

Chamber News

October 2016



Eastern Lake County
Chamber of Commerce



Join Us For A Ribbon Cutting

October 5, 2016
from 11:30 a.m. to 1:30 p.m.

Ribbon Cutting at Noon
Lunch/Refreshments at 12:30

The Villas of Madison

1831 Hubbard Road
Madison Township

RSVP by emailing:
VillasofMadison@harsax.com
before 9/28/16

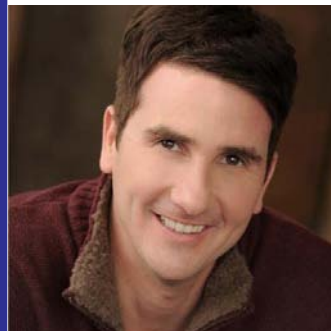


Treat yourself to the best in luxury living at The Villas of Madison. This brand new luxury ranch, loft and townhome-style community offers large, stylish floor plans that include an array of modern amenities and sophisticated custom features. This much desired rental community is situated in a quiet, wooded setting less than a mile from Lake Erie. Located in Lake County with easy access to Route 2 and I-90, The Villas of Madison is the perfect place to call home.

To learn more about The Villas of Madison visit their website www.theVillasofMadison.com

Join the Eastern Lake County Chamber of Commerce for a morning of

Creative Leadership with Chad J Willett



The foundation of “Smash the Box” is taking acting principles Willett learned from seven years as a working actor in Los Angeles and as a student at the University of Kentucky to smash the proverbial box so many find themselves in with work and life.

“Ruin the Take” is about approaching problems in a new way.

“Yes And,” a basis for improv comedy like Willett studied with the famed Groundlings, is all about staying positive and working toward solutions, not just saying no and moving on.

October 27, 2016

7:30am Registration/Breakfast

Program 8:00am to Noon

\$40.00 per person

Public Utilities Learning Center

1981 Blasé Nemeth Road, Painesville

Register at:
www.easternlakecountychamber.org
or call 357-7572.



Join us for a Ribbon Cutting October 19, 2016 from 5:00 p.m. to 6:00 p.m. The Hildegarden

630 Plum Street, Fairport Harbor www.thehildegarden.org

The HILDEGARDEN is a non-profit facility inspired by the creative genius of the 12th century German visionary Hildegard of Bingen. It is a center focused on holistic health and spirituality offering programs, retreats, speakers, and other activities to grow one's mind, body, and spirit.

RSVP online www.easternlakecountychamber.org or by calling 440-357-7572



Fall Tasting After Hours

Come on out to our Fall Tasting After Hours event this October, as we bring together many of the local Northeast Ohio Chambers under our roof! This isn't your average networking event; this is going to be a fun, after-work gathering among local professionals. Don't be the one who misses out!

5:30 – 7:30 P.M. | OCTOBER 13TH, 2016 | 7588 TYLER BLVD., MENTOR, OH 44060
WWW.DSAUTOMOTIVE.COM/CHAMBER-EVENT

IT HAPPENS, WE CAN FIX IT. **DEFENDER AUTO GLASS** **M.C. MOBILITY SYSTEMS, INC.** **ABILITY VAN RENTALS**

2016 Board of Directors

Executive Board of Directors

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

Board of Directors

Rita Camardo	Northwest Savings Bank
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Beth Debevc	Debonne Vineyards
Dr. Steven Gajda	Northern Dental Specialists
Jim Gray	JPG Advisors
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Lisa Schwentner Joles	Lew's Reliable Heat & AC
Mary Jo Miller	Bella Donna Salon & Spa
Thomas Mitchell	The Marshfield Group
Elias Nunez	Pollutro-Rossley Insurance Agency
Chris Brill Packard	Lake Health
Nicholas Rhodes	Asgard Development
Lisa Snyder	Midwest Materials
Joey White	Handouts

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



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



Football Hall Of Famer To Visit Mentor Sam's Club To Support Children's Miracle Network

Football Hall of Famer, Dave Robinson will be at the Mentor Sam's Club Saturday, Oct 8th from 11-2.

