

Chamber News



Eastern Lake County

Chamber of Commerce

January 2019

**You're invited to celebrate with us in
honoring the 2019 winners**

Business of the Year

Beacon Award Winner



Conway Land Title



**The Perry Center
of Lake County**

Awards Luncheon

Friday, January 25, 2019—11:30 am to 1:30 pm

Painesville Township Park

RSVP by January 18, 2019 at www.easternlakecountychamber.org
or by calling 440-357-7572

Sponsored By



PCIC



PAINESVILLE COMMUNITY IMPROVEMENT CORPORATION

We Need Volunteers for 2019 Events! - Please Contact Us At info@PainesvilleImprovement.com

P.O. Box 415 Painesville, OH 44077

The Painesville Community Improvement Corporation is a non-profit organization that was formed in 1977. The purpose of the PCIC is to be active in the physical, social and economic revitalization of Painesville and those communities surrounding it. PCIC provides grants to non-profits and businesses. We pride ourselves by encouraging civic duty and volunteerism from all of our citizens, business owners and students.

2019 EVENT SCHEDULE

- March/April:** Easter Egg Hunt in the Square in Painesville City
- May:** Community Planting Day of Spring and Summer Flowers; Party on Main
- June-August:** Music & Market Concert Series in the Gazebo in Painesville City
- July:** 3rd Full Weekend "The Party In the Park" – Ohio's Largest Free Music Festival
- September:** End of Summer Block Party
- October:** Community Planting for Spring Bulbs
- November:** Participate in the Painesville Holiday Walk
- December:** The first Saturday "Spirit of the Season" with Santa and a parade in the square in Painesville
- Contests:** **July & August – Pretty in Painesville** and **December – Holiday Lighting ***prizes awarded*****

SAVE THE DATES

TO ROCK YOUR 2019 SUMMER



MAY 16

**FOOD
LIVE MUSIC**



JULY 19, 20, 21



SEPTEMBER 12

**DANCING
ADULT BEVERAGES**

**BUY PCIC
BUCKS**

**SUPPORT
LOCAL BUSINESSES**



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
Treasurer	Chris Bartlett	Jones Battles Group
Past President	Ame West	West Orchards

Board of Directors

Sallie Christian	Layton Physical Therapy
Beth Debev	Debonne Vineyards
Jennifer Dobrzeniecki	Ohio Guidestone
Stephanie Evans	Lantern of Madison
Bob Fratino	Deepwood Industries
Jeff Hyrne	Lake County Nursery
Tara Isbelle	Huntington Bank
Lisa Schwentner Joles	Lew's Reliable Heat & AC
Mabel Mankas	Western Southern Life
Elias Nunez	Pollutro-Rossley Insurance Agency
Donna Price	First Federal Lakewood - Concord
Pete Richmond	Richmond & Richmond Insurance
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

Our Outgoing President Ame West

As I write this, it is hard to believe 2018 is almost over and my time as Board President is ending.

I've really enjoyed getting to know the membership better through membership meetings, after hours networking and the special events we've hosted this past year. It has been a pleasure to work closely with the Chamber staff- Linda, Kathleen & Katrina also.



The Chamber continues to grow, thanks to our great membership committee. We continue to be able to fund 2 college scholarships, up to \$1000.00 each. Our mission statement says we exist to promote, support and guide the business and civic communities of which we serve. Through our committed Board of Directors and competent staff we can do this.

I feel confident in handing over the reins to Chris Brill-Packard, of Lake Health. She is a long time Director and involved community member.

Good luck and good wishes for a prosperous 2019 to Chris, our Directors, staff and all our members.

Thank you,

Ame West

2019 Past President



UPDATES & NEWS FROM OUR MEMBERS

MAJOR AWARD FEATURED AT EXTENDED HOUSING, INC.'S 2018 ROCK THE HOUSE FUNDRAISING EVENT \$100,000 in "Cy Pres" Funds Distributed by Dworken & Bernstein Co., L.P.A.

