



MADISON-PERRY AREA
CHAMBER OF COMMERCE

May 2015 Newsletter

Making great businesses *greater!*



Painesville Area
chamber of commerce

Madison-Perry General Membership Meeting

Fresh Eggs and Flying Lessons: Finding and Expressing Your Brand's Position

Speaker: Dick Maggiore, Innis Maggiore Group

Date: Thursday, May 21, 2015

Time: 11:30 am to 1:00 pm

Place: Grand River Cellars

Cost: \$ 20

RESERVATIONS: Register online with your chamber or call us at 440-428-3760

RSVP DEADLINE: Please register before Thursday, May 14th.

Sponsored By: COSE, Jim Belding Monuments, Gazette Newspapers

Fresh Eggs and Flying Lessons: Finding and Expressing Your Brand's Position

Learn the value of "Fresh Eggs and Flying Lessons" in differentiating your brand. Finding and expressing your organization's unique position in the marketplace is crucial for cutting through all of the clamor and clutter.

Learn how you can be heard from Dick Maggiore, internationally acknowledged authority on strategic positioning and president and CEO of Innis Maggiore, the nation's leading advertising agency in the practice of positioning. Dick will provide real world examples of how to differentiate your brand.

A noted speaker on strategic positioning, Dick is not content to simply preside over the agency's business. He rolls up his sleeves and practices what he preaches. He leads the agency's team of positioning experts. He coined the term *positionist*[®] and brings that perspective to benefit the agency's clients.

Dick is also a published author. His book entitled *The CEO's Number One Responsibility: Identifying Your Brand's Position* provides sound counsel for chief executive officers about building their brand through strategic positioning. Dick holds a Bachelor of Arts degree in Psychology from San Francisco State University and teaches marketing strategy at Akron, Walsh and Kent State Universities.



Dick Maggiore
President & CEO
Innis Maggiore Group, Inc.

Painesville General Membership Meeting

What's Happening in Our Municipalities?

Now Is The Time To Find Out

- What projects are planned for the future?
- What is the financial outlook?
- What steps have our leaders taken to stay afloat in this economy?

The Painesville Area Chamber of Commerce is the chamber to 6 municipalities: Concord Township, Fairport Harbor, Grand River, Leroy Township, Painesville City and Painesville Township.

All 6 municipalities as well as the Lake County Commissioners have been invited to join us to update you, our local business community.

All chamber members are encouraged to attend this meeting and take the opportunity to make the voice of business heard, not only in the municipality where you do business, but where you reside.

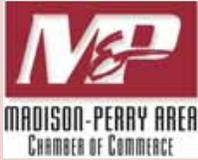
This meeting will take place on **Friday, May 15th** from **11:30am to 1pm** at **First Church of Christ**, 422 Mentor Avenue, Painesville (across from Lake Erie College). Please park and enter through the rear of the building.

The cost to attend is \$20.00 per person.

Please RSVP by May 11th by calling 357-7572 or online at www.painesvilleohchamber.org.

48 hour cancellation policy – no shows will be billed

(continued on page 4)



**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
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Debonne Vineyards

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Brint Learned
Rabbit Run Community Arts Association

Virginia March
Perry Public Library

Peter Richmond
Richmond & Richmond Insurance

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Midwest Materials

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**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

Katrina March, Member Relations
katrina@mpacc.org

MPACC NEWS

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



**3RD ANNUAL
LAKE COUNTY
SAFETY EXPO**

**FRIDAY, MAY 15, 2015
Lakeland Community College**

**Keynote speaker plus a full day of classes
for several industry / safety tracks -**

- BASIC AND ADVANCED HUMAN RESOURCE TOPICS
- BASIC GENERAL INDUSTRY
- CONSTRUCTION
- ADVANCED GENERAL INDUSTRY
- HEALTH TOPICS including substance abuse topic
- A.L.I.C.E.
- Lunch will be provided to those staying for lunch
- VENDORS BOOTHS - visit booths related to safety

You will be able to sign up for specific class, your staff may attend one class, 1/2 day or full day of classes. You may sign up more than one person from your organization based on your interests.

Classes & speakers will be posted on the Lake County Safety Council website as soon as our programming is complete at: www.councilnews.org

Learn the latest on safety! We look forward to seeing you there !



**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

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Tom Szabo
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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

Meeting Sponsors

AT&T & COSE



Update on Ohio IP Transition Legislation

One of the most crucial issues facing our company is the work we are doing to prepare our network for the transition to all Internet Protocol or IP networks. In February, Gov. John Kasich included language in his proposed budget, House Bill 64, for the State of Ohio that will allow AT&T to plan for the IP Transition and continue to invest in Ohio.

