

Chamber News



Eastern Lake County

Chamber of Commerce

February 2019

Join us to Learn More About the Lake County Regional Emergency Response Facility and to say **THANK YOU** to our Safety Forces who serve us on a daily basis.

With \$500,000 in seed money now in hand, preparations to build the Mentor Lake County Regional Emergency Response Facility are mobilizing.

Join us as members of the Lake County Fire Chiefs Association Mentor Fire, Chief Robert Searles and Mentor Deputy Chief Ron Zak, update us on the construction of a less than 12,000-square-foot, one-story structure that will house, protect and deploy 20 specialized response units which are to include SWAT, the Regional Urban Search and Rescue Team, the regional Medial Incident Response Team, regional Explosive Ordnance Disposal Unit, and the Water Rescue Dive & Response Team.

See how our Safety Forces in Lake County are working and collaborating to help keep our County a safe place to live, work and play.

Date: Thursday, February 28, 2019

Time: 11:30 am to 1:00 pm

Place: Perry Community Center
2800 Perry Park Road
Perry Township

Cost: Free to all Police and Fire
Personnel: \$25 per person

**So that we may have an accurate
Headcount for our caterer**

**Please RSVP by 2/22/19 Online at
www.easternlakecountychamber.org**

Or by calling 440-357-7572



GRAND OPENING!

SATURDAY, FEBRUARY 2ND

9:00AM

COME CELEBRATE THE OPENING
OF OUR NEW STORE LOCATION!



- GIFT CARD GIVEAWAYS
- LIVE RADIO REMOTE
- RIBBON CUTTING CEREMONY
- & MORE!



Goodwill
Serving Northeast Ohio and Northwest Pennsylvania

6595 N. RIDGE RD. | MADISON, OHIO 44057
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2019 Board of Directors

Executive Board of Directors

President	Chris Brill Packard	Lake Health
1 st Vice President	Tom Mitchell	The Marshfield Group
2 nd Vice President	E. Rita Camardo	Northwest Bank
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Board of Directors

Sallie Christian	Layton Physical Therapy
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Joshua Strickland	Dworken & Bernstein
Nancy Zangerle	Global Real Estate Advisors

Legal Liaison

Neil Conway Conway Land Title

Chamber Staff

Linda Reed Executive Director
Kathleen Obrenski Office Administrator
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
Fairport Harbor
Grand River
Leroy Township
Madison Township
Madison Village

North Perry Village
Painesville City
Painesville Township
Perry Township
Perry Village



One Victoria Place, Suite 265A
Painesville, OH 44077
(440) 357-7572
Website: www.easternlakecountychamber.org



The [Ohio Department of Transportation](#) and the [Lake County Engineer's Office](#) have partnered together on the Vrooman Road Bridge Project, involving the construction of a new high-level bridge on a new alignment over the Grand River, along with the resurfacing of the existing Vrooman Road between the new structure and I-90.

Construction to build a new Vrooman Road bridge over the Grand River in Perry and Leroy Townships began September 2018.

The entire project expected completion date is Fall 2020.

FEBRUARY 14, 2019

VROOMAN ROAD UPDATE

James R. Gills, PE, PS

- Born and raised in Mansfield, Ohio
- Graduated Case Institute of Technology 1962 BSCE
- Married; 3 children; 5 grandchildren; 5 great-grandchildren
- Lake County Engineer since 2001
- Lake County resident since 1967
- Lake County business owner 35 years prior to becoming County Engineer



**Join us for breakfast to
hear the latest update from
Lake County Engineer
James R. Gills, PE, PS**

Quail Hollow Country Club

11295 Quail Hollow Drive

Concord Township

7:30 am breakfast

8:00 am presentation

\$15 per person

RSVP online at

www.easternlakecountychamber.org

or by calling our office at

440-357-7572

Deadline to RSVP 2/11/19



UPDATES & NEWS FROM OUR MEMBERS

Port Staff Receives Honors from Auditor's Office

Michelle Stys from the Ohio Auditor's office visited Lake County Ohio Port and Economic Development Authority's recent board meeting to present an award for an exceptional audit reflective of outstanding work done by the bookkeeper, Debbie Connor and controller, Tim Cahill for the second year in a row. This award is being given for a perfect audit, timely filed with no concerns and is one of the highest honors given by their office. Michelle pointed out that 6049 governments are audited by the state and this is a rare achievement and stressed that we should be proud of the job done in keeping our books in order and complying with all the requests made by the auditor's office.