Mr. Robinson played for the Green Bay Packers under the famed coach Vince Lombardi and established himself as one of the finest linebackers in the game during a career that spanned twelve seasons, ten with Green Bay and two with the Washington Redskins. He is a member of the Pro Football Hall of Fame class of 2013 and is a two-time Super Bowl Champion.

Mr. Robinson currently resides in Akron Ohio, co-authored two books, The Lombardi Legacy and Lombardi Impact.

He is visiting Sam's to support Children's Miracle Network. He will be donating all proceeds from his book sales, and autographs that day to Rainbow Baby and Children's Hospital.

Sam's Club will have a number of special events that day and will be open to the public. Sam's Club in Mentor is at 5600 Emerald Court and invites everyone to join them that day to meet Mr. Robinson!



LAKE COUNTY SAFETY COUNCIL

Date: Friday, October 21, 2016

Time: Registration: 11:15 a.m.

Lunch & Program: 11:30 a.m. to 1 p.m.

Topic: Combustion and Safety Issues

Presented by: Brian Baesel, CEC Combustion

Location: Holiday Inn Express Hotel & Suites LaMalfa

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

RSVP online at: www.councilnews.org
or by calling 440-255-1616



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we can
make a
difference!

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BIG!

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www.bbbsneo.org



Big Brothers Big Sisters
of Northeast Ohio

MaryAnn's
FAMILY HEARING

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We have
Certified and
Licensed
Audiologists
to Serve You.

Diagnostic
Hearing Tests,
Hearing Aids,
Repairs,
Supplies &
More

MaryAnn Bencin, M.A., Audiologist
Dr. Amanda Barbur, Audiologist

ACCREDITED
BUSINESS

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440-357-HEAR (4327)
1701 Mentor Avenue, Suite 5, Painesville Township, 44077
MaryAnnsFamilyHearing.com



Welcome New Members!

ASSISTED LIVING CENTER

SYMPHONY AT MENTOR MEMORY CARE

KAREN FARROW

8155 Mentor Hills Drive, Mentor, OH 44060
440-256-8320

www.symphonymentor.com

Description: Let us give you peace of mind knowing that your loved one is being cared for in such a loving community, specifically designed for individuals suffering from Alzheimer's.

ANTIQUES & COLLECTIBLES

AW BRICK & MORTAR

SANDRA ALLISON

204 Third Street, Fairport Harbor, OH 44077
440-392-9367

www.awbrickandmortar.com

Description: AW Brick & Mortar is an Artist retail shop, and so much more! Our business is a premier cottage industry incubator designed to promote a unique home artist community.

CIVIC MEMBER

LEIGH ANN CASARONA-SPERK

7962 Gallowae Court, Mentor, OH 44060
440-667-9532

Description: Looking forward to networking in hopes of getting back into the workforce. She is a professional fundraiser for non-profit organizations.

INSURANCE

INSUREITOHIO

TOM PETTI

2107 Chimney Ridge, Madison, OH 44057
440-487-4100

www.insureitohio.com

Description: Insurance agency offering commercial, property, casualty insurance.

We hope to see you soon & often!

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

NON PROFIT ORGANIZATION

AWT FOUNDATION

ALICE CABLE

P.O. Box 123, Mentor, OH 44060
440-525-9017

www.thinkmfg.com

Description: Manufacturing Consortium working together to promote rewarding careers in manufacturing

RESTAURANT

SUNNY STREET CAFÉ

DAVE & LINDA TAYLOR

7531 Crile Road, Concord, OH 44077
440-392-9800

www.sunnystreetcafe.com

Description: A locally owned restaurant serving breakfast and lunch anytime between 6:30am - 2:30pm. When discovering one of their favorite hometown spots (Sunny Street Café) presented an ownership opportunity, owners Dave and Linda dove right in. It was the perfect fit for us. To own, operate and serve families in the same community you live in is a great feeling. We work in the restaurant every day and enjoy getting to know all of our guests.

