## Chamber of Commerce Chamber of Commerce



December 2018

### After Hours Networking Event at Doc Howard's Distillery

### Thursday, December 6, 2018 from 5 to 7 pm



Join Doc's Team as they roll out their newest creation, "Kilted Whiskey". This is a single malt whiskey made in the Scottish tradition of using smoked malted barley. This will be the first day this product will be offered for sale.

Also, on hand will be Royal Havana Cigars (RHC) with displays and sales of their custommade cigars. Since Royal Havana opened their doors in June 2012, the RHC gold and black line of premium cigars, handcrafted in Nicaragua, have been very well received. RHC will also have lighters, cutters and other assorted accessories for sale to accompany the cigars.

**Traditional** and **Not-So-Traditional** Scottish and Celtic music will be provided bv the band Plaid Sabbath.



Come in and bring your friends to be the first to taste this latest addition to the fine line of hand crafted spirits made at Doc's and find how his fine whiskeys pair up with an excellent cigar. Be sure to try the other whiskeys and rums that Doc makes.

Oh! By the way, there may be a spare Scotsman or two wandering around the distillery that night.

Appetizers, soft drinks and hot drinks will be provided. Of course, Doc's spirits will be available for tastings and purchase.

Please RSVP online at

www.easternlakecountychamber.org or by calling us at 440.357.7572

## Board of Directors Updates

The Eastern Lake County Chamber of Commerce would like to welcome Beth Debevc with Debonne Vineyards to our board effective 1/1/19. Beth has served on our board in the past

and liked it so much she asked to come back. As you all know, the wine industry is huge in our area so having Beth back as a board member is vital to our organization and our members.





The Eastern Lake
County Chamber of
Commerce would like
to thank Allen Weaver
with Erie Bank for
serving on our board for
the past 13+ years.
Allen has served as our
Treasurer, President,
Executive Board
Member, Board

Member – you name it Allen has done it. For those of you who know Allen, I'm sure you'd agree that Allen is the Voice of Reason and we are truly going to miss him.

Best of Everything to you Allen – Thank you from the bottom of our hearts!

#### 2018 Board of Directors

#### **Executive Board of Directors**

President Ame West West Orchards

1<sup>st</sup> Vice President Chris Brill Packard Lake Health

2<sup>nd</sup> Vice President Tom Mitchell The Marshfield Group

Treasurer Chris Bartlett Jones Battles Group

Past President Allen Weaver Erie Bank

#### **Board of Directors**

Rita Camardo
Sallie Christian
Jennifer Dobrzeniecki
Bob Fratino
Jeff Hyrne
Tara Isbelle
Lisa Schwentner Joles
Mabel Mankas
Stephanie Morton
Elias Nunez
Donna Price
Pete Richmond
Joshua Strickland
Nancy Zangerle

Northwest Savings Bank
Layton Physical Therapy
Ohio Guidestone
Deepwood Industries
Lake County Nursery
Huntington Bank
Lew's Reliable Heat & AC
Western Southern Life
Lantern of Madison
Pollutro-Rossley Insurance Agency
First Federal Lakewood - Concord
Richmond & Richmond Insurance
Dworken & Bernstein
Global Real Estate Advisors

#### **Legal Liaison**

Neil Conway Conway Land Title

#### **Chamber Staff**

Linda Reed Executive Director
Kathleen Obrenski Office Administrator
Katrina March Membership Manager

#### **Mission Statement:**

The Eastern Lake County Chamber of Commerce exists to promote, support and guide the business and civic communities of which we serve.

Serving: Concord Township Fairport Harbor Grand River Leroy Township Madison Township Madison Village

Painesville City Painesville Township Perry Township Perry Village

North Perry Village



One Victoria Place, Suite 265A Painesville, OH 44077 (440) 357-7572

Website: www.easternlakecountychamber.org



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

Business of the Year

**Beacon Award Winner** 





#### **Awards Luncheon**

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

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

#### Sponsored By















## UPDATES & NEWS FROM OUR MEMBERS

## LAKE ADAMHS GRANT HELPS FUND NEW FOSTER CARE YOUTH TRANSITION PROGRAM

A grant from the Lake County Alcohol, Drug Addiction, and Mental Health Services (ADAMHS) Board will provide crucial funding for a unique new Foster Care Youth Transition program administered through Big Brothers/Big Sisters of Northeast Ohio (BBBSNEO).

