

Chamber News

October 2017



October General Membership Meeting

Thursday, October 26, 2017

11:30 am to 1:00 pm

Chalet Debonne

7840 Doty Road in Madison

\$25.00 per person

Lunch will be catered by: Meola Catering



Attorney Ric Selby

As an HR professional and/or a business owner, the number of legal issues you need to be aware of can be overwhelming. Especially when you consider the increasingly litigious nature of our society — and the many nuances of employment law.



Attorney Ric Selby with Dworken & Bernstein will touch on these topics:

- Is it Time to Fire?
- A Policy Can Burn You!
- The New Probation Requirements



Ribbon Cutting and Grand Opening at Pizza Roto's Newest Location

7685 Crile Road in Concord Township.

Friday, October 13th at 11:00 am



2017 Board of Directors

Executive Board of Directors

President	Allen Weaver	Erie Bank
1 st Vice President	Ame West	West Orchards
2 nd Vice President	Chris Brill Packard	Lake Health
Treasurer	Chris Bartlett	Jones Battles Group
Past President	David Komjati	KeyBank

Board of Directors

Rita Camardo	Northwest Savings Bank
Sallie Christian	Layton Physical Therapy
Beth Debevc	Debonne Vineyards
Jim Gray	JPG Advisors
Mary Anne Hurley	Hurley State Farm
Jeff Hyrne	Lake County Nursery
Tara Isabelle	Huntington Bank
Lisa Schwentner Joles	Lew's Reliable Heat & AC
Thomas Mitchell	The Marshfield Group
Elias Nunez	Pollutro-Rossley Insurance Agency
Shannon Reglus	Lantern of Madison
Nicholas Rhodes	Asgard Development
Joshua Strickland	Dworken & Bernstein
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
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

Members NEWS

ANDREW MEINHOLD is Newest Lake County ADAMHS Board Member

The Lake County Board of Commissioners have appointed Andrew Meinhold as the newest member of the Lake County Alcohol, Drug Addiction and Mental Health Services (ADAMHS) Board. He was sworn in by Commissioner Daniel Troy during the board's regular August 21 meeting in Painesville.

Established by Ohio statute, the ADAMHS Board plans, monitors, and funds Lake County's network of services for residents with a mental illness and/or addiction disorders. Those services are delivered through a network of providers. Board members are all Lake County residents who serve without compensation.

Meinhold has been in the banking industry for nearly 40 years, and is currently Senior Vice President for ERIEBANK, a division of CNB Bank. He is responsible for the bank's Lake County market including strategic planning, business development and community involvement. Previously he was President/ CEO of Lake National Bank, until its acquisition by CNB in 2016.

The Concord Township resident serves as a trustee for Leadership Lake County and was named that organization's Leader of the Year in 2016. He also serves on the board of directors for the Lake County Development Council and the Lakeland Foundation, and is a member and past president of Mentor Rotary Club.

EXCITING THINGS ARE HAPPENING IN MADISON GROUND BREAKING CEREMONY HOLIDAY INN EXPRESS & SUITES SCHEDULED TO OPEN IN THE FALL OF 2018



Coffee Contacts™

NETWORKING GROUP

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, October 5, 2017- DECAF

8 to 9 am

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

Thursday, October 19, 2017

8 to 9 am

**Cintas
800 Renaissance Parkway
Painesville**



Wednesday, October 25, 2017

8 to 9 am

**The Grounds
304 East Main St.
Geneva**

Wednesday, November 15, 2017

8 to 9 am

**Grand River Cellars
5750 Madison 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



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.

ENERGY CONSULTANT

DICK GEORGE

CERTIFIED UTILITY CONSULTANT & BUSINESS BROKER

6654 Shannon Lane
Mentor, OH 44060
440-477-3659

Description: Utility Consultant helping businesses and residents receive the lowest rates on their electric & gas services.

