

# Chamber News



Eastern Lake County  
Chamber of Commerce  
February 2018



## Signature Leadership Series

### Management's Role in Working with the Five Generations *including a glimpse of the Workforce 2020*



Presented by: Amy Shannon, President of Pinnacle Leadership Solutions

### *Are you prepared for the new 2020 Workplace?*

Ten years ago Google was operating out of a garage, Apple was in the skids, and the founder of Facebook was in high school. What a difference a decade makes.

In 2020, employees from five generations, with formative experiences ranging from World War II to World of Warcraft, will be sharing the workplace. Companies must prepare to manage their different needs, expectations, and attitudes. According to the authors, Jeanne Meister and Karie Willyerd of *The 2020 Workplace*, "In four years Millennials—the people born between 1977 and 1997—will account for **nearly half** the employees in the world".

Through case studies for the 2020 Workplace, we will look at how companies are innovating today to prepare for the future. We will review the seismic shifts in play today that will affect the future and discuss 20 predictions for the future and how you can prepare your organization. Our objectives include:

- Introduce five generations in workplace
- Identify three forces shaping the future of work
- Understand Management's role in managing the generations
- Review the book Workforce 2020
  - ✓ Predications
  - ✓ Initiatives Management can spearhead
  - ✓ New skills for your Management team
  - ✓ Leadership skills critical of 2020 Leader

- **DATE:** Thursday, February 22, 2018
- **TIME:** 11:30 am to 1:00 pm
- **PLACE:** First Church of Christ Meeting Room – Rear Entrance
- **COST:** \$25 per person – Please RSVP by 2/16/18 online  
[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org) or by calling our office at 440-357-7572



# T-Mobile ARENA

Please join us at 11:30 am on Friday, February 2, 2018 at T-Mobile Extreme Wireless of Ohio as we celebrate their newest location, 2585 Walter Green Commons in Madison Township.



## 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	Northwest Savings Bank
Sallie Christian	Layton Physical Therapy
Jennifer Dobrzeniecki	Ohio Guidestone
Julie Drury	Quail Hollow Resort
Bob Fratino	Deepwood Industries
Jeff Hyrne	Lake County Nursery
Tara Isabelle	Huntington Bank
Lisa Schwentner Joles	Lew's Reliable Heat & AC
Mabel Mankas	Western Southern Life
Elias Nunez	Pollutro-Rossley Insurance Agency
Shannon Reglus	Lantern of Madison
Pete Richmond	Richmond & Richmond Insurance
Joshua Strickland	Dworken & Bernstein
Nancy Zangerle	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  
North Perry Village

Painesville City  
Painesville Township  
Perry Township  
Perry Village



**Eastern Lake County**  
Chamber of Commerce

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

# Members

## NEWS

### **Richmond and Richmond Insurance, Your Local Pekin Insurance®, Helped Support the Honor Flight Network.**

Richmond and Richmond Insurance, your local Pekin Insurance agency in Madison, is honoring those who served in our military by supporting the Honor Flight Network, which honors American veterans for all their sacrifices. Richmond and Richmond Insurance participated in the annual Tour of Honor Contest sponsored by Pekin Insurance.®

For every life insurance application submitted, money was donated to the Honor Flight Network which transports veterans to Washington, D.C., to visit and reflect at their memorials. This is a small tribute to those who gave so much. Thanks to the combined efforts of the Pekin Insurance independent agency force, the company donated \$20,000 to this cause. Richmond and Richmond Insurance, Pekin Insurance, and its other independent agencies thank the men and women who made the sacrifice and commitment to fight for the freedom and safety of our country.

In business since 1921, Pekin Insurance offers multiple lines of insurance in Arizona, Illinois, Indiana, Iowa, Ohio, and Wisconsin and is represented by nearly 1,500 independent agencies.

Richmond and Richmond Insurance can assist you with your auto, home, business, and life insurance needs with service that goes Beyond the expected.®

Join us for an extraordinary morning at the

## 2017 Legislative Breakfast

Brought to you by your Lake County Development Council

Monday, February 12, 7:30 -9:00 am

Holiday Inn & Suites LaMalfa (5783 Heisley Rd, Mentor, OH 44060)

Full breakfast and itinerary for \$25 (Members) and \$30 (non-members)

Along with hundreds of Northeast Ohio business people, Community leaders, and committed citizens - you will be treated to a first-class event.