The program – the first of its kind in the state – will partner BBBSNEO with the Lake County Department of Jobs and Family Services (JFS) to provide mentoring services for youth who are transitioning from foster care. Tim Kehres, Executive Director of BBBSNEO, says he hopes others in Ohio will take note of and learn from the model being created here and replicate it elsewhere.

He also notes that the need is very real. "As young people age out of foster care, the futures they face are often grim," he explains. "Statistics tell us that 81% of males will be arrested by age 24; 48% of females will become pregnant by age 19; 22% will experience homelessness; and half will develop substance abuse disorders. We can't afford to ignore these issues."

Lake County ADAMHS Executive Director Kim Fraser says there's a direct correlation between parental substance addiction issues and foster care caseloads. "The uptick in the number of children requiring foster care services is very much related to the opioid epidemic." She explains. "In Ohio a parent's drug abuse was a factor in at least half of foster care placements. This program will help more people successfully break free from circumstances that have loaded the dice against them."

She also says the new program offers one more tool for Lake County to use in its already aggressive war against addiction and abuse. "Drug abuse and addiction are nasty enemies to do battle with, but I'm very proud of our efforts here locally," she said. "We're working with community partners including courts, first responders, and educators to get the word out about warning signs and resources, and we're improving access to recovery through initiatives like our Compass Line, Quick Response Team and Opiate Transition Recovery Program. Is abuse and addiction still an issue here? Yes. Are we fighting hard and fighting smart? Yes we are."

Matt Battiato, Director of the Lake County Department of Job & Family Services, agrees. "While many of the stats are troubling I think it's important to note that here in Lake County we've been able to achieve some success transitioning youth from foster care," he notes. "Those success stories are largely due to effective collaboration between JFS, the ADAMHS Board, Big Brothers/Big Sisters, and other community partners."





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.

## CONTRACTOR/HOME IMPROVEMENT HANDYMAN & HOME MANAGEMENT SERVICES JOHN ZYGMUNT

11109 Caddie Lane Concord Township, OH 44077 Phone: 443-362-0488

Description: You Name It – John Can Do It! Add receptacles, change out light switches, install garbage disposal, faucets, water heaters, minor appliance repair, soffits, face board and roof repair, masonry patching, install doors, locks, ceiling fans, floor and drywall repair, caulking doors, windows, siding, power wash decks, houses driveways, yard work, heavy duty cleaning, floor buffing, carpet cleaning, house painting, indoor painting, wallpaper hanging, auto detailing, and much more! Also John was a Certified Executive Chef and is available for small and large dinner parties and grilling.

## We hope to see you soon & often!



FYI - Because the
Eastern Lake County
Chamber of
Commerce is a
member of NOACC
and you are a member
of the Eastern Lake
County Chamber of
Commerce you are
eligible to take
advantage of this
program.

NOACC members have a clear advantage this holiday season

FedEx recently announced that for the second year in a row, it will not apply additional residential surcharges during the holiday season, except for shipments that are oversized, unauthorized or necessitate additional handling.

Residential shipments sent with other carriers could incur an additional surcharge during peak days in November and December.

This is good news for NOACC members who expect a significant amount of ecommerce orders over the 2018 holiday season. As a free member benefit, NOACC members have access to exclusive discounts with FedEx. Between the savings through the NOACC Chamber Shipping Program, and avoiding a peak surcharge on residential shipments, members have a clear advantage this holiday season.

If you're not currently taking advantage of this free member benefit, enroll today. For more information, call PartnerShip at 800-599-2902 or email sales@PartnerShip.com.



2018

#### 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, December 6, 2018

8 to 9 am
Lake Geauga Recovery Centers
9083 Mentor Avenue
Mentor





HAPPY HOLIDAYS! See you in 2019



Wednesday, December 12, 2018
8 to 9 am
The Lakehouse Inn & Winery
5653 Lake Road East
Geneva

Wednesday, January 23, 2019 8 to 9 am Conneaut Savings Bank 2046 State Route 45 N Austinburg

<u>To help us better serve you – please remember to make a reservation.</u>

<u>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</u>



The Lake-Geauga Fast Track 50 honors companies and individuals in Lake and Geauga counties who have shown growth and change to contribute to business success.

