

# Chamber News

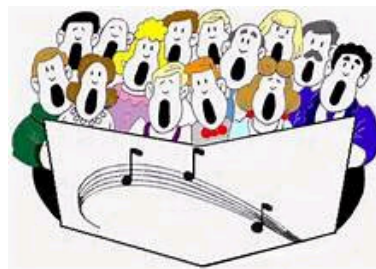
December 2016



**Eastern Lake County**  
Chamber of Commerce

## Holiday Mixer

Come celebrate the joy of the season with us  
at Grand River Cellars Winery & Restaurant on  
Wednesday, December 7, 2016 from 5:00 to 7:30 pm.



• Cocktails • Heavy hors d'oeuvres • Networking

We are excited to announce that the Perry Buccaneer Show Choir will be joining us for a while to sing a few holiday tunes for our guests.

\$15.00 per person includes one drink ticket, heavy hors d'oeuvres and networking

## SAVE THE DATE

### 2017 Annual Awards Banquet

Friday, January 27, 2017

Holiday Inn Express Hotel & Suites LaMalfa Centre

\$55 per person - \$420 for a Corporate Table of 8

Join us as we honor:

2017 Citizen of the Year – Jeanette Crislip

2017 Business of the Year – Martin's Nursery

2017 Heritage Award Winner – Project Hope for the Homeless

Sponsorships Available

Invitations will be mailed soon

Contact the Eastern Lake County Chamber of Commerce  
to make your reservation by calling 440-357-7572



## David Komjati, Key Bank

### Eastern Lake County Chamber of Commerce President 2015-2016

It's mid- November as I write this piece, but outside it feels like mid -September. The cold and snow will be here soon enough. It's hard to believe it's been a nearly a full year since our two Chambers joined to become the Eastern Lake County Chamber of Commerce. We can now boast as to being the largest Chamber in Lake County with 688 members. I could not be more pleased with the outcome, and I hope you feel the same.

This past years has brought a number of accomplishments for our group. Thanks in large part to our great Membership Committee chaired by Joey White and Karen Sundy we have brought in **53** new members. Our attendance at the monthly general membership meetings continues to grow. This is due to the Programs Committee chaired by Chris Brill-Packard who continues to identify topics that bring value, and are informative to the membership. Our Golf Outing Committee put on another record setting event at Quail Hollow Country Club. We had 152 golfers and netted over \$13,000. Finally, we created a scholarship committee, and with the guidance of Lake/Geauga Educational Assistance Foundation (LEAF) identified the criteria, and eligibility to award two (2) \$500 scholarships to students attending a high school with in our footprint. All of this could not have been accomplished without the hard work and dedication of the ELCCC staff of Linda Reed, Executive Director, and Kathleen Obrenski. Office Administrator, Katrina March, Membership Manager, and Alice Cable, former Manager of Marketing and Technology. Thank you ladies for all you do!

This is my last "official" communication as President of the Eastern Lake County Chamber of Commerce. I can't believe how quickly the past two (2) years have gone by. It has been a pleasure serving as President, and getting to know our members a little more. Through the numerous ribbon cutting ceremonies, Coffee Contacts, and general membership meetings I have had the opportunity to visit the establishments of several members. I am always impressed with the pride, commitment to success, and diversity displayed by these businesses. I look forward to seeing all of you at the annual awards dinner in January when we will honor the Citizen of the Year, Business of the Year, and Heritage Award winner.

David Komjati  
President, Eastern Lake County Chamber of Commerce

## 2016 Board of Directors

### Executive Board of Directors

President	David Komjati	KeyBank
1 <sup>st</sup> Vice President	Allen Weaver	Erie Bank
2 <sup>nd</sup> 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
Sallie Christian	Layton Physical Therapy
Beth Debevc	Debonne Vineyards
Dr. Steven Gajda	Northern Dental Specialists
Jim Gray	JPG Advisors
Mary Anne Hurley	Hurley State Farm
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](http://www.easternlakecountychamber.org)



## **Allen Weaver, Erie Bank**

Eastern Lake County  
Chamber of Commerce Board President 2017

It's hard to believe that we are just about to finish our first year as the new Eastern Lake County Chamber of Commerce. The coming together of the Painesville Area Chamber of Commerce with the Madison Perry Chamber of Commerce has been a very positive experience with much support from its membership and the board of directors.