The telecom provisions in House Bill 64:

- **Updates Ohio law** to reflect the fact that our home telephone lines do much more today than they ever have. For generations, landlines to our homes only carried our voices. Today, they carry voice, e-mails, data, photos, TV shows and movies. Our laws need to reflect that.
- **Streamlines Ohio's process** for allowing telephone providers to transition Ohio's phone network from one that was developed to carry only voice to one that is powered by the Internet and delivers better, faster and more reliable services to customers.
- **Involves the Public Utilities Commission of Ohio (PUCO)** in the planning, along with the FCC, on behalf of Ohioans as the FCC manages a nationwide transition from our old phone networks to our new and expanding wired and wireless networks of the future.
- **Immediately creates a collaborative process**, managed by the PUCO, to gather all interested stakeholders in planning for the transition and in identifying customers who might have no reasonable options to their basic telephone service.
- **Includes a fail-safe process**, managed by the PUCO. Once the transition is in its final stages, it will require continuation of service by the phone company if a customer has no reasonable options.
- **Ensures that no Ohio consumer will be without reasonable, affordable and accessible phone service** when the transition to all IP networks occurs.

As the debate and process moves through the Ohio Legislature we will keep you posted on critical steps like committee and floor votes and ask for your help to contact Legislators and the Governor to voice your support and ultimately, thank them for their leadership on this crucial issue for consumers and business in Ohio.

Please visit <http://ohio.att.com/> to stay informed and to contact your elected officials to urge their support of this important legislation.

PACC & MPACC



April Showers Bring May Flowers, Or So The Proverb Goes . . .

Warm weather & sunlight are just behind the clouds and COSE wants its members to soak up the summer sun by not having to worry about energy costs, contact your trusted energy advisors at 855.277.3688 to lock into a competitive electric and natural gas rate today.

And did you know, natural gas and power prices are at or very near to all-time lows. Which means, take action now and sign those long term contracts.

Don't get burnt with high energy costs, lock into budget certainty rates for the next 2-3 years with COSE.

OnDemand Energy is the third-party, independent Energy Management Consultant for the Council of Smaller Enterprises (COSE).

COSE Day at the Capitol Tuesday, May 12, 2015



Calling all small business owners! Would you like direct access to members of the Ohio General Assembly and public policy staff? Join us in Columbus for COSE Day at the Capitol on **Tuesday, May 12** where you will have the unique opportunity to meet with policymakers and discuss ways in which we can work together to enhance the small business climate in Ohio. This annual event provides access to key stakeholders and allows you the chance to engage in dialogue with your elected officials about the issues and challenges facing small businesses today. In addition, you will have an opportunity to network and build relationships with fellow, like-minded small business owners who face similar challenges and are working daily to make a difference in their communities, just like you.

The day includes meetings with legislators, presentations from public policy leaders, and ends with a legislative networking and cocktail reception. Round-trip transportation and meals are included.

What are you waiting for? Mark your calendar and attend this year's 2015 COSE Day at the Capitol!

To register contact Adina Magda at (216) 592-2379 or amagda@cose.org.

Meeting Sponsor

MPACC

Jim Belding Monuments

Jim Belding Monuments is a local, full service monument company located in Madison on Rt. 20 and McMackin Rd. Jim Belding moved his blast facility and artists here 3 years ago. He is a 4th generation monument dealer. As such, he spent a lifetime working with families mourning from loss of a loved one. He listens carefully to the needs of those healing from loss. As Jim designed his shop, he kept those needs at the forefront. He is committed to providing a full range of services to make decisions easier while providing the most beautiful memorial art balanced with being cost effective.

Jim employs only local artists and craftsmen who help families design that perfect memorial. Currently,

there are 6 artists all committed to making a difficult time as easy as possible. Here is how we do it. Art consultations and drawings are free. This ensures families get exactly what they expect. We have a gallery of over 300 headstones with a full range of types, sizes and colors. Whether quarried right here in the United States or shipped from over-seas, each stone carries guarantees from fading or cracking. Additionally, we engrave and etch the headstones right at our shop. This saves time and money. We pass those savings right on to families at a time when they need it most. We also set the memorials in the cemetery as part of our over-all service. To round all that out, we are mobile. We go into the cemeteries to engrave additional names and final dates into existing memorials without having to remove a memorial, bring it back to the shop, engrave and re-set.

Truth is, there are very few memorial companies who offer this same range of service. But, they are out there. The difference is in service. We listen. We will provide exactly what you want without any pressure. The memories shared with us are reflected in quality of our artwork. This is priceless. When you are ready, we are here.

On a lighter note, because we are artists, we do like to create art for happier occasions. We can come to you to engrave unique art into large address stones and business signs. We also etch images from personal photos into many types of materials of many sizes. Bring us wedding photos, pictures of newborns, kids, pets, vehicles...if you can think it, we can help you create it for anniversaries, birthdays, housewarming gifts, holiday gifts or just because.



