

Chamber News

May 2016



Eastern Lake County
Chamber of Commerce

SPONSOR PROFILE:

PAINESVILLE FURNITURE

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.

We've been selling furniture and carpet for over 50 years.

Contact us at 440-352-2600 with questions or stop by and see us in our showroom at 83 South State Street in Painesville. We are here Monday-Friday from 9am-8pm and Saturday from 10am-5pm to make shopping easy. Purchase from our showroom directly or special order your item, we're here to help!

Morse Van Lines, Painesville Furniture and Carpet, Auction Alley, Auction Resource Group, Morse's Liquidators & Appraisers, and 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.

(Sponsors continued on page 3)



General Membership Meeting

Master the Essential Keys to Sales Success

Friday, May 20, 2016

11:30 am to 1:00 pm

LOCATION

Auburn Career Center Technology Learning Center
8221 Auburn Road, Concord

FEES/ADMISSION

\$20.00 per person

48 hour cancellation policy. No shows will be billed.

To register, call us the Eastern Lake County
Chamber of Commerce at 440-357-7572

Join us as we all "Get Marvinized" and learn the unexpected extras that make the difference in customer service.

For over 30 years, Marvin Montgomery has been "*Marvinizing*" thousands of professionals through his professional sales training courses, professional customer service training, motivational keynote speeches, and professional sales training books.

Get Marvinized: The preparation and practice on specific sales or customer service techniques before you serve our customer.

Marvin believes in an informative, practical and stimulating message that reflects his basic philosophy: preparation and practice are the keys to sales success. Never again will you utilize the outdated training methods of 'trial and error' and 'learn by doing.' In other words, stop practicing on your customers!

Event Sponsored by: Painesville Furniture, Lake County Historical Society, Dworken & Bernstein, and the Lantern of Madison.



Speaker: Marvin Montgomery

Luncheon Follow Up and Special Gift!

Hi Everyone,

Thanks for attending Eugene's talk on Strategic Marketing at Joey's Italian Grill in February.

Eugene really enjoyed the group and all the follow up feedback – so he wanted to do something very special for attendees who requested slides and follow up materials.

So here it is: <http://nationalstrategic.com/lakecochamber-follow-up/>

It took a little longer to put together, since Eugene INSISTED on giving everyone MORE than just a few slides... He wanted to record a SHORT personal SUMMARY video just for the attendees, touching on some of the concepts covered that are really working well with our clients in 2016.

We will keep the video live for a few weeks here:

<http://nationalstrategic.com/lakecochamber-follow-up/>

A few business owners have previewed the video and really liked it. It includes the slides that he promised during the talk. I hope you enjoy it – but let me know either way! We may send a few more business training videos to the group if there's collective interest.

Cameron Manning
Operations Manager

National Strategic &
Behavior Marketing Institute

2016 Board of Directors

Executive Board of Directors

President	David Komjati	KeyBank
1 st Vice President	Allen Weaver	Lake National Bank
2 nd Vice President	Ame West	West Orchards
Treasurer	David Battles	Jones Battles Group
Past President	Karen Sundy	Perry Township

Board of Directors

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Neil Conway Conway Land Title

Chamber Staff

Linda Reed	Executive Director
Kathleen Obrenski	Office Administrator
Alice Cable	Manager Marketing/Technology
Katrina March	Membership Manager

Mission Statement:

The Eastern Lake County Chamber of Commerce exists to promote, support and guide the business and civic communities of which we serve.

Serving:

Concord Township	Madison Township
Fairport Harbor	Madison Village
Grand River	Perry Township
Leroy Township	Perry Village
Painesville City	North Perry Village
Painesville Township	



One Victoria Place, Suite 265A
Painesville, OH 44077
(440) 357-7572

Website: www.easternlakecountychamber.org

Sponsor Profiles

(continued from page 1)

Lake County Historical Society Civil War Reenactment on the grounds of the Lake County History Center

May 28-29, 2016 9-4pm



It's time for our Civil War Reenactment weekend! One of the most popular events we hold on our grounds, watch as we transform 8-acres and 30,000 square feet into the sights, sounds, and feel of the 1860s. Reenactors will showcase period weaponry, medicine, lifestyles, and a few characters you may have missed in your history books. Join us for cannons, musket demonstrations, sutlers, and an immersive living history experience as our greens evolve into a battleground and stage for the issues and people of the War Between the States.



To participate in the event as a living historian or to become a volunteer, please email elizabeth@lakehistory.org.

Mark your calendar for a great program on June 18th! Join us for a drive-it-yourself tour focusing on the underground railroad in Lake County and Ohio. Cathy Nelson from the Ohio Humanities Council will talk on the Ohio Underground Railroad at the Lake County History Center, Unionville Tavern will re-create a modern reenactment for visitors to step into the famous Milton Clarke slave escape that inspired Harriet Beecher Stowe's "Uncle Tom's Cabin," and St. John Baptist's will tell their 175-year history as the first African American mission in Painesville. As you drive past Underground Railroad stations and abolitionist homes (maps provided

online or at the museum), participants will come back to the History Center for a BBQ meal in the LCHS event barn and listen to a dramatic reading of the Milton Clarke story. This is the first time a dramatic reading will have been done, and the first time residents will be able to physically step into the shoes of the Kentucky slave catchers, runaway slaves, and abolitionists of Unionville Tavern's most famous incident.

Tickets are available for purchase online at <http://lakehistorycenter.org/programs-and-events/> or in person at the event. Remember, Lake County Historical Society members get a discount on pricing so renew or join today!

For any questions or to find out more information, please call 440-639-2945.