We welcome our distinguished panel: State Elected Officials **John Eklund** , **John Rogers** , **Kenny Yuko** , **Ron Young** and County Commissioner **Jerry Cirino** who will share updates on State and Local initiatives that will affect you and Lake County in 2018. MC, Dr. Brian Posler – President of Lake Erie College, will preside. A lively Q & A will follow as is the tradition.

Register now at:

<http://www.lakecountydevelopmentcouncil.org/feb-2018-breakfast/>

To sponsor, become a Member, or for more details contact  
Executive Director Kirk Stonebrook at [kstonebrook@lakecountydevelopmentcouncil.org](mailto:kstonebrook@lakecountydevelopmentcouncil.org)

# MATTRESS WAREHOUSE®



Please join us at 5:30 pm on Thursday, March 8, 2018 as we celebrate the Grand Opening of Mattress Warehouse located at 2183 Mentor Avenue, Painesville Township.

Gift Bags  
Door Prizes  
Hors d'oeuvres  
Beer & Wine

One lucky guest will walk away with a Dream Vacation for 2



1922 Coffee & Brew  
1505 Madison Avenue  
Painesville Township

Opening Soon!

Watch for details on their Ribbon Cutting

# Coffee Contacts™ NETWORKING GROUP

**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, February 1<sup>st</sup>**

**8 to 9 am**

**Burgers 2 Beer**

**7669 Crile Road**

**Concord**

**Thursday, February 15<sup>th</sup>**

**8 to 9 am**

**Vista Springs Quail Highlands**

**7960 Auburn Road**

**Concord**



**Wednesday, February 28th**

**8 to 9 am**

**Rapid Photo**

**32 N. Broadway**

**Geneva**

**Wednesday, March 28th**

**8 to 9 am**

**UH Geneva Medical Center**

**870 W. Main**

**Geneva**

**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.

#### **MANUFACTURING**

##### **FEDERAL HOSE**

**Bob Kehres**

25 Florence Avenue  
Painesville, OH 44077  
800-346-4673

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

Description: Federal Hose is the premier flexible metal hose manufacturer in the WORLD! We did it first and we do it best. In business since 1921.

#### **HEALTH & WELLNESS**

##### **YOUNGEVITY**

**Leroy Feather**

830 Rivers Edge Lane  
Painesville, OH 44077  
419-551-1427

[www.featherleroy.youngevity.com](http://www.featherleroy.youngevity.com)

Description: What if you could wake up each day full of energy and vitality, with that unmistakable glow of radiant good health, abundant possibilities and ample prosperity? That's what Youngevity is all about!

#### **SPECIALTY RETAIL**

##### **PAMPERED CHEF**


**Alicia Etzel**

6980 Kathleen Drive  
Mentor, OH 44060  
(440) 290-8174

[www.pamperedchef.biz/aliciaetzel](http://www.pamperedchef.biz/aliciaetzel)

Description: Explore Pampered Chef to find top kitchen products, recipes, and party ideas you'll love, plus details on how to share the love as a Pampered Chef consultant.

*We hope to see you soon & often!*



**Shop, Dine and  
Explore Painesville!**

A great way to spend  
your lunch hour!  
11 am to 2 pm

POP-UP  
painesville



February 1st, 2018 - Painesville Furniture & Carpet

March 8th, 2018 - Branches of Wellness

April 19th, 2018 - Bella Donna Salon & Spa / Starfish & Coffee

Check us out on Facebook at PainesvilleNow  
for the full list of details, participating food trucks and retail specials

***Hundreds of small businesses, non-profits, and municipalities are using this new self-funded plan for small employers***



As today's small businesses continue to search for cost-saving health coverage options, Chambers of Commerce throughout Ohio have banded together to offer a new self-funded medical plan for small employers. The Northern Ohio Area Chambers of Commerce (NOACC), Central Ohio Chambers of Commerce, Southern Ohio Chamber Alliance (SOCA), Dayton Area Chamber, and the Youngstown Warren Regional Chamber have collaborated to create 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.

More than 270 Chambers of Commerce in the state of Ohio have 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

Find out more today. To learn more about the SOCA Benefit Plan and its many advantages, call 1-844-MED-OHIO or visit [844MedOhio.com](http://844MedOhio.com), or ask your Chamber of Commerce for a referral to a participating broker.





The Eastern Lake County Chamber is proud to announce an enhanced partnership with CardConnect, a leading provider of credit card and ACH / check processing services.