MAY 21

THE RECEPTION CENTER AT BRUNNER SANDEN DEITRICK FUNERAL HOME & CREMATION CENTER

FUEL's May event will be a tasting of liquors from the Seven Brothers Distillery in Leroy Township, Ohio. Come taste their wide array of liquor offerings and learn about owner Kevin Stuttman's entrepreneurial story.

WHEN: Thursday, May 21th 5:30 p.m. – 7:30 p.m.

WHERE: Reception Center @ Brunner Sanden Deitrick Funeral Home & Cremation Center
8466 Mentor Ave, Mentor, OH 44060

BRING A GUEST: Existing FUEL members/attendees will receive a \$10 gift card (gas, iTunes, etc.) if they bring a friend or colleague who has NEVER attended a FUEL event before. One per person per event. While supplies last.

RSVP to events by emailing fuel.lakecounty@gmail.com.

Events are the 3rd Thursday of the month from 5:30 – 7:30 p.m. unless otherwise noted. All event dates, times and locations are subject to change. Check for updates on the website, LinkedIn or Facebook page prior to an event.

www.lakecountyfuel.com



Member News

Reduce Your Workers' Compensation Premium Today!

Is your organization paying more than it needs to for workers' compensation coverage in Ohio? Are you unsure? The Lake County Chambers of Commerce is pleased to offer a member benefit to help reduce your annual premium by participating in group rating, group retrospective rating or other alternative discount programs available.

Join other members already experiencing a lower rate on their annual premium. CompManagement, our workers' compensation third party administrator, will provide your organization with a free, no obligation savings analysis today.

How Much Can You Save?

Now more than ever it is very important to keep rates as low as possible and find your best options for savings for the 2016 policy year. In contrast to the 2014/2015 policy years, the Bureau of Workers' Compensation (BWC) will not be issuing transition credits for the 2016 policy year that went to assist employers with the prospective billing implementation. As a reminder, enrollment deadlines are again earlier than in years past, so it is important to act today. Contact CompManagement for your free savings analysis and stop paying more than you need to pay.

How do I request a free analysis from CompManagement?

1. **Complete Online** – *insert AC3 applet link*

OR

2. **Speak to a Customer Service Representative** - (800) 825-6755, option 3

Why CompManagement?

CompManagement has been serving Ohio employers of all sizes, from large corporations to small family-owned businesses, and in virtually every industry classification since 1984. CompManagement goes beyond just compliance. Their colleagues share their expertise with employers of Ohio in order to control their costs and lower their premium. In fact, through program consultation and the use of cost containment strategies and best practices, they annually save their clients \$100 million in premiums paid. CompManagement also offers: **Multitude of Programs** - ensuring that you receive the highest discount

possible, CompManagement colleagues review all programs and recommend stacking where possible

1. **Stability** – serving Ohio employers for more than 30 years, always focused on reducing operational expenses related to workers' compensation and unemployment compensation
2. **Multi-tiered Service Model** – onsite and telephonic client support with a localized model resulting in an annual client retention rate of 96%
3. **Competitive Fees** - ensuring a positive return on your investment with a focus on claims management and individualized service
4. **Education** – leads the industry in educational opportunities to increase your working knowledge
5. **Positive Results** –
 - clients have a 26.1% lower experience rate than the statewide average
 - 96% of clients qualify for participation and are enrolled in premium discount programs to maximize savings
 - leader in cost containment strategies for past 5 years combined (more settlements and handicaps than any other competitor)

For more information about CompManagement, you can visit them online at www.compmgmt.com. You can also connect with them on **Twitter**: @compmgmt **LinkedIn**: /company/compmanagement **Google+**: plus.google.com/+Compmgmt1