Sponsor Profile: Dworken & Bernstein (see insert)



Sponsor Profile: The Lantern of Madison (see insert)





CIVIC MEMBERS

CIVIC MEMBER - KEVIN MCCUE

Contact: Kevin McCue

1050 Bank St.
Painesville, OH 44077
(440) 413-7337
www.kmccue.com

REAL ESTATE SERVICES

RYAN HOMES AT MADISON PRESERVE

**Contact: Will Grover, Sales and Marketing
Representative**

Visit Madison Preserve
50 Bellflower Way
Madison, OH 44057
440-307-9539

About: Looking for an affordable new home in Madison? Look no further! With the opening of Madison Preserve, you can own a Madison home for less than you'll pay for a new home anywhere else in the immediate

RESTAURANTS/TAVERNS

PIZZA ROTO

Contact: Alecia Dragon, Co-owner

560 River St
Madison, OH 44057
(440) 983-4639

www.pizzaroto.com/

About: Custom artisanal pizzas and salads made the way you want them...and fast. Gluten Free...yes & Vegan...yes. Quick fired at 750 degrees 180 seconds later...awesome pizza! Online orders available.

We hope to see you soon & often!

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 Eastern Lake County Chamber of Commerce!

INDEPENDENT SALES

DAMSEL IN DEFENSE

Contact: Leslie McPeeks, Independent

Damsel PRO

(440) 549-0054

www.mydamselpro.net/PRO6801

About: Damsel in Defense is about equipping women with the tools to not only keep them safe but also to give them the confidence to know that they have a way out if they ever feel threatened.

AUTOMOBILE SERVICE

D&S AUTOMOTIVE

Contact: Keith Bales, Marketing Manager

7588 Tyler Blvd.
Mentor, OH 44060
(440) 946-2178

www.dsautomotive.com/

About: D&S is a Select Repair Facility for multiple vehicle manufacturers, insurance companies & car dealerships. Towing assistance, pick up & delivery, express drop off, and even restyling.

SECURITY SYSTEMS

HORNER NETWORKS

Contact: Shane Horner

9112 Tyler Blvd.
Mentor, OH 44060
(440) 368-5649

www.hornernetworks.com

About: Security systems installing and dealer

CHILD CARE

CRADLE 2 CRAYONS

Contact: Lucretia Dillard, Owner/Administrator

1778 Mentor Ave.
Painesville Township, OH 44077
(440) 350-0222
(440) 350-1222 (fax)

www.cradle2crayonspainesville.com/

About: Child care & day care business

**" Art for Alzheimer's"
A "paint and sip" fundraiser
for the Alzheimers
Association**

Lantern of Madison

2041 Hubbard Rd. Madison

May 27th, 2016 5-8pm in the ballroom

Cost is \$35 per person

All proceeds will be donated to
the Alzheimer's Association

Wine and appetizers will be served

Please RSVP to Shannon at 440-339-5135
by 5/20/2016

Cost is \$35 per person due at registration

Instructor:

Janeane Grisez of

StellasDream Art

Therapy & Counseling

www.stelladream.org



PosterMyWall.com



We invite you to attend the



LAKE COUNTY SAFETY EXPO



Presented by:

---The Lake County Safety Council
---The Ohio Bureau of Workers'
Compensation (BWC) and
---Lakeland Community College

Friday, May 20, 2016

Lake County Safety Expo's goal is to help attendees find out how effective workplace safety and health programs can increase overall productivity of their business or organization.

Attendees may choose from 22 class sessions to help learn ways to improve the safety, well-being and quality of life of their workplace. They can speak with more than 25 vendors and sponsors on safety related equipment and services all for one small admission fee.

The keynote speaker for the fourth annual LCSC Safety expo is Tom Kasza. Kasza is the Director of Security for the Committee on Arrangements for the 2016 Republican National Convention. He is a 22-year veteran of the United State Secret Service, having served in four presidencies. As the COA's director of security he is responsible for a vast array of security and safety issues and challenges relating to the event.

Location

Lakeland Community College
7700 Clocktower Boulevard (just off I-90)
Kirtland, OH 44094

Registration

Registration & Breakfast begin @ 7:30 a.m.
Safety Expo runs from 8:15a.m. to 3:30 p.m.
Lunch Provided from Noon to 1 p.m.

Cost

Admission is \$30 and includes the opening keynote speaker, all seminars and classes, a continental breakfast and lunch.

Attendance at the Lake County Safety Expo qualifies for safety council rebate program external training credit and group rating two-hour training credit with submission of a certificate of attendance to a sponsoring organization. Lake County Safety Council members will receive one regular safety council rebate meeting credit.

REGISTER NOW ONLINE!

Classes have a limited number of seats, so
please register by May 17, 2016 to guarantee your spot!

To register, please visit www.councilnews.org

Expo Sponsors

Aexcel Corporation
Avery Dennison
EA Group
HzW Environmental Consultants
Lake Health
Laketran
Lake County Chambers of Commerce
Lantern of Madison
Safety Compliance Associates
The Reserves Network

Expo Vendors

Don't forget to visit the Expo floor to build business relationships with product suppliers and service providers. You can research merchandise and services, compare product features, evaluate quality and value and negotiate prices. The partners of the Lake County Safety Expo would like to thank all of the exhibitors for their cooperation and support in making this event possible.

List of Vendors:

1888-OHIOCOMP
3M-Personal Safety Division
American Red Cross
ASSE
BCH Electrical Consulting
Chagrin Safety Supply Inc.
Comp Management Health Systems
EA Group
EnviroServe
HzW Environmental Consultants
Lake Geauga Society for Human Resource Management (SHRM)
Lake Health
Laketran
Lakeland Community College
Lantern of Madison
Morris Chiropractic
OSHA-Department of Labor
Ohio Bureau of Workers Compensation
Premier Safety & Service Inc.
Pure Water Technology
S.A. Comunale
Safety Control Technologies
Sotaris LLP
The Reserves Network
US Safety Gear, Inc.

Class Information and Descriptions

SPACE IS LIMITED SO PLEASE REGISTER EARLY: www.councilnews.org

Keynote Speaker: 8:15— 9:15 a.m.

Tom Kasza, the Director of Security for the Committee on Arrangements for the 2016 Republican National Convention, is the safety expo keynote presenter. He is a 22-year veteran of the United States Secret Service. As security director he is responsible for a vast array of security and safety issues and challenges relating to the event.

REGISTER TODAY !!!

Session 1: 9:30—10:30 a.m.

Prospective Billing BWC

Target audience: CFO, CEO, Health Care Supervisors, Managers. Course Description: The focus of this workshop is to educate employers on the evolution to prospective billing, processing of prospective billing, true report information and important dates. Speaker: John Wilton, Regional Business Consultant for BWC.