CardConnect and the Eastern Lake County Chamber have put together a special “members only” program that is guaranteed to reduce the cost of your monthly processing expenses while improving your level of service and support.

Processing payments and managing your merchant account doesn’t get any easier than CardPointe, CardConnect’s revolutionary payments platform that transforms the way your business manages transactions. CardConnect makes accepting payments simple, secure & reliable.

### **Payment Processing:**

The Eastern Lake County Chamber Merchant Services Program powered by CardConnect makes it easy and affordable to accept credit cards, debit cards and other electronic payments from your customers.

**Why do I need it?** This program offers best-in-class security while saving you an average of 27 percent on processing fees through negotiated Eastern Lake County Chamber pricing. Their dedicated team knows member needs and offers several features that will simplify your payment processing, including:

- **100% PCI and HIPPA Compliant.**
- **CardPointe Platform:** From customer interactions to transaction reports, CardConnect's complimentary, browser-based transaction management tool is an all-inclusive control center.
- **Real-Time Transaction Management:** When using any of CardConnect’s payment acceptance products, you can see all transactions in CardPointe in real-time. You also have the ability to void, capture and refund, even from your mobile device.
- **Point-to-Point Encryption:** Sensitive payment data is instantly encrypted the moment a customer's card is swiped, meaning it never hits or is stored within your system. With the P2PE plug-and-play terminal, secure every transaction while accepting cards with magnetic stripes and EMV chips, as well as NFC payments, with peace of mind.
- **Patented Tokenization:** Tokenization replaces sensitive payment data with a unique identifier known as a token, which renders cardholder data unreadable and therefore useless to hackers.
- **Virtual Terminals:** Securely accept credit cards and eChecks with a powerful terminal, right from your browser.
- **Mobile App:** Extend the benefits of the CardPointe platform to your mobile device, which can include hardware to swipe or dip credit cards.
- **Additional Detailed Features:** PCI Compliance Management, Statement Archive, eCheck/ACH Processing, Secure Patient Profiles, Multi-Location Processing, Recurring Billing, QuickBooks Plugin, and Custom Reporting.

**Interested?** Find out how much you can save with CardConnect's Free Savings Analysis. The process is easy and confidential, simply:

1. Fax two months of your current processing statements to 484-581-1638 and a CardConnect team member will contact you with the results comparison within 1-2 business days.
2. To learn more about the Eastern Lake County Chamber enhanced member benefit program, contact CardConnect at (440) 488-6650 or via email at [jnterranova@cardconnect.com](mailto:jnterranova@cardconnect.com).

# *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.

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for more information.*

## **Cleveland Office**

1468 W. 9th St. • Ste 135 • Cleveland, Ohio 44113 • 216.861.4211

## **Painesville Office**

60 South Park Place • Painesville, Ohio 44077 • 440.352.3391

# **BUSINESS AFTER HOURS WITH OUR FRIENDS AT THE GENEVA CHAMBER OF COMMERCE**



Join us for a fun and interactive after hours as we play some good old fashion Family Feud with our friends from the Geneva Chamber of Commerce.

5 people per team (**max 10 teams**).

If you don't have a team of 5 that's OK - we're happy to help you with that.

We will have appetizers there for you. Cash Bar.

If you don't want to play you are welcome to join us and cheer on your favorite team!

## **PRIZE FOR THE TEAM THAT TAKES FIRST PLACE!**

**Chalet Debonne**

7840 Doty Road

Madison, OH 44057

**5 to 7:30 pm**

**Thursday, May 3, 2018**









\$20 per person – Cash Bar

REGISTER SOON – LIMITED TO 10 TEAMS



# Eastern Lake County Chamber of Commerce Benefits!

## Our Products

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-  Internet
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-  Managed Services
-  MPLS/VPLS Services
-  SIP Trunking
-  Data Center
-  Cloud IP PBX

Call me **TODAY** at **1.330.835.2243**

## It Pays To Be a Member of the Eastern Lake County Chamber of Commerce...



As an endorsed Ohio-based telecommunications provider to the Eastern Lake County Chamber of Commerce, First Communications is dedicated to providing great value and committed support to its members. We offer strategic services which can help your company grow. Eastern Lake County Chamber of Commerce members will receive our most aggressive rates and see why thousands of other businesses in the Midwest choose First Communications as their business technology solutions provider.

Our customers receive the highest level of customer service in the industry, 24x7x365 support from certified network engineers in our Network Management Center (NMC), as well as support from our 24x7x365 Care and Repair Center. We also offer data center colocation services at our state-of-the-art environmentally controlled facility that guards your business communications with both physical and virtual protection.