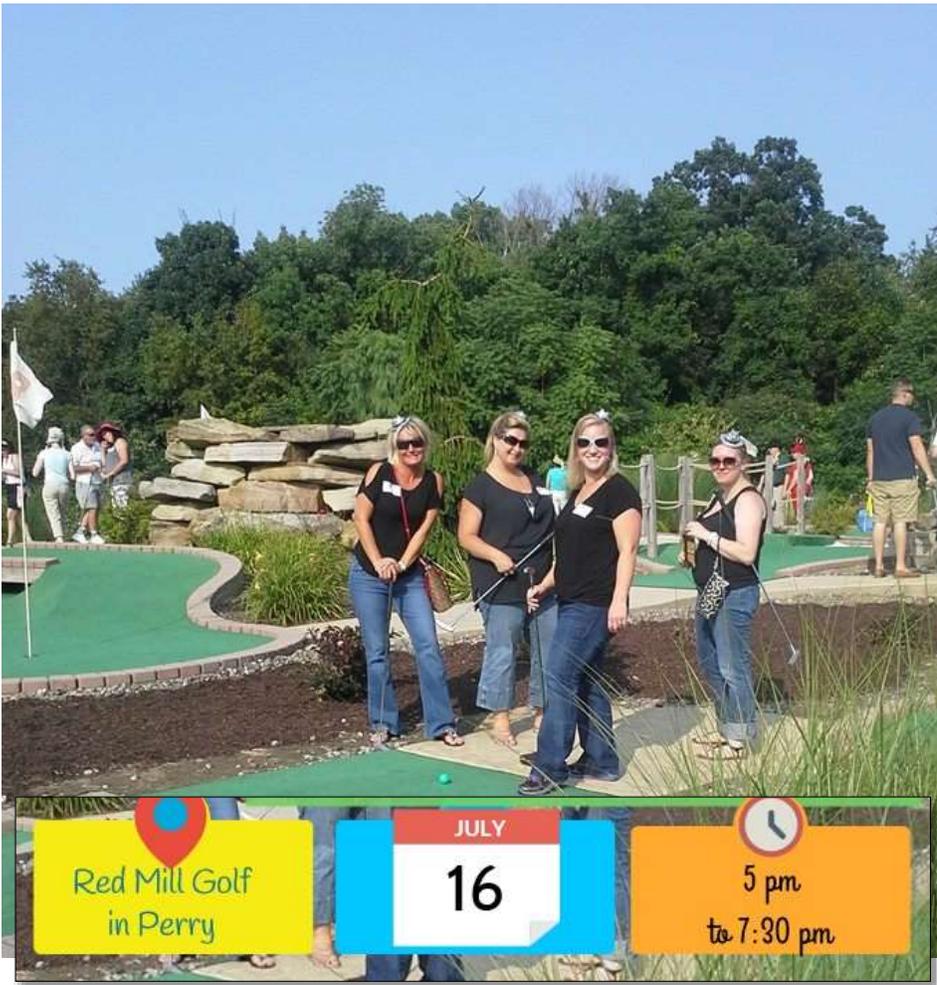
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Financial Advisor

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david.lemond@edwardjones.com
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JULY 16 PUTT PUTT TOURNAMENT

Painesville & Madison-Perry Chambers invite you to a different kind of golf outing.

**FOR REGISTRATION OR SPONSORSHIP INFO,
CONTACT YOUR CHAMBER.**



Making great businesses great!



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Goddess Construction

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**\$25 PER PERSON GETS
YOU:**

- Putt putt tournament
- Prizes for winners
- Drinks provided by Debonne
- Dinner provided by Old Carolina Barbecue

REGISTER BY JULY 10TH!

Coffee Contacts with PACC & 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, May 7, 2015

8 to 9 am

**Craft & Antique Co-op
1871 North Ridge Road
Painesville**

Thursday, May 21, 2015 - DECAF

8 to 9 am

**Charis Church/Hosted by Vantage Financial Group
7510 Andrews Road (entrance on Adkins Road)
Mentor**

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: May 27, 2015

(the fourth Wednesday of the month)

Time: 8:00 AM - 9:00 AM

Place: Pairings in Geneva

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

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!

Staffing & HR Services

Just in Time Staffing

Lisa Donato

8130 Tyler Blvd.

Mentor, OH 44060

440-205-2002

www.jitstaffinginc.com

Description: A full service employment agency that keeps 800-1200 people in Lake & Cuyahoga counties working.

Welcome
We hope to see you
soon and often!

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Amanda Barbur, AuD.
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Our NEW Location:
1701 Mentor Ave., Suite 5 | Painesville Township, OH 44077
(440) 357-HEAR (4327) | www.maryannsfamilyhearing.com



**Meeting Sponsor
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PAMELA MORSE
Morse Van Lines**

Morse Van Lines

**Painesville Furniture and Carpet
Auction Alley**

Auction Resource Group

Morse's Liquidators & Appraisers

Proprietor of several rental properties

**Real Estate sales commercial/residential with
Berkshire Hathaway Home Services**

Pamela Morse is the owner and chief bottle washer of all of these businesses. Many of them formed over fifty years ago by her late father William Morse. Bill was a legend in Painesville known for his cigars, generosity and savvy business sense. Bill is greatly missed by all. Upon his death Pam took the reins of the companies and expanded through real estate ventures. Pam is active in many groups in Painesville such as Downtown Painesville Organization, PCIC and Lifeline. Ms. Morse is a graduate of Ohio University with a BBA in International Finance and Human Resources. She is fluent in Japanese and Spanish and knowledgeable in German, French and Italian.

Morse Van Lines has been meeting the moving needs of Greater Cleveland, Northeast Ohio and the Continental United States for almost 60 years as well as internationally.

An informed and courteous staff is eager to help you with either your office or household move. Every family and every move has different relocation needs so we offer many flexible plans to make your move successful. Trust Morse Van Lines to move your family or business. We are experienced in making customers happy. Whether across town or across country, we have the best people and the right equipment at the most reasonable rates. To insure a quality moving experience we will never send a subcontractor to your home.