Hearing Conservation

Target Audience: Safety Supervisors, Managers, Medical Departments, HR, Maintenance. Course Description: Attendee will understand the components for monitoring noise levels and how to determine if a Hearing Conservation Program is needed. You will also learn the employers responsibility for training and monitoring for noise protection. Attendee will understand the role of employee and employer with a hearing conservation. Speaker: Dr. Walter Vieweg, Certified Professional Supervisor— Audiometry, Lake Health.

Critical Role Supervisor's Play in Safety

Target Audience: Safety Engineers/Managers, HR personnel, Supervisors, Labor Relations, Mid and Executive Level Managers. Course Description: When people are promoted to supervisor they are often not educated on their critical role in the company's safety program. They are the interface between management and workers. This session will review that critical role, the influence supervisors have on employees' view of safety and why it's important for all members of management to understand the supervisor's role. Speaker: Vanessa Pellegrino, Senior Safety Engineer at Alphaport, Inc

Shared Contractor Safety

Target Audience: Anyone who is responsible for contractor safety at a facility, including EHS, Maintenance and Engineering. Course Description: A review of the trial multi-facility contractor safety training that EFP, PFF and CFF undertook for 2016, including what worked well and where we have identified room for improvement. Included will be some tips and tricks used, as a regional and very busy group, to attempt to keep organized. Speakers: Rachel Blei, PFF PSM Engineer, Kenna Coltman, CFF EHS Manager, Dan Dunlap, Regional Engineer, Shannon Galeazzo, EFP EHS Manager. All of these speakers work for Avery Dennison.

Environmental Issues In Construction and Renovation

Target Audience: Contractors and CMs, Property Managers, Architects. Course description: This course will give an Overview of issues and current requirements when renovating or demolishing buildings. Session will address asbestos, lead paint, mold, hazardous and universal wastes, and proper methods for identifying and assessing those risks. Speaker: Pat Herbert, President, EA Group.

What Keeps You Up at Night?

Target Audience: Occupational Health and Safety Professionals. Course Description: Do you wake up at 4:00 A.M. thinking about the safety at your facility? Each and every day, safety professionals make critical decisions on how to ensure that each and every employee goes home the same way they arrived at work. If you can't sleep because of an OSHA visit, a process at your facility, or a machine, come share your experiences so we can either learn from it or maybe someone can help you to get through it. Speakers: Robert Bradley, Health, Safety Environmental Specialist at US endoscopy and Tobin Hawes, S.H.E Specialist at Henkel.

Session 2: 10:45—11:45 a.m.

Management's Role in Working with Five Generations including a glimpse at Workforce 2020

Target Audience: HR, COO, CEO, Managers, Supervisors, Safety Directors, Labor Relations. Course Description: Managing multiple generations in the workplace with different preferences and expectations about their jobs and careers is no easy task. There is no denying the demographics of the workforce are changing and will continue to change for years to come.

In 2020, employees from five generations, with formative experiences ranging from World War II to World of Warcraft, will be sharing the workplace. In this program, we will identify the five generations, the three forces shaping the future of work and the management role of the future with predictions for Workplace 2020. Speaker: Amy Shannon, President of Pinnacle Leadership Solutions.

An OSHA Update

Target Audience: Hiring & HR Managers, Production Supervisors, Safety Teams, Management. Course Description: Learn about OSHA's enforcement priorities, the currently most cited standards, and how to receive free safety and health assistance. In addition, two new OSHA standards were very recently issued, Confined Space in Construction and the final rule to improve U.S. workers' protection from the dangers of respirable silica dust. Learn about your responsibilities to provide a safe and healthful workplace. Speaker: Steven Browning, OSHA

Security in the Workplace

Target Audience: HR, CEO, COO, Managers, Supervisors, Employees. Course Description: This course will cover all aspects of customer and employee security in the work place. This includes security from both inside and outside threats, suitable precautionary measures and appropriate response tactics and procedures. Speaker: Steve Tryon, Owner of Eagle Protective Services

Communication Before, During & After an "Event"

Target Audience: HR, CEO, COO, Managers, Supervisors, Employees. Course Description: All communication elements relating to a threat event at a business will be addressed. It will cover threat/security communications preparations prior to an event, the necessary (required) communications during an event and follow up correspondence. Speaker: Lt. Troy Duncan, Chardon

Narcan/Drug Abuse/Medical Marijuana

Target Audience: HR, Managers, Owners, CEO, Health Care Providers. Course Description: This workshop provides an overview of risk factors for drug abuse, and focuses on current drugs of abuse with emphasis on the heroin epidemic and available individual and community treatments for opiate abuse. The medical and regulatory environment surrounding medical marijuana will be discussed. Speaker: Nancy Rodway, MD, MPH, Lake County General Health District & Ford Motor Co.

A.L.I.C.E

Alert, Lockdown, Inform, Counter, Evacuate. Multi-session class will break between sessions and for lunch. **Target Audience:** Facility Managers, School Administrators, Supervisors, HR, Security-Safety Teams, Employees, anyone in the Public-Private Sector, CEO Course Description: The ALICE program is designed to give some mental and physical tools that could play a vital role in survival for those that may find themselves in violent or life threatening situations. Time passes quickly in this multi-session course. Some of the attendees will participate in an actual lock down session while others observe the demonstration. Speakers: Chris Moffitt, Bob Thompson, Training Specifics Inc.

Lunch –Noon to 1:00 p.m.

Breakers Cafeteria

PLEASE register if you are staying for lunch so we have FOOD for everyone!

Visit Vendor Area Register for Raffle Prizes

Session 3 – 1:15 to 2:15 p.m.

How to Handle difficult OSHA and Workers' Comp Cases

Target Audience: HR, Managers, Owners, Health Care Providers. Course Description: This program will take the audience through the steps needed to recognize and resolve difficult OSHA and Worker's Compensation cases; understanding the underlying issues responsible for the cases and determining the correct procedures and steps to resolve them. Speaker: Denise Nutter, Health Management Solutions.