Congratulations on a job well done!
Pictured from left to right:
Michelle Stys, Debbie Connor, Tim Cahill

AWT welcomes new Community Engagement Manager, Juliana Kosik



At AWT, Juliana will be focusing on projects related to internship/apprenticeship support and ambassador program development. She is original from Pierpont, OH. As a graduate student at Cleveland State University majoring in Adult Learning and Development, Juliana took part in a summer internship program sponsored by Cleveland Foundation, where she learned about AWT's mission. Her first internship was at Molded Fiber Glass, where she found a passion for the manufacturing community. She is very excited to make an impact in Northeast Ohio because in her words, "Ohio is where my heart is."

Walter Siegel Appointed to the Lake County Ohio Port and Economic Development Authority Board

Lake County Board of Commissioners acted quickly to appoint Walter "Wally" Siegel to the Lake County Ohio Port and Economic Development Authority Board. He comes to us with an extensive background in community service in Perry Township, where he served as township administrator for 28 years. He has served on the Lake County Township Association, Lake County Council of Governments, Perry Township Zoning board, Perry Historical Society, Lake County Planning Commission, Lake County Utilities Appeals Board and as Director of Perry Economic Development Council responsible for over 8 million dollars in grant money. He oversaw construction of the Industrial Park, worked on many abatement and other incentives to attract business and formed the JEDD District in Lake County to help pay for infrastructure for industrial and commercial districts.



Mr. Siegel has been married to wife Jan for 41 years and boasts of 6 children and 5 grandchildren,



UPDATES & NEWS FROM OUR MEMBERS

Go Lake County MiniGrant Recipients Announced!

Schools throughout Lake County are developing innovative ways to connect curriculum to career. AWT is pleased to announce that the #GoLakeCounty committee has awarded grants to three programs that help promote manufacturing careers in Lake County schools! Representative Ron Young also recognized these programs with a commendation.

The 2018 Recipients are:

- Fairport Harbor McKinley Elementary for Immersive Code and Lego Mindstorm. "Early exposure to coding helps teach children how important it is to understand computers as the valuable tools they are, rather than merely fun playthings. This early exposure may lead students to consider professions that incorporate computer science and allow them to explore their interests early on in their educational career. Further, the integration of computer science, specifically coding, allows students to develop logical thinking, problem solving skills, persistence, collaboration and communication."
- Partners for Science Excellence for Professional Development for Science Teachers at Lakeland's Hive: "This project would help K-12 students in Lake County to make the connection between the concepts behind the design process, often taught in newly created makerspaces at their schools, and careers in manufacturing. The idea is simple: provide opportunities for students to go to The Hive, a makerspace and FAB lab located at Lakeland Community College."
- St. Gabriel School for Cricut Machine & Product Entrepreneurship: "Through this project, students would design and manufacture their own product to meet the needs of a specific market. Students will learn the basics of graphic design, marketing, and how to manufacture a final product."

Funds were raised through the GoLakeCounty golf outing held in July and we are thrilled to be able to help GoLakeCounty award these minigrants to deserving schools and programs. For more information about #GoLakeCounty, contact AWT, TeamIBB, or the Ross-Salvatore Real Estate Group.

2017 Recipients included NextWork, the Perry Schools Career Ties Mentorship Program, and the Summer Manufacturing Institute.



2018 #GoLakeCounty Program

From Left: Alice from AWT, Christine Horne from St. Gabriel School, Tony Marinelli from Partners in Science Excellence, Jennifer Polak from McKinley Elementary, Roger Sustar from AWT & Fredon, Gary Caluducan from TeamIBB and #GoLakeCounty.



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.

HOTELS/LODGING

HOLIDAY INN EXPRESS & SUITES STACI HANAYIK

181 Water Tower Drive
Madison, OH 44057
Phone: 303-902-4330

Website: www.holidayinnexpress.com/madison/ohio
Description: This is a Brand new hotel that features an indoor heated pool, fitness room, complimentary breakfast, and a flexible meeting space for your convenience.

EDUCATION/TRAINING

DIAMOND RAEANN HESS

225 High Street
Fairport Harbor, OH 44077
330-375-1660

Description: The Diamond Institute Arts & Science educational option provides education with state-of-the-art tools and training while focusing on the whole person developmental approach to learning.

GOLF SIMULATOR/PRACTICE

ACE INDOOR GOLF – BREW STREAKS MATTHEW DEWIRE

6710 Lake Road
Madison, OH 44057
419-973-8112

Website: www.aceindoorgolf.com
Description: The founders of Ace Indoor Golf have a combined experience of over 20 years in the indoor golf simulator industry. We have installed over 500 simulators in both the commercial and residential markets. By representing more than one manufacturer, we can customize our products to meet our customer's specific demands. Ace Indoor Golf has run for-profit indoor golf centers and we know what it takes to be successful. Through our rental program, we allow our customers to get into the indoor golf simulator business with minimal capital expenditures. We provide pro-forma templates and share our marketing concepts to ensure your business is highly successful. After all, your success is our success!