RESTAURANT/CATERING

BOSTON MARKET

MARIA STRICKLAND

9361 Mentor Avenue, Mentor, OH 44060
866-977-9090

www.bostonmarket.com/catering

Description: Specializing in juicy Rotisserie Chicken, BBQ Ribs, Meat Loaf, Hand-Carved Meats & home style favorites. Our classic food is a modern hit. Catering available, VIP Club & Gift Cards.

*Welcome to the
Eastern Lake County
Chamber of Commerce!*

Members NEWS

Wit & Whimsy Grand Opening

Congratulations to Maryann at Wit & Whimsy on her grand opening celebration.

Wit & Whimsy is located at 1940 Hubbard Road in Madison. To learn more about Wit & Whimsy visit their page on Facebook.



18th Annual Economic Forum Breakfast presented by The Lake County Economic Development Council

Hear nationally acclaimed Economist Dr. Ted Jones (flying in from Texas) & Dr. Douglas Brattebo (Dean at Hiram College, local author of "Presidential Ethics") speak on Local and National economic trends for 2017, and how it may impact you. CE's available for Accounting and Real Estate professionals.

Tuesday, October 18, 2016 from 7:30 a.m. – 9:30 a.m. at Holiday Inn Express Hotel & Suites LaMalfa. Registration is \$25 per person and includes breakfast. Reserve a table for 10 for only \$225. Register online at www.lakecountyeconomicdevelopmentcouncil.org

Music Licensing Basics For Brick and Mortar Business Owners

If you own a business with a brick and mortar storefront and play background music for your customers or patrons to enjoy, there is a good chance you are violating federal copyright law. While most business owners don't realize it, music is a form of intellectual property, and it is illegal for a person or business to utilize intellectual property created and owned by another without obtaining permission first. Permission may be obtained in a number of ways, but the most common method is through licensing.

Obtaining a license for music is very simple. Remember when you bought that Maroon 5 album on iTunes last month? When you paid for it, you were purchasing a perpetual license to listen to each of the songs on the album. The licenses you obtained, however, are very narrow and specific, because they only apply to you personally. In other words, you do not have permission to go play the Maroon 5 album as background music for the customers in your store, or patrons at your bar.

Playing music for your customers, regardless of the method (via iTunes, compact disc, mp3, etc.), requires a different type of license called a public performance license. Although public performance licenses come in a variety of different packages (depending on a person's/business' needs), the underlying purpose is essentially the same across the board: it gives the licensee permission to play music to a large group of people in a public setting.

Public performance licenses are acquired through Performance Rights Organizations. In the United States, there are four primary agencies: (1) the American Society of Composers, Authors, and Publishers ("ASCAP"); (2) Broadcast Music, Inc. ("BMI"); (3) the Society of European Stage Authors and Composers ("SESAC"); and (4) SoundExchange. Each of the aforementioned Performance Rights Organizations offers licenses that enables the licensee to publicly perform/play music. Unfortunately, acquiring the rights to play a song in your brick and mortar store is not always as simple as purchasing a blanket license from one of these organizations.

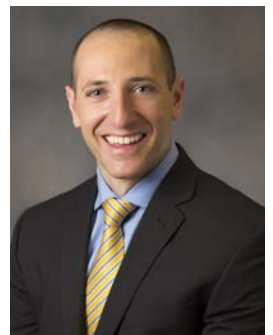
Excluding SoundExchange, songwriters and composers may only register with one of the three main Performance Rights Organizations (ASCAP, BMI and SESAC). Two problems arise as a result: (1) obtaining a blanket license from one of the main Performance Rights Organizations only grants a public performance right in songs that are included in that Performance Rights Organization's catalog – therefore an ASCAP license may provide a public performance license for songs written by The Beatles, but not anything written by The Beach Boys (who are registered with BMI); (2) when a song is co-written (in terms of lyrics or composition) by two or more people registered with different Performance Rights Organizations, a license from one organization will only grant a public performance license with respect to the rights owned by the writer or composer registered with that organization – in other words, it may be necessary to acquire licenses from multiple Performance Rights Organizations just to play one song. It is also worth noting that the type of public performance license that needs to be obtained is dependent upon the method in which the music is being transmitted. For example, if a business wanted to play music through a streaming service, such as Pandora, it would need to acquire a commercial license

