



December 2015
Newsletter

Making great businesses greater!



General Membership Meeting

**Holiday Mixer
and
“Rehearsal Dinner!”**



**Thursday, December 10, 2015
5:00 to 7:30 PM**

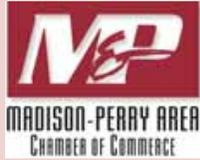
A background image of a dining table set for a formal event, with glassware, plates, and warm lighting. Overlaid on this are several text boxes and logos.

CELEBRATE WITH US!
Our chambers are getting married.
Come to the rehearsal dinner.

December 10
Quail Hollow Resort
5 - 7:30 pm

Drink ticket and heavy hors d'oeuvres will be served.
Tickets are \$20 per person.
Register with either chamber before December 4th!

The Madison-Perry Area Chamber of Commerce logo, including the 'MP' emblem and the tagline 'Making great businesses greater!'.The Painesville Area Chamber of Commerce logo, including the stylized teal outline and the text 'Painesville Area chamber of commerce'.



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, 2015 thru December 31, 2015.

EXECUTIVE BOARD

Chairman of the Board - Nicholas Rhodes
Asgard Development

Vice-Chairman of the Board - Karen Sundy
Perry Economic Dev. Council

Secretary - Dr. Steven Gajda
Northern Dental Specialists

Treasurer - Wayne Jones, CPA
Jones Accounting Group, CPA

BOARD MEMBERS

Rita Camardo
Northwest Savings Bank

Beth Debevc
Debonne Vineyards

James Illig
JBI Painting and Powerwashing

Peter Richmond
Richmond & Richmond Insurance

Lisa Snyder
Midwest Materials

Ame West
West Orchards

OFFICE 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



In an effort to better serve our members and communities, the chambers' boards of directors have voted to consolidate our office space.

The chambers are now located together at:

One Victoria Place, Suite 265 A
Painesville, OH 44057
Phone: 440-357-7572 Fax: 440-357-8752
Our emails and websites haven't changed yet, but stay tuned!

If you have questions or comments, please feel free to contact us as above – and join us at the State of Madison meeting on Wednesday the 2nd for a message from Madison Local Schools, the chamber, and an economic development conversation with the township, village, and Port Authority.

Check Out Our New Members On Page 6!

“STATE OF MADISON” Economic Development Update

Open to the Public
FREE

Wednesday, December 2nd
Madison Public Library

6:00 pm: Brief Update regarding Chamber of Commerce

6:30 pm: Update from Madison Local Schools
Superintendent Angela Smith

7:00 pm: Panel discussion:
Madison Township,
Madison Village,

Mark Rantala, Executive Director of the Lake County Port & Economic Development Authority.

Madison is ready for some positive change, but we don't always hear about what's happening behind-the-scenes. The Port works at the county level but closely with our local municipalities. Learn a little about how businesses might decide to come to town.



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 Sivyver
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
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

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

Special Message From Your Chambers

Letter From The PACC Board President

It's mid-November as I write this piece, but outside it feels like mid-September. The cold and snow will be here soon enough. It's hard to believe it's been a year since I wrote my first message as President of the Painesville Area Chamber of Commerce.

This past year has brought a number of accomplishments for our group. Thanks in large part to our great Membership Committee chaired by Joey White we have brought in 39 new members. Our attendance at the monthly general membership meetings continues to grow. This is due to the Programs Committee chaired by Chris Brill-Packard who continues to identify topics that bring value, and are informative to the membership. Finally, our Golf Outing Committee put on another record setting event at Fowlers Mill Golf Course. All of this could not have been accomplished without the hard work and dedication of the PACC staff of Linda Reed, Executive Director, and Kathleen Obrenski Executive Assistant. Thank you ladies for all you do!

This coming year will be even more exciting with the consolidation of the Painesville Area Chamber of Commerce, and the Madison-Perry Area Chamber of Commerce. Both Boards have been hard at work this past year planning, collaborating, and executing the steps to make the transition smooth. If you haven't been an active Chamber member this next year will be the time to start. There will be many opportunities to be involved. Take advantage of the various committees, and sponsorship opportunities to get involved. The saying "You get out of it what you put into it" certainly holds true.