INSURANCE AGENCY & FINANCIAL SERVICES

THE MERHAR AGENCY

BRIAN KELLY

4077 Clark Avenue
Willoughby, OH 44094
440-946-2040

www.nationwide.com/merhar-agency

Description: Insurance for Auto, Home, Life, Business & Financial Services

PERSONAL SHOPPER

LOU LU'S DELIGHT

VERONICA CROUCHER

6255 Grandridge Point Drive
Concord, OH 44077
216-215-5800

www.loulusdelight.com

Description: Personal shopper for children. Shopping includes virtual, gift, worldwide, special occasion & shop with consultant.

WINERY & TASTING ROOM

BENNY VINO URBAN WINERY

BENNY BUCCI

834 South County Line Road
Geneva, OH 44041
216-973-2711

www.bennyvinourbanwinery.com

Description: Benny Bucci opened Benny Vino Urban Winery in July 2010 with a vision of creating an urban style winery. Trained at Missouri State University, Benny received his Enology certification in December 2011. Benny crafts his wines from fruit that is sourced in from Chile, California and also local grapes to create award winning wine due to his knowledge and passion for perfection. Benny started making wine as a hobby as a young boy with his father and uncles and then the passion was born. After visiting Napa Valley for several years and being able to visit the wineries in Tuscany, Italy he knew that he needed to be involved in his life's calling, the wine business.

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

Nominations Now Open for Eastern Lake County Chamber of Commerce Awards 2018

*The Awards Banquet honoring our award recipients will be held
Friday, 1/26/18, 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 13 2017.**

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



*Thank you to the following chamber members
for sponsoring our Putt Putt Tournament*

**We truly appreciate your support.
All monies raised will benefit our Scholarship Fund.**



Event Sponsors:

AT&T Ohio
Classic Madison
Lakeland Community College East

Registration Sponsor:

NMS CPA Inc.

Hole Sponsors:

Benedict Insurance
Downtown Painesville Organization
Edward Jones – David LeMond
Howard Hanna – Warren Team
Jones Accounting Group
Key Bank
Lake County Juvenile Diabetes Walk Family
Layton Physical Therapy
Lew's Reliable Heat & AC

Madison Pet & Garden
North Madison Mini Storage
Poling Masonry
Rabbit Run Community Arts
RLS Construction
Vocational Guidance Service
Wagon Wheel
West Orchards
Wirtzberger Enterprises

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Save
the Date



Ladies and Gentlemen, Start Your Economic Engines!

Join hundreds of local dignitaries, community stakeholders, business owners, and countywide leaders for the

19th Annual Economic Forum Breakfast

Presented by your *Lake County Development Council*

Friday, October 6, 2017 • 7:30 a.m. - 9:30 a.m.

Holiday Inn Express Hotel & Suites LaMalfa, 5783 Heisley Road, Mentor, Ohio

Reserve now for only \$25 for Members, and \$30 for Non-Members:

- ❖ Two nationally respected, thought provoking speakers
- ❖ A wonderful breakfast buffet
- ❖ First class networking
- ❖ CE's for Accounting and Real Estate professionals

Checks payable to: Lake County Development Council or LCDC, P.O. Box 955, Painesville, OH 44077

Register easily on-line with PayPal at www.lakecountymdevelopmentcouncil.org under Events

CE's available for Accounting and Real Estate professionals

Sponsorships available, contact Kirk Stonebrook at kstonebrook@lakecountymdevelopmentcouncil.org

Presenting Speaker:

Chief Economist flying in from Texas,

Dr. Ted Jones

along with

Steve Weitzner

Silverlode Consulting

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Eastern Lake County

Chamber of Commerce

One Victoria Place, Suite 265A

Painesville, OH 44077

Phone 440-357-7572

www.easternlakecountychamber.org

2018 Ala Carte

Website Ad Rates

Option #1 – Combo Package	\$165
Option #2 – Header & Footer	\$110
Option #3 – Right Column	\$85
Header & Footer 728px by 90px	
Right Column 300px by 250px	