An unanticipated award highlighted Extended Housing, Inc.'s Rock the House fundraiser last month. Ric Selby, a partner in the law firm of Dworken & Bernstein Co., L.P.A., presented Karen McLeod, the executive director of Extended Housing, Inc., with a giant check, representing the distribution of one hundred thousand dollars to the nonprofit.

The source of the money was unclaimed funds from a class action lawsuit settlement. The event also raised nearly thirty-five thousand dollars in individual donations and corporate sponsorships.

Cornerstone IT Wins 2018 Weatherhead 100 Award

Cornerstone IT, a managed services provider for small to mid-sized businesses, recently won a Weatherhead 100 award for being one of Northeast Ohio's fastest growing companies. "Our team has worked really hard over the past five years, and it's an honor to receive an award for our growth and success," says Ray Paganini, President.

The Weatherhead 100 awards honor companies located in Northeast Ohio for leadership, growth and success. The annual award recognizes the region's fastest growing companies based on revenue growth over the previous five year period.

Cornerstone IT was recognized for this achievement at the 2018 Weatherhead 100 awards ceremony held November 29, 2018 at the Hilton Cleveland Downtown.

Painesville Police Receive Drugged Driving Enforcement Grant

The Painesville Police department has been awarded \$7,497.69 from the Ohio Traffic Safety Office (OTSO) to help combat drugged driving fatal crashes. The police department will use the funding, beginning in the 2019 fiscal year, to pay for extra patrols on city roads to target drugged driving and raise awareness of the issue.

This year marks the first time this type of grant funding has been offered in Ohio to combat the problem of drugged driving, which is defined as the use of all illegal narcotics and the overuse of prescription or over-the-counter medications while operating a vehicle.

"We are looking to protect not only drivers, but the passengers and innocent people on our roadways who are affected by impaired driving. Everyone is familiar with drunk driving and its deadly consequences, but drugged driving has become increasingly more common, and frequently creates dangerous situations and tragic outcomes," said Painesville Police Chief Dan Waterman. "This funding will be instrumental in helping us get more of our officers on the road in an enforcement effort that ensures the safety of our residents and those who travel our roadways."

Welcome New Members

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

BEAUTY PRODUCTS/INDEPENDENT SALES

L'BRI PURE N NATURAL

MISHAL LONG

11250 Plank Road
Huntsburg, OH 44046
Phone: 440-214-5514

Website: www.lbri.com/longtale

Description: From the first time you try L'BRI products you'll see and feel a difference. That's the healing power of aloe – the first ingredient in all of our skin care, hair and body products.

CHURCH & RELIGIOUS ORGANIZATION

PAINESVILLE UNITED METHODIST CHURCH

PASTOR JAN YANDELL

71 North Park Place
Painesville, OH 44077
Phone: 440-354-3642

Website: www.pumconline.org

Description: Our vision is to be a thriving community of believers following Christ, whose faith joyfully expresses God's love to the community, each other and the world through outreach, service and giving!

COMMUNITY ORGANIZATION

LAKE EVENTS

SHERRI FALKENBERG

15 East Shore Blvd.
Timberlake, OH 44095
Phone: 216-704-9009

Website: www.lakeeventsgroup.com

Description: Enjoy and discover an event center and boutique style showroom featuring a mix of artisans and entrepreneurs.

Lake Events is geared towards helping small businesses and entrepreneurs start up, launch, market, network and sell their products and services while watching their business adventure bloom and grow!

CONTRACTORS/SIDING & WINDOWS

WINDOW NATION

GARY BAKST

2255 Mentor Avenue
Mentor, OH 44060
Phone: 440-829-7848

Website: www.windownation.com

Description: Our goal is to make our customers feel good about their decision about new windows, doors, siding, roofing and more. Products include locally made options in a wide variety of brands, styles.

FINANCIAL SERVICES

BREWSTER & BREWSTER, INC.

