

7200 Center St., Suite 101C, Mentor, OH 44060

Description: Apple iPhone, iPad, iPod service and repair.

BC WORK SPAS

SANDY WALKER

(440) 537-8229

4996 Webb Rd., Perry, OH 44081

www.bcspaday.com

Description: Spa Works & Relaxation. We relax & de-stress the staff in the workplace & home.

BC Spa Fundraisers-50% of all profit of sales goes to your organization.

RAIN'S HAIR & FASHION

NELLA DERRICO GREEN

(440) 579-5568

1400 Mentor Ave., Painesville Twp, Ohio 44077

Description: We carry hair care product as well as fashion accessories, and shoes. Our customers can also purchase a cell phone from us and pay their utility bill as well.

JOHNNYCAKE FINANCIAL

AN INDEPENDENT FIRM

MICHELE JOHNSON

(440) 350-7510

9930 Johnnycake Ridge Rd, Suite 5D

www.johnnycakefinancial.com

Description: Financial and Retirement Planning, Wealth Management, IRAs, Employer Retirement Plans - 401k, Profit Sharing, Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC

LAKE COUNTY HISTORICAL SOCIETY

KATHIE PURMAL

(440) 639-2945

415 Riverside Drive, Painesville Township, OH 44077

Website: www.lakehistory.org

Description: Museum, Community Events, Library, Rental Facility

Welcome To The Madison-Perry Area Chamber Of Commerce!

RIVALRY'S RESTAURANT

PATRICIA SCOTT

1860 Austinburg Rd, Austinburg, Ohio 44010

(440) 678-8791

www.rivalrysrestaurant.com

Family restaurant offering bkfst 6 am-11 am everyday! Lunch, dinner, late night menu and every Sunday all you can eat brunch buffet 11 am-2 pm! Daily specials! Free banquet room! Call for discount!

PERRY FAMILY RESTAURANT

TONY ATTIA

2736 North Ridge Rd., Painesville, OH 44077

(440) 350-1960

www.perryfamilyrestaurant.com

Family restaurant known for home cooking and salad bar. We serve breakfast, lunch and dinner!

*We hope to
see you soon
and often!*



Family Karate

Karate, Taekwondo & Fitness
Programs for ages 3 to 93
Fitness Kickboxing, Yoga,
Tai Chi for Health,
Line Dancing & Zumba
440-255-7300
www.Karate4Family.com



Chamber
discount
available



LAKE COUNTY SAFETY COUNCIL

TWO SAFETY COUNCIL EVENTS ARE COMING UP!

Dates: Friday, January 16th and Friday, January 23rd

Time: 7 am to 9 am

Place: Holiday Inn Express Hotel & Suites LaMalfa

RESERVATIONS and Details: www.councilnews.org

RSVP DEADLINE: the Monday before the event

Coffee Contacts with PACCC & Mentor

The Original COFFEE CONTACTS

Start your day networking with members of the Mentor and Painesville Area Chambers of Commerce. Each participant will be invited to give a short commercial. Attendees are encouraged to bring marketing materials. Door Prizes Welcome!



Thursday, January 8, 2015

8 to 9 am
Eat'n Park
7061 Chillicothe Rd.
Mentor, OH 44060

Thursday, January 22, 2014 - DECAF

8 to 9 am
Mary Ann's Family Hearing
1701 Mentor Avenue, Suite 5
Painesville Township
(Limited to 30 people)

Thursday, February 5, 2015

8 to 9 am
Mentor High School
6477 Center Street
Mentor, OH 44060

Thursday, February 19, 2015 - DECAF

8 to 9 am
TBA

To help us better serve you – please remember to make a reservation

PLEASE NOTE: Cost to non-chamber members is \$10 (cash or check only) and must be paid at the door - receipts will be available at registration.

Contacts N Coffee: MPACC & Geneva



Join Chamber Members from the Madison-Perry and Geneva Area Chambers of Commerce!

DATE: January 28, 2015

(the fourth Wednesday of the month)

TIME: 8:00 AM - 9:00 AM

**PLACE: Rivalry's Restaurant
1860 Austinburg, Rd, Austinburg, OH 44010**

There is NO COST to attend this members-only event!

Every member in attendance gets 30 seconds for their "commercial"
Members can bring any literature, flyers, etc.

You can also bring a door prize to promote your business

Our moderator is the lovely Katrina March from French Chiropractic

ALZHEIMER'S DISEASE-TIPS TO ENGAGE

Early warning signs of Alzheimer's disease can begin some 15 years before symptoms of mild cognitive impairment, or long before the beginning signs of dementia surface.