from Pandora. Proceeds from the Pandora commercial license would go to SoundExchange. With that being said, unless the streaming service being used offers a commercial license, playing music from a streaming service in a commercial setting would be illegal. Keep in mind, a public performance license is needed even if a business only has live music (rather than recorded), unless the music being performed is completely original.

Regardless of whether you just opened your business or if you have been in business for decades, it is critical to obtain the appropriate licenses if you are playing music for your customers/patrons. Although there are specific thresholds for determining what qualifies as a public performance, generally speaking, the vast majority of businesses fall within the boundaries of the term. In addition to managing the licensing of public performance rights, Performance Rights Organizations also actively monitor and enforce the rights of their members by demanding payment and/or successfully suing violators. Ignorance of the law is not a defense, so failure to obtain the appropriate rights can cost a business thousand and thousands of dollars.

Needless to say, intellectual property law, especially in the music industry, is extraordinarily complex, and needs to be navigated very carefully. Blanket licenses are powerful and effective tools for businesses that want to use music to entertain customers. To that end, however, it is critical to ensure the correct licenses, in terms of both the number and type, are obtained, so that the Performance Rights Organizations do not take legal action against you or your business. If you are uncertain whether your business is in compliance or what type of licenses your business may require, you should seek the assistance of an entertainment attorney.

Steven Roth practices in Dworken & Bernstein's business transactional, commercial real estate, and sports, media, and entertainment law divisions. Steven's practice involves representing and counseling clients in the areas of mergers and acquisitions, commercial and residential real estate transactions, banking and finance (lenders and borrowers), intellectual property, business start-ups, franchise law, construction law, and business formation. He also has a great deal of experience in the area of sports, media, and entertainment law, and represents numerous athletes, artists, media personalities and companies, and Grammy winning recording artists.



Prior to joining Dworken & Bernstein, Steven worked for several private and public businesses and organizations, including as in-house counsel for a private equity company and as a legal consultant for a multi-billion dollar steel company. Steven has also worked for multiple professional sports teams, governing bodies, and sports agencies, including, but not limited to, BEST Sports and Entertainment (now Lagardere Unlimited), the NFL Players' Association, the Minnesota Vikings, and the Cleveland Cavaliers. Leveraging his background and expertise, Steven not only provides his clients with a full range of legal services, but also tackles matters that go well beyond the black letter of the law.



Nominations Now Open for Eastern Lake County Chamber of Commerce Awards 2017



*The Awards Banquet honoring our award recipients will be held
Friday, 1/27/17, from 6pm to 10pm at LaMalfa.*

As we move forward with our blended chambers, we carry on our history of providing recognition to those citizens, businesses and organizations that go above and beyond. Anyone may send in a nomination! Please make your nomination legible and be as specific as possible. The more details you provide to our nominating committee, the more persuasive you will be!
The deadline to nominate is October 30, 2016.

Heritage Award:

This award is presented periodically. The nominee should be a person/organization/business/industry who demonstrates superior commitment and achieves positive results in partnership with the community.

Business of the Year:

The nominee should be a business/industry who 1) gives time, money, resources, etc. back to the community, 2) Operates a successful business, 3) Promotes business development in the Eastern Lake County area. The business principal or organization must have demonstrated community involvement and/or made civic contributions. The award focuses on a business headquartered in Eastern Lake County regardless of size. The nominee should be a member of the Chamber of Commerce.