***We hope
to see you
soon & often!***



"Applying for the Express Loan was shockingly simple. And it allowed us the opportunity to consolidate our start-up debts and buy more inventory."

- Ryan Sheldon, Owner
Beat Cycles

Introducing Express Business Loan

Apply in minutes,
instant decision,
next day funding.

expressloan.FFL.net

Concord Branch

7595 Crile Rd.
Concord, OH 44077
(440) 352-1072

FFL.net [f](#) [t](#) [in](#)



 EQUAL HOUSING LENDER • MEMBER FDIC



Dear Friend,

We are thrilled to share some exciting news with you, but first, we'd like to begin with a story...

It's hard for us to imagine a town or city without street lights, but not so many years ago, nighttime meant complete darkness. Then a group of people with one vision and purpose would set out at dusk to light the lamps all over town. More than just lighting paths for others to see, these lamplighters created potential and possibilities during a time where none existed.

What started with a torch became gaslights, then pilot lights. As the lamplighter's role evolved throughout time, the flame became stronger and more enduring.

As a mentoring organization, we are like Lamplighters – igniting the possibilities in our youth.

This is our mission - that young people find the light within themselves and let it shine upon others... collectively contributing to the vibrancy of their communities and building a brighter future for all. Just like the lamplighter, our role as a mentoring organization has continued to evolve. That's why Caryn and I are excited to share with you that Big Brothers Big Sisters of Northeast Ohio is now...



While this may come as a surprise to many of you, we've been walking towards this new direction for over 15 years. During that time, our organization has been continuously evolving by adapting our programs and services to best meet the distinct and ever-changing needs of our community. What began with a focus on traditional, one-to-one mentoring relationships has now expanded to include a broad portfolio of mentoring programs and services. Thus, we believe it is the right time to adopt a new name and a brand that reflects our unique approach towards mentoring.

We want to assure you that while our name has changed, our mission and people remain the same. We remain committed to our mission to foster the development of youth to reach their highest potential as responsible, adaptable and caring adults. We promise to continue to:

- Transform the youth mentoring experience through innovative programs like ECity and foster care transitional programs.
- Demonstrate the same tenacious compassion that drives us to try new things and stretches the boundaries of what it means to mentor.
- Be courageous changemakers in order to be responsive to the needs of our community.
- Be tireless believers in young people.
- Be involved, aware, and empathetic to the experiences of our youth.

Mentoring is and has always been in our DNA and we love what we do.

If you have questions about our name change or our continuing evolution, please feel free to give us a call or email us. In the coming months, we will be hosting a variety of informal gatherings with friends and supporters in the tri-county area to share more about this exciting new chapter in our history. Be on the lookout for invitations to these events. We are excited about our future together, and we look forward to Torchlight's continued role of being a game changer for our youth, lighting the way for years to come!

Sincerely,

Timothy E. Kehres
Executive Director

Torchlight Youth Mentoring Alliance

Caryn M. Avante

President, Board of Trustees

Torchlight Youth Mentoring Alliance

THE CITY OF *Painesville*

UPCOMING EVENTS

Painesville Recreation presents

STORY TIME WITH CITY COUNCIL



Wednesday, February 6
6:00 PM at Painesville Municipal Court

STATE OF THE CITY

THURSDAY, FEBRUARY 7

8:00-9:30 AM
STEELE MANSION
CALL 440-392-5807

PAINESVILLE RECREATION'S

WINTER SOCIAL

A FAMILY DANCE PARTY, AGES 4-12

SATURDAY, FEBRUARY 9
12:00 - 2:00 PM
MORSE AVE COMMUNITY CENTER

Call 440-392-5907 to register



Painesville Restaurant Week

February 18 - 25

Understanding the Process of Suing for Unpaid Fees for Services Rendered

For the sake of making things easy, let's say you are the owner of a landscaping company and someone hires you to do work around their house. You are obviously a sophisticated business owner, so you put your scope of work in writing, and have your customer sign your quote. Furthermore, you wisely included language in your written quote that requires your customer to pay you for your services when the work is completed. However, after the landscaping is complete and you've sent several invoices, your customer either ignores the invoices or informs you they do not intend to pay any or all of the bill. This injustice cannot stand, but what's your next step?