Leave your world and enter into theirs. Live in the moment. Do not contradict or correct their reality. Validate by listening and asking questions.

Stage 2 Normal Aged Forgetfulness

Be patient; provide more time and support. To do lists, grocery lists, daily or weekly pill boxes, cell phone or watch alarms, white board notes, handouts, written or picture instruction sheets. Only one person talks at a time. Allow time for questions and always ask the individual to share what was told.

Stage 3 Mild Cognitive Impairment (Lasts for 7 years)

Stop arguing! Give up reality orientation! Stop needing to be right! Stop being bossy or taking over completely. When ask or tell repeatedly about something-get rid of the words "Remember" and "Don't you remember?" Instead repeat the gist of what he/she just said. Keep your voice and manner calm and friendly. Limit sharing of advance information, appointments, vacations, or plans if it creates distress and anxiety. Listen to old stories and learn the details from them. When they ask, "Did they ever tell you about?" instead of saying "yes" or "no," use a few of the words and then state, "Tell me about it!" with enthusiasm and interest. Keep as many old routines and habits as possible. If not working, tell them that an authority figure says we have to do something different at least for now. Establish and maintain a healthy rhythm to their day.

Stage 4 Mild Alzheimer's Disease (Lasts for 2 years)

Greet before you treat! Get connected to them (establish a relationship) each time before you try to address or fix something you noticed that one did wrong or is "flawed." Do things with them, not to them or for them – be a partner. If they are lost in life, accept they are lost. Stay calm, and get connected. Meet them in their world. Offer your name in greeting, not the relationship – ("Hi Mary, its John." – not "Hi Mom, it's me."). If they say, "I want to go home," or that I am "looking for my mother," don't use reality orientation or argue, instead make an emotionally supportive comment, "You have always loved being at home" or "Sounds like you are really missing your mother," pause and listen to what they have to say. Use visual cues first to want them do something. Think before you speak, limit how much you say. Respond and not react to what they do or say. Break tasks, activities, and expectations down into smaller steps, less at a time. Use humor; laugh with them and not at them. Ask if I can help you. Make them feel that they still matter and make a difference.

Stage 5 Moderate Alzheimer's Disease (lasts for 1.5 years)

Keep visits short. Take a time-out. Step away for a few minutes, breathe deeply and completely, and then try to re-approach. Re-connect using visual-verbal-touch cues that seem to match up with what they are doing at the moment. Share past preferences that they connect with- Pictures, videos, musical and auditory preferences, touch and movement sensations, smells that calms or stimulates. Greetings and offering them cues – exaggerate visual responses; use more automatic social greetings and movement encouragement, limit verbal information and instructions. Simplify their world, tasks, expectations, and interactions-not infantilize.

Stage 6 Moderately Severe Alzheimer's Disease (Lasts for 2.5 years) Show what you want them to do, rather than telling or getting louder. Have a balance of restful and active periods and transition them slowly and gradually from one activity to another. Manage the sensory and physical environment for calming or stimulating. Use hand-under-hand guidance for movement and pointing with your other hand for direction. Guide and cue, don't push or pull or force. Use your voice to engage and encourage, limit talking, especially if they are trying to move away from you, the noisy area, or crowded space or activity. Be willing to be silent with them. Use what is calming to them, explore all senses to help them settle and to stimulate them.

Stage 7 Severe Alzheimer's Disease (Lasts for 1.5 years) Create opportunities for them to engage and respond, but don't force it or expect it. They are doing the best they can. Talk to them, and with them. Don't talk about them as though they are an object of in third person. Offer them sips and tastes, it should be about what they like, not about what is good for them at this point. Allow them to enjoy-cuddling close, stroking a pet, feeling the sun or a breeze on their face, hearing deep chimes or a chant or favorite prayer or poem or reading. Use the time they are together to be with them, not just care for them. Use your voice and touch in a friendly and rhythmic way to bring them back to alertness and awareness. Use the moments to connect and interact with them, using multi-modal cues of sight, sound, touch, smell, and possibly tastes but go slow.