With budget and program challenges facing most Chambers today, it made perfect sense to unite together to form a stronger Chamber, one which will continue to provide the networking and educational opportunities we have come to appreciate while giving us the ability to provide additional business support and value added programming and services.

As the incoming Chamber President, I am excited to continue the leadership of Dave Komjati and the great work that he and the Chamber management team have accomplished over the past two years. As we get close to the end of the year, we are revisiting and making adjustments to our strategic plan, focusing more on social media platforms and reviewing membership surveys to ensure we stay on target to grow and strengthen the Chamber while providing the kind of events, networking and educational opportunities our membership is looking for.

I want to end by giving many thanks to Linda, Kathleen, and Katrina for their undying dedication, hard work and leadership. I want to give a special thanks to Alice, who recently made a career change, for her hard work over the years, her wit and sense of humor and insight, all of which, contributed to our success.

If you haven't in the past, make 2017 the year you take advantage of all that the Chamber has to offer.

Allen Weaver



## Broadband Investment: Not for the Faint of Heart

July 2007: In exchange for FCC action on its demand for four specific “open access” conditions on the 700 MHz Upper C Block, Google commits to bidding \$4.6B in the 700 MHz auction.

January 2008: When the auction closes, it becomes clear that wireless companies – not Google – shouldered the multi-billion dollar cost of the auction. As soon as the reserve was hit for the Upper C Block, Google took its billions and went back to Mountain View. Those same wireless companies spent billions more deploying those licenses to build the most advanced LTE networks in the world and give the U.S. leadership on LTE technologies.

April 2008: Google touts a new proposal for “Wi-Fi on Steroids.” Using newly-authorized 600 MHz white spaces, Google announces plans to have American consumers from Manhattan to North Dakota surfing the Web at gigabits-per-second speeds on new devices that will be available by the 2009 Holiday Season.

Today: There are less than 1,000 white space devices in the white space database and no real measure of broadband white space service. Google’s plans to blanket the country with broadband white spaces devices appear to be on hold.

February 2010: Google announces its intent to build ultra-high-speed fiber-fed broadband networks with plans to serve around five million subscribers in five years; 1100 cities respond to Google’s Request for Information in an effort to become a Google Fiber City.

Today: Google Fiber has deployed a fiber network in parts of seven out of the 1100 interested cities, but otherwise hits the pause button as Google Fiber learns something we’ve known for over a hundred years – deploying communications networks is hard and takes an enormous amount of time, money and skilled labor.

The Present: Google Fiber appears to be pivoting toward using wireless technologies to defray the costs of fiber deployment and to bridge the last mile gap between utility poles and customer homes. In June, Google acquired Webpass, a company that uses microwave technology to provide high-speed broadband

services, mostly to commercial customers and to some residents in multi-unit buildings.

The Future?: Google Fiber discovers that wireless networks are expensive to build as well and learns that microwave broadband may work well in dense urban areas, particularly where supported by higher cost commercial services, but offers tougher economics when trying to serve residential customers.

Moral of the story: Building reliable, ubiquitous high-speed broadband connectivity is tough. It takes an enormous commitment of capital and resources and a highly-skilled and capable work force. Yet AT&T has been at it for over 140 years. Between 2011 and 2015, while Google Fiber was cutting its teeth on fiber, AT&T invested over \$140B in its network, building to over one million route miles of fiber globally and deploying ultra-high-speed fiber-fed GigaPower broadband services, reaching over a hundred cities. Along the way, AT&T spent over \$13B with minority, women and disabled veteran-owned suppliers in 2015 alone.

Google Fiber will no doubt continue its broadband experiments, while coming up with excuses for its shortcomings and learning curves. It will also no doubt continue to seek favoritism from government at every level. Just last week Google Fiber threatened the Nashville City Council that it would stop its fiber build if an ordinance Google Fiber drafted wasn’t passed. Instead of playing by the same rules as everyone else building infrastructure, Google Fiber demands special treatment and indeed in some places is getting it, unfairly.

Yet, Google Fiber still complains it’s too hard...and costs too much...and takes too long... even as it’s reported that Google Fiber will now try to do all this with half its current workforce. Meanwhile, without excuses or finger-pointing, and without presenting ultimatums to cities in exchange for service, AT&T continues to deploy fiber and to connect our customers to broadband services in communities across the country. Welcome to the broadband network business, Google Fiber. We’ll be watching your next move from our rear view mirror. Oh, and pardon our dust.

