

# Chamber News



Eastern Lake County  
Chamber of Commerce  
**March 2019**



## 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



Willoughby  
Western Lake County  
CHAMBER of COMMERCE

**Ask your Chamber Executive Directors for more information**



**Spring Begins  
Wednesday, March 20th**



# 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](http://easternlakecountychamber.org) or 440-357-7572

Mentor Area: [mentorchamber.org](http://mentorchamber.org) or 440-255-1616

Western Lake: [wwlcchamber.com](http://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



## 2019 Board of Directors

### Executive Board of Directors

President	Chris Brill Packard	Lake Health
1 <sup>st</sup> Vice President	Tom Mitchell	The Marshfield Group
2 <sup>nd</sup> 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 Isabelle	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
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### 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](http://www.easternlakecountychamber.org)





# UPDATES & NEWS FROM OUR MEMBERS

## LAKE-GAUGA RECOVERY CENTERS ALUMNI ASSOCIATION TO HOLD SOBER ST. PATRICK'S DAY DINNER DANCE

Melanie J. Blasko, President and CEO of Lake-Geauga Recovery Centers, Inc. has announced that the Lake-Geauga Recovery Centers' Alumni Association will host a sober St. Patrick's Day Dinner Dance on Saturday March 16, 2019 from 6 – 11pm at the Painesville Township Park Community Center, 1025 Hardy Rd., Painesville, OH. Tickets for the event are \$10 per person and are available on the agency website at [www.lgrc.us](http://www.lgrc.us), at the door or at the agency's main office located at 9083 Mentor Ave, Mentor OH.

"This is the first year for the St. Patrick's Day Dinner Dance and we are very excited to invite the public to join us. The Alumni Association seeks to celebrate recovery, develop friendships, provide support and networking for individuals in recovery, and advocate for Lake-Geauga Recovery Centers," said Blasko. "This dinner dance is a way to engage and welcome the community in an evening of sober fun and friendship."

The event will feature delicious Irish themed food along with a pasta dinner and dessert, 50/50 raffle and dancing to classic rock music by Andy's Last Band. "We are grateful to the Lake County ADAMHS Board and Lake Metroparks for their generous support of this event," Blasko added.

Anyone wishing for more information can call Gail Keegan, Development Officer at 440.205.2671 or Dave Hanlon, Residential Manager at 440-205-2690.

## Fairport Harbor Parent LyondellBasell Reclaims Top Spot on "World's Most Admired Companies" List

LyondellBasell (NYSE: LYB), the operator of the Fairport Harbor Plant has been named to Fortune Magazine's 2019 list of the "World's Most Admired Companies". This is the second consecutive year that LyondellBasell earned this distinction and was ranked 4th in the chemical industry. Being included on this list is considered prestigious in terms of our corporate reputation.

"Being recognized with this award is really a distinction earned by one of the most talented workforces in our industry," said Ted Cudak, site manager of the Fairport Harbor Plant. "Our company's growth and innovation is supported by a staff who demonstrate industry-leading performance in terms of customers, safety and community."

The list identifies the world's most respected companies, as ranked by peers, boardmembers and financial advisors on the company's performance in nine key areas - the ability to attract and retain talent, the quality of management, social responsibility, innovation, quality of products and services, use of corporate assets, financial soundness, long-term investment value and global competitiveness.

WE BUILD ON RELATIONSHIPS &  
KNOWLEDGE.

## THE EASTERN LAKE COUNTY CHAMBER OF COMMERCE & AWT PARTNERING TO BRING YOU

Workforce Strategies Micro & Macro  
presented by: Gary Miller, Kyocera  
SGS Precision Tools &  
Sara Tracey, Ohio Manufacturers  
Association

**THURSDAY, MARCH 28, 2019  
11:30 AM AT AUBURN CAREER  
CENTER- PRESENTATION  
CENTER**

\$25 per person - call 440-357-7572 or go to  
[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org) to RSVP by  
3/22/19

Providing employment opportunities to  
individuals with disabilities in Lake County

**DI** Deepwood  
Industries

Growing Business Through Partnerships

[www.deepwoodindustries.com](http://www.deepwoodindustries.com)