You have a number of options at your disposal. You can send another strongly worded letter to the customer, or if you are within the statutory time frame to file a mechanic's lien, (60 days from the last day of work on residential projects, and 75 days for commercial), you can lien the property, or you can cut right to the chase and file a lawsuit. If the amount is less than \$6,000 you may want to consider filing your case in small claims court. If you are operating a business, or if your claim is in excess of \$6,000 you should seek out a lawyer to make sure the process moves along smoothly. Once you obtain a judgment, your attorney will also be able to facilitate the collection of your fees.

A lawsuit starts when your attorney files a complaint with the court typically in the jurisdiction where the services were provided. The complaint will detail the amount owed and the services provided. A copy of the contract the customer signed and any other written evidence should be attached to the complaint in support of your claim. Of course breach of oral contracts are actionable, but they require more evidence than written contracts and can end up in more complicated litigation, so having a written contract even for the smallest of services is smart. The clerk of courts will then send a copy of the complaint and summons to the customer. The delivery of a complaint and summons to a defendant is referred to as "service", or what is colloquially known as "being served." Once the customer is served with the complaint, the court will set a date for a case management conference or hearing. At the case management conference the parties will discuss the issues of the case, and the court will set a case management schedule governing the amount of time the parties have to conduct discovery, file dispositive motions, and when the trial will take place. The trial is where the case will be heard on its merits. This hearing will take place at the court house where the complaint was filed. At that hearing, each side will have the opportunity to present or refute evidence pertaining to the claims in the lawsuit. If the case is tried to the judge, once the hearing is over, the judge will take the case under advisement and make his or her decision by issuing a written decision. If the case is tried to a jury, at the end of the litigants' presentations the jury will immediately deliberate and issue a verdict.

Once a decision is entered, either by judge or jury, both sides will have the opportunity to appeal the decision to the Court of Appeals. Back to our landscaping example, if you receive a decision or verdict in your favor ordering your customer to pay you for your services, that is referred to as a judgment, and you are now a judgment creditor, and your customer is judgment debtor.

The next step is collecting on your judgment. There are a number of tools at your disposal to collect from your judgment debtor, e.g. garnishments, levies, execution on real property, filing of judgment liens. Sometimes the best tool you can use to collect, is the filing of an "Aid in Execution" or what is commonly referred to as a debtor's exam. When you file for a debtor's exam, your customer/judgment debtor, will be served by the clerk of courts with a summons to appear to be examined about their assets. At the debtor's exam your attorney will interview him or her to determine what assets, monies, etc. the customer has, so they may execute on them and apply the proceeds towards your unpaid judgment. The debtor's exam is taken under oath and can be repeated every 120 days, as needed. If the debtor refuses to appear, they can be held in contempt of court, and in extreme cases a bench warrant can be issued for their arrest.

This is a very basic outline of the litigation process. Everyone's case is unique, so this outline may not be applicable to your situation. If you find yourself in a situation where you have not been paid for services rendered, I encourage you to reach out to your attorney as soon as possible so they can develop the best plan to address your needs.



**Grant Keating is with
Dworken & Bernstein Co. LPA
(440) 352-3391**



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Get in, get treated and get on with your day.

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Covers 4 Strains

Lake Health makes getting your flu shot easy. We offer quadrivalent flu shots, which cover four strains of the flu virus and offer the best flu vaccine coverage available, for \$30. Our centers also treat minor injuries and illnesses and offer diagnostics, such as lab and X-ray. We accept all major insurance plans.



**Chardon Campus
Urgent Care Center**

510 Fifth Ave.
Chardon, OH 44024
440-286-8908
Monday–Friday, 8 am–8 pm
Saturday, 9 am–5 pm
Closed Sunday

Mentor Urgent Care Center

8655 Market St.
Mentor, OH
440-255-6400
Monday–Friday, 8 am–8 pm
Saturday & Sunday, 9 am–5 pm

**Willowick Campus
Urgent Care Center**

29804 Lakeshore Blvd.
Willowick, OH 44095
440-585-3322
Monday–Friday, 8 am–8 pm
Saturday, 9 am–5 pm
Closed Sunday



lakehealth.org

New tax law benefits small businesses and individuals.

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**THE GREAT BIG
HOME
+GARDEN
SHOW**

I-X CENTER

FEBRUARY 1-10

<NOACC>
NORTHERN OHIO AREA
Chambers of Commerce

This ticket entitles you to a full day admission at the show. Come early, or stay late! \$1 from each ticket goes to the Jimmy Malone scholarship fund.

Registration table for the event is located in the west lobby. Get your wristbands starting at 3:30pm.