# Members NEWS

## Alliance for Working Together Foundation supporting 51 local middle and high schools with interactive resources

The Alliance for Working Together Foundation, a nonprofit organization based in Mentor, is continuing its mission to promote the development of careers in manufacturing and further impact Ohio's manufacturing community.

Partnering with Edge Factor, AWT is supporting 51 public and private middle and high schools in Lake and Geauga counties with access to Edge Factor's platform of cinematic, story-driven media and interactive resources called eduFACTOR.

With 80-plus members, AWT is focused on training and education, outreach, strategic partnerships and grants to help guide people toward educational programs and resources to learn about careers in manufacturing.



*From left: AWT Board member Steve Sanders from Habco Tool, AWT Board member Chris Burton from Burton Industries, Toni Neary from Edge Factor, AWT Board member Alyson Scott from Fredon, AWT Board member Roxanne Putnam from Suburban Manufacturing, AWT director Alice Cable.*



**Wishing you all the best Virginia! Thank you for your many years of service to the Eastern Lake County Chamber of Commerce.**

After ten years of dedicated service, Perry Public Library Director, Virginia Sharp March turns another page in her career, announcing her resignation as Director of Perry Public Library. She has accepted a Director position heading up a multi-library system in Onslow County, North Carolina.

## The Painesville City Council is excited to announce the appointment of Monica Ireland to the position of City Manager.

Ms. Ireland most recently served as the City Manager of Napoleon, Ohio and sits on the Board of Directors of American Municipal Power. This year, the international City Managers Association awarded her with the Early Career Leadership Award. In addition to her experience as a City Manager, Ms. Ireland was the executive director of the Imlay City Downtown Development Authority and assistant City Manager of Grosse Pointe Farms, Michigan. She also served as the assistant city manager in Napoleon, Ohio before being promoted to City Manager in 2013.



# Members NEWS

## Western Reserve Junior Service League Awards Extended Housing with \$2361 Grant

The Western Reserve Junior Service League has awarded Extended Housing with a \$2361 grant to assist in the purchase of 10 new twin size mattresses in four of Extended Housing's properties operated throughout Lake County. The features of these new mattresses will provide increased sanitation for Extended Housing clients, and will offer comfort and the opportunity for a better night's sleep than the current worn-out mattresses that are being used, or in some cases, tenants having no mattresses at all. In recent years, Extended Housing received grant funding from WRJSL for bed bug extermination, and the purchase of these mattresses will further contribute to the success of that program by eliminating habitats in which bed bugs live.

Due to the nature of transitional adult housing, the mattresses at Extended Housing's facilities are in constant use and require routine replacement. This purchase is part of the ongoing effort to provide Extended Housing clients with a clean and safe place to sleep and live.

## Congratulations to the following Eastern Lake County Chamber of Commerce members who were honored at the Lake-Geauga Fast Track Dinner on November 3, 2016

**B.R. Knez Construction**

**Cornerstone IT**

**D&S Automotive Collision & Restyling**

**Guyer Precision**

**NMS Inc. & Affiliates**

**Orthopedic Associates of Lake County**

**South Shore Controls**

## Friends of Recovery is happy to announce the acquisition of their first recovery home located in the heart of Willoughby.



This 5,000 sq ft house, known as Tikvah Home for Men, is currently under renovation and planned to open in the Spring 2017. Once open, Tikvah (Hope) Home for Men will operate as a State Certified Level II Ohio Recovery Residence.

## Champs Stylists of North Perry has expanded with the addition of Dee Moon and Kathy Schmidt formally of Dee's Creative Cuts and Tan of Perry, Ohio.

Champs Stylists will continue to offer such services as Cutting, Styling, all forms of Coloring, Perms, Waxing, Wedding Parties and many other services related to the Hair & Beauty Industry including a full range of Barber Services.

**(440) 259-0090**

**5129 N. Ridge Rd.  
N. Perry, Ohio**



**Kym Hoover  
Owner**

**State & National  
Hair Styling Champion**

**Mark Vest  
OWNER**



### **Ribbon Cutting at The Hildegarden in Fairport Harbor**

The Hildegarden is a center for mind, spirit & growth. Focusing on holistic health and spirituality offering programs, retreats, speakers, and other activities.

Thank You to everyone who joined us!