440-350-5085



**Dr. Sarah Curtis**  
AUDIOLOGIST + OWNER

8007 AUBURN ROAD, SUITE 1  
CONCORD TOWNSHIP, OH 44077

[DRCURTIS@SOUNDISOFLIFEHC.COM](mailto:DRCURTIS@SOUNDISOFLIFEHC.COM)

440.391.3716

[WWW.SOUNDISOFLIFEHC.COM](http://WWW.SOUNDISOFLIFEHC.COM)

FOLLOW US ON







# LAKE ERIE

## COLLEGE

Lake Erie College is unveiling a brand-new state of the art lab in Garfield Center for the Heating, Ventilation, Air Conditioning and Refrigeration (HVACR) Commercial Studies and Development program provided by Trane, a world leader in providing quality heating and air conditioning services since 1913. The program and new lab will properly train individuals in commercial HVACR with a state of the art HVACR systems and equipment.

Join us for a Ribbon Cutting  
Celebration

At 10:30 am on  
Saturday, April 13<sup>th</sup>

Open House  
Until 1:30 pm  
Garfield Center located on  
Lake Erie College Campus  
391 West Washington St.  
Painesville



# St. Patrick's Day Sunday, March 17th



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.

### **MASSAGE STUDIO/THERAPY**

#### **MAIN STREET RETREAT**

##### **AMANDA WITT**

10 West Main Street  
Madison, OH 44057  
440-983-4100

[www.main-street-retreat.business.site/](http://www.main-street-retreat.business.site/)

**Description:** Main Street Retreat is a hometown massage studio. We pride ourselves on our ability to meet the customer's needs on an individual basis. We also hand make our candles, soap and jewelry on location.

### **ARTS & ENTERTAINMENT**

#### **BUSY BEES POTTERY & ART STUDIO**

##### **BETH BRINTON**

7850 Mentor Avenue  
Mentor, OH 44060  
440-571-5201

[www.busybeesart.com/mentor](http://www.busybeesart.com/mentor)

**Description:** Paint Your Own Pottery and arts studio for all ages, all expertise levels.

### **HEALTH & FITNESS CLUB**

#### **PLANET FITNESS OF PAINESVILLE TOWNSHIP**

##### **MAX SPERO**

1521 Mentor Avenue  
Painesville, OH 44077  
216-551-5685

[www.planetfitness.com/gyms/painesville-township-oh](http://www.planetfitness.com/gyms/painesville-township-oh)

**Description:** Home of the Judgement Free Zone. A place where anyone and everyone can feel comfortable and accepted.

### **ENTERTAINMENT**

#### **SCORES FUN CENTER**

##### **RYAN DIETRICH**

65 Normandy Drive  
Painesville, OH 44077  
440-354-2008

[www.scoresfuncenter.com](http://www.scoresfuncenter.com)

**Description:** At Scores Fun Center we know your free time and leisure activities are important. We offer a diverse range of services to meet the cultural, entertainment and recreational interests of our customers in the Painesville, OH area. Whether you are looking to meet new friends or just get away from it all, Scores Fun Center can help! Shed the stress and worry of everyday life and enjoy a fantastic time! Contact Scores Fun Center today because we do it all! From child, teen, and adult birthday parties, to company parties, fundraisers, bowling, laser tag, billiards, keno, live entertainment and more!

### **RETAIL – WHOLESALE TRADE**

#### **SCHEID'S ENTERPRISES**

##### **ANDREA SCHEID**

14925 White Road  
Middlefield, OH 44062  
440-632-6321

[www.scheidsent.com](http://www.scheidsent.com)

**Description:** We offer a variety of products and services that are mainstream and also a few that are unique; heaters and heating products, trucks, trailers, cars, RVs, Parts & Accessories, American Steel Buildings. Sales of American Steel Carports. Sell & service EdenPURE heat surge supplemental space heaters.