Congratulations to our Members who were honored November 7, 2018

Cornerstone IT

B. R. Knez Construction

D & S Automotive

NMS Inc. & Affiliates

Our Pet's Company



### **ANTHEM**

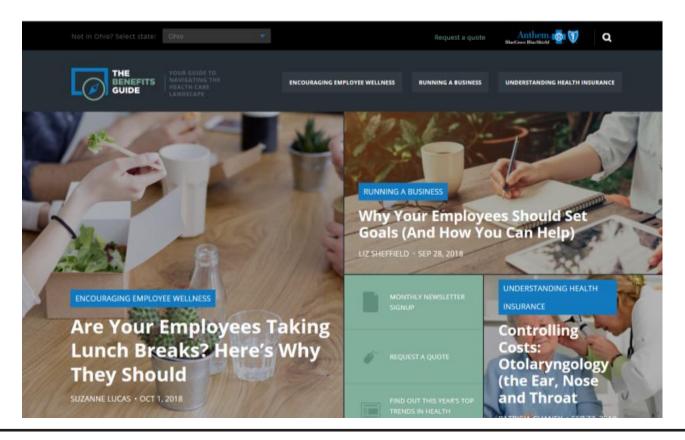
#### Check out <u>TheBenefitsGuide.com</u> now!

<u>TheBenefitsGuide.com</u> is a handy guide to navigating health care. With informative articles written in easy-to-understand language, <u>TheBenefitsGuide.com</u> gives you access to a wealth of useful information. You'll find information on regulatory updates, ideas for managing costs, and articles about keeping your workplace healthy. Content is updated regularly, so you'll find the latest, greatest information on health care trends and topics.

#### There can also:

- Sign up for a monthly newsletter
- Request a free insurance quote from Anthem
- Request the Trends in Health Benefits 2018 report, a helpful annual report that lays
  out what's happening in health insurance and gives you a comprehensive view of what
  today's employers offer and health trends that could affect your bottom line
- And more!

Check out TheBenefitsGuide.com now.







## Our 2018 Bright Star

The Eastern Lake County Chamber of Commerce was proud and honored to recognize Sallie Christian with Layton Physical Therapy and a 5-year board member as our 2018 Bright Star. A big thank you to NOACC (Northern Ohio Area Chamber of Commerce) for giving us this opportunity.

Jver 40 chambers of commerce across norther Ohio gathered in late October to recognize a chamber member who has made a difference. A chamber's success is due in great part to the support from its volunteers. Our volunteers are our true cheerleaders and deserve our praise and appreciation.



Congratulations Sallie! We truly appreciate you!



Our Ribbon Cutting Scissors and Bow have been really busy lately!

We enjoy celebrating special occasions with our members.

### **CONGRATULATIONS!**



**Addiction Outreach Clinic** 



**Sounds of Life Hearing Center** 



**Qi Boutiqued** 

Welcome to the Neighborhood!!!

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



Chamber of Commerce
One Victoria Place, Suite 265A
Painesville, OH 44077
Phone 440-357-7572
www.easternlakecountychamber.org

#### 2019 Ala Carte

#### Website Ad Rates - One Year

 Square Ad 300px by 250px
 \$200

 Footer 728px by 90px
 \$150

 Premium Ad
 \$500

Your logo with a link to your website at the top of one of our most viewed pages: Events, Directory or Newsletter.

#### **Chamber Member Video Spotlight**

Your video on our website - \$250 month\*

\*Discount available for annual or half year purchase If you do not have a video we can put you in touch with a chamber member to help you with that. Cost will vary.

#### **Newsletter Ad Rates**

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 (12 issues)	\$120

#### **New Member Reception \$250**

- Exhibit Table at the event
- Logo featured on the invitation
- Commercial time
- Complimentary admission for two
- Logo featured in newsletter and Social Media feeds

#### **General Membership Meeting \$250**

- Exhibit table if requested
- Marketing material at each place setting
- Article and logo in newsletter
- Logo listed on our website & at the event
- 3-minute commercial at the event.