2018

Newsletter Ad Rates – monthly publication in 2017

Full Page Insert (2 issues)	\$180
Full Page Insert (6 issues)	\$450
Full Page Insert (12 issues)	\$720
Half Page Ad (2 issues)	\$100
Half Page Ad (6 issues)	\$210
Half Page Ad (12 issues)	\$360
Quarter Page Ad (2 issues)	\$85
Quarter Page Ad (6 issues)	\$180
Quarter Page Ad (12 issues)	\$240
Business Card Ad (2 issues)	\$50
Business Card Ad (6 issues)	\$90
Business Card Ad (12 issues)	\$120

General Membership Meeting **\$200**

Your sponsorship entitles you to the following:

- Sponsor may request an exhibit table located at the registration area or inside the door of the meeting facility.
- Sponsor may place literature, business cards, promotional items, etc. at each place setting.
- Sponsor article and logo will be featured in the chamber newsletter.
- Sponsor will be listed on our Web site.
- Sponsor logo will appear on the event sign or power point slideshow at the meeting.
- Sponsor will have 3 minutes of “commercial” time at the podium.
- Sponsor will have the opportunity to give away promotional items.
- Sponsor will receive two complimentary meals at the meeting.
- Excel spreadsheet with guest list contact info (does not include emails) available upon request

Golf Outing Sponsorship Opportunities

Hole Sponsor	\$150	
Beverage/Snacks Stations	\$300	limited to 4
Turn Corporate Sponsor	\$200	
Snack Bag Corporate Sponsor	\$100	limited to 1
must provide 150 insulated bags with company logo		
Breakfast Corporate Sponsor	\$350	
Dinner Corporate Sponsor	\$500	

Putt Putt Tournament Sponsorship Opportunities

Event Sponsor	\$300
Registration Sponsor	\$100
Hole Sponsor	\$50

THIS EVENT SUPPORTS OUR SCHOLARSHIP FUND

Road Rally Sponsorship Opportunities \$250

Includes:

Company Logo on Signage

Option of Manning one of the Skill Stops

Website Ad – 1 Year

Joining us at the Finish Line to Network with our guests

THIS EVENT SUPPORTS OUR SCHOLARSHIP FUND



Marketing/Sponsorship Packages*

PLATINUM (VALUE \$3,000) – Cost \$2,000 includes:

- Website Combo Package
- Full Page Insert – all 12 issues
- Dinner or Hole Sponsorship at the Golf Outing
- 6 General Membership Meeting Sponsorships
- Membership list in Excel format (does not include emails)
- Recognition on the cover of our monthly E-newsletter (3,000+)
- Industry Exclusive sponsorship (no cost option)

GOLD (VALUE \$2,000) – Cost \$1,200 includes:

- Website Header & Footer
- Full Page Insert – 6 issues
- Lunch or Hole Sponsorship at the Golf Outing
- 3 General Membership Meeting Sponsorships
- Membership list in Excel format (does not include emails)
- Recognition on the cover of our monthly E-newsletter (3,000+)

SILVER (VALUE \$1,500) – Cost \$1,000 includes:

- Website right column
- ½ page ad in 12 issues
- Breakfast Sponsorship at the Golf Outing
- 2 General Membership Meeting Sponsorships
- Membership list in Excel format (does not include emails)
- Recognition on the cover of our monthly E-newsletter (+3,000)
- Sponsorship at one of our Legislative Breakfast meetings

BRONZE (VALUE \$775) – Cost \$450 includes:

- Website right column
- ¼ page ad all 12 issues
- 1 General Membership Meeting Sponsorship
- Membership list in Excel format (does not include emails)
- Sponsorship at one of our Legislative Breakfast meetings

We are happy to tailor any package to fit your needs!

Want Exclusivity?

Want a specific event?

Not sure what's right for your budget?

Want to talk with a previous sponsor about what worked for them?