Painesville Furniture & Carpet has a quality selection of both new and used furniture. We have helped new local businesses with staging offices with gently used furniture to create a look of success. Carpet selections include latest eco-friendly styles and

carpet tiles. In the same location for so many years, we are providing furniture to second, third and some cases fourth generation customers. Painesville Furniture takes pride in our repeat customers and welcome new customers to our family.



Pamela is a Realtor for Berkshire hatchway Home services. Pam Morse of Berkshire Hathaway Home Services welcomes you to call her to help you buy or sell your home or commercial real estate. Pam Morse is currently accepting houses, land or business looking to sell within a proven timetable. Pamela Morse knows the market of commercial and residential properties, being both a Real Estate Agent for Berkshire Hathaway Home Service and second generation Auctioneer.

Pamela's extensive experience as an Auctioneer enables her to establish and adhere to a proven timeline for the purchasing process, which serves to accelerate the overall sale. Before accepting a project, Pamela and the Berkshire Hathaway team will know the market and analyze of the property closely to ensure that the entire sale process is a success for both the seller and the buyer.

Auction Alley is just good old fashion fun. A Lake County family event for over 40 years, Auction Alley is a fast paced evening filled with old friends and new of the Morse Family.

In a public auction every one is welcome. Come on down to a stimulating and entertaining evening of heirlooms and estate sales. Bring a group of friends or meet new ones while participating in open bids against one another.

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5 Myths about the Affordable Care Act for Midsize Businesses

Many businesses are struggling to understand and comply with the rules of the Affordable Care Act (ACA or health care reform law). To help them, Anthem Blue Cross and Blue Shield has a number of helpful resources at www.makinghealthcarereformwork.com, [like this blog article](#) that dispels five common myths about the ACA for companies with between 51 and 99 employees.

- Myth #1: Our business is exempt from the Affordable Care Act's employer mandate.**
 Companies with more than 100 full-time employees must provide health insurance to full-time workers starting this year. In 2016, companies with 51-99 full-time workers also will have to provide coverage.
- Myth #2: Most businesses of our size don't provide health insurance.**
 The ACA requires midsize employers to change their existing coverage. But only a small percentage will be offering coverage for the first time.
- Myth #3: Even if we are penalized for not providing coverage, we can deduct the penalty on our income taxes.**
 Companies that fail to comply with the employer mandate are subject to a penalty. But the mandate is set up as a *shared responsibility fee*. This makes the penalty a tax that cannot be deducted for federal income tax purposes.
- Myth #4: We can continue to offer a limited benefit or mini-med plan.**
 Limited benefit plans do not meet ACA rules, so you'll need to upgrade coverage to meet the employer mandate.
- Myth #5: We will have to buy our insurance from a government website.**
 The Small Business Health Options Program (SHOP) is the online health insurance marketplace, or exchange, for businesses. But using the exchange is optional. Employers can buy directly from an insurance company or use a broker at no extra cost.

Check out [the blog](#) for more details about the ACA and other topics. For more information please contact your broker or Anthem sales representative.

This information is brought to you through collaboration between your chamber, NOACC and Anthem Blue Cross and Blue Shield.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. Independent licensee of the Blue Cross and Blue Shield Association. ®ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.



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ALZHEIMER'S DISEASE- Management of behaviors

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.

All types of behavior are forms of communication. Your loved one is trying to tell you something even though the disease has robbed them of other ways (i.e., talking) of telling you.

Some approaches to address behavior related issues:

A simplified approach to managing agitation behaviors can be summed up as: "Modify the environment, modify the behavior and medicate as a last resort."

Music Therapy: Some studies show that playing calming music or your loved one's favorite type of music can lead to a decrease in agitation. When used during meals, soothing nature music can increase food consumption; when used during bathing, relaxing or favorite music can make it easier to give a bath. Experiment with relaxing, soothing, classical, religious or period (e.g., 1920's or Big Band) music.

Exercise and Movement: Light exercise, such as chair exercises as directed by a physical therapist each day can help to maintain function of limbs and decrease problem behaviors. Walking for up to 1½ hours after dinner several times each week may help reduce aggression. When small groups of 3-4 people go on walks, it may lead to beneficial social interactions such as singing and talking. Be sure to consult with your loved one's health professional to make sure there are no conditions that preclude exercise and walking. Don't overdo it or walk too far from home. Build up gradually and maintain it. Exercise is good for the caregiver and the individual with the Alzheimer's disease.

Activities: Safe activities are a good way for your loved one to get back in touch with their earlier life and find meaning throughout the disease process. Look for activities that are like those that they enjoyed in the past. Look for activities that reflect your loved one's previous career. Consider setting aside a "work room" with safe tools for someone who enjoyed tinkering or was a carpenter. Never assume that your loved one cannot get pleasure out of activities, even if they are simple activities in your eyes.

Socialization: Human interaction is essential for people with Alzheimer's Disease. Socialization with large groups and most strangers are definitely not appropriate. Reminiscence, conversations, sing-a-long, walk or activities together is beneficial.