This will be the last message written from a Painesville Area Chamber of Commerce President. I look forward to bringing you the first message as the Eastern Lake County Chamber of Commerce President. I hope to see you soon.

David Komjati
President, Painesville Area Chamber of Commerce
Branch Manager, KeyBank (Concord Branch)

Letter From The MPACC Board Chair

Henry Ford once said "Coming together is a beginning; keeping together is progress; working together is success." For the past year, we have been working with the Painesville Area Chamber of Commerce to start a new beginning and become the Eastern Lake County Chamber of Commerce. The year has been full of change. Our combined events have likely been the most noticeable of recent changes. With change comes progress and it is not necessarily easy. There will be bumps in the road. The boards have been working together to help make this the smoothest transition possible, but, and more importantly, the staff members have been putting in an immense amount of energy to bring you bigger, better chamber.

Our goal is simple; to provide you with more value for your membership. In doing so, we'll be combining our staff. Each has their own unique skill sets and will be able to more appropriately focus on your membership needs in their area of expertise. By working together, we hope to build upon the existing success of the Chambers and make 2016 and the years to come the best either chamber has ever seen!

Best Regards
Nicholas Rhodes
Asgard Development LLC
Helping Your Business Grow



A graphic with a light blue background and rounded corners. On the left is a logo with the letters "S", "L", and "G" in a stylized font, with a calculator icon. To the right of the logo is the text "Meeting Your Accounting and Tax Needs Year Around." in a cursive font. At the bottom left, it says "SHARON L. GREEN" and "CERTIFIED PUBLIC ACCOUNTANT". At the bottom right, it says "Sharon@AccountingYearRound.com", "440-867-2451 Fax: 216-504-4017", and "1 Victoria Place, Suite 301, Painesville, OH 44077".

An advertisement for two companies. On the left is the "American Standard" logo with the tagline "It's better to go American" and "License #17717". On the right is the "PENGUIN Mechanical Incorporated" logo featuring a penguin and a laptop. Below the logos is the text "• Heating • Air Conditioning •" and "156 W. Main Street • Madison, Ohio 44057". At the bottom right are the phone numbers: "440.428.4666", "440.942.1207", "Fax: 440.428.5560", and "1.800.833.4328". At the bottom left is the contact information for Jeffrey E. Lynn: "Jeffrey E. Lynn President", "Cell: 440.343.3573", and "Email: jeff@penguinmechanical.com".

Member News

VOLUNTEER OF THE MONTH Our Chamber Bright Star

The Chamber Bright Stars for 2015 were recognized on Thursday, October 29th at the semi-annual Chamber Leadership meeting and eighth annual Chamber Bright Star Awards presentation of the Northern Ohio Area Chambers of Commerce (NOACC) in the Windows on the River at the Nautical Entertainment Complex in Cleveland, Ohio

About 40 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.

Nancy Currie, director of the Madison Public Library and current Board Chair for the Lake County Chambers of Commerce group, was the Lake County Chambers of Commerce’s Bright Star 2015.



This is the eighth 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 will also be 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.”



Eastern Lake County
Chamber of Commerce

+ COSE

= MORE

benefits	support
resources	impact

Chambers of commerce and COSE have always had a common goal:

Empower small business

Success.

Together, we can have a greater impact on our communities by:



your members to a combined network of **thousands of small business members** of partner chambers and COSE in Ohio.



your members to cost-saving resources.



your members and their employees at the annual **Small Business Convention**, featuring nationally known keynote speakers, expert-led workshops, a business-to-business trade show and unforgettable networking experiences.



the small business community by advocating for them in Columbus at **COSE Day at the Capitol**, a unique opportunity to hear from and meet with lawmakers about important small business issues.

www.cose.org/dualmemberships

(216) 592-2355 | memberservices@cose.org

Since 1972, COSE has been helping small businesses achieve their idea of success to build richer, more vibrant communities that improve the economic climate and quality of life.