CALL or EMAIL your Eastern Lake County Chamber of Commerce office and we'll work with you!

Phone: 440-357-7572

linda@easternlakecountychamber.org
katrina@easternlakecountychamber.org
kathleen@easternlakecountychamber.org

**Opportunities are available on a first come basis. Prices subject to change with notice.*

ENERGY SAVINGS WILL PAY FOR YOUR EFFICIENCY PROJECTS

Unlocking Cash Flow for Your Business



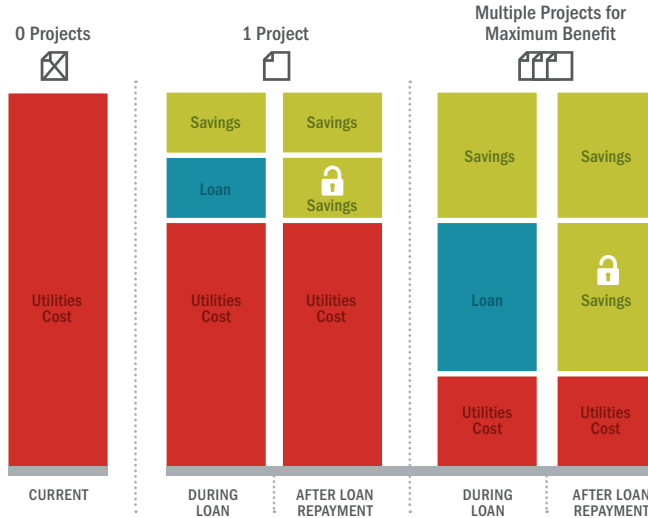
Do you want your business to grow while reducing expenses?

Whether it's energy-efficient lighting, or a top-to-bottom overhaul, energy efficiency upgrades can help your business more than offset rising utility costs. Financing solutions exist that will help your company add money to the bottom line.

TIME IS MONEY. You're wasting energy and money every day you wait to act on the savings identified in your report. Your investment will generate savings well beyond the term of the loan.



UNLOCK CASH FLOW



DID YOU KNOW?

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30%

AN AVERAGE OF
OF ENERGY CONSUMED IN COMMERCIAL BUILDINGS IS WASTED



ENERGY EFFICIENCY UPGRADE BENEFITS

BUILDING VALUE



OVERALL BUILDING QUALITY



INCREASE CAPACITY



REINVEST DOLLARS SAVED



COMFORT



CONDITIONS QUALITY (example: lighting)



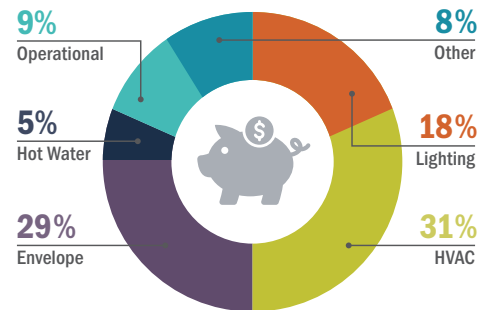
REDUCE MAINTENANCE



PRODUCTIVITY



ENERGY SAVINGS OPPORTUNITIES BY CATEGORY



POOR CASH FLOW IS ONE OF THE BIGGEST REASONS BUSINESSES FAIL



ENERGY EFFICIENCY IS THE SINGLE LARGEST WAY TO ELIMINATE WASTE, REDUCE EMISSIONS, AND SAVE MONEY



The **flexibility**
to say "YES!"

The **strength**
to back it up.