Some ways to identify the cause of the problem: Put yourself in the person's situation. Examine at their body language and think through how they might be feeling and what they might be trying to express. Ask yourself what happened just before the problem behavior started? Did something trigger the behavior? Are the individuals' needs being met? Are they hungry? Are they in pain? Does changing the environment or the atmosphere help to comfort the person? How did you react to the problem behavior? Did your reaction help to soothe the person or did it make the behavior worse? What did the individual have to eat before they presented with the behavior? Did they watch a TV program? Did they visit with anyone? Did they read a book? Did they look through a photo album? Did they rest the night before well? There is always a triggering factor for all problem behaviors. It is extremely crucial and vital to identify the triggers, cause of behaviors.

Create a calm and soothing environment: You may not be able to control the person you're caring for, however, you can control the environment and the atmosphere you create while caregiving.

Modify the environment to reduce potential stressors that can create agitation and disorientation in the individuals with Alzheimer's.

Maintain calm within yourself: Remember, the individual is responding to your tone of voice and body language more than the content of what you're saying.

Managing stress: Exercise is one of the best stress-relievers for the individuals with Alzheimer's. Consult with your loved one's physician to make sure they're safe to participate in light exercise.

Lantern of Madison, an Alzheimer care facility,

2041 Hubbard Road, Madison, OH 44057

Ph. (440)497-0797

www.lanternofmadison.com

www.facebook.com/lanternofmadison

Reference: www.ALZinfo.org

BWC Update

News from the Ohio Bureau of Workers' Compensation

Private employers: Prepare for prospective billing

Enroll in Destination: Excellence programs by May 29 to earn rebates

As you may be aware, the Ohio Bureau of Workers' Compensation (BWC) is switching to prospective billing July 1 for private employers. That means the workers' compensation premium policy period is moving from a six-month period to a full fiscal year; it will run from July 1, 2015 to June 30, 2016.

Public employers, who will transition to prospective billing Jan. 1, 2016, will remain on a calendar year policy period.

As part of the prospective billing implementation, enrollment is currently underway for private employers to sign up for several of the Destination: Excellence programs. Destination: Excellence is a bundle of programs BWC offers that help businesses improve workplace safety, enhance injured worker care and save money on workers' compensation costs.

Private employers may sign up with BWC between now and May 29 for these programs:

- **Industry-Specific Safety Program**, a 3 percent premium rebate for completing loss-prevention activities;
- **Drug-Free Safety Program**, a 4 or 7 percent premium rebate for incorporating an alcohol and drug testing and education program;
- **Transitional Work Bonus Program**, up to a 10 percent premium rebate for successfully returning an injured worker released with restrictions back to work.

BWC's new [Destination: Excellence brochure](#) includes more details about the programs and enrollment deadlines.

Coming soon ... in late May, BWC will mail all private employers a notice of estimated annual premium (like [this sample](#)). This notice will be based on your reported payroll for July 1, 2013 to June 30, 2014. It is not a bill, but please review it for accuracy and contact BWC if you feel something is incorrect.

Additional information on prospective billing, including timelines, frequently asked questions and key dates to remember, are available at bwc.ohio.gov.



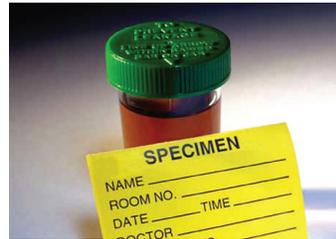
Lake Health

Occupational Services



Lake Health is truly a one-stop shop for area employers. With six locations in Willoughby, Willowick, Mentor, Concord Township, 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 Services offer a full range of examinations, screenings, rehabilitation services and wellness programs to meet your health care needs.



Occupational 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

Wellness Programs

- 10,000 Steps Walking Program
- Exercise Education Programs
- Health Fair Coordination/Consultation
- Health Risk Appraisals
- Outpatient Integrative Medicine Services (Acupuncture, Massage Therapy & Reiki)
- Personal Fitness Profile
- Smoking Cessation Program
- Stress Management Program
- Weight Management Programs
- Wellness Institute Fitness Classes (Yoga, Meditation, Zumba, Cardio, Body Sculpting)
- Work-site Screenings
- Workforce Wellness Coaching

We get it.

**Call 855-LAKE-OCC
(855-525-3622) or log
onto lakehealth.org
for more information.**



lakehealth.org

FOUR PART TRAINING ON

SOCIAL MEDIA & EMAIL MARKETING



LEANNE CANNON

**Author, Speaker, Business Coach
Digital Marketing Specialist**

Leanne Cannon has a true passion for helping people explore their own potential and believe that, despite all odds, virtually anything is attainable for them, and that they can realize their dreams. Cannon has been inspiring entrepreneurs, small business owners and sales professionals through motivational speaking and business training/coaching for over 20 years.