*(continued on page 7)*

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



# Welcome New Members

## COMMUNICATIONS

### AT&T OF MENTOR

#### ERIC ASTON

9570 Mentor Avenue  
Mentor, OH 44060  
440-352-7300

[www.mmsatt.com](http://www.mmsatt.com)

**Description:** Telecommunications services, cellular, paging, security link, internet. Midwest Mobility Solutions.

## BRANDING, MARKETING, WEBSITE DESIGN

### VECTOR BITMAP BRANDING

#### NANCY INMAN

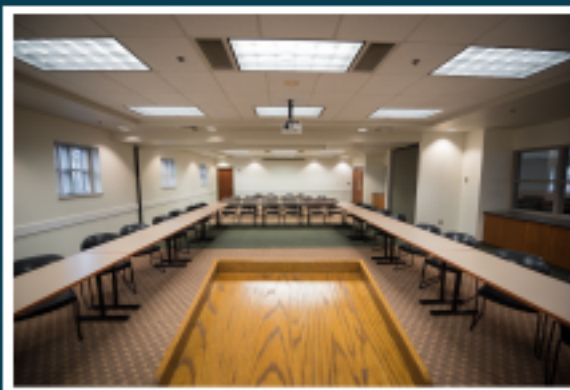
1 Victoria Place, Suite 301  
Painesville, OH 44077  
440-417-6949

[www.vectorbitmapbranding.com](http://www.vectorbitmapbranding.com)

**Description:** I am dedicated to assisting small business owners with business growth through increasing brand awareness using multi-media, electronic social media advertising, and face to face community interactions. I evaluate businesses individually to optimize unique strengths and opportunities for building quality new customer base and strengthen existing customer relationships. My goal is to build dynamic new customer base with increased customer loyalty to reach beyond the current customer and influence the next potential customer through the strength of word-of-mouth. I leverage my talents as a writer, graphic designer, experienced marketer/sales administrator, with my instincts of a successful entrepreneur to help small business attain self-sustainability, longevity, and growth.



**LAKE ERIE**  
COLLEGE



## FACILITY RENTAL PROGRAM

Lake Erie College is happy to host events such as business meetings, retreats, presentations and more. Food service for any event can be provided, with catering that fits all occasions.

FOR MORE INFORMATION, CONTACT LEAH JACKSON AT [LJACKSON@LEC.EDU](mailto:LJACKSON@LEC.EDU) OR 440.375.7223.  
VISIT [WWW.LEC.EDU/RENTAL](http://WWW.LEC.EDU/RENTAL) FOR A COMPLETE LIST OF FACILITIES.

391 WEST WASHINGTON STREET | PAINESVILLE, OH | 1.855.60.STORM | [LEC.EDU](http://LEC.EDU)

# 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, March 7, 2019**

**8 to 9 am**

**Inn The Doghouse**

**7420 Tyler Blvd.**

**Mentor**

**Thursday, March 21, 2019**

**8 to 9 am**

**Grand River Health & Rehabilitation**

**1515 Brookstone Blvd**

**Painesville**



**Eastern Lake County**  
Chamber of Commerce

**BUSINESS BUZZ**  
**NETWORKING GROUP**

**Wednesday, March 27, 2019**

**8 to 9 am**

**Generations Health & Geneva Shores**

**60 West Street**

**Geneva**

**Wednesday, April 24, 2019**

**8 to 9 am**

**Addiction Outreach Clinic**

**2736 North Ridge Road**

**Perry**

**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**





**Our Ribbon Cutting Scissors and Bow  
have been really busy lately!  
We enjoy celebrating  
special occasions with our members.**

***Congratulations!***  
**Andover Bank**  
**has a new look!**



***Congratulations!***  
**Madison**  
**Goodwill has a**  
**new location!**

**From: The Eastern Lake County Chamber of Commerce  
Board Members & Staff**



Lake-Geauga Recovery Centers, Inc. (LGRC) is a private, non-profit agency providing continuous service to the community since 1971. The Center provides a wide range of prevention and treatment services for individuals whose lives have been affected by their own or another's use of drugs or alcohol, by problem gambling, or by mental illness.

Guided by our mission statement, "To promote lifelong recovery from addiction through education, prevention, and treatment, regardless of ability to pay", our goal for treatment services is to help our consumers achieve long-term recovery and an improved quality of life. Our prevention services strive to educate the community about issues related to alcohol, other drugs, problem gambling, and focus on the reduction of abuse through sound prevention strategies.