## **Join Us For A Ribbon Cutting**

**Thursday, December 8, 2016 at 5:00 pm**

### **DOC HOWARD'S DISTILLERY**

**3645 Lane Road, Suite 203**

**Perry**

At Doc Howard's Distillery it is all about flavor. This means every step of our production has been carefully crafted and controlled by the outcome – taste! The preparation and fermentation has been customized to maximize the flavor of our products. In the distillation process, only the highest quality and best flavor profiles of the distillate are used in our production. We then use our custom purification and aging process to refine our products into the final flavor profile we desire and you will love.

**Doc's Favorite Whiskey - Tribute Whiskey-Bourbon Style - Corn Whiskey**

**Hot Poker Whiskey – Vodka – Rum - Maple Whiskey**



## 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

**Thursday, December 1, 2016**  
**8 to 9 am**

**Quail Hollow Resort**  
**11080 Concord Hambden Road**  
**Painesville**

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](mailto:mwainwright@mentorchamber.org)

**Eastern Lake County Chamber** at (440) 357-7572  
[kathleen@easternlakecountychamber.org](mailto: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**

**Wednesday, December 14, 2016**  
**8 to 9 am**

**Debonne Vineyards**  
**7840 Doty 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](mailto:info@genevachamber.org)

**Eastern Lake County Chamber** at (440) 357-7572 [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)



## ReferenceUSA: A Resource for Business owners and entrepreneurs at your local public library:

ReferenceUSA is a robust and useful database for business owners and entrepreneurs. Through this resource, users have the ability to build a myriad of customized lists of prospective sales contacts or suppliers by location, industry, or a plethora of other criteria. Additionally, users can create informed business plans with ReferenceUSA by using a sophisticated Heat Map to target the location and proximity of competitors and/or suppliers. The Heat Map tool in the U.S. Consumers/ Lifestyles Database can help startups or expanding businesses who are looking for a new business location and for businesses that are looking to advertise their goods or services to a more targeted market. Also, the Heat Map tool can create a concentration map based on geography and a multitude of

variables to get targeted results that fit a business's needs. Finally, the Heat Map tool can overlay restaurants, transportation, and additional points of interest onto a concentration map, which is tremendously valuable for businesses need a broader view of a specific location.

ReferenceUSA is available through any CLEVNET member library in Lake County (similar tools can be found at non CLEVNET libraries as well). It is accessible both in the library as well as remotely via a library card. ReferenceUSA is just one example of the abundance of business and entrepreneur friendly tools that can be found at your public libraries in Lake County.



### **Congratulations To Our 2016 Bright Star Winners**

**Allen Weaver, Erie Bank with Eastern Lake County  
Chamber of Commerce and Sherri Trivisonno, Paulich Specialties  
with Mentor Area Chamber of Commerce**

*Left to right – Linda Reed, Mary Ellen Weaver, Allen Weaver, Kathleen Obrenski, Sherri Trivisonno*



**Eastern Lake County**  
Chamber of Commerce

## CHAMBER CASH

**Earn \$20 Chamber Cash for Every Referral That Joins the Eastern Lake County Chamber of Commerce**

Chamber Cash can be used to help pay your membership dues, lunches or advertising.

**Refer a new member to our office today!**

One Victoria Place, Suite 265A • Painesville, OH 44077 • 440-357-7572  
[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)

Chamber Cash must be used by December 31, 2017



**M A Hurley Ins Agcy Inc**  
Mary Anne Hurley, Agent  
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Dr. Amanda Barbur, Audiologist



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**Feb. 4, 2017**

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## 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](mailto:linda@easternlakecountychamber.org)**

Questions? Please call Linda Reed at 440-357-7572 or email Linda at [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)

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GREAT LAKES  
MALL



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](mailto:linda@easternlakecountychamber.org)**

Questions? Please call Linda Reed at 440-357-7572 or email Linda at [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)



## A new self-funded medical plan for small employers

As today's small businesses continue to search for cost-saving health coverage options, the Southern Ohio Chamber Alliance (SOCA) has taken action to help. SOCA has created a new health program that can lead to more rate stability and is a smart solution that offers potential savings for groups with 50 or fewer employees. SOCA has teamed up with Anthem Blue Cross and Blue Shield to administer this plan and to provide stop loss coverage.

This new self-funded medical offering called the SOCA Benefit Plan is a multiple employer welfare arrangement (MEWA). MEWAs enable smaller employers to join together to share in the overall claims risk. By being part of a larger, self-funded pool, employers have financial protection backed by Anthem's stop loss coverage.