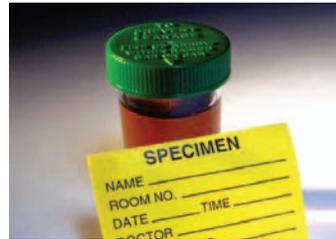
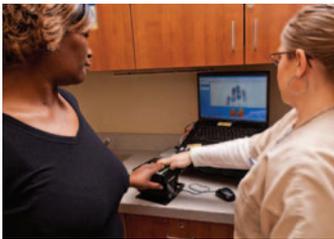
Lake Health

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



2016 REGISTRATION INFORMATION

Join us February 20th and 21st 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.

2016 DATES

Move in and set up: Friday evening, February 19th - 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 20th, 10am to 6pm
Sunday, February 21st, 11am to 6pm

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

<p>Exhibitor will provide:</p> <ul style="list-style-type: none"> • Heavy gauge electrical cords (if needed) Household cords are not permitted. Rubber cord covers or tape to reduce tripping hazards. 	<p>Lake County Chambers of Commerce provides:</p> <ul style="list-style-type: none"> • (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 11, 2015
Exhibitor and Giveaway Bag registration and payment is needed by Thursday, January 28, 2016
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 Sponsors:





Saturday, February 20 • Sunday, February 21

2016 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 sponsor's 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

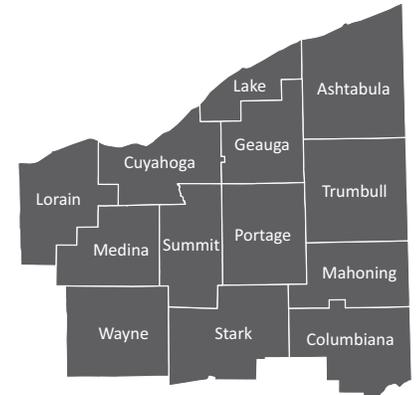
Sponsor registration and payment is needed by Friday, December 11, 2015
Exhibitor and Giveaway Bag registration and payment is needed by Thursday, January 28, 2016
Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077
or Fax to 440-357-8752 or email exec@painesvilleohchamber.org
Questions? Please call Linda Reed at 440-357-7572 or email Linda at exec@painesvilleohchamber.org

Why CompManagement?

Proud to deliver workers' compensation claims management and cost containment strategies to nearly 30,000 hard working Ohio employers and have the endorsement of more than 160 associations, chambers of commerce, governmental agencies and public sector organizations.

Local Presence - We have found that by imbedding our colleagues strategically throughout the state, we have established a stronger local presence and model for service excellence. As such we are able to respond quickly to service needs as well as create operational efficiency. Our colleagues live in, support and know the communities and its members. At CompManagement, we understand the importance of strong community ties and are committed to Northeast Ohio.

- Three of six offices in Ohio located within thirteen county area
- 31% of client base located within thirteen county area
- 13% of colleagues (account executives, claims professionals, hearing representatives, and other key professionals) located within thirteen county area



Program Consultation & Personalized Service - Ensure participation in programs that will garner the most premium savings as well as proper use of cost reduction strategies that annually save our clients \$100 million in premium paid.

- CompManagement retains nearly 97% of clients with active claim volumes due to our service excellence model, cost reduction measures and program consultation.
- CompManagement's clients have a 26.1% lower experience rate than the statewide average for employers.
- 94% of CompManagement's clients are currently participating in at least one of the alternative rating solutions listed below to reduce costs.

Services

- Workers' Compensation
- Unemployment Compensation
- Safety & Loss Control
- Education & Training
- Workplace Wellness

Alternative Rating Programs

- \$15,000 Medical Only
- 100% EM Cap
- Deductible Program
- Destination Excellence
- Drug Free Safety Program
- Group Rating
- Group Retrospective Rating
- Grow Ohio
- Individual Retrospective Rating
- One Claim Program
- Self Insurance

Cost Reduction - We utilize a combination of techniques employed by our colleagues and specific programs designed to mitigate the primary cost drivers for our clients.