Citizen of the Year:

The recipient shall be someone who 1) has actively helped his/her community, 2) demonstrates devotion to the general welfare of the community, 3) looks first at what they can do for others and their community, 4) is a leader capable of getting others involved, 5) has demonstrated extensive and diverse participation, leadership and support in public and/or private civic endeavors over a period of years. All selections are made without regard to race, color, creed, gender, age or national origin.

Please email your nomination to linda@easternlakecountychamber.org OR mail to: Eastern Lake County Chamber, Attention: Linda Reed,

One Victoria Place, Suite 265A, Painesville, OH 44077

Please be sure to include contact info for the business/person/organization that you are nominating as well as your contact information



2017 REGISTRATION INFORMATION

Join us March 4th and 5th 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.

2017 DATES

Move in and set up: Friday evening, March 3rd - 9pm SHARP

Please use the mall entrance next to Fuji Japan Steakhouse

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

Show dates and times: Saturday, March 4th, 10am to 6pm

Sunday, March 5th, 11am to 6pm

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

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 500 quantity of one item)

RULES & REGULATIONS

- Displays are not to exceed 8' in height – no tents or canopies – **NO EXCEPTIONS**
- Great Lakes Mall Management has full authority in the placement and presentation of display areas. All excess material, collateral and boxes must be stored under your table.
- The distribution of helium balloons is not permitted.
- If a vehicle is part of your display, special arrangements must be made at least two weeks prior to the event. The Fire Department needs to be present for vehicle move in. Please call Diana Lewis in the mall office for more information 440-255-8932.

Sponsor registration and payment is needed by Friday, December 16, 2016

Exhibitor and Giveaway Bag registration and payment is needed by February 13, 2017

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:



**GREAT LAKES
MALL**



**YOUR
LOGO
HERE**

**YOUR
LOGO
HERE**

For info contact Linda Reed.



Saturday, March 4th • Sunday, March 5th

2017 REGISTRATION FORM

☐ **YES, I will be a Sponsor @\$575**

- Preferred exhibitor space (your choice of location)
- Guaranteed attendance - All contest participants are required to stop by every sponsor's booth
- Logo on marketing materials
- Logo on print advertising
- Logo on Lake County Chambers website Expo page with a link to your website
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo
- Option of stage time at expo

☐ **YES, I will be an Exhibitor @\$325**

- (1) 10' x 10' space, (1) 8' table, skirt and (1) chair

☐ **YES, I will add something to the Giveaway Bag @\$50** (available to exhibitors and non exhibitors)

- 500 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by February 13th 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 (\$575).....	\$ _____
Exhibitor Fee (\$325)	\$ _____
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 Friday, December 16, 2016

Exhibitor and Giveaway Bag registration and payment is needed by February 13, 2017

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



The bigger picture is the better picture

Anthem Blue Cross and Blue Shield's (Anthem) dental, vision and disability plans are connected to our health plans through clinical integration, also known as Anthem Whole Health ConnectionSM. This means that we deliver a bigger, better picture of health for employees and can help improve the health and productivity of employees by providing additional benefits, guidance and resources to members.

Dental

Members who have either Dental Prime or Dental Complete and actively participate in any one of our Care Management programs through their Anthem health plan are automatically eligible for an additional dental cleaning or periodontal maintenance procedure, which is a deeper cleaning of the gums, per benefit period. These Care Management programs include the following conditions:

- Diabetes
- Pregnancy
- Heart conditions (heart disease, an enlarged heart and mitral or aortic valve prolapse)
- Organ or bone marrow transplant
- Cancer (any type) treated with chemotherapy
- Head or neck cancer treated with chemotherapy and/or radiation therapy

Vision

Eye doctors can detect health problems during a routine eye exam. When you have Blue View Vision and an Anthem health plan, we facilitate two-way communication between our network eye doctors and our network primary care doctors. This enable earlier detection of health problems and coordinated action, so members can get the follow-up care and support they need.