**In addition to financial protection, this innovative alternative offers:**

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs, including four PPO and three HSA options
- Anthem's broad Blue Access PPO Network and National Rx Formulary
- Coverage for claims run-out /terminal liability coverage

To top it off, we've added expanded wellness offerings so your employees can benefit from your investment in them even further. And we also offer Specialty products outside the MEWA, including dental, vision, life, optional life and disability plans at specially discounted rates.



#### Who is eligible for the SOCA Benefit Plan?

The SOCA Benefit Plan is available to small business employers that have at least two people enrolled on their medical plan and no more than 50 total employees. The business must be domiciled in Ohio, and must be a member in good standing with a Chamber of Commerce that is qualified to offer the SOCA Benefit Plan. These chambers include:

- Southern Ohio Chamber Alliance (SOCA)
- Northern Ohio Area Chambers of Commerce (NOACC)
- Central Ohio Chambers of Commerce (COCC)
- Dayton Area Chamber of Commerce (DACC)
- Youngstown/Warren Regional Chamber (YWRC)

#### Why Anthem Blue Cross and Blue Shield?

Get peace of mind knowing that Anthem has been serving millions of members in Ohio for more than 75 years and is:

- Part of the nation's largest health benefits company
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- Highly experienced in alternate funding plans

#### We've got you covered with standard health and wellness programs.

Your employees can get help taking care of their health. Our programs include 24/7 NurseLine, Future Moms, ConditionCare, and more. And you have the option to buy dental, vision, life and disability coverage at a discounted rate only available as part of the SOCA Benefit Plan.

#### Find out more today.

To learn more about the SOCA Benefit Plan and its many advantages, contact your local Anthem Elite or Champion Broker, or ask your Chamber of Commerce for a referral.



# Lake Health Occupational Services



Lake Health is truly a one-stop shop for area employers. With 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/On-site Audiology Services
- DOT and non-DOT Drug/Alcohol Testing
- Random Substance Abuse Testing & Program
- Ergonomic Services
- Independent Medical Evaluations
- OSHA-required Testing
- Physical Examinations/DOT Physicals
- Respirator Clearance Exams
- National WebCheck® for FBI and/or  
BCI for Ohio – Digital Fingerprinting
- Immigration Physicals
- FAA 2nd and 3rd Class Physicals

## **Rehabilitation Services:**

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

## **Consultant Programs/Services:**

- Blood Borne Pathogen Program
- Carpal Tunnel Prevention Program
- DOT Supervisor Compliance Training
- Drug & Alcohol Testing Policy Development
- Drug-free Workplace Training
- Hand/Back Safety Program
- Wellness/Education Programs

## **Employee Assistance Programs:**

- Company Policy & Program Development
- Confidential Employee Assessment Interviews
- On-site Orientation Programs
- Referral Services

## **Specialized Wellness Programs**

- Work-site Screenings
- Workforce Wellness Coaching

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for more information.**



[lakehealth.org](http://lakehealth.org)



## 2016 Top 50 Influencers in Aging In the Country

### Jean Makesh: Rethinking Alzheimer's Care Through Technology and Design

CEO, The Lantern Group - Lantern of Chagrin Valley, Lantern of Madison and Lantern of Saybrook

The word "Svayus" means "life full of vigor." That's the kind of life Makesh is trying to create for the people with Alzheimer's who come to his facilities for care. As the CEO of The Lantern, with three locations in Ohio, Makesh is using an inventive combination of therapies, design thinking and technology to create what he calls a Svayus approach to memory care: "a time capsule designed to cue and retrieve memories to enable our clients to live a life that is cheerful, brimming with happiness and vigor." His approach includes designing facilities that remind residents of their childhood to put them at ease and reduce the agitation and anxiety that often plagues those with dementia and Alzheimer's.

### IF YOU COULD CHANGE ONE THING ABOUT AGING IN AMERICA, WHAT WOULD IT BE?

"Aging begins the day we are born and ends the day we depart. Aging is an evolutionary process that nourishes and expands our prosperity through knowledge and lifelong experiences. Embracing, cherishing, celebrating and respecting aging should be our culture and our way of life. Aging should be revered!"



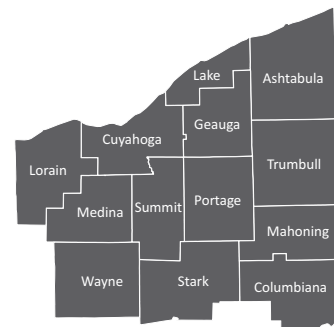
# Why CompManagement

Proud to deliver workers' compensation claims management and cost containment strategies to nearly 30,000 hard working Ohio employers and have the endorsement of more than 160 associations, chambers of commerce, governmental agencies and public sector organizations.