- Consistency is the key when utilizing cost containment strategies. Our dedicated team of settlement and handicap specialists have extensive experience working with injured workers' attorneys, Ohio Bureau of Workers' Compensation (BWC) claim examiners and attorney representatives on a daily basis to attain tremendous results. In fact, CompManagement consistently settles more claims and files more handicap reimbursements than any of our large competitors. *See reverse side of this document for a comparison.*
- In reviewing the most recent three years (2012 - 2014), we have settled **19% more settlements and 46% more handicaps** than our nearest large competitor.
- Even more important than the number of settlements filed, CompManagement has the 2nd lowest average of lump sum settlement pay out than any of our large competitors. Lower settlement amounts mean lower claim costs applied to an employer's experience which is a direct impact to your annual premium paid. Cost containment is not simply about quantity, it is about producing quality results on a consistent basis.

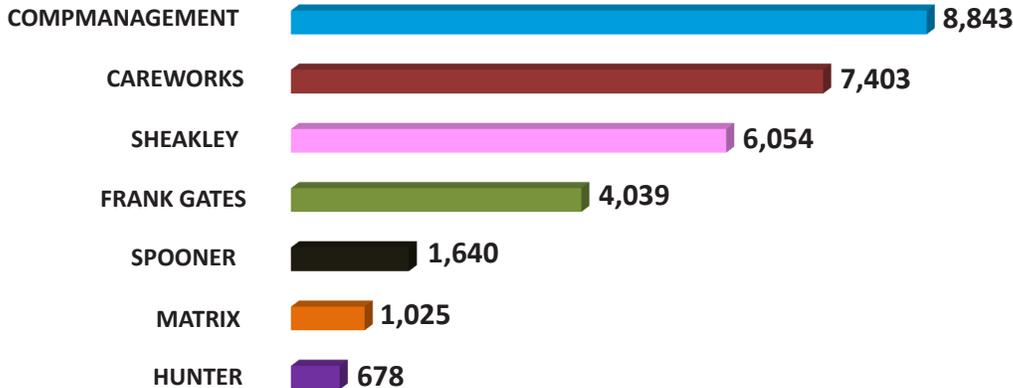
Education - Robust client education program covering cost reduction strategies, basics of workers' compensation and premium reduction, alternative rating programs, return-to-work strategies, investigation tools, industry trends, safety and loss control as well as a variety of other topics.

- OVER -

Why CompManagement?

Proud to deliver workers' compensation claims management and cost containment strategies to nearly 30,000 hard working Ohio employers and have the endorsement of more than 160 associations, chambers of commerce, governmental agencies and public sector organizations.

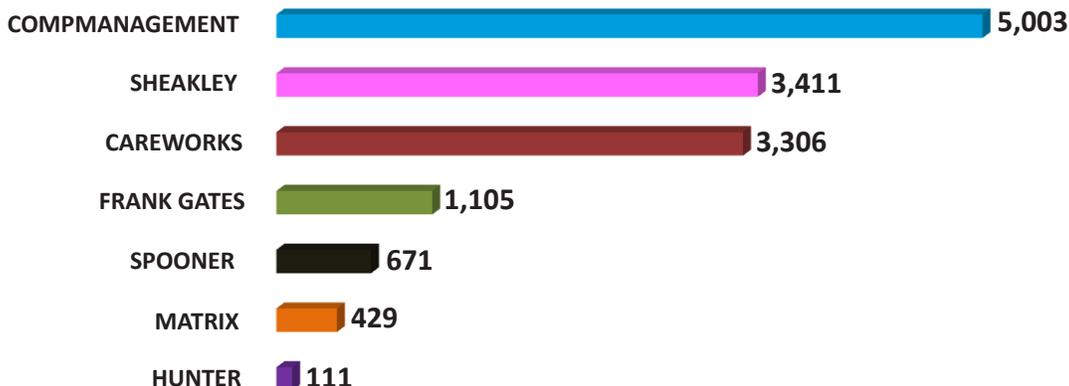
Settlements Filed: 2012 - 2014



Weighted Average Settlement Amount: 2012 - 2014



Handicaps Filed: 2012 - 2014



Cost containment strategies are extremely important in the claims management process and having consistency year in and year out with those strategies proves to be beneficial for employers.