Disability

Integration of short-term disability and Anthem health benefits improves employee health and productivity. We refer disability claimants with certain chronic conditions and maternity claims to the ConditionCare and Future Moms programs. It's automatic for all group customers with Anthem health benefit plans. It helps reduce disability costs, increase engagement in health and wellness programs to reduce cost of care, and improve the overall member experience.

Learn more about Anthem Whole Health ConnectionSM at [anthem.com/specialty](https://www.anthem.com/specialty) or contact your broker, your local chamber or your Anthem sales representative.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

58320OHAENABS 01/16

This information is brought to you through collaboration between your chamber, NOACC and Anthem Blue Cross and Blue Shield.



AT&T Brings 12 Upgrades to Wireless Network in Lake County

Capacity and Speed Enhancements Made to Local Mobile Network

AT&T* has upgraded its wireless network within Lake County with 12 enhancements. The upgrades took place in the first 6 months of 2016.

The completed improvements include adding greater capacity and speeds to cell towers across the county. Across Ohio, we made more than 890 upgrades to our wireless network from January to June.

The local upgrades include added layers of frequency known as “carriers.” We also expanded the band of radio frequencies used on some local towers. That means increased speeds for people using those towers in the area.

“AT&T network upgrades in Lake County bode well for our communities. They encourage economic development and will have a lasting impact,” said Kevin Malecek, Lake County Commissioner.

“Our Ohio employees are focused on bringing a better mobile experience to Lake County and across the state. Our investment in the local wireless network is one way we’re accomplishing that,” said Adam Grzybicki, president, AT&T Ohio.

We constantly invest in our network to give customers the high-quality services they need to stay connected. This helps Ohioans get the best possible experience over the AT&T network, whether at home, at work or on the go.

AT&T invested nearly \$1.5 billion in our Ohio wireless and wired networks during 2013-2015. Over the last 5 years (2011-2015), AT&T invested more in the U.S. than any other public company.

*AT&T products and services are provided or offered by subsidiaries and affiliates of AT&T Inc. under the AT&T brand and not by AT&T Inc.

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SUCCESSFUL.**



Dworken & Bernstein Co., L.P.A. is a full-service law firm that has represented businesses and individuals in Northeastern Ohio for more than 50 years. From its founding in a small office in Cleveland's Standard Building, Dworken & Bernstein Co., L.P.A. has expanded steadily to become the largest law firm in the Lake, Geauga, and Ashtabula County area.

www.dworkenlaw.com

Cleveland Office

1468 W. 9th St. • Ste 135
Cleveland, Ohio 44113

216.861.4211

Painesville Office

60 South Park Place
Painesville, Ohio 44077

440.352.3391



*Over \$32 million in cy pres funds directed to charity since 2003.
Visit www.ohiolawyersgiveback.org for more information.*



Lake Health Seeking Companies and/or Individuals To Participate in 11th Annual Be Fit For Life Fitness Challenge

CONCORD TOWNSHIP, Ohio, September 8, 2016—Lake Health is recruiting local companies and/or groups of 10 or more individuals to participate in the 11th annual Be Fit For Life Fitness Challenge, a challenge in which area businesses or groups of individuals compete for the most points as they exercise their way to better health.

The four-month initiative, which will kick off January 1, 2017, was developed through a partnership with the Lake Metroparks, the Lake County YMCA and the Lake County General Health District. Each month, the challenge will feature a main fitness event as well as a diverse array of activities, each with a specific point value. The goal of each team is to attain full participation from every team member, therefore earning the maximum number of points. Teams that earn the most points are eligible to win the grand prize.

Companies and/or groups of individuals interested in participating can attend an information meeting on Wednesday, October 5 at 4 p.m. at TriPoint Medical Center, Private Dining Room, 7590 Auburn Road, Concord Township.