- 2 complimentary admissions to the event
- Spreadsheet with guest list contacts if requested (does not include email)

#### **Golf Outing Sponsorship Opportunities**

•	Hole Sponsor	\$150
•	Turn Sponsor	\$250
•	Beverage/Snack Station	\$300 (4)
•	Registration Sponsor	\$300
•	Dinner Sponsor	\$500
•	Putting Contest Sponsor	\$200 (1)
•	Water Sponsor	\$200 or \$400
•	Snack Bag Sponsor	\$300 (1)
•	Beverage Cart Sponsor	\$200
•	Breakfast Sponsor	\$300
•	Chipping Challenge Sponsor	\$200 (1)
•	Scorecard Sponsor	\$300
•	Flag/Pin Sponsor	\$300
•	Golf Cart Sponsor	\$300 (1)
•	GPS/Map Sponsor	\$500

#### **Putt-Putt Tournament Sponsorship Opportunities**

•	Event Sponsor	\$300
•	Registration Sponsor	\$100
•	Prize Sponsor	\$150
•	Hole Sponsor	\$50

### THIS EVENT SUPPORTS OUR SCHOLARSHIP FUND

#### **Road Rally Sponsorship Opportunities**

•	Starting Line Sponsor	\$300
•	Skill Stop Sponsor	\$250
•	Finish Line Sponsor	\$500
•	Photo Frame Sponsor	\$150
•	Rally Party Sponsor	\$25
•	Sign Sponsor Banners	\$25

## SEE REVERSE SIDE FOR SPONSORSHIP PACKAGE OPPORTUNITIES. WE ARE HAPPY TO TAILOR ANY PACKAGE TO FIT YOUR NEEDS!

Want Exclusivity? Not sure what's right for your Budget?

#### **Exclusive Chamber Partner Package**

(\$6,500 value) - Cost \$5,000 Includes:

- Premium Ad Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Newsletter Full Page Insert 12 issues
- Recognition on the cover of our monthly E-newsletter recognizing you as our exclusive chamber partner
- Membership list in excel format (does not include emails)
- Sponsorship at ALL 2019 Chamber Events which include:

January - Awards Banquet Luncheon
February – General Membership Meeting
March – Legislative Breakfast Meeting
March – General Membership Meeting
April – Collaborative event with the Ohio
Chamber of Commerce

May – Family Feud event with Geneva Chamber of Commerce

June – New Member Reception Sponsor
July – Dinner Sponsorship at our Golf Outing
August – Event Sponsor at our Putt Putt Event
September – General Membership Meeting
September – VIP Cocktail Party Sponsor
October – Road Rally Starting Line Sponsor
October – Collaborative event with the Ohio
Chamber of Commerce

November – Trivia After Hours Sponsor November – New Member Reception Sponsor December – Holiday Mixer Sponsor

Industry Exclusive sponsorship (no cost option)

#### <u>Platinum Sponsor</u> (Value \$2,500) - Cost \$2,000 includes:

- Premium Ad Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Full Page Insert all 12 issues
- Dinner 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+)
- Industry Exclusive sponsorship (no cost option)

#### **GOLD (VALUE \$2,000)** – Cost \$1,500 includes:

- Premium Ad Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Full Page Insert 6 issues
- 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 \$875) – Cost \$500 includes:

- Website ad
- 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

Call 440-357-7572 or Email your Eastern Lake County Chamber of Commerce office and we'd be happy to work with you.

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



## Occupational Services

Lake Health is truly a one-stop shop for area employers. With our **five** locations in Willoughby, Willowick, Mentor, Concord Township, 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
- Employee Assistance Programs
- Job Placement Assessment
- Functional Capacity Evaluations
- Return-to-Work Physicals
- Fit-for-Duty Physicals

#### **Rehabilitation Services:**

- Functional Job Analysis
- Physical/Occupational Therapy

#### **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-free Workplace Training - Supervisor and Employee

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

## Aggressive Creative 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.

Bankruptcy
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Commercial Real Estate
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Employment Law
Estate Planning
Family Law
General Litigation
Immigration Law
Personal Injury
White Collar Crime
Worker's Comp



Over \$37 million in cy pres funds directed to charity since 2003. Visit www.ohiolawyersgiveback.orgfor more information.

#### **CLEVELAND**

1468 W. 9<sup>th</sup> St., Ste 135 Cleveland, Ohio 44113 216.861.4211

#### **PAINESVILLE**

60 South Park Place Painesville, Ohio 44077 440.352.3391





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- Jeremy Dobos, President & CEO, Master Printing Group

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**Concord Branch** 

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







#### **2019 REGISTRATION INFORMATION**

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

#### **2019 DATES**

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

Please use the mall entrance next to Fuji Japanese Steakhouse

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

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

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

#### **Exhibitor will provide:**

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

#### **Lake County Chambers of Commerce provides:**

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

Optional Add-ons: • Extra 8' table \$25 - table must fit into your original 10' x 10' space

- Double booth (20' x 20') can be requested for an additional \$200
- Vehicle \$200 per vehicle.
- Insert into Giveaway Bag \$50 (per 300 quantity of one item)

#### **RULES & REGULATIONS**

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

Sponsor registration and payment is needed by Friday, December 14, 2018 Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019

Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077 or email linda@easternlakecountychamber.org

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

Hosted by:

In Partnership with:

**Premier Sponsor:** 

LAKE COUNTY
Chambers of Commerce

GREAT LAKES
MALL

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Division of Shape Blechtic Company, Inc.