Development of Health& Safety Management Systems OSHA

Target Audience: HR, Safety Managers/Directors, Plant Supervisors, Operations Managers. Course Description: This course will provide the guidelines for implementing an effective and sustainable Health & Safety Management System. If you already have a

system in place, you will gain information to help you evaluate where you are and what you need to do to strengthen your current system. Speaker: Mary Jo Drcar, Sr. Manager, Health, Safety & Environment at STERIS Corporation.

New Hire Safety Onboarding/Contractor Mentoring

Target Audience: HR, Supervisors, Owners, Co-workers. Course Description: There will be a discussion of WELD (Workplace, Education, Lifestyle, Discipline) programs at Lincoln Electric and the incorporation of these programs into Lincoln Electric's onboarding process of new hires and contractors in both Machine Division and Distribution Center. Topics will include: Lincoln Electric's mentoring programs, Integration of contractors into the workplace and their results. Speaker: Hugh Hayes, Quality Technologist, Lincoln Electric

Confined Space and Permit– Required Confined Space Awareness

Target Audience: Safety Professionals, Supervisors, Maintenance, Tradesmen. Course Description: Attendees will learn how to identify spaces and determine what precautions must be taken before entering. Will also discuss the Permit process, Entry Personnel and related Safety Best Practices. Speaker: Darryl Schumacher, National Accounts Manager, Sotaris LLP.

Trends of Substance Abuse

Target Audience: HR, Managers, CEO, Healthcare Providers, Parents. Course Description: The attendee will learn trends in substance abuse in the community and how it impacts the workplace. Learning Objectives: Understand trends in drugs of abuse, learn the State of Ohio statutory changes regarding opiates, reasonable suspicion of impaired employees. Speaker: Nancy Rodway, MD, MPH, Lake County General Health District & Ford Motor Co.

A.L.I.C.E Continuanace from 10:45 am –11:45 a.m.

Session 4: 2:30—3:30 p.m.

Human Trafficking

Target Audience: Human Resources Course Description: Human trafficking is the fastest growing criminal enterprise in the United States. This session will focus on identifying and responding to human trafficking. Attendees will also gain a better understanding of trauma associated with human trafficking. Speaker: Teresa Stafford, Senior Director of Victim Services and Outreach for the Cleveland Rape Crisis Center.

OSHA Record Keeping & Reporting

Target Audience: All those who are responsible for OSHA recordkeeping as well as those that have no or limited background and or experience. Course Description: Attendee will learn; OSHA recordkeeping requirements for workplace injuries and illnesses; Correct use of the required OSHA recordkeeping forms; Guidelines for recordable and non-recordable workplace injuries and interpretations; A review of OSHA standards that require and imply employer recordkeeping. Speaker: Gayle Luker, Industrial Safety Consultant, Ohio Bureau of Workers Compensation.

ELECTRONIC CRIMES: Fundamental Steps to Protect your Company, Staff, and your Family

Target Audience: HR, Safety Representatives, Plant Managers/Supervisors. Course Description: This class will allow the audience to gain an understanding of how law enforcement conducts an investigation into electronic crimes and what is needed to conduct an investigation. The audience will leave with insight how they can protect their business, staff and family from becoming victims of electronic crimes. Speaker: Rick Warner, Investigator, Geauga County prosecutor's Office.

Job Hazard Analysis

Target Audience: Individuals with accident prevention responsibilities such as Supervisors, Safety Managers and Safety Team Members. Course Description: Class will focus on basics of techniques as well as benefits of the JSA/JHA process. Attendees will also learn when are the most beneficial times to conduct JSA/JHA. Speaker: Scott Turner, Safety Consultant Specialist at Ohio Bureau of Workers Compensation.

Indoor Air Quality in the Workplace-The Basics

Target Audience: HR Representatives, Safety Professionals, Building Owners, and Property Managers. Course Description: What causes problems such as occupational asthma, allergic reactions to breathing the air at work, and productivity losses due to general discomfort? This session will discuss these issues as well as why modern buildings are more susceptible to such problems. There are things employers, property managers and home owners can do to reduce the risk. Speaker: Peter Schelling, Corporate Safety Coordinator, Progressive Insurance.

A.L.I.C.E Continuanace from 1:15-2:15 Session

Presenting Sponsor



Lake County Small Business



Learning &
Networking

Friday, June 3, 2016 • 8:30 a.m. to 5 p.m. • Lakeland Community College

Schedule at a Glance

Registration	8:30-9 a.m.
EXPO Trade Show Area is Open.....	9 a.m.-3 p.m.
Concurrent Workshops.....	9-9:45 a.m.
Concurrent Workshops.....	10-10:45 a.m.
"Pop In" Counseling with SCORE and the Ohio Small Business Development Center at Lakeland	1-3 p.m.
Concurrent Workshops.....	1-1:45 p.m.
Concurrent Workshops.....	2-2:45 p.m.
Networking Reception	3-5 p.m.

Track 1

9-9:45 a.m.

Unleashing Your Authentic Leader

Attendees of this workshop will be connected to a transformational leadership model designed to help anyone improve their leadership skills and enhance their effectiveness and execution. The takeaways from this session are not to be missed. They will transform your personal and professional impact.

Speaker: Jeff Nischwitz, The Nischwitz Group

10-10:45 a.m.

Your Employer Brand - Why are you the Best Place to Work? Are you Attracting the Best Talent?

How do people view your employer brand? Positive perception can improve recruitment and boost your company's overall financial performance. Learn the steps some of the most successful businesses have taken to be recognized as the "best places to work" in Northeast Ohio. Learn the steps that you can take to draw employees to your company.

Speaker: N. Robert Johnson, The David Group

1-1:45 p.m.

"Show Me the Money" Bankers Panel

Gil Goldberg from the Small Business Administration will moderate a panel of local bankers who will discuss how to best position your business to get a bank loan.

Speakers: Gil Goldberg, SBA and numerous local bank representatives

2-2:45 p.m.

Alternative Financing Options for Small Businesses

In today's world, getting a traditional bank loan to start or maintain your small business can be one of your biggest challenges. Experts at this seminar will talk about finding and obtaining non-traditional financing for entrepreneurs wanting to start a business, small business owners who need short-term financing solutions or those who wish to expand their current small business. Some of the specific topics to be covered include micro-lending, asset based financing, accounts receivable factoring, purchase order financing, equipment leasing and more.

Speakers: Patty Ajdukiewicz, Economic & Community Development Institute (ECDI) and Reiner Mueller, Liberty Capital Funding

Track 2

9-9:45 a.m.

Measuring My Impact on Customers

Repeat business and referrals are crucial to the success of any business. Marvin Montgomery will share a checklist of 15 ways to perpetuate customer service and make a positive impact on your customers. We have all heard the statement "You don't get a second chance to make a good first impression."

Speaker: Marvin Montgomery, The Sales Doctor

10-10:45 a.m.

Power Networking

In this workshop, Marilee MacAskill will teach you how to network effectively, hold conversations to build connections with the people who you meet and build relationships which can lead to greater success and fulfillment in their career. If you love networking, or despise networking (the full spectrum), this workshop is for you!

Speaker: Marilee MacAskill, Dale Carnegie

1-1:45 p.m.

How to Email Market Like it's 2016:

Why Subscribers Don't Want a Sales Pitch

This session will cover all of the MUST know cutting-edge information in email marketing. Topics include: growing your list, finding ways to add value to your customers using email, Mailchimp, mobile options and more.

Speaker: Mark Tennant, Edwards Communications

2-2:45 p.m.

Digital Marketing: 7 Things You Can't Afford to Ignore

This fast-paced session will cover the seven key components of a digital marketing strategy that can be implemented immediately to improve marketing results. There's something for everyone in this session. All attendees will receive an e-book with detailed instructions on how to carry out all seven key components that can work for any business.

Speaker: Mark Tennant, Edwards Communications

Company Name: _____ Contact Name: _____

Phone: _____ Fax: _____ Email: _____

Attendee Name #1 _____ Attendee Name #2 _____

Payment option: ☐ My check is enclosed ☐ Please charge card
Mastercard Visa American Express Discover (circle one)

Name: _____

Card Number: _____ Exp. Date: _____

CV#2: _____ Billing Street #: _____ Billing Zip Code: _____

Drop off or Mail Registration Form to:
Mentor Area Chamber of Commerce
6972 Spinach Drive
Mentor, Ohio 44060
440.255.1616
FAX: 440.255.1717

Registration is \$10 per person for chamber members and \$20 for non-members who bring a business card.

This is a prepaid event.

You can also register online at Eventbrite.com! Just search for Lake County Small Business Expo.

Sponsor Profile: Ohio Considering Plan to Authorize Benefit Corporations or "B-Corps"

By Joshua Strickland

You may have heard about C-Corps, S-Corps, and LLCs but what about a B-Corp? Ohio is considering a proposal to authorize so called "benefit corporations" or B-Corps in the State. Benefit corporation legislation has been introduced in every state with many of them enacting laws that allow B-Corps. The Ohio State Bar Association's Corporation Law Committee was tasked by the Ohio Legislature last year with reviewing the current proposal and it was approved by the OSBA last fall. The proposal is now back in the hands of the Ohio Legislature who are expected to approve a bill to enact Benefit Corporations and Benefit LLCs later this year.

So what is a benefit corporation anyway? The benefit corporation traces its roots back to the 1970s where companies began to publically commit to making a profit while also taking actions that benefited people and the environment. While a for profit business is concerned only with making money for their owners, a benefit corporation is concerned not only with making money but also providing a benefit to the community, the environment, or some other social cause. Effectively a benefit corporation blends a for-profit's profit motives with a nonprofit's goal to effect a social purpose.

Currently 30 states have enacted B-Corps with 7 other states with pending legislation. Some notable corporations are B-Corps include Ben & Jerrys, Etsy, Patagonia, Dansk shoes, and many others. For some having a social purpose is the "right thing to do" whereas for others it is a savvy business decision made to attract a certain segment of customer that prefers purchasing from socially conscious businesses or attracting investors that want to invest in companies not only to turn a profit but also to do some good in their community. Some states require reporting on the B-Corp's beneficial work, but Ohio's statute is not anticipated to require reporting but will allow a B-Corp to voluntarily report its activities.

Notably, there does not appear to be any special tax treatment for being a B-Corp and how a company is taxed by the IRS is not currently affected by electing benefit corporation status. Also, unlike a true 501(c) non-profit company, a benefit corporation is not able to obtain tax deductible donations or certain grants.

So why would someone want to have a B-Corp? The main benefits appear to be the ability to have a stated beneficial purpose in addition to making money which provides flexibility to companies to invest in beneficial social causes while not abandoning making profit and could be looked upon favorably by customers, investors, and the public giving the company a positive public image. There is even a non-profit, B Lab, that certifies that a B-Corp. is actually engaged in a public benefit providing a certification that the B-Corp. can use in its marketing. Certification is not required to have a B-Corp.

Ohio's law would allow for both benefit corporations (Inc's) and benefit LLC's.

New companies could form as a benefit company whereas existing companies would need to alter their structure to become a benefit company, be it a Corp or LLC. This would require amending their articles of incorporation with the State and their governing documents such as their code of regulations or operating agreement. Dworken & Bernstein's corporate attorneys can assist you with preparing for and setting up a B-Corp or B-LLC once authorized by the State. We can also assist in any other corporate issue that you may have. We offer free initial consultations.



Joshua J. Strickland joined Dworken & Bernstein in 2010 and practices primarily in the firm's business transactional department and the firm's commercial and residential real estate department. Josh focuses his practice in the areas of general business including formation, mergers and acquisitions, financing, employee relations, commercial transactions, intellectual property, construction development, and sales. His residential and commercial real estate practice includes sales, leasing, zoning, land use, oil and gas, environmental law and real estate, eminent domain and taxation.

Josh also represents both Indian tribes and developers throughout Indian Country in various types of commercial transactions including commercial development, alternative energy, oil and gas, and gaming.