This year's challenge includes both competitive sports and recreational activities, such as walking, cross-country skiing, band camp, snowshoeing and archery. For many participants, the Be Fit For Life Fitness Challenge provides the opportunity to try new activities and further explore the many trails and recreational facilities that comprise Lake Metroparks.

In addition to scheduled group events, participants can also select individual activities to do on their own. This flexibility gives even time-deprived challengers the opportunity to participate and enables family members to get involved. While they are not eligible to earn points, spouses and children can exercise along with Be Fit For Life participants, providing additional encouragement and motivation.

When the Be Fit For Life Fitness Challenge concludes on April 30, 2017 points will be tallied and the grand prize will be awarded to the winning team. The winning team also will receive Lake Health's "Heart of the Community" award.

For more information and to register for the information meeting, please call Sharon Minjares, director of the Lake Health Wellness Institute, at (440) 350-4512 or Sharon.Minjares@lakehealth.org by October 4.

WRCS



WESTERN RESERVE COUNSELING SERVICE

As a community based non-profit counseling agency, WRCS has operated from our Painesville office in the lower level of Victoria Square since 1973. Our agency provides a diverse blend of counseling services to support children, adolescents and adults offering client friendly daily, evening and weekend office hours in a professional and relaxing office setting. We are proud to serve residents in Lake County with a professional and certified staff of therapists experienced in providing care and treatment to support a wide variety of mental health, behavior and emotional needs. WRCS accepts many private insurance plans, Medicare and Medicaid and is also able to offer a sliding fee scale to qualified clients due to community funding support from the United Way of Lake County and the Lake ADAMHS Board. Call (440) 352-8954 for more information or to schedule an initial assessment of your needs.

- Many of our services cover a wide range of coping with life's ups and downs. Our services are outlined in our hand-outs. Caring for your own mental health is as important as seeing a doctor to care for your physical health.
 - The financial support we receive from the United Way of LC and Lake ADAMHS Board allows us to offer clients a sliding fee scale to assist many who cannot otherwise afford care. However, we also accept many forms of insurance, including Medicaid and Medicare.
 - We offer a full scope of care to individuals and families, as we serve children, adolescents and adults.
 - We offer client friendly office hours for after work and on Saturday
- Highlight our Michelle Knight – Voice for the Voiceless event on Thursday, October 22nd at LaMalfa from 5:30-8:30pm.

Amenities cost comparison

Amenities/Services/Expenses	Monthly Costs at Home (average)	Assisted Living Costs (average)
Monthly Mortgage/Rent	\$800-\$1,500	\$3,200-\$7,300
Property Tax	\$200	N/A
Property Insurance	\$78	N/A
Condominium Maintenance Fee	\$100	N/A
24 – Hour Security Services	\$100	Included
Three Meals a Day	\$200	Included
Utilities	\$300	Included
Housekeeping Services	\$118	Included
Daily Health Aide Visitations	\$4,500	Included
24 – Hour Emergency Call System	\$50	Included
Landscaping/Snow Removal	\$100	Included
Home Maintenance	\$100	Included
Trash Removal	\$50	Included
Social and Entertainment	\$50	Included
Total Actual Costs	\$6,746-\$7,446	\$3,200-\$7,300



ADVOCACY EVENT

Learn more about the ways marijuana legalization in Ohio and the prospect of an increase in income tax and minimum wage in the City of Cleveland can affect businesses throughout the region. In addition, this session will provide a high level overview of the potential post-election business priorities that will impact business.

Date: Friday, October 21, 2016
 Time: 8:00 am
 Place: Steele Mansion, 348 Mentor Avenue, Painesville
 Cost: \$5.00 per person, breakfast included
 RSVP to Linda Reed by calling 440-357-7572 or online at
www.easternlakecountychamber.org BY 10/14/16



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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.

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



Original Coffee Contacts (and Decaf)

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

Decaf means
registration is
limited to a
smaller group.