She is partnering with IGV and Constant Contact to bring you Social Media and Email Marketing tips designed to help you grow your business.

TRAINING DATES

- ▶ **5/6/2015 - Basics of Social Media**
<http://j.mp/SM101-5-8-2015>
- ▶ **5/13/2015 - Grow Your Business with Email & Social**
<http://j.mp/GYB-5-13-2015>
- ▶ **5/20/2015 - Build Your Marketing Toolkit**
<http://j.mp/BMT-5-20-2015>
- ▶ **5/27/15 - Campaigns That Drive Action:
Offers & Promotions**
<http://j.mp/OP-5-24-2015>



Attendees are welcome to attend any one or all four events, however the classes do build on one another.

**\$10/person, per class
Limited class size.**

**Perry Public Library
3753 Main Street
Perry, Ohio 44081
440-357-7572**

Click link to register. You must register for each event separately.

Registration, networking and light breakfast from 8:00 -8:30 a.m.
Event runs from 8:30-10:30 a.m. at Perry Public Library





JUNE 4, 4-7 PM

DOWNTOWN

OPEN HOUSE

Looking for a new home for your business?

Fairport Harbor is a quaint, waterfront village currently revitalizing its downtown. We're a walking town – with sidewalks leading to the beach, shops, museums, and marinas. We're looking for a few good restaurants, pubs, boutiques, art galleries and other businesses to become part of the next **Great Lake's** destination. Learn about upcoming developments and tax incentives. Let us know you're coming ... and we'll save you a space!



**GREAT,
WATERFRONT
DESTINATION**

**TOUR AVAILABLE
SPACES FOR SALE
OR LEASE**

**NETWORK WITH
CURRENT BUSINESS
OWNERS**

**ENJOY A WALKING
TOUR
AND REFRESHMENTS**

**STAY FOR LIVE
CONCERT ON
LIGHTHOUSE HILL
FROM 7-9 PM**

**FAIRPORT HARBOR
HERITAGE
FOUNDATION**

Register at
painesvilleohchamber.org
or call 440-357-7572
before May 28

Painesville Area Chamber of Commerce

Annual Golf Outing

Date: Friday, July 31st, 2015
Time: Sign in begins 10:30, Tee Time - Noon
Place: Fowler's Mill Golf Course, 13095 Rockhaven in Chesterland
Format: 4-Person 18-hole Scramble with cart, Shotgun Start, Skill Games
Cost: \$115 per golfer by 5/1/15
\$120 per golfer by 6/1/15
\$125 per golfer after 6/1/15
Deadline to Register 7/20/15



Golf Registration

Total Enclosed: \$ _____

Player #1 _____

Company Name: _____

Email: _____

Phone: _____

Player #2 _____

Company Name: _____

Email: _____

Phone: _____

Player #3 _____

Company Name: _____

Email: _____

Phone: _____

Player #4 _____

Company Name: _____

Email: _____

Phone: _____

***Purchase Your Super Ticket in Advance
We will have it ready for you at Registration***

\$15 per person ala carte or

\$40 for your foursome (\$20 savings)

Includes: 2 Mulligans

1 Chipping Challenge

1 Putting Contest

1 Lob a Grenade

***Not a golfer? You can join us for
Dinner at \$30 per person -
reservations are required-
Deadline to register is
July 27, 2015***

Yes, I'd like to be a Sponsor

Company Name: _____

Contact Name: _____

Phone: _____

E-Mail: _____

Sponsorship Level: _____

Hole Sponsors (only 36 available) \$175

Sign at the Tee-Box

Company Logo in the Event Program

Listing in the Chamber Newsletter

Recognition at Lunch (included) & Dinner (\$20 per person)

WILL YOU BE SITTING AT YOUR HOLE? Yes No

Beverage Cart Corporate Sponsors \$300 – 1 AVAILABLE

Sign attached to cart with Company Logo

Company Logo in Event Program

Listing in the Chamber Newsletter

Recognition at Lunch & Dinner – included for one person

Extra Dinners \$20 per person

Lunch Corporate Sponsors \$350

Banner in Pavilion area recognizing your sponsorship

An area for marketing materials for your business

Listing in the program

Listing in the Chamber Newsletter

Recognition at Lunch & Dinner – included for one person

Extra Dinners \$20 per person

Dinner Corporate Sponsors \$500

Banner in Pavilion recognizing your sponsorship

Listing in the program

Listing in the Chamber Newsletter

Logo on front of program

Ad in the program

Recognition at Lunch & Dinner – included for 2 people

Extra Dinners \$20 per person

Turn Corporate Sponsor – \$325 – Limit 2

Sign and table at the turn

Company Logo in the Event Program

Listing in the Chamber Newsletter

Recognition at Lunch & Dinner – included for one person

Extra Dinners \$20 per person

Hope That You Will Join Us!