LGRC offers expert counseling and support to individuals, families, businesses, other service providers, and the community at large, at our outpatient offices in Mentor, Painesville and Chardon. Outpatient services include:

Intake	Assessment	Referral
Education Programs	Family awareness groups	Drug and alcohol testing
Ambulatory detoxification	Medication Assisted Treatment	Individual and group counseling
Intensive outpatient treatment	Aftercare	Relapse Prevention
Psychiatric consultation	Dual diagnosis counseling	Grief Support group

In addition to comprehensive outpatient services, LGRC operates two long-term, non-medical, residential treatment facilities, both in Painesville. Our men's facility, Lake House, and women's facility, Oak House, are both 16 bed facilities and operate 24 hours a day, seven days a week. These programs are unique in that children age 3 and under may accompany their mothers or fathers to treatment. In addition to developing the skills, insight, and support necessary to abstain from drugs and alcohol and achieve long-term sobriety, the program assists individuals in addressing their needs for housing, relationships, vocational training, child care, education, mental health and physical health.

Supportive housing for women age 18 and over with a substance use disorder is available at our Nevaeh Ridge facility located in Mentor. This facility welcomes pregnant women and women with children ages 5 and under to live in a safe and supportive environment while they participate in intensive outpatient substance abuse treatment services. In 2018 we proudly celebrated the birth of our 18<sup>th</sup> drug free baby!

To complete the continuum of care for treatment services, LGRC offers Recovery Housing for adults who have completed a primary treatment program, are over 30-days clean and sober, who are seeking a drug and alcohol-free living environment.

For local business and industry to promote safe work environments, Drug-Free Safety Program services have been offered by LGRC since 1995. The services include: program and policy development, employee and supervisor education, drug testing and consultation. Lake-Geauga Recovery Centers is recognized by Ohio Department of Mental Health and Addiction Services and the Ohio Bureau of Workers' Compensation as a Technical Assistance Provider for all aspects related to Drug Free Safety Programs.

*Recovery from addiction, restoring healthy families is absolutely achievable.* Treatment enables individuals to function successfully in their families, in the community and in their workplace.

Services at Lake-Geauga Recovery Centers are made possible due to the generous support of the Lake County Alcohol, Drug Addiction, and Mental Health Services Board, the Geauga County Board of Mental Health and Recovery Services, and United Way of Lake & Geauga Counties.





# At Madison Public Library

## *March is Business Month*

*and*

## *Thurs., March 28, is Business Day 2019!*

### **What: Madison Public Library's Business Day 2019**

During the month of March the library holds an annual Business Fair during which local businesses may hang a poster advertising their services. The poster may include business cards, coupons, pens, etc. **Businesses are asked to bring their posters to the library anytime between Monday, Feb.18 and Monday, Feb. 25.** Posters will be on display the whole month of March. Pick up your posters on April 1 – 6.

This year our special **Business Day 2019** will be on **Thursday, March 28.** Local businesses are allowed to set up a small display at the library and talk to patrons and potential customers. **If you want your business to be part of "Business Day 2019" please complete the registration form and bring it, send it, or email it to the library by March 18.**

### **Where: Madison Public Library**

6111 Middle Ridge Rd., Madison, OH 44057  
440-428-2189  
[www.madison-library.info](http://www.madison-library.info)

*Want more publicity for  
your business?  
Donate an item or service to  
our "Dinner in the Stacks"  
Chinese Auction on  
Saturday, March 16.*

### **When: Thursday, March 28**

about 5:30 to 7:30 p.m.

- Set-up will begin about 5:00 p.m.
- If you are bringing your own table and/or have a lot of "stuff" to bring in, you may use the staff door by the book drop on the west side of the building - just ring the bell

**Library will** provide about a 4' space (half an 8' table) for your display area or you may bring your own table.

**Library will** make a booklet advertising all businesses participating in Madison Library's "Business Day 2019".

**Friends of Madison Public Library will** provide refreshments for all.

### **Reserve your space by March 18!**

If you have any questions please contact  
Carrie Svigel ([reference@madison-library.info](mailto:reference@madison-library.info)). 440-428-2189

# Madison Public Library's "Business Day 2019"

Yes, I will participate in Madison Library's "Business Day 2019" on March 28.