It pays to be a part of the Eastern Lake County Chamber of Commerce when you receive services from First Communications. Contact me today and see how First Communications can take your business technology further.

**Kevin Rossi | Account Executive**

Direct: (330) 835.2243 Email: [krossi@firstcomm.com](mailto:krossi@firstcomm.com)

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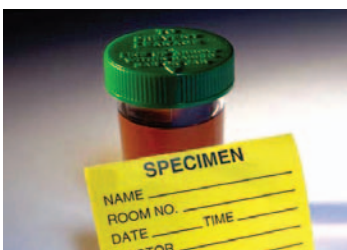
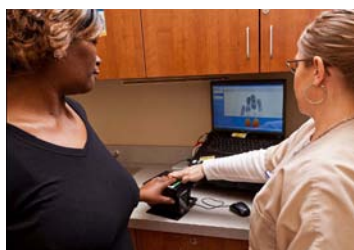




# Occupational Services

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

## 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](http://lakehealth.org) for more information.

# My struggles and reasons why my mom would benefit and thrive in a care community.

Transitioning my mom to a care community such as the Lantern can be hard and difficult. Unable to care for my mom or unable to be for her when she dearly need me the most makes me vulnerable and guilty. It is heart breaking! No one can love and care for my mom like the way I do. Exploring options to enable my mom to live at her home or at my home is definitely therapeutic and beneficial. However, a house cannot be a home unless it contains memories and experiences that my mom can relate to. How often do I as an adult child engage with her, if she lives with me or at her home? Transitioning my mom to a wonderful loving care community could be a gift I give my mom.

A home-care arrangement may not be ideal always, as my mom's home may not be designed for her safety. Environmental barriers such as rugs, floor mats and stairs could be hazardous. Bathrooms without safety designs such as grab bars and railings could place her at risk for increased falls. An environment that fosters human engagement, exercises and activities are crucial for my mom to thrive and live a life that is fulfilling to her. Early into the transition, it can be very hard for her and me. However, by extending time to adjust and acclimate can be an experience she and I may grow to embrace and cherish.

When will my mom be appropriate for a care community? In my mind, if she has one of the following-

1. Requires one on one care for greater than eight hours.
2. **I'm unable to meet my mom's needs timely and appropriately.**
3. My mom requires round the clock care.
4. My mom requires assistance to eat, brush her teeth, and comb her hair, dress, bathe and walk.
5. My mom is losing weight.
6. My mom is not drinking enough fluids and is dehydrated.
7. My mom is unable to live alone due to unknown fear.
8. My mom gets lost in her own neighborhood.
9. **My mom is seeing and hearing things that I'm unable to relate to.**
10. My mom is not taking her medications timely.
11. My mom is buying unwanted stuff and hoarding them.
12. My mom spends most of her time sitting in a couch watching TV with little to no activity.
13. My mom is unable to recall events from her immediate past.
14. My mom has incontinence issues.
15. **I'm constantly concerned and worried about my mom's safety and wellbeing.**
16. **I'm emotionally drained and unable to emotionally care for my mom.**
17. When mom wanders away from her home.

**By having my mom in a care community doesn't make me a terrible or a bad son.** In no way does it diminish my unconditional love for my mom. Choosing a wonderful care community for her is like her choosing a great school or a college for me. Sacrificing her own happiness, she loved and provided for me. Now it is my chance to give her what is fulfilling for her. Enabling her to live a life that is childlike filled with innocence and no worries of tomorrow.

Jean Makesh, CEO

Lantern Group

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

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

You Tube: <https://www.youtube.com/user/lanternofmadison>

FB: <https://www.facebook.com/jeanmakesh>

Twitter: @MakeshJean



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*Mortgage Loan Originator*

NMLS# 697500

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o: (216) 239-5818 | c: (440) 725-3635

wstarr@ffl.net

**FFL.net**   

\*All loans subject to credit and underwriting approval. Certain fees and restrictions may apply or other terms and conditions may apply.



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## 2018 REGISTRATION INFORMATION

Join us March 3rd and 4th 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.

### 2018 DATES

**Move in and set up:** Friday evening, March 2nd - 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 dates and times:** Saturday, March 3rd, 10am to 6pm

Sunday, March 4th, 11am to 4pm

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. 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 15, 2017**

**Exhibitor and Giveaway Bag registration and payment is needed by February 12, 2018**

**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)

Hosted By:

In Partnership With:

Premier Sponsors:



**GREAT LAKES  
MALL**



For info contact Linda Reed.