Front Row: **Allen Weaver,**
Tim Flenner, Ben Palazzo

Back Row: **Justin Singer,**
Andy Meinhold, Eryn Medved

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COMPANY OVERVIEW

Assets: **\$2.6 billion**

Deposits: **\$1.9 billion**

Capital: **\$230 million**

Employees: **Over 500**

Customers: **Over 80,600**

Commercial Banking Division

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EASTERN LAKE COUNTY CHAMBER OF COMMERCE

2017

Autumn Road Rally

Benefitting the Eastern Lake County Chamber Scholarship Fund

SATURDAY, OCTOBER 7, 2017

STARTING LINE: Lake Metroparks—Fairport Harbor Beach Parking Lot

CHECK IN: Between 1:00 pm and 1:45 pm

START TIMES: Beginning at 2:00 pm—Pole Positions (start times) assigned

FINISH LINE: Secret Location—Teams must follow the clues & directions

Leave your helmets at home, your driving gloves, too. Its not how fast you go, its answering the clues.

Follow the clues, find the checkpoints, and master the games of skill.

The powers of observation will get you to the Finish Line, the Prizes and the Party!

Register your Team -two to four people per team. Penalty points for more than 4 people.

TEAM NAME _____

CAR Make _____ Model _____ Year _____

DRIVER _____

NAVIGATOR _____

Team MEMBER _____

Team MEMBER _____

Team MEMBER _____

Team MEMBER _____

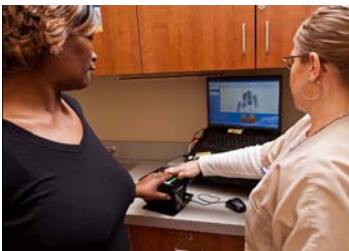
\$25 per person—register online at www.easternlakecountychamber.org or by calling 440-357-7572



Occupational Services

Lake Health is truly a one-stop shop for area employers. With our **six** locations in Willoughby, Willowick, Mentor, Concord Township, Madison and Chardon and 24-hour, 7-day-a-week care, Lake Health is the optimum resource for occupational health throughout Lake County and the surrounding areas.

Lake Health's Occupational Services offer a full range of examinations, screenings, rehabilitation services and wellness programs to meet your health care needs.



Occupational Services:

- 24-hour Injury Care
- Audiology Services
- Ergonomic Services
- OSHA-required Testing
- Physical Examinations/DOT Physicals
- Respirator Clearance Exams
- National WebCheck® for FBI and/or BCI for Ohio – Digital Fingerprinting
- Immigration Physicals
- Employer Assistance Programs

Rehabilitation Services:

- Functional Job Analysis
- Physical/Occupational Therapy
- Work Hardening Programs

Consultant Programs/Services:

- Blood Borne Pathogen Program
- Carpal Tunnel Prevention Program
- Hand/Back Safety Program
- Wellness/Education Programs

Specialized Wellness Programs:

- Work-site Screenings
- Workforce Wellness Coaching

Substance Abuse Testing:

- DOT Supervisor Compliance Training
- DOT and non-DOT Drug/Alcohol Testing
- Random Substance Abuse Testing & Program
- Drug & Alcohol Testing Policy Development
- Drug-free Workplace Training

Call 855-LAKE-OCC (855-525-3622) or visit lakehealth.org for more information.

So, which two are addicted?



You can't tell, right? That's because people with addiction disorders don't always look the part.

Drug abuse and addiction are at alarming levels – here in Lake County and across Ohio. Improving awareness of warning signs and available help resources can play a key role in our battle with this nasty enemy. That's why we invite you to attend Operation Street Smart – an award winning initiative presented by former undercover narcotics detectives. You'll learn more about the nature of abuse & addiction, drug related street slang, ways abusers access their drugs and camouflage their behaviors, and resources.

FRIDAY, OCTOBER 13, 2017

Registration: Noon | Presentation: 12:30–4:30 pm

QUAIL HOLLOW RESORT

Grand Ballroom, second floor
11080 Concord Hambden Rd.
Painesville, OH 44077

OPERATION STREET SMART
Together we can outsmart abuse and addiction.