Name of  
Business \_\_\_\_\_

Address of  
Business \_\_\_\_\_

Phone # of  
Business \_\_\_\_\_

Website \_\_\_\_\_

Type of Business (what do you sell or what services do you offer) \_\_\_\_\_

Contact name \_\_\_\_\_

Phone # \_\_\_\_\_

Email \_\_\_\_\_

I will be bringing my own table \_\_\_\_\_

I will need a table \_\_\_\_\_

I will need electricity \_\_\_\_\_

**Please return to:** Carrie Svigel [reference@madison-library.info](mailto:reference@madison-library.info)  
**by March 18** Madison Public Library  
6111 Middle Ridge Road, Madison, OH 44057

**Rotary Club of Painesville**

**Presents:**

***Best of Broadway***

**Provided by the**

**Mercury Theater Company**

**Music from Mama Mia, Newsies, Disney &  
More!!!**

**Saturday, April 6, 2019**

**St. Noel Party Center**

**35200 Chardon Road, Willoughby Hills**

**Doors open at 6:00 PM**

**\$65 per person**

**Open Bar**

**Family Style Dinner served at 7:00 PM**

***Benefits Lake Health/University Hospitals Seidman  
Cancer Center & Painesville Rotary's Local Charities***

**Chinese & Silent Auctions/Cash Raffle/Dessert Run**



***For More Information Contact Eileen Cicero @ 440-346-4401***





Friends of Lake ADAMHS  
is a volunteer-based  
organization that works  
to raise awareness about  
mental health and recovery  
issues; support the work of  
the Lake County Alcohol,  
Drug Addiction and Mental  
Health Services (ADAMHS)  
Board; and help ensure  
continuation of vital services  
in Lake County.

## JOIN US FOR THE FRIENDS OF LAKE ADAMHS CELEBRITY ART AUCTION!

We've asked some well-known Lake Countians  
to create original works of art. Those pieces  
will be sold at our auction event, with proceeds  
benefitting Friends of Lake ADAMHS.

**VERY COOL ART. VERY IMPORTANT CAUSE.**

**RESERVE YOUR SEATS TODAY!!**

RSVP by April 1 to 440.350.2384, or [ktuttle@lakeadamhs.org](mailto:ktuttle@lakeadamhs.org)

Thursday, April 11,  
5:30 – 8:30 p.m.

St. Noel Banquet Center,  
35200 Chardon Rd (Rt. 6)  
Willoughby Hills.

TICKETS: \$30 per person,  
or \$210 for a table of eight.

- ★ Heavy hors d'oeuvres.
- ★ Cash bar (beer, wine)  
available.
- ★ Chinese auction!
- ★ 50/50 raffles!

Presented with the generous  
support of Lake Health.





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](http://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

**SOLD**



## 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
- Your logo on 500 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

**SOLD**

Cyrus Massoudi



## 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](mailto: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: \_\_\_\_\_

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# OBTAINING A JUDGMENT FOR ATTORNEYS' FEES FOR PROSECUTING CLAIMS AND DEFENDING COUNTERCLAIMS

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Under the American rule, litigants in most civil cases cannot recover their attorneys' fees. However, there are exceptions. A party can seek to recover its attorneys' fees under certain statutes, when there is a finding of fraud and/or punitive damages against the other party, and when there is a fee-shifting provision under the contract involved in the underlying dispute. For example, if party A sues party B for breach of contract and the court finds for party A, then party A can seek attorneys' fees if there is a provision in the contract that allows it to do so. This article will examine what happens when party A also seeks to recover attorneys' fees relating to defending counterclaims brought against it by party B.

In order to determine the amount of attorneys' fees that should be awarded, a trial court must first calculate the "lodestar" amount by multiplying the number of the attorney(s) hours reasonably expended by a reasonable hourly rate.<sup>1</sup> Secondly, the trial court must review the lodestar amount based on the factors listed in Ohio Rules of Professional Conduct 1.5(A) and modify accordingly.<sup>2</sup> The factors relate to the nature of the litigation, the skills of the attorney(s) and the workload of the case, including its impact on the attorney's caseload, the customary fees charged, the amount in controversy and results obtained, and the reputation and ability of the attorney(s) involved.