CompManagement has demonstrated consistency in our Settlement and Handicap process for many years. Have the confidence in knowing that CompManagement not only focuses on when and where we can apply these strategies, but when we do, we generate the most savings for you, our valued client. Cost containment strategies are not simply about quantity, it's about producing quality results!

Data source - BWC public information request January 2015

Feb 2015

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

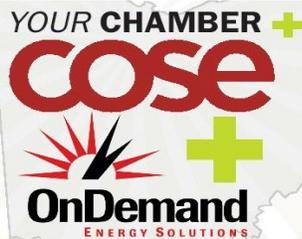
www.facebook.com/lanternofmadison

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

The COSE
Choice Energy
program is
your one-stop
shop for utility
products!

With just one call,
COSE's energy team and its
partner OnDemand Energy can:

- » Shop your utility rates against more than 20 suppliers to help you secure the best solution for your business.
- » Educate you on when it's best to switch suppliers and which supplier makes the most sense for you.
- » Custom fit procurement strategies to best suit your individual business' needs.
- » Provide you with a wide array of electric and natural gas savings solutions.
- » Educate your employees on residential energy options and on the best suppliers



**YOUR
TRUSTED
ENERGY ADVISORS**

OnDemand Energy Solutions

OnDemand Energy is the managing consultant of the COSE Natural Gas and Electric Choice Programs. They provide both commercial and residential electric opportunities to COSE members, chamber partners and applicable chamber affiliates.

**YOUR
DEDICATED
SALES REP**

Tom Toplak
412-604-2354
ttoplak@ondemandenergy.com

MaryAnn's
**FAMILY
HEARING**



Come Hear With us!

- Quality Hearing Aids
- Tinnitus Management
- Hearing Aid Maintenance
- Supplies
- Major and Minor Repair

MaryAnn Bencin, M.A.

Amanda Barbur, AuD.

Certified Audiologists



Our initial audiometric evaluation and consultation are FREE of charge.

We have certified and licensed audiologists to serve you.

"We care, you'll see!"

Our NEW Location:

1701 Mentor Ave., Suite 5 | Painesville Township, OH 44077
(440) 357-HEAR (4327) | www.maryannsfamilyhearing.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.

We hope to see you soon and often!

Welcome To The Madison-Perry Area Chamber Of Commerce!

BEVERAGE STORES/GAS & CONVENIENCE STORE

Circle K

www.circlekgreatlakes.com/

5999 N. Ridge Rd, Madison, OH 44057
(440) 428-1991

Circle K is not just a gas station but the cleanest, brightest, newest store in town! Check out our f' real milkshakes, Stromboli, pizza, and line of coffee & cappuccino. Or our walk-in beer cooler

INSURANCE

Crawford Agency, Inc.

55 South Forest Street, Geneva, OH 44041
440-466-1144

www.crawfordinsurance.com

Description: An experienced insurance agency serving the area for over 70 years. We offer home, auto, business and life insurance policies. Crawford insurance has 10 full time agents who look forward to meeting you!

FINANCIAL SERVICES/MORTGAGE LENDING

PNC Bank

Sheri DeSapri

28090 Chardon Rd, Willoughby Hills, OH 44092
216-287-7207

www.pnc.com/homehq

Sheri DeSapri, Mortgage Loan Officer

LODGING/WINERIES

The Lakehouse Inn & Winery

Karen Fagnilli

5653 Lake Rd E., Geneva, OH 44041
440-466-8668

www.thelakehouseinn.com

Boutique resort: Bed & Breakfast, winery, farm to table restaurant & day spa!

Massage/Nails

Spa at the Lakehouse Inn & Winery

Karen Fagnilli

5654 Lake Rd E., Geneva-on-the-Lake, OH 44041
440-466-8668 x2

www.thelakehouseinn.com/spa

Relaxing resort-like atmosphere: Massage, body treatments, facials, pedicures, manicures. Signature services with a wine focus. Packages from mini-breather to indulgence, champagne lunches and more

RESTAURANTS/TAVERNS

Crosswinds Grille at the Lakehouse Inn & Winery

Karen Fagnilli

5653 Lake Rd E., Geneva-on-the-Lake, OH 44041
440-466-8668 x4

www.crosswindsgrille.com/

Farm to table; in-house butchering, charcuterie and smoked meats; wood-fired oven & grill, Wine bar, local spirits, craft beers. Year round!