## LOCAL PRESENCE

We have found that by imbedding our colleagues strategically throughout the state, we have established a stronger local presence and model for service excellence. As such we are able to respond quickly to service needs as well as create operational efficiency. Our colleagues live in, support and know the communities and its members. At CompManagement, we understand the importance of strong community ties and are committed to Northeast Ohio.

- Three of six offices in Ohio located within thirteen county area.
- 31% of client base located within thirteen county area.
- 13% of colleagues (account executives, claims professionals, hearing representatives and other key professionals) located within thirteen county area.



## PROGRAM CONSULTATION & PERSONALIZED SERVICE

Ensure participation in programs that will garner the most premium savings as well as proper use of cost reduction strategies that annually save our clients \$120 million in premium paid.

- CompManagement retains nearly 96% of clients with active claim volumes due to our service excellence model, cost reduction measures and program consultation.
- CompManagement's clients average experience modifier is 40% below base as compared to the 13% statewide average for employers.
- 92% of CompManagement's clients are currently participating in at least one of the alternative rating solutions listed below to reduce costs.

### Services

- Workers' Compensation
- Unemployment Compensation
- Safety & Loss Control
- Education & Training
- Workplace Wellness

### Alternative Rating Programs

- \$15,000 Medical Only
- 100% EM Cap
- Deductible Program
- Destination Excellence
- Drug Free Safety Program
- Group Rating
- Group Retrospective Rating
- Grow Ohio
- Individual Retrospective Rating
- One Claim Program
- Self Insurance

## COST REDUCTION

We utilize a combination of techniques employed by our colleagues and specific programs designed to mitigate the primary cost drivers for our clients.

- Consistency is the key when utilizing cost containment strategies. With the expertise of our dedicated team of settlement and handicap specialists, we consistently settle more claims and file more handicap reimbursements than any of our larger competitors. *See reverse side of this document for a comparison.*
- In reviewing the most recent four years (2012 - 2015), we have settled **10% more settlements** and filed **47% more handicaps** than our nearest large competitor.
- Even more important than the number of settlements filed, CompManagement has the 2nd lowest average of lump sum settlement pay out than any of our larger competitors. Lower settlement amounts mean lower claim costs applied to an employer's experience which is a direct impact to your annual premium paid. Cost containment is not simply about quantity, it is about producing quality results on a consistent basis.

## EDUCATION

Robust client education program covering cost reduction strategies, basics of workers' compensation and premium reduction, alternative rating programs, return-to-work strategies, investigation tools, industry trends, safety and loss control as well as a variety of other topics.

- Over 50 program sessions offered over the course of a calendar year.

over

Feb 2016

# BRIGHT IDEAS

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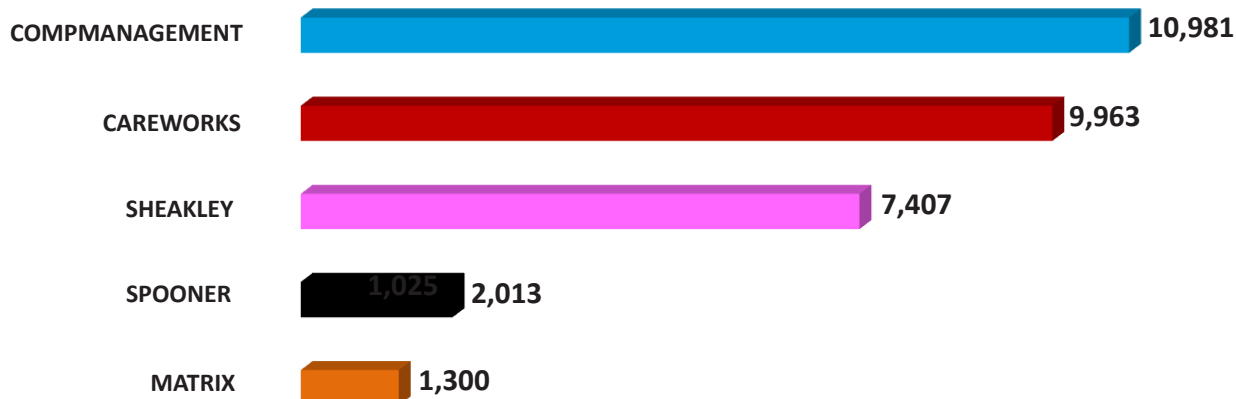
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# Why CompManagement