Oftentimes, the party seeking attorneys' fees will not only be prosecuting its own claims, but also defending itself against counterclaims brought by the opposing party. The legal work that is done on the claims and counterclaims may not be easily separated, if at all. This is especially true when a claim for breach of contract meets with counterclaims for fraud or other alleged breaches related to the contract, such as a breach of warranty claim.

Ohio courts have held that a court must award attorneys' fees for the amount of time spent pursuing the claim for which the fees may be awarded only when it is possible to separate the time spent on the claims in such a manner.<sup>3</sup> If the claims and counterclaims involve common facts or are based on related legal themes and it is difficult to separate the hours on a claim-by-claim basis, the party seeking attorneys' fees will not be prejudiced.<sup>4</sup> Rather, where multiple claims revolve around the "same allegations, facts, discovery, and legal arguments," attorneys' fees can be awarded for time spent on all the claims.<sup>5</sup>

Claims for attorneys' fees are individual and very fact-specific. These claims often require expert testimony. If you have a question about your legal options, you should speak to an attorney directly.



*Jo A. Tatarko focuses on Commercial Litigation, representing clients in the areas of breach of contract, lease disputes, construction disputes, business disputes, and all other aspects of business litigation. Jo devotes 90% of her practice to litigation.*



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<sup>1</sup> *Bittner v. Tri-County Toyota, Inc.*, 58 Ohio St. 3d 143 (1991).

<sup>2</sup> *Id.*

<sup>3</sup> *Miller v. Grimsley*, 197 Ohio App. 3d 167 (10th App. Dist. 2011).

<sup>4</sup> *Hustler Cincinnati, Inc. v. Elm 411, LLC*, 2014-Ohio-5648 (1st App. Dist. 2014).

<sup>5</sup> *Id.*



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## Primary Care Physician

**Except in a life-threatening emergency, you should start with your primary care physician.**

- Minor allergic reactions
- Allergies
- Annual preventive care visit
- Asthma
- Minor back pain
- Minor broken bone
- Bronchitis
- Cold and flu symptoms
- Minor cuts and burns
- Ear infection
- Infection
- Insect bite
- Pink eye
- Prescriptions
- Chronic conditions
- Rash
- Respiratory infection
- Sinus problems
- Sprain or strain
- Urinary tract infection
- Flu shots and vaccinations
- Wheezing
- X-ray



## Urgent Care

**Urgent/quick care can provide a solution for a non-life-threatening condition when your doctor's office is closed or if you don't have a primary care physician.**

- Minor burns, skin rashes or simple lacerations
- Ear infections
- Flu shots and other vaccinations
- Sore throats
- Strains and sprains
- Minor illnesses
- Minor allergic reactions
- Minor broken bone
- Bronchitis
- Cold and flu symptoms
- Pink eye
- Respiratory infection
- Urinary tract infection
- X-ray



## Emergency Room

- A head injury
- Broken bone
- Poisoning or overdose
- Unexplained shortness of breath or not breathing
- Uncontrolled bleeding
- Seizures
- Unconsciousness
- Major burns
- Heart attack or stroke symptoms
- Slurred speech, blurred or double vision
- Intense pain
- Severe reactions to foods, medications or insect bites

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# Many kids don't think vaping is dangerous.

## They're wrong.

An alarming number of young people are using vape pens/Juuls. Studies show that most believe vaping does no harm, and don't give much thought to what's in these products. Here are the facts:

- Vape pens/Juuls deliver high levels of nicotine; they're extremely addictive. Plus, vaping liquids contain other toxic chemicals that have been linked to cancer, respiratory disease, and heart disease.
- Although vaping is illegal in Ohio for those under 18, teens can easily find ways to buy the products online. Also, e-cigarettes cost less than traditional cigarettes.
- Vape cartridges come in kid-friendly flavors. They often look like flash drives, and are easy to hide.
- These devices are also sometimes used to vaporize THC, the chemical responsible for most of marijuana's mind-altering effects. Vaping THC eliminates the telltale smell that occurs when marijuana is smoked. Thus, someone can use marijuana without being detected.
- Black market cartridges – some containing illicit drugs far stronger and more dangerous than nicotine or THC – are becoming more common. Area law enforcement has confiscated cartridges containing cocaine and hallucinogens. Vapers might not know what they're ingesting. That's extremely dangerous.