Saturday, March 3rd • Sunday, March 4th

## 2018 REGISTRATION FORM

☐ **YES, I will be a Sponsor @\$575**

- 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 @\$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 15, 2017**

**Exhibitor and Giveaway Bag registration and payment is needed by February 12, 2018**

**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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any tax service



LHS

Refer a friend, get

***\$25 off***  
any tax service



LHS



At Lakeland Community College • April 20, 2018

## Call for Vendors

Register early to guarantee your booth at this county-wide small business event. Visit and network with businesses from across the county during the EXPO. Plus, take advantage of attending three different small business learning sessions on topics covering sales, marketing and more.

### Chamber Members

6-foot table ..... \$200  
12-foot table ..... \$350

### Non-Members

6-foot table ..... \$300  
12-foot table ..... \$450

*Vendor tables include 2 chairs, 2 lunches and breakfasts  
and wireless network access*

### Event Schedule

Set Up ..... 7-8 a.m.  
Registration ..... 7:30 a.m. - 1 p.m.  
Keynote Kickoff Breakfast ..... 8-8:45 a.m.  
EXPO Trade Show Area Open ..... 8:45 a.m. - 1 p.m.  
Sessions ..... 10-10:45 a.m. and 11-11:45 a.m.  
Networking Lunch ..... noon - 1 p.m.

**Deadline:** March 9 for sponsors and vendors.

**Sponsorships and program ads available.**

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_  
Attendee Name #1 \_\_\_\_\_ Attendee Name #2 \_\_\_\_\_

**Chamber Members:** ☐ 6-foot table – \$200 ☐ 12-foot table – \$350

**Note: preregistration is required for this event**

**Non-Members:** ☐ 6-foot table – \$300 ☐ 12-foot table – \$450

**Payment option:** ☐ My check is enclosed ☐ Please charge card  
**Mastercard Visa American Express Discover (circle one)**

Name: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

CV#2: \_\_\_\_\_ Billing Street #: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

**Drop off or Mail Registration Form to:**  
Lake County Chambers of Commerce  
One Victoria Place, Suite 265 A  
Painesville, OH 44077

**Members may also register online at [www.lakecountychambers.com/bizexpo](http://www.lakecountychambers.com/bizexpo)**

# Sponsorship Opportunities

## Exclusive Presenting Sponsor: \$2,000 (1 Sponsor)

- Premier placement of your exhibit booth and complimentary double booth
- Your logo on registration form as "Presenting Sponsor," logo on all promotional Expo material and program
- Sponsor of keynote speaker which includes a two minute introduction of your business
- Full-page ad in Expo program
- Your promotional material included in guest tote bag

## Gold Sponsor: \$1,000 (2 Sponsors)

- Premier complimentary booth space
- Sponsor of one workshop session which includes a two minute introduction of your business
- Your logo on registration form as "Gold Sponsor," logo on all promotional Expo material and program
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

## Registration Desk Sponsor: \$1,000 (1 Sponsor)

- Registration desk exhibitor booth at entrance of expo
- Your logo as registration form as "Registration Desk Sponsor," logo on all promotional Expo material and program
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

## Passport Sponsor: \$1,000 (1 Sponsor)

- Exhibitor booth
- Your logo predominantly placed on all passports handed out to participants
- Your logo on registration form as "Passport Sponsor," logo on all promotional Expo material and program
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

## Lanyard Nametag Sponsor: \$1,000 (1 Sponsor)

- Exhibitor booth next to registration desk
- Your logo on all nametags
- Your logo on registration form as "Nametag Sponsor," logo on all promotional Expo material and program
- One half-page ad in Expo program
- Your promotional material included in guest tote bag

## Best Booth Award Sponsor: \$750 (1 Sponsor)

- Exhibitor booth
- Your logo on registration form as "Award Sponsor," logo on all promotional Expo material and program
- Votes for best booth are collected at your table, award displayed at your table
- You introduce your company as award sponsor and announce award winner during networking lunch
- Your promotional material included in guest tote bag

## Media Sponsor: \$1,000 (6 Sponsors)

- Exhibitor Booth
- Your logo on registration form as "Media Sponsor," logo on all promotional Expo material and program
- One half-page ad in Expo program
- Your promotional material included in guest tote bag