DONNA BREWSTER

370 Blackbrook Road
Painesville, OH 44077
Phone: 440-951-8889

Website: www.brewsterandbrewster.com

Description: At Brewster & Brewster, our business is retirement plan design and administration. It's all we do.

MANUFACTURING

LAKE INNOVATIVE PRODUCTS, LLC

DAVID SPALL

1534 Clipper Cove
Painesville, OH 44077
Phone: 440-637-4559

Website: www.dwsllc.org

Description: Manufacturing. Watch for our latest product – stainless steel locked box for your propane tank

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

(continued on page 6)



NON-PROFIT ORGANIZATION

THE CHRIST CHILD SOCIETY OF THE WESTERN RESERVE

DONNA PERRINE

9354 Mentor Avenue – Unit 7

Mentor, OH 44060

Phone: 440-350-9836

Website: www.christchildwesternreserve.org

Description: Resale/Thrift Store. Clothing & accessories for men, women, children & infants. The Mission of the Christ Child Society of the Western Reserve is to serve the needy children of Lake County, Ohio. New or gently used clothing donations welcomed.

PHOTOGRAPHY

JESSIE STEIMLE PHOTOGRAPHY

1100 Washington Blvd.

Mayfield Heights, OH 44124

Phone: 216-912-6700

Website: www.jessiesteimlephotography.com

Description: Wedding, family, and corporate photographer—telling your story through photography!

SOFTWARE DEVELOPER

VANTAGE ONE SOFTWARE

MIKE SZMANIA

33801 Curtis Blvd. Suite 112

Eastlake, OH 44095

Phone: 440-354-1458

Website: www.vantageonesoftware.com

Description: VantageOne Software is a leading on-shore software development provider offering custom web, mobile, desktop and enterprise application software and service solutions to a variety of industries and government sectors since 1996. Leveraging leading technologies, we have transformed organizations by streamlining operations and improving customer satisfactions ultimately solving organization's most complex problems. VantageOne Software is certified as a Women's Business Enterprise (WBE) through NEORS and WBENC headquartered in Cleveland, Ohio. No one understands your business like you do. Vantage One works together with your team to ensure that what is important to your business is what we are focused on. You don't need to worry about unnecessary features or extra hardware, VantageOne is well versed in helping you highlight your unique strengths for ultimate ROI. VantageOne has developed lasting relationships with our clients, created competitive advantage for a variety of organizations. The key to our success lies in our commitment to innovation coupled with a set of core values that form the foundation of our company.

WASTE REMOVAL

MAJOR WASTE DISPOSAL

CHRISTY MAGYAR

6430 Vrooman Road

Painesville, OH 44077

Phone: 440-254-4929

Website: www.majorwastedisposal.com

Description: Providing trash and recycling removal for your residence and business. Major also offers dumpster rentals for small or large projects.



HAPPY NEW YEAR

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, January 17, 2019

8 to 9 am

Howards Jewelers

Great Lakes Mall Food Court

Mentor



Eastern Lake County
Chamber of Commerce

BUSINESS BUZZ
NETWORKING GROUP

Wednesday, January 23, 2019

8 to 9 am

Conneaut Savings Bank

2046 St. Rt. 45N

Austinburg

Wednesday, February 27, 2019

8 to 9 am

Layton Physical Therapy

2899 Hubbard Road

Madison

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



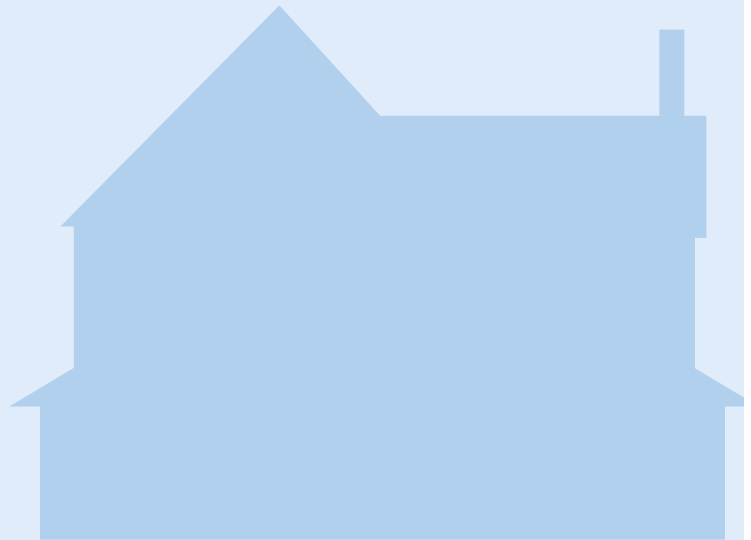
Three Things to Watch Out for When Signing a Business Contract

Whenever a person or business signs a contract they are creating a legally enforceable set of rights and obligations. Therefore, a [business owner](#) should always fully understand the terms of any contract he or she signs and the consequences of violating any of those terms. Because contracts can be loaded with confusing legal jargon, it is important to seek a lawyer with experience in business contracts to ensure the business contract adequately and fully represents your obligations and preferred objectives.

- **Terms of the Agreement.** The terms of the agreement are the most basic element of a contract. After a good faith negotiation, all parties to the contract should write the terms of the agreement in the most descriptive and clear manner. All parties to a business contract should be especially wary of any ambiguous terms, or any missing terms that could lead to ambiguity. While legal jargon can unfortunately be confusing to the layman, the terms have consequences for the parties to the agreement. For that reason, it is important to always have a business law attorney review all of your material contracts.
- **Risk Allocation.** In any contract, the parties will need to agree on the “allocation of risk.” While each contract handles risk allocation differently, most contracts place the risk of loss on the party in the best position to mitigate the risk. When the party in the best position to mitigate the risk changes, then the risk allocation also commonly changes. For example, a toy maker may be responsible for any damage to its products during the shipping and manufacturing process. However, once the purchaser of the toy receives the product, then the risk allocation would likely pass on to the toy purchaser. Another method of risk allocation involves representations and warranties. These are fairly common to understand and are common in many contracts. For example, the purchaser of a new car will likely have a set period of years (or a number of miles driven) where he or she will not be at risk for any serious mechanical problem that happens to the vehicle.
- **Dispute Resolution.** Absent an agreement otherwise, most disputes will be either [litigated through the court system](#) or settled beforehand by the attorneys representing the parties to the agreement. In recent years, however, alternative dispute resolution has grown in prominence – especially in business contracts. Alternative dispute resolution gives the legal authority to a private company to resolve the contract dispute. This approach to justice may be faster, more efficient, and less adversarial than litigating the dispute through a courtroom. On the other hand, alternative dispute resolution may significantly limit your access to evidence that could prove beneficial in proving or defending your case, and judgments resulting from alternative dispute resolution proceedings are often final and binding with limited or no appeal rights.

Because a contract involves legal obligations for your business, you should always speak to an Ohio attorney with knowledge of business contracts and any possible unintended consequences they may have on your business.

Banking services you need **under one roof**



The Concord team is here to help you.

Since 1935, we have been committed to helping Ohio residents and businesses achieve their financial goals. Dedicated to the strength and economic growth of the communities we serve, we're proud to be the largest independent, depositor-owned bank headquartered in Ohio.

We offer the highest quality financial products and services, while reinvesting resources into the local economy to help build stronger communities.



Donna Price
Branch Manager
NMLS #750516
(440) 352-1072
dprice@ffl.net



Tom Young
*Commercial Banking
Relationship Manager*
(440) 463-2207
tyoung@ffl.net



Bill Starr
Mortgage Loan Originator
NMLS #697500
(216) 239-5818
wstarr@ffl.net



John Landers
Investment Adviser Representative
(440) 341-3475
john.land@fflis.com



Not FDIC-Insured No Bank Guarantee May Lose Value

Securities and insurance products are offered through Cetera Investment Services LLC, member FINRA/SIPC. Advisory Services are offered through Cetera Investment Advisers LLC. Investments are * Not a deposit * Not insured by any federal government agency. Neither Cetera Investment Services nor Cetera Investment Advisers are affiliated with First Federal Lakewood or its related companies. 14806 Detroit Ave., Lakewood, OH 44107. (216) 529-2682.