## TALKING WITH KIDS ABOUT VAPING

- It's never too early to begin the conversation, but make sure you're doing so in an age-appropriate manner.
- Educate yourself first.
- Approach the topic with caring and curiosity, not judgment. Ask what they've heard about vaping and what their peers think about it. This offers an opening to replace myths and hear-say with facts.
- If a teen admits to vaping, getting angry won't help. Teens need to know that parents are there for them even when they make unwise choices.
- Be a role model; walk the talk. Teens will have a hard time believing that vaping is dangerous if they see adults doing it.

**For resources or more information call the Lake County ADAMHS Board Compass Line at 918-2000 or 350-2000 (both 440).**



**About the ADAMHS Board:** The Alcohol, Drug Addiction and Mental Health Services (ADAMHS) Board is responsible for planning, monitoring, funding and evaluating Lake County's network of mental health and recovery services.

**About the Opiate Task Force:** Community partners united in their commitment to reduce the tragic consequences of abuse & addiction in Lake County.

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# Workers' Compensation Update

2019 Experience Rating changes for private employers

Over the last several months, the Ohio Bureau of Workers' Compensation (BWC) and their actuarial consultants have been reviewing how rates are calculated for private employers in an effort to better match premium with costs.

Based on the actuarial consultants' analysis, the BWC Board of Directors recently approved the following changes in regards to how BWC premium is calculated for private employers effective with the July 1, 2019 rating year.

## 1. Maximum claim limit reductions for smaller employers

Employers that are small in size with expected losses below \$15,000 will see a reduction in their maximum claim limit. This is in an effort to reduce the impact of one "large" claim to a small employer's premium rates.

## 2. Experience Modification Rate adjustment factor

BWC has introduced a factor that will be applied to an individual employer's Experience Modification Rate (EMR). An employer's EMR is a number used to gauge both past cost of injuries and future chances of risk. The lower the EMR for your business, the lower your workers' compensation premium will be. Employers with a better than average EMR (EMR of 0.90 and lower) will see a 5% reduction, while employers with the worst EMR's in the state will see a 5% increase.

## 3. Premium size factor

BWC introduced a second factor that will be applied based on the amount of premium an employer pays into the fund. Individual merit-rated employers with premium in excess of \$5,000 will most likely see a reduction in premium.

The changes listed do not apply to public employers (counties, cities, villages, townships, schools, etc.), private employers participating in a group rating program or those employers enrolled in a Professional Employer Organization (PEO). This group of employers will not see any change to how premium is calculated.

In light of these changes, it is recommended to review your 2019 program options closely as now is the time to enroll in these programs. Updates to the BWC premium calculations may impact which BWC program is most advantageous for your organization.

Please contact CompManagement, the Lake County Chambers of Commerce's program administrator, at (800) 825-6755 and ask to speak to a Rate Analyst to learn more about these BWC changes and how they may impact your rates.