## Event Bag Sponsor: \$500 (1 Sponsor)

- Exhibitor booth
- You provide 300 cloth tote bags with "Lake County Small Business Expo" with your logo
- Your logo on registration form as "Event Bag Sponsor," logo on all promotional Expo material and program
- Your promotional material included in guest tote bag

## Raffle Prize Sponsor: \$500 (1 Sponsor)

- Exhibitor booth
- You provide raffle bowl and six \$50 gift cards, one to be raffled off each hour of the expo, announcing your sponsorship with each hourly drawing
- Your logo on registration form as "Raffle Prize Sponsor," logo on all promotional Expo material and program
- Your promotional material included in guest tote bag

## Exhibit Sponsor Table: \$200

### Non-Chamber Member: \$300

- Includes one six-foot table or one double table (12 feet) in Expo hall to promote your product/service

## Exhibit Sponsor Double Table: \$350

### Non-Chamber Member: \$450

- Includes two six-foot tables in Expo hall to promote your product/service

## Program Ad: \$150 for full-page/\$75 for half-page



# Lake County Small Business



At Lakeland Community College • April 20, 2018

## Attendee Registration Form

Visit and network with businesses from across the county during the EXPO. Plus, take advantage of attending three different small business learning sessions on topics covering sales, marketing and more.

### Chamber Members Registration Fee

With continental breakfast and lunch ..... Free

### Non-Members Registration Fee

With continental breakfast and lunch ..... Free w/ business card

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee Name #1 \_\_\_\_\_ Attendee Name #2 \_\_\_\_\_

**Chamber Members:** ☐ With continental breakfast and lunch – Free

**Note: preregistration is required for this event**

**Non-Members:** ☐ With continental breakfast and lunch– Free w/ business card

**Drop off or Mail Registration Form to:**

Mentor Area Chamber of Commerce  
6972 Spinach Drive, Mentor, Ohio 44060  
440.255.1616 • FAX: 440.255.1717

Members may also register online at [www.lakecountychambers.com/bizexpo](http://www.lakecountychambers.com/bizexpo)

# Save The Date!

**July 19, 2018**

## **Putt Putt Tournament at Red Mill Golf Practice Center**



### **Sponsorships Available:**

#### **Hole Sponsors will receive:**

Company Logo on sign at the Hole

Cost: \$50.00

#### **Registration Sponsors will receive:**

Sign at the registration table

Cost: \$100.00

#### **Event Sponsors will receive:**

Table in Registration area to network with guests & promote your business, along with a sign at the Club House.

Cost: \$300.00

## **August 3, 2018 - Golf Outing at Fowlers Mill**



**Many Sponsorship Opportunities Available – contact the chamber office for details**

## **October 6, 2018 - Road Rally**



**Sponsorship Opportunities Available – contact the chamber office for details**

## POP UP PAINESVILLE – WINTER SERIES

Come to Painesville Furniture & Carpet on Thursday, February 1<sup>st</sup> to help kick off the Winter Series of Pop Up Painesville! There will be Live Music and Door Prizes - bring your business card. Slyman's Food Truck will be on site - come with your appetite.



**Painesville Furniture & Carpet**

83 South State Street

Painesville, OH 44077

**Thursday, February 1, 2018**

**11:00 am to 1:00 pm**



## **2018 LEAF Reverse Raffle**

Saturday, March 10, 2018 - 6:00 p.m.

Quail Hollow Resort

Presenting Sponsor:



**\$2,000 Main Board  
Sideboards for Scholarships  
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...and more!**

\$75.00 per person includes  
dinner and Main Board number

For reservations: 440.525.7095  
or contact [jphillips@leaf-ohio.org](mailto:jphillips@leaf-ohio.org)



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NOACC/CRAD 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](http://www.lgrc.us)





## LAKE COUNTY SAFETY COUNCIL

**Date:** Friday, February 9, 2018

**Topic:** Emergency Response and Preparedness

**Speaker:** Cliff Smith, Eckart Americas

**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



## FUTURE EMERGING LEADERS OF LAKE COUNTY

**Date:** Thursday, February 15, 2018

**Time:** 5:30 pm to 7:30 pm

**Place:** Billy's Martini Bar,  
7338 Industrial Park, Mentor

**Speaker:** Stacey Rodgers, Work Life Balance

**Visit our website for a list of upcoming  
events:** [www.lakecountyfuel.com](http://www.lakecountyfuel.com)



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