Where: *

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

October 6

Original

St. James Episcopal Church
131 North State Street, Painesville

September 20

Moreland Mansion
7800 Clocktower Drive, Kirtland

(Hosted by: SBDC & Small Business Capital Corp)

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

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

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

Coffee Contacts East

Friendly, Informal, and Focused Networking...

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



When

The fourth Wednesday of the month)

Where

October 26

Layton Physical Therapy
2899 Hubbard Road, Madison

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

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

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

4 Ways to Be a Better Leader

What traits do you think of when you consider what makes for an effective leader? During a recent Small Business Boot Camp session, Jeff Nischwitz of The Nischwitz group took a deep dive into the qualities all leaders share, and how those characteristics can help a small business—and its staff—thrive. Below are 4 takeaways from the presentation.

1. Know Yourself

Entrepreneurs need to understand what kind of leader they are striving to be. And as part of that discovery, should ask themselves three questions:

- What kind of leader am I committed to becoming?
- Am I willing to let go of how things have always been done?
- Can I tolerate living outside of my comfort zone?

2. What Not to Do

Leadership is not bullying. It is not about being disengaged. What is it about, then? Continue reading ...

3. Be Accountable

A leader has to have the trust of their staff. Being accountable is one way to build trust, but what are the others? Try being human:

- Ask for feedback.
- Admit mistakes.
- Be honest if you don't know the answer to something.
- Don't be afraid to ask for help.
- Allow staff the freedom to challenge perceptions.
- Understand the [‘3 I’s of Leadership.’](#)

4. Be Conscious

Remember back in the second item that talk about being disengaged? A Gallup Survey found that 70% of employees are not engaged with their work and employer. The steps outlined above will go a long way toward helping eliminate a leader's blind spots and increase team engagement. It's important that leaders take a “conscious” leadership position, that is, be aware of not only the needs of their staff but also to honor their staff's perception of their leadership. And if you want to know more about conscious leadership, check out Nischwitz' book: [“Unmask: Let Go of Who You’re Supposed to Be & Unleash Your True Leader.”](#)

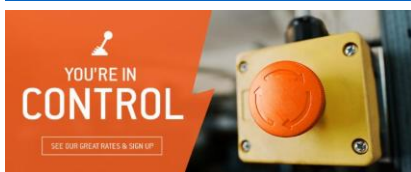


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BRING A GUEST: Existing FUEL members/attendees will receive a \$10 gift card (gas, iTunes, etc.) if they bring a friend or colleague who has NEVER attended a FUEL event before. One per person per event. While supplies last.

www.lakecountyfuel.com

Date: Thursday, October 20, 2016

Time: 5 to 7 pm

Place: The Reception Center at Brunner Sanden Deitrick Funeral Home & Cremation Center, 8466 Mentor Avenue, Mentor

Topic: Networking and FUEL Talks

RSVP: fuel.lakecounty@gmail.com



www.lakekidzbiz.com

Date: Wednesday, October 5, 2016

Topic: Learn the needs in Lake County and How Your Business Can Play a Significant Role

Presented by: Jean Sency, VP, Resource Development, UWLC

Time: 8:15 to 9:30 am

Location: United Way of Lake County, 9285 Progress Parkway, Mentor

Cost: \$5 for any Lake County Chamber Member;
\$10 for non-chamber members

RSVP: www.lakekidzbiz.org

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Mark Your Calendar

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

*Don't forget
to send us your news!*



Date: Thursday, October 6th

Time: 4:00 pm-7:00 pm

Place: Perry High School

Who is Invited: All middle school students in Lake County, parents, teachers, veterans and adult job seekers

Schedule of "Think Manufacturing" Career Expo:

4:00 pm-5:00 pm: Roundtable presentation by young manufacturers

5:00 pm-7:00 pm: Interface with 30 manufacturers regarding skills, summer jobs, part-time jobs, internships and full time career opportunities. An interactive game to engage learning about each manufacturer will be provided for students.

Hosted By:

