

Chamber News

March 2017



Eastern Lake County
Chamber of Commerce

Let's Talk About Workforce Development

THURSDAY, MARCH 23, 2017

11:30 am to 1:00 pm

Lakeland Community College East Branch

201 Water Tower Drive, Madison

Cost: \$20 per person

48 hour cancellation policy , no shows will be billed

RSVP: Online www.easternlakecountychamber.org
or by calling 440-357-7572 by March 17, 2017

Moderated by:

Dr. Brian Bontempo,
Superintendent of the Lake County
Educational Service Center



Panel Members:

Auburn Career Center – Superintendent Margaret Lynch
Lake Erie College – Dr. Brian Posler
Lakeland Community College – Gretchen Skok DiSanto
Perry High School – Amy Harker



Workforce development, an American approach to economic development, attempts to enhance a region's economic stability and prosperity by focusing on people rather than businesses. It essentially develops a human-resources strategy. Work-force development has evolved from a problem-focused approach, addressing issues such as low-skilled workers or the need for more employees in a particular industry, to a holistic approach considering participants' many barriers and the overall needs of the region.

Work-force development has historically occurred in two forms: place-based strategies that attempt to address the needs of people living in a particular neighborhood, and sector-based strategies that focus on matching workers' skills to needs in an industry already present in the region.

Across both approaches, themes for best practices have emerged. Successful workforce development programs (WDPs^[1]) typically have a strong network of ties in a community, and are equipped to respond to changes in their environments. Additionally, they take a holistic approach to the problems faced by participants.

Welcome!

New Chamber Members

PHYSICAL THERAPY NOVACARE REHABILITATION DANA KREJCI

774 South Broadway
Geneva, OH 44041
440-466-5156

www.novacare.com

Description: NovaCare Rehabilitation is...Keeping America on the Job! In 2015, approximately 2.9 million U.S. workers experienced work-related injuries. And, more than 34 percent of working Americans suffered ergonomic injuries requiring days away from work. Through the WorkStrategies® Program, we partner with companies and others to reduce the frequency and severity of injuries and reduce the total workers' compensation spend. We can show you how.

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.

Welcome to the Eastern Lake County Chamber of Commerce!

2017 Board of Directors

Executive Board of Directors

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

Board of Directors

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

Legal Liaison

Neil Conway Conway Land Title

Chamber Staff

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

Mission Statement:

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

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

Painesville City
Painesville Township
Perry Township
Perry Village



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

Coffee Contacts™

NETWORKING GROUP

FREE perk with your membership



This is a great opportunity to network! Every member gets 30 seconds to say whatever you want about your business. Members can bring business cards, literature, flyers, and a door prize to promote your business and keep the event fun.

Thursday, March 2, 2017

8 to 9 am

**Hosted by: Deepwood Industries & Laketrans
555 Lakeshore
Painesville Township**

Thursday, March 16, 2017

8 to 9 am

**Lake County Captains
35300 Vine Street
Eastlake**



Wednesday, March 22, 2017

8 to 9 am

**Callaway's Bar & Grille
6666 Chapel Road
Madison**

Wednesday, April 26, 2017

8 to 9 am

**Geneva Shores
60 West Street
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.

Members NEWS

St Patrick's Day Youth Overnight Fun



Lake County YMCA East End is hosting a Youth Overnight for children ages 6-12 from Saturday, March 18 to Sunday, March 19.

“While kids are enjoying swimming, playing games, and having fun with their friends at the Y, parents can get out for a date night or enjoy a quiet evening at home,” said Greg

Church, Program Director at the Lake County East End Y.

Registration is \$20 Y members and \$30 program members. Additional sibling discount, each child is \$15/\$25. Children may be dropped off at the East End Y Saturday, March 18 at 8:00 pm and picked up on Sunday at 9:00 am. Youth will be supervised by Y staff and teen Leaders.

To register for the St Patrick's Day Youth Overnight, contact Lake County East End Y at 440-428-5125 or visit www.lakecountnymca.org.

Madison Kiwanis Father Daughter Dance

Create Memories that will last a lifetime! This event will take place on Friday, April 28, 2017 from 7 to 9pm at Madison High School. There will be Dancing, Complimentary photo, and Raffles.



Cost to attend is \$15 presale; \$20 at the door; \$5 additional child. Max out of pocket per family \$30.

Tickets are available at all Madison Elementary Schools or you may email Dr. Michael Baker at baker1848@gmail.com



MARCH IS BUSINESS MONTH AT MADISON LIBRARY

Don't keep your business a mystery! Advertise all through March at the Local Business Fair at Madison Public Library and participate in Business Day on Tuesday, March 28th. Throughout the month, the library will highlight businesses in Madison and the surrounding area. All local businesses, large or small, are invited to participate at no charge.

To participate, drop off a poster board-sized or smaller poster to advertise your talents, products and services during library hours on Wednesday through Saturday, February 15th to February 18th. Business cards, coupons, pens, pencils, etc. may be included on the poster. See the Library website for more information at www.madison-library.info.

Business Day 2017 is on Tuesday, March 28th, from 5:30 to 7:30 p.m. when you can meet with patrons one-to-one and promote your business. Friends of Madison Public Library provide refreshments for all. Register through the website or call 440-428-2189.



Breakfast with Attorney General Mike DeWine

Date: Tuesday, March 14, 2017

Time: 8:00 am

Place: Madison Township Hall, 2065 Hubbard Road, Madison

Cost: \$5 chamber members; \$10 non-chamber members

**RSVP by: 3/8/17 online at
www.easternlakecountychamber.org or by calling 357-7572**



Breakfast with our Lake County Commissioners

Date: Friday, April 28, 2017

Time: 8:00 am

Place: Painesville Township Hall, 55 Nye Road, Painesville Township

Cost: \$5 chamber members, \$10 non-chamber members

**RSVP by: 4/21/17 online at
www.easternlakecountychamber.org or by calling 357-7572**

HOME & Lifestyle EXPO

at
Great Lakes Mall
in Mentor

Saturday
MARCH 4
10am - 6pm

Sunday
MARCH 5
11am - 6pm

- Chance to Win A \$500 Mall Gift Card & Outdoor Playhouse
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- Remodeling Ideas
- Create Your Own Fairy Garden

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For more info: www.LakeCountyChambers.com



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Eastern Lake County
Chamber of Commerce
One Victoria Place, Suite 265A
Painesville, OH 44077

Join us for a fun evening of
networking with our new members!

Thursday, March 30, 2017

5pm - 7pm

Rider's Inn

792 Mentor Avenue, Painesville

Cost: New Members 2016 FREE
Members and Non Members \$20

Includes: Heavy Appetizers and a
Complimentary (Alcoholic) Drink Ticket

Sponsored by:



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Reservations are required, space is limited.

RSVP by March 20, 2017

Call 440-357-7572 or online easternlakecountychamber.org



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Eastern Lake County Chamber of Commerce Social Media Photo Contest

#ChamberClient

Participation: Participants must be a chamber member. New members at any point during the contest are welcome to enter.

Rules: Take a photo of you (your staff) and a customer. Post your photo(s) to Facebook, Instagram, and/or Twitter and make sure to tag the Eastern Lake County Chamber of Commerce AND use hashtag #ChamberClient. The more photos you enter, the better chance you have of winning.

Winners: Two winners will be chosen on August 31, 2017. One winner will be chosen at random from the photos entered, so make sure to keep sending photos often for your best chance of winning. One winner will be selected based on the best photo entered throughout the contest. The more creative, the better.