***Lantern of Madison, an Alzheimer care facility, 2041 Hubbard Road, Madison, OH 44057
Ph. (440)428-2664***

www.lanternofmadison.com

www.facebook.com/lanternofmadison

Reference: Adapted from Dementia caregiver guide Teepa Snow, MS, OTR/L, FAOTA,



Lake Health

Occupational Health SERVICES

Lake Health is truly a one-stop shop for area employers. With eight locations in Willoughby, Willowick, Mentor, Painesville, Madison and Chardon and 24-hour, 7-day-a-week care, Lake Health is the optimum resource for occupational health throughout Lake County and the surrounding areas.

Lake Health's occupational health services offer a full range of examinations, screenings, rehabilitation services and wellness programs to meet your health care needs.



Occupational Medicine Services:

- 24-Hour Injury Care
- Audiology/On-site Audiology Services
- DOT Drug/Alcohol Testing
- Drug/Alcohol Abuse Testing
- Ergonomic Services
- Independent Medical Evaluations
- OSHA-Required Testing
- Physical Examinations/DOT Physicals
- Random Substance Abuse Testing & Program
- Respirator Clearance Exams
- National WebCheck® for FBI and/or BCI for Ohio – Digital Finger Printing.

Rehabilitation Services:

- Back to School
- Functional Job Analysis
- Physical/Occupational Therapy
- Work Hardening Programs

Consultant Programs/Services:

- Blood Borne Pathogen Program
- Carpal Tunnel Prevention Program
- DOT Supervisor Compliance Training
- Drug & Alcohol Testing Policy Development
- Drug-Free Workplace Training
- Hand/Back Safety Program
- Wellness/Education Programs

Employee Assistance Programs:

- Company Policy & Program Development
- Confidential Employee Assessment Interviews
- On-Site Orientation Programs
- Referral Services

Health Management Programs

- 10,000 Steps Walking Program
- Exercise Education Programs
- Health Fair Coordination/Consultation
- Health Risk Appraisals
- Healthy Heart Programs
- Smoking Cessation Program
- Stress Management Program
- Weight Management Programs
- Work-Site Screenings

***Call 440-354-1990 or log
onto lakehealth.org
for more information.***

5th Thursday NETWORKING EVENT

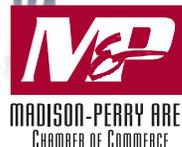
Come see what everyone is talking about...

Thursday
January 29, 2015
8:00am

The Grove Church
1697 Mentor Avenue
(at Nye Rd.)
Painesville Township

COST:
FREE to Non Members
Members \$5 or Free with
a Non Member Guest

- Network with local businesses
- Make great business contacts
- Bring plenty of business cards



Event Sponsor:
Jeffrey Sivy, The Grove Church

To RSVP or for more information contact Kathleen 440-357-7572 • office@painesvilleohchamber.org
www.painesvilleohchamber.org



2015 REGISTRATION INFORMATION

Join us February 21st and 22nd at the Great Lakes Mall for the Lake County Chambers of Commerce **Home & Lifestyle Expo** (formerly Shop Lake County). Your participation will provide an excellent opportunity to generate company awareness and sales for your business.

2015 DATES

Move in and set up: Friday evening, February 20th - 9pm SHARP
Please use the mall entrance next to Fuji Japan Steakhouse
Watch for more information regarding the Exhibitor Networking Hour Friday prior to set up.

Show dates and times: Saturday, February 21st, 10am to 6pm
Sunday, February 22nd, 11am to 6pm

SPACE IS LIMITED. Participation is limited to the first 60 registrations (10 sponsors, 50 exhibitors).

Exhibitor will provide:

- Heavy gauge electrical cords (if needed)
Household cords are not permitted. Rubber cord covers or tape to reduce tripping hazards.

Lake County Chambers of Commerce provides:

- (1) 10' x 10' display area per exhibitor
- (1) 8' table with skirt
- (1) chair

- Optional Add-ons:**
- Extra 8' table \$25 - table must fit into your original 10' x 10' space
 - Double booth (20' x 20') can be requested for an additional \$200
 - Vehicle - \$200 per vehicle.
 - Insert into Giveaway Bag \$50 (per 500 quantity of one item)

RULES & REGULATIONS

- Displays are not to exceed 8' in height – no tents or canopies – **NO EXCEPTIONS**
- Great Lakes Mall Management has full authority in the placement and presentation of display areas. All excess material, collateral and boxes must be stored under your table.
- The distribution of helium balloons is not permitted.
- If a vehicle is part of your display, special arrangements must be made at least two weeks prior to the event. The Fire Department needs to be present for vehicle move in. Please call Diana Lewis in the mall office for more information 440-255-8932.