FREE BUT REGISTRATION REQUIRED BY OCTOBER 5 | Email Kelly Tuttle: ktuttle@lakeadamhs.org or 440-350-2384

SPONSORED BY THE
LAKE COUNTY OPIATE TASK
FORCE & THE LAKE
COUNTY ADAMHS BOARD



About the Opiate Task Force:
A broad collaboration of community partners united in their commitment to reduce the tragic consequences of drug abuse and addiction in Lake County.



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.

CEUs: 3 CEUs will be awarded, pending approval, to qualifying counselors and social workers for full completion. CEUs provided through Lake-Geauga Recovery Centers, an approved provider of Continuing Education Units.



council of smaller enterprises

Join the Greater Cleveland Partnership and COSE for BizConCLE 2017 – October 12, 2017

**Cleveland's only convention for small and middle market companies to learn,
network and grow.**

BizConCLE is a unique education and networking experience exclusively designed for small and middle-market company CEOs, C-Suite, and their employees. The full-day convention includes 3 nationally-recognized keynote speakers, 2 general sessions led by regional business and community leaders, and 10 hands-on workshops in areas like Talent, People and HR; Marketing, Customers and Branding; Business Growth, Sales & Financials; and Owner, Leader and Team Development. There's also a full exhibit hall, interactive show floor and multiple opportunities to connect and share ideas through exclusive networking experiences.

BizConCLE will provides attendees with the resources needed spark creativity, stay ahead of the competition and take their company to the next level.

Attendee titles include:

- Business Owner
- President
- Entrepreneur
- CEO
- CFO
- CMO
- Vice President
- Marketing Director and Manager
- HR Director and Manager
- Business Development Manager

Contact the GCP Events team at events@gcpartnership.com or call 216-592-2390 to register





LAKECOUNTYSAFETYCOUNCIL

Date: Friday, October 20, 2017

Topic: OSHA Update

Speaker: Julie A. Weis, Compliance Assistance Specialist, US Department of Labor-OSHA

Time: Registration: 11:15 a.m.
Lunch & Program: 11:30 a.m. to 1 p.m.

Location: Villa Croatia Event Venue & Party Center
(The Croatian Center) - 34900 Lakeshore Blvd.,
Eastlake,

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

MaryAnn's FAMILY HEARING

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www.lakekidzbiz.com



**Visit our website for a list
of upcoming events**

<http://lakecountyfuel.com>

Save the Date!

Saturday, March 3rd
Sunday, March 4th



The all new **Home & Lifestyle Expo** promises to give you a weekend of new ideas, innovative products and practical advice in remodeling, home improvement, gardening and lifestyle.

The show will be held
March 3 and 4, 2018
at Great Lakes Mall
Lake County's largest retail environment

Presenting Sponsors \$575, Vendor Booths \$325
SPACE IS LIMITED

For Sponsorship or Vendor information
call Linda Reed at 440-357-7572
or email linda@easternlakecountychamber.org

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Mary Anne Hurley, Agent
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Bus: 440-357-1133

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www.bbbsneo.org



Big Brothers Big Sisters
of Northeast Ohio

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

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield – including industry-leading HSAs, HRAs and HIAs.*

Despite the ongoing changes and confusion surrounding health care reform, your local chamber continues to offer employer insurance options with a 1.4% discount exclusively for chamber members!

Call your insurance broker, your chamber or NOACC at 1-866-466-4622 or go to www.noacc.org for more information. To request a free quote go to www.chambersaver.com/noacc.



HEALTH | DENTAL | VISION | LIFE | DISABILITY

*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.

NOACCORAD 01/14



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

Mentor Office
9083 Mentor Avenue
Mentor, OH 44060

Chardon Office
209 Center St., Unit E
Chardon, OH 44024

Painesville Office
134 S. St. Clair
Painesville, OH 44077

If you have questions about addiction or recovery, please call
Lake-Geauga Recovery Centers at **(440) 255-0678**
or visit our website at www.lgrc.us



MORSE van lines



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(440) 352-2600

www.MorseVanLines.com / info@MorseVanLines.com