**JOIN THE REGIONS
BIGGEST CHAMBER
NETWORKING NIGHT!**

**THURSDAY, FEB. 7TH 4PM-6PM
I-X CENTER**

The Great Big Home + Garden Show hours for Thursday are 11am-9pm

Private party at the garden showcase! Join your local chamber and many others across the region at our annual chamber networking night!

Meet and mingle with Jimmy Malone from Majic 105.7fm, win prizes from exhibitors, enjoy hot appetizers, sodas (cash bar available), and of course enjoy the show!

\$15 PER PERSON
USE CODE: CHAMBER

CLICK HERE

GreatBigHomeandGarden.com

MARKETPLACE | EVENTS

YOU'RE INVITED! Let's kick off the new year with the Sixth Annual Great Big **Chamber Networking Night** at the **Great Big Home & Garden Show** at the I-X Center (near Cleveland Hopkins Airport) on Thursday, February 7th from 4-6 pm. A \$15 ticket will give you entrance to the show from 11 am-9 pm and the **Chamber Networking Night Private Party** from 4-6 pm that will include GREAT appetizers, sodas, cash bar, prizes from exhibitors and MORE! All the information is on the form below, and tickets can be purchased by clicking either picture. This is a great way to expand your networking reach and meet like-minded chamber members from many chambers, all across Northeast Ohio.

Everyone had a great time last year and we expect an even bigger crowd this year! This is a GREAT networking opportunity for everyone, and lots of fun too. For more details visit: www.greatbighomeandgarden.com. Use the promo code "**CHAMBER**" to buy your ticket. Or use link below.

If the picture below does not appear in your email viewer use this link to order tickets:
<https://www.tix123.com/tix123/etic.cfm?code=TGBHGS19&disc=CHAMBER>



**We are your local Club with world class amenities
To suit all your family, social and business needs!**

Membership pricing to fit your budget that includes:

- ~Two beautiful (championship) 18 hole golf courses and practice facility
- ~Fine dining along with social and children events
- ~Fitness center and over 25 complimentary fitness classes
- ~Outdoor swimming pool
- ~Golf and swimming lessons, leagues and teams including our youth
- ~Meeting and private event space

ClubCorp “ONE” added benefits:

- ~ MY CLUB- 50% off your A’ La Carte Dining
- ~MY COMMUNITY - Access to ClubCorp family of clubs in the Akron-Cleveland area
- ~MY WORLD – 300 + reciprocal Clubs! Free golf, free dining and more when you travel





2019 REGISTRATION INFORMATION

Join us March 2nd at the Great Lakes Mall for the Lake County Chambers of Commerce **Home & Lifestyle Expo**. Your participation will provide an excellent opportunity to generate company awareness and sales for your business.

2019 DATES

Move in and set up: Friday evening, March 1st - 9pm SHARP

Please use the mall entrance next to Fuji Japanese Steakhouse

Watch for more information regarding the Exhibitor Networking Hour Friday prior to set up.

Show date and time: Saturday, March 2nd, 10am to 6pm

SPACE IS LIMITED. Participation is limited to the first 60 registrations.

Exhibitor will provide:

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

Lake County Chambers of Commerce provides:

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

- Optional Add-ons:**
- Extra 8' table \$25 - table must fit into your original 10' x 10' space
 - Double booth (20' x 20') can be requested for an additional \$200
 - Vehicle - \$200 per vehicle.
 - Insert into Giveaway Bag \$50 (per 300 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. They may be used in your display if they are anchored.
- 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 Monday, December 31, 2018
Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019
Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077
or email linda@easternlakecountychamber.org

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

Hosted by:

In Partnership with:

Premier Sponsor:



2019 REGISTRATION FORM

Saturday, March 2nd

☐ **YES, I will be a Sponsor @\$495**

- Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo

☐ **YES, I will be an Exhibitor @\$295**

- (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)

- 300 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by February 8th 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 _____

Sponsor Fee (\$495)..... \$ _____

Exhibitor Fee (\$295) \$ _____

Giveaway Bag (\$50) \$ _____

Extra Table (\$25)..... \$ _____

Double Booth (\$200) \$ _____

Vehicle (\$200)..... \$ _____

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 Monday, December 31, 2018

Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019

Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077

or email linda@easternlakecountychamber.org

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



At Lakeland Community College • April 12, 2019

Call for Vendors

Register early to guarantee your booth at this county-wide small business event. Visit and network with businesses from across the county during the EXPO. Plus, take advantage of attending five different small business learning sessions on topics covering sales, marketing and more.