GENERAC POWERPRO

Rea's Only Family Owned and Operated Premier Dealer





## 2019 REGISTRATION FORM Saturday, March 2nd

☐ YES,	I will	be a Sponso	or @\$495
--------	--------	-------------	-----------

- Preferred exhibitor space (your choice of location)
- 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

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

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

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

• 300 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by February 8th to the Lake County Chambers of Commerce address below.

Company Name				
Member of which	ch Chamber			
Contact Name				
Phone				
Address			City	Zip
Booth/Display H	leight			
	ed? 🗖 Yes 📮 No			
Special Requirer	ments			
	Sponsor Fee (\$495)	\$		
	Exhibitor Fee (\$295)	\$		
	Giveaway Bag (\$50)	\$		
	Extra Table (\$25)	\$		
	Double Booth (\$200)	\$		
	Vehicle (\$200)			
	TOTAL			
		•		
Method of Payn	nent: 🔲 Check payable to Lal	ke County Ch	ambers of Commerce	
	☐ Master Card	<b>□</b> Visa	American Express	
Credit Card #			Expiration Date	CVV Code
Billing Address_			Zip Code	
Signature			Date	

Sponsor registration and payment is needed by Friday, December 14, 2018 Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019

Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077 or email linda@easternlakecountychamber.org



#### Ways To Be A Sponsor - Reserve Your Spot Now!

#### **Premier Sponsor**

- \$1500 Limit 3 industry exclusive sponsors Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on 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
- Banner on stage with your company logo
- Double booth space
- Your item in the giveaway bag
- Social media blast
- Facebook Live video

#### **Sponsor**

- \$495 Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on 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

#### **Giveaway Bag Sponsor**

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

#### **Vendor Breakfast & Vendor Reception Sponsor**

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

#### **Stage Entertainment Sponsor**

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

Hosted by:



In Partnership with:

GREAT LAKES



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.

#### 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



caring counts





Date: Friday, December 14, 2018 Time: Registration 11:15 a.m. –

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

Place: Villa Croatia – Event Venue & Party Center

Cost: \$20 for LCSC Members & \$25 for Non-Members

Speaker(s): Mark Clendenin, Regional Business

Development Manager, BWC

Topic: BWC Update – Purpose, Mission; and Program & Activities Highlights

RESERVATIONS: Register online at www.lakecountysafetycouncil.org

RSVP DEADLINE: Monday, December 10, 2018

SPONSORS: HZW ENVIRONMENTAL

**CONSULTANTS and LAKE HEALTH** 

## Happy Holiday!









## Lake County Chambers of Commerce Honors "Top 4 Under 40" at Pastina Rustic Italian Kitchen

The Lake County Chambers of Commerce recently honored the winners of our inaugural "Top 4 Under 40", recognizing four of Lake County's best and brightest young professionals.

Winners were chosen based on leadership, community involvement, entrepreneurship, and professional achievement.

"We have an incredible network of Young Professionals living and working



right here in Lake County. Our goal is to acknowledge and facilitate their success and involvement," explains Linda Reed, Executive Director of the Eastern Lake County Chamber of Commerce. "These awards give us the opportunity to recognize these young leaders in our community who are working hard to make Lake County a better place to live and work."

#### The 2018 Top 4 Under 40 winners include:

- Joshua Strickland, Associate Attorney, Dworken & Bernstein Co., L.P.A.
- Julia Schick, Director of Communications, Laketran
- Amy Gladieux, Marketing & Recruiting Manager, TWO MEN AND A TRUCK Cleveland
- Nate Bell, Commercial Insurance Specialist, Zito Insurance Agency, Inc.

### **Tiered Interest Savings**

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1.14 %\*

On your balance of \$0.01 - \$499,999.99

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On your balance of \$1,000,000.00 or more

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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.

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