Welcome To The Painesville Area Chamber Of Commerce!

ACCOUNTANTS

Essential Flexibility LLC

Eileen Fertal

11970 Concord Hambden Road
Concord, OH 44077

Phone: 216-924-5724

Website: www.EssentialFlexibility.com

Description: "Balanced Books = Balanced Life"

Bookkeeping to Business Solutions including Notary, Payroll, and back office support. QuickBooks Pro Advisor. We can do the work at your office or remotely.

INSURANCE

Aflac

Angela Meeks

4783 Overlook Drive, Geneva, OH 44041
Phone: 440-536-1268

Website: www.aflac.com

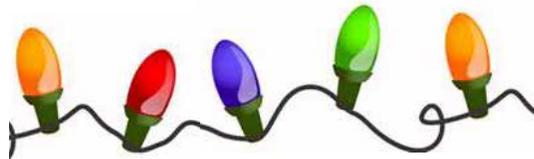
Description: Accident, Disability, Cancer Care Insurance, Dental, Vision Insurance and more!

Call or Click for a FREE On-Site Estimate!

- Interior & Exterior Glass
- Gutters, Skylights & High Fixtures
- Chandeliers & Ceiling Fans
- 100% Satisfaction Guaranteed



(440) 354-FISH (3474)
Commercial & Residential
www.fishwindowcleaning.com/3136



MicroBiz - December 2015 Retirement Discussion For The Self-Employed

December 10, 2015 ~ 11:30 AM - 12:30 PM EST

Join us for a box lunch at *Bank Street Bed & Breakfast* to learn about retirement options with Tony Pochiro, *AMP Financial Group/ Raymond James*. This group is by the MicroBiz, of the MicroBiz, and for the MicroBiz!

Location:

Bank Street Bed & Breakfast
340 Bank St., Painesville, OH 44077
Directions available on website:
www.bankstreetbnb.com

****Parking on HOUSE SIDE of street only. Please note:** If snow fall reaches 2 inches parking ban goes into effect for City streets. Carpooling is encouraged. Approximately 6 parking spaces available behind house (Double Parked). Please park around back of house in marked parking spaces. Oversized vehicles must park on house side of street. NO parking in the driveway (shared with neighbors).

Fees/Admission:

FREE to PACC & MPACC Members
but SPACE LIMITED TO 20 PEOPLE.

MUST RSVP before 12-4.



United Way of Lake County Hosting Women's Winterfest!

It's the event of the season! The Women's Leadership Council of the United Way of Lake County will host its 4th Annual Women's Winterfest & Holiday Food Tasting event for women at the all new and very beautiful NOAH'S in Mentor on Thursday, December 3, from 5:30 pm – 9 pm.

Enjoy mouthwatering food from your favorite Lake County restaurants, wine, a Chinese auction with lots of amazing raffle items, music and more.

All for a great cause. Winterfest is about women helping women, and proceeds will benefit women in need right here in Lake County.

Don't miss this feel good event. Get your tickets now at: <http://bit.ly/1P4JHvC>

Member Photo Gallery



iSTEM's Grand Opening



Photo by A Thomas Image: New Members at the November Luncheon



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



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



WHO'S LOOKING OUT FOR YOU

Sievers is your Best Choice for 24/7 Protection



Commercial | Residential | Industrial
 Security Systems Cameras & Recorders
 Fire & Smoke Protection Card Access
 Medical Alert 24...Hour Monitoring

440.352.4800 Call Judy Armington

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

Amos Insurance & Financial Services

Health & Life Insurance • Annuities • Senior Products
 Rick Amos, CSA

50 West Erie Street Email: rick@ncweb.com
 Painesville, Ohio 44077 Website: amosinsurance.org



JBI

PAINTING & POWERWASHING

"Beautify with JBI"

Inquire today for a FREE Quote Interior • Exterior
 Residential • Commercial

Jim Illig - Owner/President jim@jbipainting.com
 440-259-4358 www.jbipainting.com



LAKE ERIE COLLEGE



JOIN THE TRADITION

Lake Erie College offers 33 undergraduate programs including:

- Entrepreneurship
- Biology (Pre-Med Concentration)
- Marketing
- Equine Studies
- Chemistry
- Sport Management
- Integrated Media, Digital Art & Technology

The college also offers master of business administration, master of education and master of physician assistant studies graduate programs.