Chamber Members

6-foot table \$200
12-foot table \$350

Non-Members

6-foot table \$300
12-foot table \$450

*Vendor tables include 2 chairs, 2 lunches and breakfasts
and wireless network access*

Event Schedule

Set Up 7-8 a.m.
Registration 7:30 a.m. - 1 p.m.
Keynote Kickoff Breakfast 8-8:45 a.m.
EXPO Trade Show Area Open 8:45 a.m. - 1 p.m.
Sessions 10-10:45 a.m. and 11-11:45 a.m.
Networking Lunch noon - 1 p.m.

Deadline: March 2 for sponsors and vendors.

Sponsorships and program ads available.

Company Name: _____ Contact Name: _____
Phone: _____ Fax: _____ Email: _____
Attendee Name #1 _____ Attendee Name #2 _____

Chamber Members: ☐ 6-foot table – \$200 ☐ 12-foot table – \$350 ☐ Electric needed

Note: preregistration is required for this event • Non-Members: ☐ 6-foot table – \$300 ☐ 12-foot table – \$450

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

Member of: ☐ Eastern Chamber
☐ Mentor Area Chamber
☐ Willoughby Western Chamber

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, OH 44060
Phone: 440.255.1616 | Fax: 440.255.1717

You may also register online at mentorchamber.org/smallbusinessexpo

Sponsorship Opportunities

Presenting Sponsor: \$1,500 (1 sponsor)

- Presenting sponsor recognition, top billing logo recognition in event materials, signage, social media campaigns
- Premier double booth space
- Sponsor of one workshop session which includes a two-minute introduction
- Two minute business pitch during announcements of workshops
- Full-page ad in Expo program
- Your promotional material included in guest tote bag

SOLD



Registration Desk Sponsor: \$1,000 (1 sponsor)

- Premier exhibitor booth near registration desk
- Logo recognition in event materials, signage, social media campaigns
- Signage acknowledging your registration sponsorship
- Sponsor of one workshop session which includes a two-minute introduction of your business
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

Gold Sponsor: \$1,000 (1 sponsor)

- Premier exhibitor booth
- Two-minute business pitch during announcements of workshops
- Logo recognition in event materials, signage, social media campaigns
- Sponsor of one workshop session which includes a two-minute introduction of your business
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

Lunch Sponsor: \$1,000 (1 sponsor)

- Exhibitor booth
- Two-minute business pitch during lunch
- Logo recognition in event materials, signage, social media campaigns
- Sponsor of one workshop session which includes a two-minute introduction of your business
- Sign with logo next to lunch
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

Media Sponsor: \$1,000

- Exhibitor booth
- Logo recognition in event materials, signage, social media campaigns
- Your name announced as media sponsor during the day
- Your promotional material included in guest tote bag
- Logo included in program

Lanyard Sponsor: \$1000 (1 sponsor)

- Exhibitor booth
- Your logo on all lanyards handed out to participants
- Your name announced as lanyard sponsor throughout the day
- Your promotional material included in guest tote bag
- Logo included in program

Breakfast Sponsor: \$500 (1 sponsor)

- Exhibitor booth
- Two minute business pitch during lunch
- Sign with logo next to breakfast
- One half-page ad in Expo Program
- Your promotional material included in guest tote bag

Tote Bag Sponsor: \$500 (1 sponsor)

- Exhibitor booth
- You provide 300 cloth tote bags with "Lake County Business Expo" and your logo
- Your name announced as tote bag sponsor throughout the day
- Your promotional material included in guest tote bag
- Logo included in program

Raffle Sponsor: \$500

- Exhibitor booth
- Your logo on all of the raffle tickets
- Your name announced as sponsor of raffle during the day and during the raffle
- Your promotional material included in guest tote bag
- Logo included in program

Supporting Sponsor: \$350 (4 sponsors)

- Exhibitor booth
- Your name announced as media sponsor during the day
- Your promotional material included in guest tote bag
- Logo included in program

Full-Page Program Ad:

\$200 - Chamber member

\$400 - Non-chamber member

Half-Page Program Ad:

\$75 - Chamber member

\$275 - Non-chamber member

To discuss sponsorships, contact your local chamber office or Cathy Walsh at Lakeland Community College, cwalsh@lakelandcc.edu or 440.525.7707.

Lake County Small Business



At Lakeland Community College • April 12, 2019

Attendee Registration Form

Visit and network with businesses from across the county during the EXPO. Plus, take advantage of attending five different small business learning sessions on topics covering sales, marketing and more.