Sept 2018

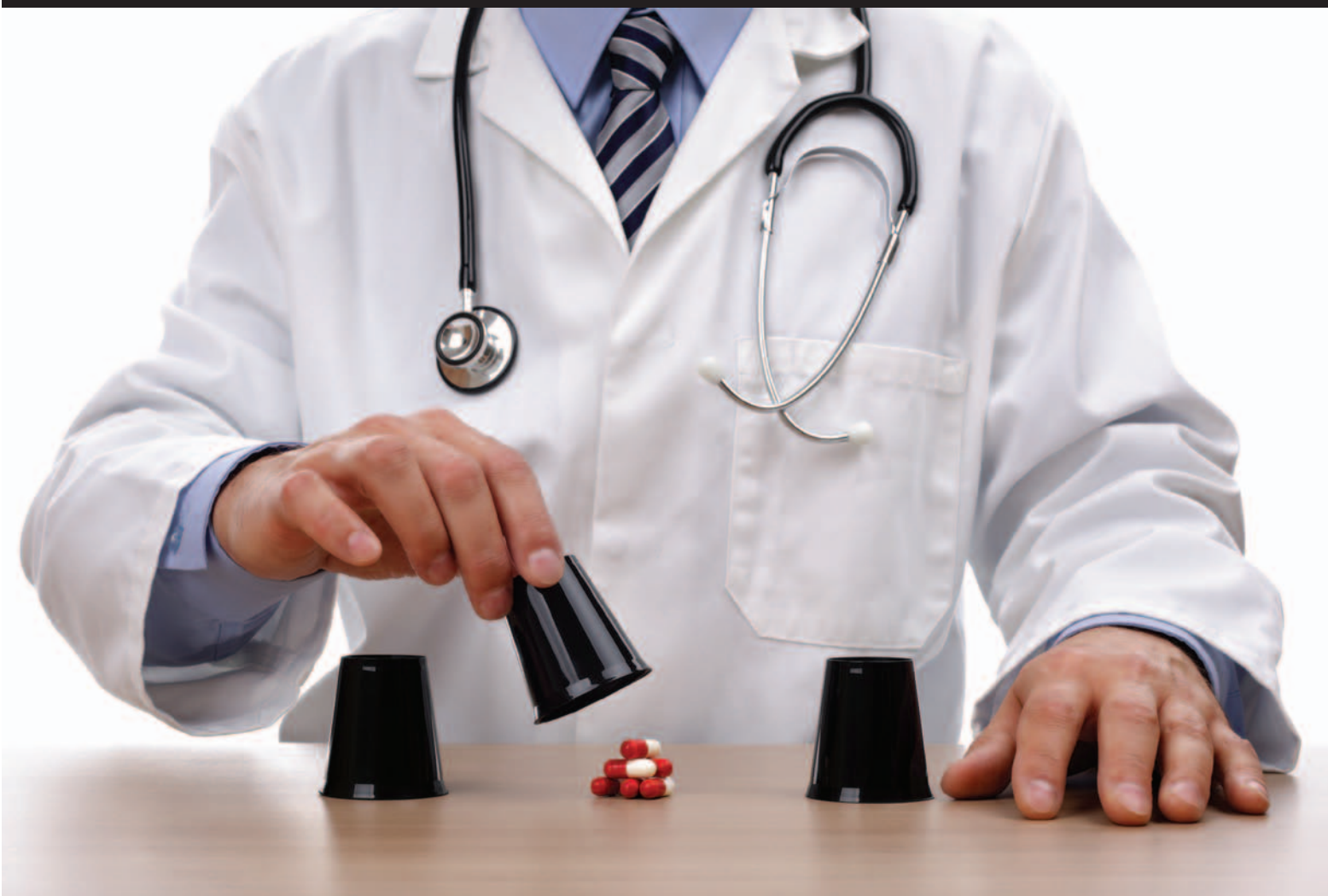
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**TORCHLIGHT**  
Youth Mentoring Alliance

## Big Brothers Big Sisters of Northeast Ohio, Inc. Changes Name to Torchlight Youth Mentoring Alliance

*Organization to expand services it offers in three counties*

While still supporting the one-on-one mentoring relationships for which the non-profit is best known, Torchlight has grown to include programming and services that go beyond the offerings of many Big Brothers Big Sisters-affiliated organizations. In addition to their traditional one-on-one mentoring, Torchlight's programs include:

- **Group Foster Home Mentoring**
- **Foster Care Transition Mentoring Program**
- **E-CITY Entrepreneurship Mentoring Program**
- **School/Site-based Mentoring**
- **C.O.U.L. Club Group Activities**
- **Chagrin Falls Park Mentoring Program**
- **Fairport Harbor Career Exploration Mentoring Program**

"The need for mentoring is greater than ever and that need has become increasingly diverse. Our goal has always been to provide mentoring in a way that best meets those diverse needs. Ultimately, mentoring is about the power of relationships" said Caryn M. Avante, president of the Torchlight board of trustees. "Torchlight will continue to provide avenues for fostering positive relationships that light the way for local youth, making it possible for them to achieve their full potential."

For more information about Torchlight, its mission and programming, go to [www.torchlightyouthmentoring.org](http://www.torchlightyouthmentoring.org) or call (440)352-2526.