GOLF OUTING

Eastern Lake County
Chamber of Commerce

QUAIL HOLLOW COUNTRY CLUB

MONDAY, AUGUST 1, 2016

DETAILS—DEADLINE TO REGISTER 7/22/16

Date: MONDAY, AUGUST 1 2016
Place: QUAIL HOLLOW COUNTRY CLUB
Format: Four-person Scramble
Times: 9 AM: Registration
Continental Breakfast
10 AM: Shotgun Start

COST:

- ♦ \$115.00 golf package per player which includes:
 - ♦ Greens & cart fees
 - ♦ Continental breakfast
 - ♦ Lunch
- ♦ \$20 (per person) for SuperTicket :
 - ♦ includes 2 mulligans,
 - ♦ Chipping Challenge entry
 - ♦ Putting Contest entry
- ♦ \$460 foursome or \$540 foursome w/SuperTicket

Register online at easternlakecountychamber.org to pay by credit card or mail check to :

Eastern Lake County Chamber of Commerce
One Victoria Place, Suite 265A
Painesville, OH 44077

Fax: 440-357-8752

Phone: 440-357-7572

Email: linda@easternlakecountychamber.org

www.easternlakecountychamber.org

Golf Registration

Total Enclosed: \$ _____

Player #1 _____

Company Name: _____

Email: _____

Phone: _____

Super Raffle: Yes No

Player #2 _____

Company Name: _____

Email: _____

Phone: _____

Super Raffle: Yes No

Player #3 _____

Company Name: _____

Email: _____

Phone: _____

Super Raffle: Yes No

Player #4 _____

Company Name: _____

Email: _____

Phone: _____

Super Raffle: Yes No

*Prizes also happily
welcomed!*

*Donate a little something from your com-
pany and be
a hero.*

♦ Not a Golfer? You are welcome to join us for lunch \$20 per person

Sponsorship & Registration directions on the back —>

GOLF OUTING

QUAIL HOLLOW COUNTRY CLUB

MONDAY, AUGUST 1, 2016

SCORECARD SPONSOR	HOLE SPONSOR	TURN SPONSOR	BEVERAGE OR SNACK CART (limited availability)	BREAKFAST SPONSOR	LATE LUNCH SPONSOR
\$50	\$150	\$200	\$300	\$350	\$500
	Sign at the tee with your company name. Sitting at the hole? We'll provide the	Sign at the turn with your company name. Sitting at the turn? We'll provide the	Sign on the cart with your company name	Sign at the breakfast pavilion with your company name	Sign at the dining room with your company name
	Listing in the chamber newsletter & event program	Logo & listing in the chamber newsletter, event program, and our website	Logo & listing in the chamber newsletter, event program, and our website	Logo & listing in the chamber newsletter, event program, and our website	Logo & listing in the chamber newsletter, event program, and our website
	Opportunity to promote your business at the hole	Opportunity to promote your business at the turn	Opportunity to promote your business at your carts	Opportunity to promote your business at breakfast	Opportunity to promote your business at late lunch/dinner
	Breakfast provided for 2 volunteers (Lunch avail at \$20 pp)	Breakfast & Lunch provided for 2 volunteers	Breakfast & Lunch provided for 2 volunteers	Breakfast & Lunch provided for 2 volunteers	Breakfast & Lunch provided for 2 volunteers

Contact Name: _____

Company Name: _____

Email Address: _____

Type of Sponsorship (or prize donation)



Eastern Lake County
Chamber of Commerce

Hole Sponsors will Receive:

Company Logo on sign at Hole

Cost: \$50.00

Event Sponsors will Receive:

Table in Registration Area to
Network with guests

Sign at the Club House

Cost: \$300.00

Putt Putt Tournament

July 14th from 5-7:30

The Eastern Lake County Chamber of
Commerce invites you to a different kind of
golf outing.

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

Number: (440)-357-7572 Fax: (440)-357-8752

\$25 PER PERSON GETS YOU:

- Putt putt
tournament at Red
Mill Putt Putt &
Practice Center
- Prizes for winners
- Dinner provided by
Mama Robertos
- One Complimentary
Adult Beverage

REGISTER BY JULY 11TH!

SPONSORS REGISTER BY
JULY 1st

Members NEWS

Blackmore Security 25 Year Member Profile!

EXPERT SECURITY, KEY, AND LOCK SERVICES FOR OVER 100 YEARS

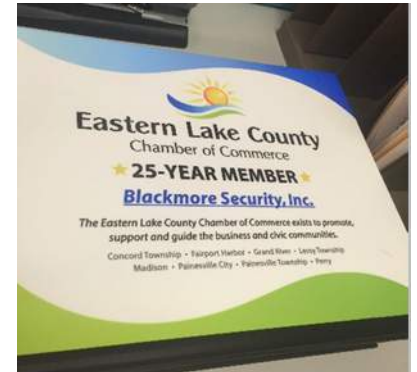
In business since 1890, Blackmore's Security is proud to be one of America's oldest small businesses and security firms.

With Blackmore's Security your property is better protected from intrusion or theft. We source the most reputable lock brands for tough locks and strong security.

With the longstanding experience of our master locksmiths at your side, your home, business, or other commercial property will be effectively protected with our security installations.

Contact Blackmore's Security (440) 357-6882

For quality home or business protection and security, contact one of America's oldest small business and security companies. Our technicians boast over 20 years of expert security experience. We're owner operated and are proud to serve you.



Corporate Retreats & Small Business Meetings at The Lakehouse Inn

Our relaxing location on Lake Erie makes The Lakehouse Inn the perfect site for small corporate retreats and business meetings. Our resort-style inn will meet all of your business needs while providing the perfect setting to unwind and team build.

Amenities Include:

- Private meeting space for up to 30 people
- Complimentary Wi-Fi
- USB cable projector & screen
- Lodging accommodations for up to 12 guests with single occupancy or 24 guests with double occupancy
- Full service dining available for every meal & break, featuring farm to table cuisine, led by our Executive Chef
- Day spa offering full body treatments and group spa packages

Take advantage of our Small Meeting & Retreat Package:

- Lodging accommodations for one night
- Full, hot breakfast
- Meeting room
- Morning & afternoon snack break
- One lunch

\$169/person*

*Tax & gratuity included. Available Sunday-Thursday, January 1-May 31 and September 1-December 30. Rate based on single occupancy. Minimum of 5 guest rooms booked.