Apply Now!



lec.edu
 1.855.GO.STORM

391 West Washington Street, Painesville, Ohio 44077

Contacts N Coffee: MPACC & Geneva



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

Date: Wednesday, December 9th

(Note the date! It's not the fourth Wednesday of the month)

Time: 8:00 AM - 9:00 AM

Place: Old Mill Winery, 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

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, December 3, 2015

8 to 9 am

Quail Hollow Resort

11080 Concord Hambden Road

Concord

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.**

MORSE van lines



Weekly Trips to Florida
Over 50 Years in Business
(440) 352-2600

www.MorseVanLines.com / info@MorseVanLines.com



Even with all the Health Care Reform Changes you can still get a discount through your local chamber

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield – including industry-leading HSAs, HRAs and HIAs.*

Despite the ongoing changes and confusion surrounding health care reform, your local chamber continues to offer employer insurance options with a 1.4% discount exclusively for chamber members!

Call your insurance broker, your chamber or NOACC at 1-866-466-4622 or go to www.noacc.org for more information. To request a free quote go to www.chambersaver.com/noacc.



*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. © Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.

NOACC/CRAO 01/14



LAKE COUNTY SAFETY COUNCIL

DATE: Friday, December 11th

TOPIC/SPEAKER: TBD

TIME: Registration begins at 11:15 a.m.
Lunch & Program run 11:30 a.m.
to 1 p.m.

Location: Holiday Inn Express Hotel & Suites LaMalfa

Cost: \$20 for Members
\$25 for Non-Members

Announcing the 2016 Eastern Lake County Distinguished Award Recipients

The Eastern Lake County Chamber of Commerce (formerly Madison-Perry and Painesville Area chambers of commerce) will host an Awards Banquet to honor outstanding businesses and individuals for their achievements and contributions to our community. The event will be held on **Friday, January 29th** at LaMalfa.

Anyone may nominate a business or citizen, and a committee comprised of past recipients and board members evaluates the nominations to determine the year's honorees. The committee is co-chaired by PACC Board President David Komjati, and 2003 Community Service Award recipient Rick Amos. 2012 Community Service Award winner Dan Nichols will be the event's Master of Ceremonies.

THIS YEAR'S HONOREES INCLUDE

2016 Business of the Year:
Hearn Plumbing & Heating

2016 Citizens of the Year:
Joe and Mary Hada

2016 Heritage Award:
Christ Child Society of the Western Reserve



Thank you for your nominations, and thank you, honorees, for the work you do.

Save the Date for our
2016 Annual Awards Banquet

Friday, January 29, 2016

Holiday Inn Express Hotel & Suites LaMalfa Centre

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





Looking for “Mark Your Calendar?”

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

www.painesvilleohchamber.org or www.mpacc.org



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

LAKE kidzbiz
Linking Family-Focused Businesses
www.lakekidzbiz.com

Please join us
for our monthly meeting

Topic: **Holiday Mixer**

Kickoff the holiday season with Lake Kidz Biz
and enjoy a holiday networking gathering.

When: **Wednesday, December 2nd**
8:15am-9:30am

Where: **Wildwood Cultural Center**
7645 Little Mountain Road
Mentor, OH 44060



Fee: This meeting is free for all, it is our gift to you!

REMINDER!

Please join us in making the
holidays a little brighter for a few
less fortunate. Bring your UNWRAPPED
gifts to the meeting.

If you want to help or need
more information call Diana Lewis
at 255-8932



RSVP by Monday, November 30th
online at www.lakekidzbiz.com under “Events” or call
440-951-7500 x 104 (Fine Arts Association / Lake Kidz Biz member)



Don't forget to send us your news!