Sponsor registration and payment is needed by Friday, December 12, 2014

Exhibitor and Giveaway Bag registration and payment is needed by Thursday, January 29, 2015

**Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077
or Fax to 440-357-8752 or email exec@painesvilleohchamber.org**

Questions? Please call Linda Reed at 440-357-7572 or email Linda at exec@painesvilleohchamber.org

Hosted By:



In Partnership With:



Premier Sponsor:





Saturday, February 21 • Sunday, February 22

2015 REGISTRATION FORM

YES, I will be a Sponsor @\$575

- Preferred exhibitor space (your choice of location)
• Guaranteed attendance - All contest participants are required to stop by every sponsors booth
• Logo on marketing materials
• Logo on print advertising
• Logo on Lake County Chambers website Expo page with a link to your website
• Logo on sponsor sign
• Company listed as a sponsor in event press releases
• Public mention at chamber events prior to expo
• Option of stage time at expo

YES, I will be an Exhibitor @\$325

- (1) 10' x 10' space, (1) 8' table, skirt and (1) chair

YES, I will add something to the Giveaway Bag @\$50 (available to exhibitors and non exhibitors)

- 500 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by January 31st to the Lake County Chambers of Commerce address below.

Company Name _____
Member of which Chamber? _____
Contact Name _____
Email (required) _____
Phone _____
Address _____ City _____ Zip _____
Booth/Display Height _____
Electricity Needed? Yes No
Special Requirements _____

Table with 2 columns: Item Name and Amount. Rows include Sponsor Fee (\$575), Exhibitor Fee (\$325), Giveaway Bag (\$50), Extra Table (\$25), Double Booth (\$200), Vehicle (\$200), and TOTAL.

Method of Payment: Check payable to Lake County Chambers of Commerce
 Master Card Visa American Express
Credit Card # _____ Expiration Date _____ CVV Code _____
Billing Address _____ Zip Code _____
Signature _____ Date _____

Sponsor registration and payment is needed by Friday, December 12, 2014
Exhibitor and Giveaway Bag registration and payment is needed by Thursday, January 29, 2015
Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077
or Fax to 440-357-8752 or email exec@painesvilleohchamber.org
Questions? Please call Linda Reed at 440-357-7572 or email Linda at exec@painesvilleohchamber.org



Advertise With Your Chamber

Be a 2015 Monthly Meeting Sponsor

One of the many ways you can advertise with your chamber is to become a monthly membership meeting sponsor for only \$200.*

Your sponsorship entitles you to the following:

- Sponsor will be provided an exhibit table located at the registration area or inside the door of the meeting facility.
- Sponsor may place literature, business cards, promotional items, etc. at each place setting.
- Sponsor article and logo will be featured in the chamber newsletter.
- Sponsor will be listed on our Web site.
- Sponsor logo will be present at the meeting.
- Sponsor will have 3 minutes of "commercial" time at the podium.
- Sponsor will have the opportunity to give away promotional items.
- Sponsor will receive two complimentary meal at the meeting.

Sponsorships are also available for Madison-Perry's Awards Banquet (\$250 or \$500), Golf Outing*, and various events throughout the year. Please call your chamber for details!

Reserve your spot now.

Yes, I am interested in being a Sponsor of a 2015 Monthly Membership Meeting. Please contact me.

Name: _____

Company: _____

Phone: _____

Email: _____

Desired month or topic (if known)_____

**Monthly luncheons are \$200 but other events may vary in pricing. Just let the chamber know and we'll work with your budget!*

If you are a company
who targets parents and kids
in the Lake County area...



www.lakekidzbiz.com

Please join us
for our monthly meeting

the first Wednesday of each month,
from 8:15 to 9:30 am.

For more information go to LakeKidzBiz.com!

Italy (Rome & Amalfi Coast) Tour May 21 – 31, 2015

\$4,989.00 per person (Single supplement \$785)

**With Tour Hosts Tom & Debra Fitzgerald
of Fitzgerald's Irish B&B and Tours**

Italy Tour Includes:

Round Trip Air: Cleveland/Rome
All Breakfasts and most Dinners
First Class Accommodations
Transportation by Motorcoach with Driver/Guide
Pre-Departure Party at Fitzgerald's Irish B&B

Itinerary Includes:

Rome (Colosseum, Roman Forum, Vatican Museum, Sistine Chapel), Cantine di Marzo, Amalfi Coast, Pompeii, Sorrento, Positano, overnights on the Isle of Capri, Anacapri, Naples sightseeing, St. Restituta Basilica, Pizza School Lesson, Cassino and Montecassino Abbey...more!