Chamber Members Registration Fee

With continental breakfast and lunch Free

Non-Members Registration Fee

With continental breakfast and lunch Free w/ business card

Company Name: _____ Contact Name: _____

Phone: _____ Fax: _____ Email: _____

Attendee Name #1 _____ Attendee Name #2 _____

Chamber Members: ☐ With continental breakfast and lunch – Free

Note: preregistration is required for this event

Non-Members: ☐ With continental breakfast and lunch– Free w/ business card

Drop off or Mail Registration Form to:

Mentor Area Chamber of Commerce
6972 Spinach Drive, Mentor, OH 44060
Phone: 440.255.1616 | Fax: 440.255.1717

You may also register online at mentorchamber.org/smallbusinessexpo

Coffee Contacts™ NETWORKING GROUP

2019

FREE perk with your membership



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.

Thursday, February 7, 2019

8 to 9 am

**Symphony at Mentor Memory Care
8155 Mentor Hills Drive
Mentor**

Thursday, February 21, 2019

8 to 9 am

**The Auburn Room Restaurant at Auburn
8140 Auburn Road
Concord**



Eastern Lake County
Chamber of Commerce

**BUSINESS BUZZ
NETWORKING GROUP**

Wednesday, February 27, 2019

8 to 9 am

**Layton Physical Therapy
2899 Hubbard Road
Madison**

Wednesday, March 27, 2019

8 to 9 am

**Generations Health & Geneva Shores
60 West Street
Geneva**

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



Lake County Chambers of Commerce Event
Friday, 6:00 – 7:00 p.m.
Mentor Civic Arena Woods Room

Pro Hockey in Mentor
Ice Breakers vs. Dashers
Puck drop @ 7:35 p.m.

Join us pre-game for light appetizers, networking and a tour of the arena as the Ice Breakers prepare to take on the Danville Dashers. A cash bar will be available.

Fee/Admission: \$13 which includes your General Admission ticket to the Ice Breakers game. The event is available to family members – \$10 for seniors/military/students age 13-18 and \$8 for children under 12



YES. NO. MAYBE?

Medical Marijuana & Your Drug-Free Workplace Program

Wednesday, March 6

Holiday Inn • 7701 Reynolds Rd., Mentor

\$15 per person • Open to all

Registration: 8:00 a.m.

Presentation: 8:30 - 10:00 a.m.

Continental breakfast provided

Registration/More info:

Please RSVP by February 15 to your "home" Chamber:

Eastern Lake: easternlakecountychamber.org or 440-357-7572

Mentor Area: mentorchamber.org or 440-255-1616

Western Lake: wwlchamber.com or 440-942-1632

Employers need to decide how they will respond to medical marijuana before the system to recommend and dispense it is fully operational. To give insight into this important decision, we're offering a presentation to:

- Raise awareness of business and operational issues from legalization under Ohio H.B. 523
- Increase understanding of the related drug-free workplace program issues for employers and employees
- Review key decisions that need to be made - particularly relating to policy, operations and employee/supervisor awareness

The content of the presentation is meant for informational purposes only and not for the purpose of providing legal advice. As such, it should not be used as a substitute for consultation with a legal professional or other competent advisors. Please contact a licensed attorney to obtain advice with respect to any legal issue discussed in this presentation or regarding a situation specific to your business.

This activity has been approved for 1.50 credit hours for Ohio Insurance and 1.50 HR (General) recertification credit hours toward aPHR™, PHR®, PHRca®, SPHR®, GPHR®, PHRi™ and SPHRi™ recertification through HR Certification Institute® (HRCI®).

Presented by Working Partners® with support from the Lake County Alcohol, Drug Addiction, and Mental Health Services (ADAMHS) Board, and these Chambers of Commerce





Legislative Breakfast

Friday, March 22, 2019 • 7:30 a.m. - 9:30 a.m.

Dubrovnik's Croation Hall

Full breakfast buffet: Members \$25 *(if not, join now)*,
Non-members \$30 *(you really should join)*

Enjoy an informative opportunity with our elected officials to get first hand updates on policies and legislation that impact you, area business, and all of Lake County

Lively Q&A to follow

To Register:
<http://www.lakecountydevelopmentcouncil.org/upcoming-events/>

Brought to you by:

-  Eastern Lake County Chamber of Commerce
-  LAKE COUNTY DEVELOPMENT COUNCIL
-  MENTOR AREA CHAMBER OF COMMERCE
-  Willoughby Western Lake County CHAMBER of COMMERCE

Ask your Chamber Executive Directors for more information

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**Project Hope's
CEO Experience 2019**

September 27
11:30 a.m. - 12:30 p.m.

"Don't Fly Small..."

www.projecthopeonline.org
www.facebook.com/projecthopeforthehomeless

Media Contact: Megan Borchers O: 815-942-7474 C: 815-210-1980 megan.borchers@lyb.com

State Senator John Eklund Visits LyondellBasell's Fairport Harbor Plant

Tour and roundtable discussion take place

FAIRPORT HARBOR, OH., January 14, 2019 – State Sen. John Eklund (R-Ohio) visited the LyondellBasell Fairport Harbor Plant to learn more about how the company produces materials that advance solutions in the wiring and cable industry.