Winners will receive:

Chamber Member \$300

Your Customer \$100

Be Creative! Be Inspiring!
We want to see your best shot!



adventure



#ChamberClient

P H O T O C O N T E S T

Enter to win \$300 for you and \$100 for your client!

www.easternlakecountychamber.org



Golden Retrievers in Need Rescue Service, Inc. (G.R.I.N.) is a non-profit, 501(c)(3) organization totally staffed by volunteers and have over 600 active members. We serve Northeastern Ohio and many outlying surrounding areas that do not have a local golden rescue.

Goldens come to us from various sources including shelters, pounds, strays and owner surrenders. G.R.I.N. is served by a Board of Trustees who are elected each year and are responsible for various teams within our organization. Our IFA Team is responsible for intake, foster homes and adoption for each G.R.I.N. golden. They work with our local vet partners to ensure that every G.R.I.N. dog has the necessary medical attention that is needed including all shots and preventative medicines as well as spayed or neutered before being placed in a forever home. To date, we have placed approximately 2,600 goldens in their forever homes



Date: Friday, March 17, 2017

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

Place: Villa Croatia – Event Venue & Party Center

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

Speaker(s): TBD

Topic: Identifying Symptoms that Might Lead to Crisis
(i.e. Mental Health and Domestic Violence)

RESERVATIONS: Register online at
www.councilnews.org

RSVP DEADLINE: Monday, March 13, 2017

SPONSORS: HZW ENVIRONMENTAL
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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.

THURSDAY, MARCH 16, 2017

5:30-7:30

Place: Sol

38257 Glenn Avenue, Willoughby, OH 44094

Speaker: Stacey Rodgers speaking on Strategic Networking

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www.lakecountyfuel.com

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Date: March 1, 2017

Time: 8:15am-9:30am

Place: Atlas Cinemas, 7860 Mentor Avenue, Mentor

Facilitator: Lucille Brown, MT-BC; Owner of Sound Inspirations Music Therapy

Topic: Creating Harmony in Business Relationships – Stretch your comfort zone with new networking techniques.

RSVP: By Monday, February 27 online at www.lakekidzbiz.com under “Events” or call 440-974-1198
(ProMark Enterprises / Lake Kidz Biz Member)

Lake Kidz Biz is an organization under the Lake County Chambers of Commerce.

On January 30, 2017 Governor Kasich unveiled his budget proposal for fiscal years 2018 and 2019. The highlights of the taxes in the draft budget are: A) a significant increase in the state base sales tax from 5.75% to 6.25%; B) an increase of the state's cigarette and other tobacco products tax to \$2.25 per pack; C) increase in the taxes on alcohol products; and D) a new application of the sales tax to a list of services that had not previously been taxed including: cable television services, lobbying services, repossession services, landscape design, interior design and decorating, travel agent and other travel services, and not medically required cosmetic surgery. It is unclear how the Governor arrived at this specific list of new services to tax.

This is not the first time that the Governor has proposed expansion of services subject to the sales tax. In his proposal for the current budget cycle he had proposed taxes on nearly all services, including professional fees, which was completely gutted by the Ohio Legislature ultimately not allowing any services to be taxed. There is already opposition to this new scaled back services tax plan in the Legislature.

In an article for Cleveland.com¹ author Rich Exner detailed the average cost that the Governor's tax proposal would have on an average family of four (4) concluding that a typical Ohio family would spend \$70 more per year due to these new taxes and tax increases paying even more where a large purchase is made. Families with smokers would be hit even harder. It is worth pointing out that this sales tax rate increase is before any county sales taxes. If this is made law, Lake County's tax rate would be 7% and Cuyahoga County's 8%.

These sales taxes would be counterbalanced by a reduction in State income taxes moving from the current nine (9) tax brackets to five (5) with the highest tax bracket being capped at 4.75% in 2017 and 4.33% in 2018. The Governor's office anticipates that the new sales taxes will generate \$707,300,000 in revenues to the State which would off-set reduced revenue from the lower income taxes.