Group Size Limited Reserve Today!

Contact:

Debra Fitzgerald
Fitzgerald Tours
47 Mentor Avenue
Painesville, OH 44077
(440) 796-3529
FitzTours@gmail.com



Also offering a Girls Getaway Weekend in **Chicago** April 23-26, 2015. Just \$739 per person sharing

Itineraries and details at www.FitzgeraldBB.com



KE Mears Financial Services Is Now... Retirement Wellness Wealth Advisors, LLC

It's been an exciting year for Ken Mears as he moved offices, celebrated 30 years, and welcomed a new financial advisor to his team. KE Mears is now pleased to announce their new name, in line with their mission: Retirement Wellness Wealth Advisors.

Northcoast Imprints...

... wants you to check out their new website at:
northcoastimprints.espwebsite.com.

Tim Sizemore says, "This site is a great research tool for those looking for the perfect product or item to share as a way to promote their business or even to find items to send as a thank you to current customers and employees. It is VERY user friendly and all you need is a basic description of what you are looking for and then you can narrow it down from there."

Register Now For The Painesville Chamber's 2015 Annual Awards Banquet

Friday, January 30, 2015

**Holiday Inn Express
Hotel & Suites LaMalfa
Centre**

**\$55 per person
\$400 for a Corporate
Table of 8**

**Join us as we honor
our Citizen, Business
& Non-Profit
Organization of the year!**



Our Chamber Bright Star for 2014

The Chamber Bright Stars for 2014 were recognized on Wednesday, October 29th at the semi-annual Chamber Leadership meeting and seventh annual Chamber Bright Star Awards presentation of the Northern Ohio Area Chambers of Commerce (NOACC) in the Club Velvet at the Hard Rock Rocksino in Northfield, Ohio.

Over 50 chambers of commerce across northern Ohio nominated a person from their chamber as their "Bright Star," to recognize a chamber member who has "made a significant impact on the chamber through membership, retention, sponsorship, economic development, operations and/or education." Each Bright Star is an active chamber member for no less than two years and is likely to be an unsung hero or a dedicated behind-the-scenes volunteer.

A great example is Painesville's own Joey White. As the Lake County Chambers of Commerce Bright Star for 2014, Joey accepted her certificate and trophy from Tony Gallo, NOACC Chairman and President of the Lorain County Chamber at the presentation.

These volunteers represent a wide range of involvement with their respective chambers, some having been a member and or officer or committee chairman for 20+ years and some being newly involved but each of whom has given freely of his/her time, working hard for their chambers without any expectations. This is the seventh year for the Chamber Bright Star Awards, and again has given an opportunity to recognize these volunteers among their peer groups, as chamber representatives, board members and spouses were also in attendance.

Tony Gallo, NOACC Chairman said "our volunteers are the common bond in each chamber. Giving recognition to our Bright Star in a public way lets our membership and community know we appreciate the time, talent and treasure that they provided."

Legislative News

State Helps Ohio Businesses Connect with Big Buyers

Five free webinars offered
to Ohio businesses

News from Ohio Development Services Agency

Getting a piece of the federal government's business is a great opportunity for Ohio companies to expand sales. The Ohio Development Services Agency is hosting five webinars to provide Ohio companies the tools they need to secure contracts with some of the largest businesses in the state, which provide goods and services to the federal government.

"This webinar series will educate Ohio businesses on the procurement process and will help them develop contacts with large companies," said David Goodman, director of the Ohio Development Services Agency.

The webinars will connect Ohio businesses with Procurement Technical Assistance Center counselors and buyers across the state. Hosted by the Ohio Development Services Agency, the Ohio Procurement Technical Assistance Centers (PTAC) help Ohio businesses seeking to compete for federal, state and local government contracts. The PTACs provide a variety of services at no cost to Ohio businesses, including one-on-one consulting.

"Our programs span a wide variety of U.S. government, commercial and international organizations, providing our suppliers with ongoing opportunities for decades to come," said Orystia Buchan, Lockheed Martin co-lead for the Small Business Innovation Research and Small Business Technology Transfer programs. "We value a robust supply chain and provide small businesses with an opportunity to gain the tools and training needed to directly support a government customer."