We can also arrange activities during your leisure time including wine tastings and/or tours, campfire on the beach, spa treatments, covered bridge tours or barn quilt tours.

FMI or to request a proposal contact our event coordinator at 440-466-8668 x3 or andrea@thelakehouseinn.com

A Thomas Image Has Become Tom-Szabo.com and Adds Two Lines of Business

Tom-szabo.com is a business that expresses the passion of the owner, Tom Szabo. The business is based on three strategic passion/business units:

Jewelry:

The jewelry line is built around fossilized megalodon shark teeth, whale and manatee bone. Raw materials are collected by Tom from the bottom of the ocean while scuba diving. Later in the jewelry lab, the material is cut, shaped, polished and mounted in a setting. The jewelry is available with or without a chain for wearing.

Photography:

The photography studio provides aerial, commercial, portrait and underwater photography services. Aerial and commercial assignments promote businesses grow by helping owners and executives convey their message using photography. Portrait photography documents those exciting times and events in life. These may be the birth of a child, capturing the growth of children and the family over the years, high school and college graduation, family reunions and special family events.

Because owner Tom Szabo is an avid scuba diver, he dives with his camera documenting the underwater marine world. Underwater photography is a great option for pool parties. Kids are great performer underwater in front of the camera. The results are priceless!

Scuba Instruction:

Tom is a PADI certified scuba diver instructor. He can teach beginning lessons to initial professional certifications. His vast scuba diving experience makes him an ideal instructor

For more information about tomszabo.com, contact Tom Szabo at: www.tom-szabo.com tom@tom-Szabo.com

Members NEWS

Chamber News: The Chamber Draws A Winner While Investing In Our Workforce

The Eastern Lake County Chamber of Commerce combined spring break, a raffle prize, and college scholarships at an event at Fairport Harbor's Rich Lanes. The chamber's Summer Getaway Raffle raised money for new college scholarships to be awarded by the chamber, and drew a raffle winner at a spring-break themed party at the lounge.

The chamber will offer two \$500 scholarships and will begin accepting applications and essays in fall of 2016. Any high school senior from Painesville, Riverside, Fairport, Madison or Perry school districts is eligible to apply.

Proceeds from the sale of Summer Getaway tickets seeded the chamber's new scholarship fund. The purpose of this event was to get into the Spring Break spirit and draw the winner of the Summer Getaway Raffle. The prizes had been donated by members of the chamber of commerce, and one winner would receive one week's lodging in a condo in Florida, \$500 for

travel expenses, and pre-departure pampering packages from California Imports Too, Belladonna Salon & Spa and the Spa at the Lakehouse Inn. Event sponsors included Jeff & Cindy Sivyer, KeyBank, First Federal of Lakewood, Lake National Bank, Painesville Credit Union and Northwest Savings Bank

Pastor Jeff Sivyer of the Grove Church is a former President of the Board of the Chamber and drew the winning ticket, which went to Jason Hadsell of Jefferson. Hadsell had purchased a ticket at the last minute, and the ticket turned out to have his lucky number.

UPCOMING SPONSORSHIP OPPORTUNITIES

TO BENEFIT OUR SCHOLARSHIP FUND:

*Build brand awareness from your company
while supporting a great cause!*

THE EVENTS ARE AS FOLLOWS:

BATH TUB RACES HOSTED BY THE CITY OF PAINESVILLE

5/27/16 Evening event in Downtown Painesville

Sponsors will receive:

Company Logo on T-shirts worn by Tom Mitchell (Team Captain), Dr. Steve Gajda (runner/pusher), Beth Debevc (driver) and Team (any board and/or staff member who will be at the event) & Signage in the pit

Cost to be a sponsor is: \$50.00 (logo size on shirt 4x6) or \$100.00 (logos size on shirt 8x12)

PUTT PUTT EVENT

HOSTED BY THE EASTERN LAKE COUNTY CHAMBER OF COMMERCE

7/14/16 Evening event at Red Mill Practice Center & Putt Putt Course in Perry

Hole Sponsors will receive:

Company Logo on sign at the hole

Cost to be a hole sponsor: \$50.00

Event Sponsor will receive:

Table in registration area to network with our guests

Sign at the club house

Cost to be the Event Sponsor: \$300.00

Contact us for more information!

Members NEWS

Offer Your Employees Energy Savings – let them know about the COSE Residential Energy Program!

We take pride in working with our partners at COSE to develop energy procurement solutions for our valued members like YOU and are pleased to announce the rollout of a new residential electric offer. **You are one of the first in Ohio to receive this exclusive offer.**

As the managing consultant of the COSE Natural Gas and Electric Choice Programs, OnDemand Energy is offering exclusive savings with Public Power, LLC ® to COSE members, and employees of the member company.

Cleveland Electric Illuminating Company customers can lock in this fixed monthly rate of \$6.59 kWh/12 months, please visit: www.ppandco.com/cose. Rates for CEI and other service areas can change monthly, so be sure to check online for current rates. Exclusive discount available through May 31, 2016!

We look forward to providing this important benefit to you and your employees to continue to help you monitor costs and identify the right solutions for your home and your business. For general questions, please feel free to reach the COSE Energy Team at (216) 592-2205.

**Founded in 2008, Public Power LLC is a leader in the retail energy industry, offering electricity services that help customers better manage their budget and energy costs. Public Power LLC is not to be confused with Cleveland Public Power, the municipal electric company, operating only in the city of Cleveland. If you have any questions, please contact Public Power LLC at 888-354-4415.*

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Don't forget to send us your news!

Coffee Contacts™ NETWORKING GROUP

FREE perk with your membership of Mentor Area Chamber of Commerce, Geneva Area Chamber of Commerce and Eastern Lake County Chambers of Commerce! Non-members welcome for \$10!