PAINESVILLE AREA CHAMBER OF COMMERCE

ONE VICTORIA PLACE, SUITE 265A

PAINESVILLE, OH 44077

PHONE: 440-357-7572 FAX: 440-357-8752

WWW.PAINESVILLEOHCHAMBER.ORG



Ribbon Cutting for California Imports



Welcome to new members Jason Stockmaster and Wesley Morgan with New York Life Insurance and Lisa Donato with Just in Time Staffing. We look forward to seeing you again soon.



Lake Geauga Recovery Centers celebrate the grand opening on their newest facility located at 134 South Saint Clair in Painesville



April 2015 Luncheon at Joey's

Office: 440-354-5366
 Fax: 440-354-5372
 Home: 440-259-2910

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 Painesville, Ohio 44077

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 Mary Anne Hurley, Agent
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 Painesville, OH 44077
 Bus: 440-357-1133



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 1211999

essential

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

Lubrizol

www.lubrizol.com
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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*

Topic: **The "Beyond WOW" Customer Experience:
Excellent service is not about policy manuals,
it is about excellent behavior.**

Learn how your customer service can create an
impact and build customer loyalty.

Speaker: Nancy Brown
President, Ladies & Gentlemen Salon and Spa

When: **Wednesday, May 6th**
8:15am-9:30am

Where: **Project Hope For the Homeless**

25 Freedom Road
Painesville Township, OH 44077



**Help Us Help
Project Hope!**

Bring to donate towels,
washcloths, bottled water,
lunch foods, disposable cups,
coffee and toiletries!

Fee: \$5 for any Lake County Chamber Member
\$10 for Non-Chamber Member



RSVP by Monday, May 4th
online at www.lakekidzbiz.com under "Events" or call
440-951-7500 x 104 (Fine Arts Association / Lake Kidz Biz member)





Calendar of Events

Second Quarter 2015 Meetings

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

www.painesvilleohchamber.org or

www.mpacc.org

Thursday, 5/7/15 Coffee Contacts with Painesville and Mentor Chambers 8 am – 9 am

Venue: Craft & Antique Co-Op

Friday, 5/15/15 PACC General Membership Meeting 11:30 – 1:00

Topic: Community Updates; **Speaker:** Concord Twp., Fairport Harbor, Grand River, Leroy Twp., Painesville City, Painesville Township; **Venue:** First Church of Christ Fellowship Hall; **Caterer:** Meola Catering;

Current Sponsors: AT&T, Morse Van Lines/Painesville Furniture, COSE, Lake Health

Thursday, 5/21/15 Coffee Contacts with Painesville and Mentor Chambers - DECAF 8 am – 9 am

Venue: Vantage Financial & Charis Church in Mentor **Registration Limited**

Thursday, 5/21/15 MPACC General Membership Meeting 11:30 – 1:00

Topic: Fresh Eggs & Flying Lessons: Finding & Expressing Your Brands Position;

Speaker: Dick Maggiore, Innis Maggiore Ad Agency; **Venue:** Grand River Cellars;

Current Sponsors: COSE, Jim Belding Monuments, Gazette Newspapers

Wednesday, 5/27/15 Contacts N Coffee with Madison-Perry and Geneva Chambers 8 am – 9 am

Hosted by: Pairings in Geneva

Thursday, 6/4/15 Coffee Contacts with Painesville and Mentor Chambers 8 am – 9 am

Venue: Point Blank Range & Gun Shop

Thursday, 6/18/15 Coffee Contacts with Painesville and Mentor Chambers - DECAF 8 am – 9 am

Venue: Bank Street Bed & Breakfast **Registration Limited**

Wednesday, 6/24/15 Contacts N Coffee with Madison-Perry and Geneva Chambers 8 am – 9 am

Hosted by: UH Geneva Medical Center

Friday, 6/26/15 PACC General Membership Meeting 11:30 – 1:00

Topic: Best Practices in Managing Your Employees: How to Manage Them so They Don't Manage You;

Speaker: Daniel Messeloff; **Venue:** Red Hawk Grille; **Current Sponsors:** COSE, Lake Health, Hurley State Farm, Painesville Community Improvement Corporation

Thursday, 7/16/15 Putt Putt Tournament with MPACC and MPACC; 5:00 – 7:30

Venue: Red Mill Putt Putt & Practice Center; **Caterer:** Old Carolina BBQ; **Current Sponsors:** COSE, Goddess Construction, Old Carolina BBQ

Friday, 7/31/15 PACC Annual Golf Outing at Fowlers Mill Golf Course

Friday, 8/21/15 MPACC Annual Golf Outing at Erie Shores

Tuesday, 8/25/15 Countywide Meeting – David Gilbert with Positively Cleveland about the RNC;

Venue: LaMalfa; **Current Sponsors:** Grand River Cellars, Debonne Vineyards, Laketran, Lake Erie College

Don't forget to send us your news!