Visit us today!

7595 Crile Road, Concord, OH 44077

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



EQUAL HOUSING LENDER • MEMBER FDIC



FRIDAY, FEBRUARY 22, 2019 AFTER HOURS “ON ICE”

Join us for a family friendly evening while enjoying the company of chamber members from all of Lake County. We will begin our evening with some light appetizers and networking followed by general admission tickets to watch a hockey game.

The Mentor Ice Breakers are a professional ice hockey team based in Mentor, Ohio. The team is a member of the Federal Hockey League and plays at Mentor Civic Arena.



Eastern Lake County
Chamber of Commerce

**Networking while
enjoying light
appetizers – cash bar
available**

6:00 to 7:30 pm

\$13 per person

**Game Starts at 7:30
pm**

**Mentor Ice Breakers
vs. The Danville
Dashers**

**Hope To See You
There!**

**FAMILY FRIENDLY
EVENT**

**You may register online
or by calling us at 440-
357-7572**

www.easternlakecountychamber.org

**EASTERN LAKE COUNTY
CHAMBER OF COMMERCE**

One Victoria Place, Suite 265A
Painesville, OH 44077

440.357.7572

Quick, Convenient Care in Your Neighborhood.



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

\$30
Flu Shots
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

DID YOU KNOW?

ONLY 9% OF AMERICANS HAVE ZERO RISK OF DEVELOPING ALZHEIMERS DISEASE

If you or your family member are not living at the Lantern of Madison, you are most likely:

- **Paying way too much for the care and services you receive**
- **Not getting care and services the way you prefer and desire**
- **Not receiving treatment programs to keep your brain healthy, the way our residents do**
- **Not receiving exercise and activities, the way our residents do**
- **Not having fun, the way our residents do**
- **Not enjoying life, the way our residents do**

We are not perfect, but we will give our elderly a life that is dignifying and fulfilling.

WE BELIEVE OUR ELDERLY DESERVE THE VERY BEST!

THERE IS HOPE! COME LIVE AND THRIVE WITH US!

**TO SCHEDULE A TOUR AND TO LEARN ABOUT OUR PROGRAMS AND SERVICES
CALL STEPHANIE AT (440)307-3407**

**LANTERN OF MADISON
2041 HUBBARD ROAD
MADISON, OHIO 44057**

LAKE METROPARKS Sponsorship Opportunities

Looking to reach a new audience in 2019?

Align your organization with Lake Metroparks and receive incredible exposure and name recognition at our parks and events.



3.5 million visitors
annually



Large-scale events year-
round at various facilities



Lake Metroparks protects
two wild and scenic rivers
and many tributaries



Ten diverse facilities and
more than 50 miles of
trails throughout
Lake County



To take advantage of our exciting sponsorship opportunities contact:

Jacklyn Krysa, Sponsorship Coordinator
jkrysa@lakemetroparks.com • 440-639-7275 x1913
11211 Spear Rd., Concord Twp., Ohio 44077

LAKEMETROPARKS.COM

PHOTOS BY ANDREW CROSS, BRIAN FOWLER & AL SUSINSKAS

**The new tax law benefits
small businesses.**

*Has your accountant given you a
plan so you can benefit?*

Schedule a free consultation with NMS!

Fast — Accurate — Local



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**Bring in this coupon to enjoy
\$30 off
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DEVELOPMENT OPPORTUNITIES AVAILABLE IN **PAINESVILLE**

Experience our vibrant, historic neighborhoods
& strong business community

www.painesville.com 440-392-5795 @cityofpainesville





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:

**GREAT LAKES
MALL**

Premier Sponsor:





Ways To Be A Sponsor - Reserve Your Spot Now!