## Settlements Filed: 2012 - 2015



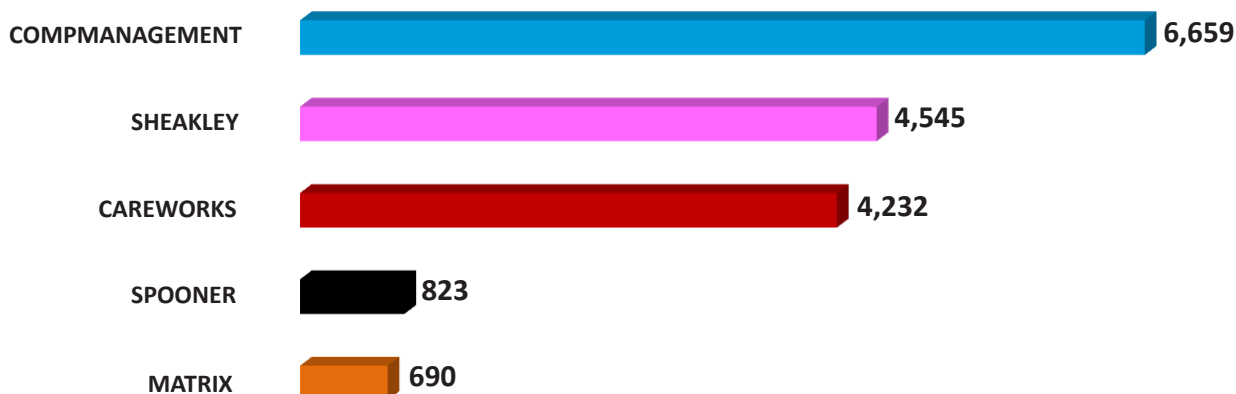
Cost containment strategies are extremely important in the claims management process and having consistency year in and year out with those strategies proves to be beneficial for employers.

## Weighted Average Settlement Amount: 2012 - 2015



CompManagement has demonstrated consistency in our Settlement and Handicap process for many years. Have the confidence in knowing that CompManagement not only focuses on when and where we can apply these strategies, but when we do, we generate the most savings for you, our valued client.

## Handicaps Filed: 2012 - 2015



Cost containment strategies are not simply about quantity, it's about producing quality results!

*Data source - BWC public information request January 2016*



## LAKECOUNTYSAFETYCOUNCIL

**Date:** Friday, December 09, 2016

**Topic:** HR and Safety - They are NOT the Same Thing

**Presented by:** Rose Ann Kay, SHRM

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

**Location:** Holiday Inn Express Hotel & Suites  
LaMalfa

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

**RSVP online at** [www.councilnews.org](http://www.councilnews.org)  
or by calling 440-255-1616



FUEL is a nonprofit organization for future emerging leaders of Lake County, Ohio from the age ranges of 21-40 years old. FUEL seeks to develop, connect, empower and retain young professionals in Lake County by creating opportunities and pooling resources through member socialization and education. The organization offers the ability to meet, network, and socialize with other young professionals that live and/or work in Lake County and the opportunity to hear informative speakers from a wide variety of professions and backgrounds

**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](http://www.lakecountyfuel.com)

**See you in 2017  
Happy New Year!**



**Date:** Wednesday, December 7, 2016

**Topic:** Holiday Celebration

**Time:** 8:15 to 9:30 am

**Location:**  
Willoughby General Store, 4148 Erie  
Street, Willoughby (corner of West  
Spaulding and Erie Street)

**Cost:** Free

**RSVP:** [www.lakekidzbiz.org](http://www.lakekidzbiz.org)





## **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**

#### **ADVOCATE ADVISORS BRIDGIT MCGUIRE-SHOOP**

P.O. Box 843  
Painesville, OH 44077  
440-363-1412

[www.advocateadvisors.org](http://www.advocateadvisors.org)

Description: Advocate Advisors is an America Saves participant. Our professional staff includes licensed CPA and OBB certified professionals. Providing financial management services to Lake County Ohio residents.