The Ohio Development Services Agency and the Ohio Procurement Technical Assistance Centers network, in partnership with Lockheed Martin, Battelle and Fluor B&W are conducting the following webinars:

Webinar Dates and Times:

- January 14, 2015, 10:30 a.m., Doing Business with Lockheed Martin
- February 11, 2015, 10:30 a.m., Doing Business with Battelle
- January 28, 2015, 10:30 a.m., Building Your Subcontracting Profile
- February 25, 2015, 10:30 a.m., Doing Business with Fluor B&W

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2015 Annual Awards Banquet

Friday, January 30, 2015

Holiday Inn Express Hotel & Suites LaMalfa Centre

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Join us as we honor our

**2015 Citizens of the Year – Tom & Libby Hill,
2015 Business of the Year – OurPets Company
and**

2015 Non-Profit Organization of the Year: – Kidney Foundation of Ohio, Lake County Chapter

Contact the Painesville Area Chamber of Commerce

to make your reservation by calling 440-357-7572

2015 Citizens of the Year – Tom & Libby Hill



2015 Business of the Year OurPets Company



2015 Non-Profit Organization Kidney Foundation of Ohio – Lake County Chapter





Lake County Fuel

Date: Thursday, January 15, 2015

Time: 5:30 pm to 7:30 pm

Location: Be the among first to find out by following Fuel online or RSVP'ing for the event!

Register: fuel.lakecounty@gmail.com

For more information, go to: www.LakeCountyFuel.com or find Fuel on Facebook!

If you are a company who targets parents and kids in the Lake County area, please join us...



Date: Wednesday, January 7th

Time: 8:15 to 9:30

Location: Great Lakes Mall Food Court

Topic: **The Ins & Outs of Facebook:** Learn how to grow your audience on Facebook, use Insights and respond to both positive and negative comments!

Speaker: Director of Marketing and Business Development at Great Lakes Mall, Renee Sanden



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Welcome To The Neighborhood!

The Painesville Area Chamber was pleased to cut the ribbon at Project Hope for the Homeless,
and for The Sub Zero Mission at their new location.

Both non-profits are making great impact on the homeless population here in Lake County.



Ribbon Cuttings for Project Hope for the Homeless and for The Sub Zero Mission





Calendar of Events

First Quarter 2015 Meetings

You may view all upcoming events by visiting our websites at:

www.painesvilleohchamber.org

or

www.mpacc.org

Thursday, 1/8/15, 8 am – 9 am
Coffee Contacts with Painesville and Mentor Chambers
Venue: Eat'n Park in Mentor

Thursday, 1/22/15, 8 am – 9 am
Coffee Contacts with Painesville and Mentor Chambers - DECAF,
Limited to 30 people

Thursday, 1/22/15, 11:30 – 1:00
Topic: Getting Green for Going Green, Speaker: Andrew Smyser, COSE, Venue: Lakeland Community College – East Branch, Madison, Caterer: Upscale Eats, Sponsors: COSE, The Wellness Champions, Lake Health

Wednesday, 1/28/15, 8 am – 9 am
Contacts N Coffee with Madison-Perry and Geneva Chambers
Venue: Rivalry's Restaurant in Austinburg

Friday, 1/30/15, 6:00 - 10:00pm
PACC Annual Awards Banquet at Holiday Inn Express Hotel & Suites/ LaMalfa, , Sponsors: PCIC, City of Painesville, K. E. Mears Financial Services, Laketrans

Thursday, 2/12/15, 8:00 - 9:30
New Member Reception Breakfast – PACC & MPACC, , Venue: Harry Buffalo, Sponsors: LCSC, COSE, CompManagement, CompManagement Health Systems

Thursday, 1/22/15, 8 am – 9 am
Coffee Contacts with Painesville and Mentor Chambers - DECAF, , Location tba; registration limited.

Thursday, 2/19/15, 11:30 – 1:00
February Membership Luncheon, , Topic: Speed Networking for Business, Venue: Perry Manchester West, Caterer: Perry Manchester West, Sponsors: COSE

Saturday, 2/21/15 & Sunday, 2/22/15
Home & Lifestyle Expo at the Great Lakes Mall

Thursday, 3/12/15, 6 pm – 8 pm
MPACC Annual Awards Banquet at Perry Community Center

Friday, 3/13/15
Reverse Raffle with Painesville Rotary

Friday, 3/27/15, 11:30 – 1:00
PACC General Membership Meeting , Topic: Fraud & Forensics – Protecting You and Your Business, Speaker: Frank Suponic, Venue: Hungarian Culture Club, Caterer: Jimmy's, Sponsors: COSE, Lubrizol, Lake Health

Don't forget to send us your news!



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