This is a great opportunity to network! Every member gets 30 seconds to say whatever you want about your business. Members can bring business cards, literature, flyers, and a door prize to promote your business and keep the event fun. There is no cost to chamber members for this event, but RSVP's are strongly encouraged to provide an accurate count to the host to have enough coffee and refreshments.



Original Coffee Contacts (and Decaf)

When
From 8 am to 9 am,
the first & third
Thursdays of the month

Decaf means
registration is
limited to a
smaller group.

Where: *
*Locations are subjected to change,
please call or visit our website to
register and to verify locations

May 5
May 19

Original
Decaf

Bella Donna Salon & Spa
California Imports Too#rednoseday!
Get ready for some fun!!!

If you would like to join us, please RSVP by contacting either Chamber:

Mentor Area Chamber of Commerce at (440) 255-1616
mwainwright@mentorchamber.org

Eastern Lake County Chamber at (440) 357-7572
kathleen@easternlakecountychamber.org

Coffee Contacts East

Friendly, Informal, and Focused Networking...

*Join Members of the Geneva Area and Eastern Lake County
Chambers of Commerce* for a morning of coffee, light breakfast, and
networking on the fourth Wednesday of each month from 8 am to 9 am.



When

Where

The fourth Wednesday of the month)

May 25

Sears of Madison, 6656 North Ridge, Madison

If you would like to join us, please RSVP by contacting either Chamber:

Geneva Area Chamber of Commerce at (440) 466-8694 info@genevachamber.org

Eastern Lake County Chamber at (440) 357-7572 linda@easternlakecountychamber.org

Thank You

Note of the Month:

Thank you Painesville Community Improvement Corporation for helping Eastern Lake County Chamber Welcome Guests to Our New Home

Eastern Lake County Chamber thanks PCIC (Painesville Community Improvement Corporation) for its generous grant supporting our rebranding efforts. Our clear signage in our Victoria Place headquarters helps the chamber gain visibility with the community and reminds passersby what a thriving community Painesville is.

Specifically, window decals and mobile “Event Here!” signs will help members find us and will help prospective members discover the chamber of commerce.



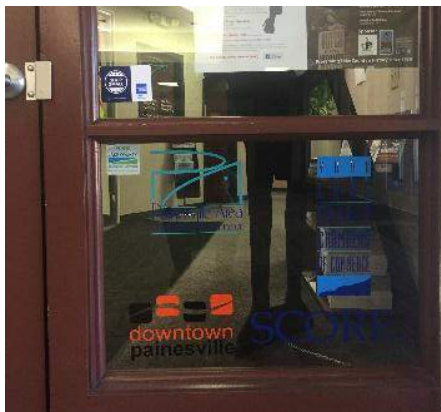
Big Window Before



Big Window After



Front Door Before



Front Door After



New Signs



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www.bbbsneo.org



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of Northeast Ohio



FUEL is a nonprofit organization for future emerging leaders of Lake County, Ohio from the age ranges of 21-40 years old. FUEL seeks to develop, connect, empower and retain young professionals in Lake County by creating opportunities and pooling resources through member socialization and education. The organization offers the ability to meet, network, and socialize with other young professionals that live and/or work in Lake County and the opportunity to hear informative speakers from a wide variety of professions and backgrounds

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.

MAY 19 5:30 – 7:30 P.M

LOCAL TAVERN

All event dates, times and locations are subject to change. Check for updates on the website, LinkedIn or Facebook page prior to an event.

RSVP to events by emailing

fuel.lakecounty@gmail.com and find FUEL at www.lakecountyfuel.com

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 (NO market July 14th)
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*produce • bake goods • honey • peanut butter
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Painesville

Bathtub Races

Friday, May 27th
5-9pm

Bathtubs Racing Down Main Street
Food Trucks & Beer Tent
'Billy J' the DJ
50/50 Raffle
Kick off to summer!




 www.painesville.com



2nd Annual Stress Free Zone Fund Raising Event from Western Reserve Counseling Service

Wednesday June 15, 2016

4:30 - 7:00 PM

1 Victoria Place, Suite 105 Painesville, OH 44077

Please join us and enjoy comfort food appetizers, a cash beer/wine bar, music, sweet treats, and more. Your financial contributions will help our agency's treatment and support for local victims, family members and offenders involved in family Domestic Violence and anger management incidents.

EVENT ACTIVITIES WILL INCLUDE:

- Chair massages & products to relieve stress provided by Bella Donna Salon and Spa
 - Short activity & talks given by Lake Health, Lake Metroparks & Lake County General Health District
 - Other fun activities including a Wii Tournament, therapy pets, etc.
- Door Prizes * Raffle Baskets * Much More!

\$20 Pre-Registration / \$25 Day of the Event

[Click here for Stress Free Zone Event Flyer](#)

ACTIVITY SPONSORS

For questions or more information, contact
kszmania@wrcservice.org or 440-352-8954

Register by Wednesday, June 1st, 2016

Your support of this event will help us to provide needed services to local Lake, Geauga and Ashtabula victims, family members and offenders of Domestic Violence.

Thank You!

Lake County General Health District

Lake Metroparks

Bella Donna Salon & Spa

**SPECIAL THANKS TO OUR COMMUNITY
FUNDING PARTNERS.... MAKING IT POSSIBLE
FOR US TO SERVE MORE CLIENTS IN LAKE
COUNTY**

United Way of Lake County

Lake County ADAMHS Board

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JUNE 8, 2016 www.clevelandbtobmatchmaker.com

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

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*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.

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Mark Your Calendar



You may view all upcoming events by visiting our website at:
www.easternlakecountychamber.org

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



Please join us
for our monthly meeting

Topic: **"The World is YOUR Stage:
theatrical techniques to aid
you on the stage of life."**

When: **Wednesday, May 4th
8:15am-9:30am**

Where: **Fine Arts Association**
38660 Mentor Avenue
Willoughby, OH 44094



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

Speaker:

David Malinowski,
Director of Performance
The Fine Arts Association

Bring plenty of
business cards
to share!

RSVP by Monday, May 2nd online at www.lakekidzbiz.com under "Events" or
call 440-951-7500 x 104 (Fine Arts Association / Lake Kidz Biz member)

www.lakekidzbiz.com