### **CHURCHES & RELIGIOUS ORGANIZATIONS**

#### **PAINESVILLE ASSEMBLY OF GOD CARRIE GARLAND**

10949 Johnnycake Ridge Road  
Painesville, OH 44077  
440-354-6805

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

Description: We are a family-oriented, multi-generational church with a passion for God, people and life! We hope you will join us for one of our services soon! Our motto around here is "Connect. Grow. Serve."

### **COMMUNITY ORGANIZATION**

#### **KIWANIS CLUB OF MADISON OHIO MICHAEL BAKER**

6111 Middle Ridge Road  
Madison, OH 44057  
440-428-2189

Description: Kiwanis is a volunteer organization dedicated to making the world a better place for families, children and youth. Meetings are the 2nd & 4th Wednesday of each month.

### **RESTAURANT/TAVERN WITH PRIVATE BANQUET ROOM**

#### **CALLAWAY'S BAR & GRILLE JIM LEBZELTER**

6666 Chapel Road  
Madison, OH 44057  
440-969-3377

Description: Currently open from 3 to 10 pm  
Will be opening for lunch soon.  
Private party room available which seats 60.

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



Together  
we can  
make a  
difference!

# Become a BIG!

Find out more at:

[www.bbbsneo.org](http://www.bbbsneo.org)



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of Northeast Ohio

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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](http://www.noacc.org) for more information. To request a free quote go to [www.chambersaver.com/noacc](http://www.chambersaver.com/noacc).



\*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.

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## Attention NOPEC customers - Don't feel neglected. Here's what you need to know about recent changes to your electricity contract.

If you are not already with COSE's Electric Choice Program, and in NOPEC's aggregation, did you know your current NOPEC rate will now expire December 31<sup>st</sup>? NOPEC's supplier, FirstEnergy Solutions has [canceled its contract with NOPEC](#).

The current offer expires at the end of December, which means if you do not select another electric generation supplier your account will be returned to your utility's standard service offer at the beginning of the year, which could be a higher price and variable.

You are free to return to standard service; however, **we hope you will take advantage of the recent NOPEC changes and make the switch to COSE's long-standing Energy Choice Program.**

In partnership with OnDemand Energy, COSE is pleased to offer its members an extremely attractive fixed rate from Public Power. **You now have the choice to leverage COSE's Energy Choice Program with Public Power for a 12-month fixed rate of .0566. Enroll today at <http://www.ppandu.com/NOPEC>**

*If you have an immediate question or concern regarding your electric contract that you have with NOPEC, please contact the power behind the COSE Choice Energy Program, OnDemand Energy at (855) 267-3688. [For frequently asked questions, learn more.](#)*

*We look forward to providing you more options than anywhere else and providing a no-cost consultative review of your bills. For general questions, please feel free the **COSE Energy Team** at (216) 592-2205.*

**Enroll today at <http://www.ppandu.com/NOPEC> and receive a free savings kit that can save your business more than \$3,000 in energy savings.**



### **Doing business internationally? We can help with online language classes.**

Madison and Perry Public Libraries have **Business English for Spanish (Latin American)** speakers and **Business English for Chinese (Mandarin)** speakers! Check out **mango languages** through your library website today. [www.madison-library.info](http://www.madison-library.info)

### **Have employees who need to speak English?**

Learn the English skills to succeed in the business world. Master everything from business-related vocabulary to relevant grammatical structures and expressions, and express yourself in even the most high-stakes professional situations. Check out **mango languages** on your library website!

**We are very pleased to welcome you to the Board of Directors of the Eastern Lake County Chamber of Commerce. We anticipate that your skills and experience will be an asset to our Board and we look forward to working with you.**



Tara Isabelle, AVP  
Branch Manager with  
First Merit Bank,  
now part of  
Huntington Bank.



Joshua Strickland, L.P.A.  
with Dworken &  
Bernstein



Shannon Reglus LPN,  
Director of Marketing  
with the Lantern of  
Madison

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**It is our very great pleasure on behalf of the Eastern Lake County Chamber of Commerce and the membership as a whole to thank you for your dedication and the great job you have accomplished as a Board Member. We wish you all the very best in your future endeavors and we look forward to your ongoing involvement in ELCCC.**

Dr. Steven Gajda  
Northern Dental  
Specialists  
2010 through 2016



Mary Jo Miller  
Bella Donna Salon & Spa  
2011 through 2016



Karen Sundy  
Perry Township - Economic  
Development  
2010 through 2016



# Mark Your Calendar



You may view all upcoming events by visiting our website at:  
[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)

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