"LyondellBasell is more than just an employer in this community, the staff is part of the fabric of Fairport Harbor," said Sen. Eklund. "I want to ensure I understand the issues facing the manufacturing industry, but more importantly, what are the concerns of the people who work here."

Currently serving his second term for the 18th district, the senator toured the facility with the site leadership team. He also took part in a roundtable discussion which touched on topics such as international trade issues to energy policy and taxes and regulations.

"We appreciate the opportunity to meet with our elected officials and show them how we contribute to the economy and how we're advancing the modern world with our products," said Ted Cudak, site manager of LyondellBasell's Fairport Harbor Plant.

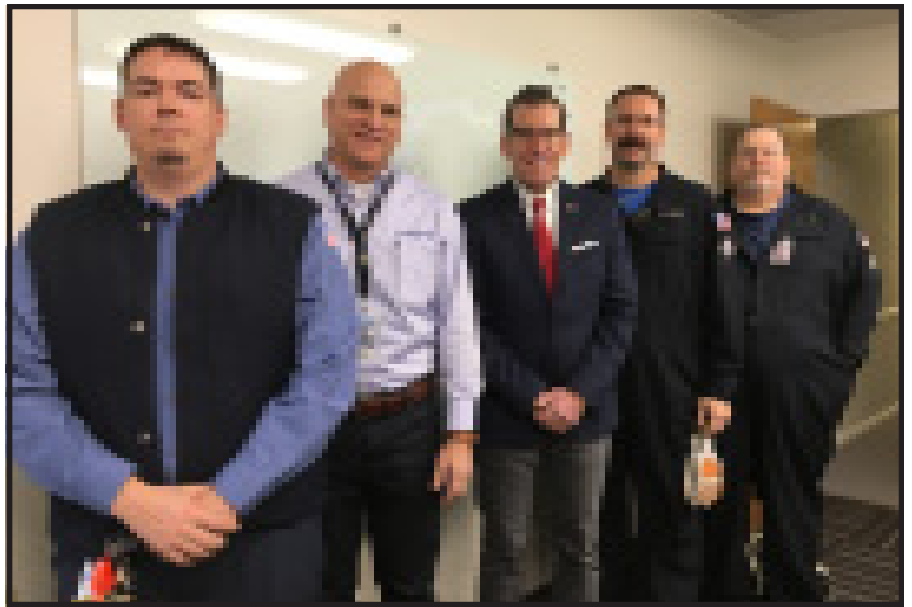
The plant employs over 35 workers. Products from this site are used by customers to insulate copper and fiber optic wiring for the automotive and appliance industries.

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About LyondellBasell's Fairport Harbor Plant

LyondellBasell's Fairport Harbor Plant produces wire and cable insulating resins. Products from this site are used by customers to insulate copper and fiber optic wiring for the automotive and appliance industries. These products add value to our society by making the electrical systems in our cars and home appliances safer and more durable. The site encompasses approximately four acres within the Village of Fairport Harbor.

About LyondellBasell LyondellBasell (NYSE: LYB) is one of the largest plastics, chemicals and refining companies in the world. Driven by its employees around the globe, LyondellBasell produces materials and products that are key to advancing solutions to modern challenges like enhancing food safety through lightweight and flexible packaging, protecting the purity of water supplies through stronger and more versatile pipes, improving the safety, comfort and fuel efficiency of many of the cars and trucks on the road, and ensuring the safe and effective functionality in electronics and appliances. LyondellBasell sells products into more than 100 countries and is the world's largest producer of polymer compounds and the largest licensor of polyolefin technologies. In 2018, LyondellBasell was named to Fortune magazine's list of the "World's Most Admired Companies." More information about LyondellBasell can be found at www.LyondellBasell.com.



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<https://www.facebook.com/PainesvilleCU>



Lake-Geauga Recovery Centers, Inc. provides a wide range of services for adults whose lives have been affected by their own or another's use of alcohol or drugs, by problem gambling or by mental illness.

Mentor Office

9083 Mentor Avenue
Mentor, OH 44060

Chardon Office

209 Center St., Unit E
Chardon, OH 44024

Painesville Office

134 S. St. Clair
Painesville, OH 44077

If you have questions about substance use disorders, please call
Lake-Geauga Recovery Centers at **(440) 2550678**
Or visit our website at www.lgrc.us



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February 2nd



Valentine's Day
February 14th!



February 18th
President's Day



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