Premier Sponsor

- \$1500 – Limit 3 industry exclusive sponsors – 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
- Option of stage time at expo
- Banner on stage with your company logo
- Double booth space
- Your item in the giveaway bag
- Social media blast
- Facebook Live video

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

Giveaway Bag Sponsor

- \$750 – Logo imprinted on 300 attendee bags
- Preferred exhibitor space (your choice of location)
- Your item in the giveaway bag

Vendor Breakfast & Vendor Reception Sponsor

- Vendor Breakfast \$495 • Vendor Reception \$495 (Limit 2 sponsors each)
- Signage at event with logo
- Opportunity to speak at event
- Your item in giveaway bag

Stage Entertainment Sponsor

- \$750 – Limit 3 sponsors – Stage signage with logo
- Exhibitor space near the stage
- Logo on 3 entertainment signs throughout the mall
- Your item in the giveaway bag

Call Linda Reed 440-357-7572 or email linda@easternlakecountychamber.org

Hosted by:



In Partnership with:



Premier Sponsor:





2019 SPONSORSHIP FORM

Saturday, March 2nd

☐ **YES, I will be a Premier Sponsor @\$1500**

- \$1500 – Limit 3 industry exclusive sponsors – 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
- Option of stage time at expo
- Banner on stage with your company logo
- Double booth space
- Your item in the giveaway bag
- Social media blast
- Facebook Live video

☐ **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, Giveaway Bag Sponsor @\$750**

☐ **YES, Vendor Breakfast Sponsor @\$495** (Limit 2 sponsors)

☐ **YES, Vendor Reception Sponsor @\$495** (Limit 2 sponsors)

☐ **YES, Stage Entertainment Sponsor @\$750** (Limit 3 sponsors)

Company Name _____

Member of which Chamber _____

Contact Name _____

Email (required) _____ Phone _____

Address _____ City _____ Zip _____

Booth/Display Height (if applicable) _____ Electricity Needed? ☐ Yes ☐ No

Special Requirements _____

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 _____

Premier Sponsor registration and payment is needed by Monday, December 31, 2018

All other Sponsor registration and payment is needed by January 14, 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



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: wwlcchamber.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



Did you know?

Diabetes is most companies' biggest health care cost.¹ That's because people with diabetes are more likely to have other health issues such as dental problems, which can be very costly for them and you. For instance:

- 64.7 million Americans over the age of 30 suffer from gum disease² — but people with diabetes who treat their gum disease have 39% fewer hospital admissions and 40% lower medical costs.³
- \$64 billion in productivity is lost every year due to dental problems.⁴

That's why Anthem developed the Whole Health ConnectionSM program – to help lower diabetes-related costs and get your employees the support they need.

How Whole Health Connection works

The Anthem Whole Health Connection program links your medical plan with your dental plan, helping doctors and your employees see how dental health is connected to overall health. When one of your employees is identified as having diabetes or being high-risk for it, Whole Health Connection proactively helps them by:

- Automatically enrolling them in extra dental cleanings or gum procedures.
- Sending them diabetes-specific dental care alerts.
- Providing wellness resources such as dental health education kits, Ask a Hygienist helpline, dental cost estimator, dental risk assessment and nurse coaches.

To find out more about how the Anthem Whole Health Connection program can help you lower costs and improve your employees' health, go to <https://www.specialtybenefits.info/oh>.

¹ American Diabetes Association website: *Health Care Spending on Diabetes in the U.S., 1996–2013* (accessed October 11, 2018): <http://care.diabetesjournals.org>.

² American Academy of Periodontology website: Periodontal Disease Fact Sheet (accessed October 15, 2018): perio.org.

³ American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

⁴ U.S. Department of Labor's Bureau of Labor Statistics, 2014.



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