The scope of the effect of these new sales taxes and income tax reductions to Chamber members is unclear. There are likely Chamber members businesses that will be required to collect these sales taxes for the first time creating a new obligation for those businesses. Other business may see "sticker shock" to the bottom line bill from customers not keyed in to the new tax increases. Everyone will feel the sting of having to pay more for taxable items. Drinkers and smokers would hurt more.

As the Legislature digs into this budget proposal over the spring it will be interesting to see what proposals survive, if any. The budget is set to be signed by the Governor on June 30, 2017. If Chamber Members feel strongly about any of these proposed budget issues they should reach out to their State Senators John Eklund or Kenny Yuko and House Representatives John Rogers or Ron Young.



Joshua J. Strickland joined Dworken & Bernstein in 2010 and practices primarily in the firm's business transactional department and the firm's commercial and residential real estate department. Josh focuses his practice in the areas of general business including formation, mergers and acquisitions, financing, employee relations, commercial transactions, intellectual property, construction development, and sales. His residential and commercial real estate practice includes sales, leasing, zoning, land use, oil and gas, environmental law and real estate, eminent domain and taxation. Josh also represents both Indian tribes and developers throughout Indian Country in various types of commercial transactions including commercial development, alternative energy, oil and gas, and gaming.

Josh is a classic car owner, loves to cook, is an avid sports fan.

¹ http://www.cleveland.com/datacentral/index.ssf/2017/01/what_would_gov_john_kasichs_sa.html

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2017



HEROES UNITE

March 26th

April 2nd

& 9th



Bowl for Kids' Sake is about having fun to help kids continue on a positive path.

The Bowl-A-Thon brings together over 300 members of our community and many companies and organizations to raise over \$50,000 for children in Ashtabula, Geauga and Lake counties.

By supporting Bowl for Kids' Sake, you can start something in our community— more Bigs and Littles can be paired up, more friendships can be gained, and improved outlooks on life can be started.

Sign up today and tell your family, friends and co-workers. Raise pledges and come join the celebration at your local lanes!

Corporate Champions

There are a variety of event sponsorship and company match opportunities available. Companies are encouraged to form teams to raise pledges to cover sponsorship fees through the Corporate Champion Sponsorship program. Please visit <https://bbbsneo.ejoinme.org/bowlforkids> or contact us for more information.

For more info or assistance please contact BBBS at 440-352-2526

Email Samantha : sjones@bbbsneo.org

We have made a difference, studies show that children who have a Big Brother or Big Sister are: 46% less likely to begin using illegal drugs
27% less likely to begin using alcohol
52% less likely to skip school
33% less likely to exhibit violent behavior



Lake Shore Lanes, Ashtabula

Sunday, March 26th 1:00pm & 3:30pm

Ernst Lanes, Chardon

Sunday, April 2nd 1:00pm

Game of Mentor, Mentor

Sunday, April 9th 1:00pm

www.bbbsneo.org



REGISTER!

Visit bbbsneo.org & create your fundraising webpage or mail registration form to BBBSNEO



GOAL!

We suggest a goal of \$500 but some teams much more! Each bowler is asked to raise a minimum of \$75.



RECRUIT!

Find friends, family or co-workers who will help you exceed your fundraising goal



RAISE MONEY!

Be creative! Fundraise via email, social media, or door to door



FUN!

Join us at the bowling lanes to celebrate your incredible support

Prizes & Recognition to individuals raising the most money!
Each team member will receive a Bowl for Kids' Sake T-Shirt.

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Tim Flenner
VP, Commercial Banker

Andrew Meinhold
SVP, Market Manager

Eryn Medved
VP, Commercial Banker

Allen Weaver
VP, Commercial Team Leader

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COMPANY OVERVIEW

Assets: **\$2.5 billion**

Deposits: **\$1.9 billion**

Capital: **\$200 million**

Employees: **Over 450**

Customers: **Over 74,500**

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KPH Global Trade,
Kent State University CAEST
and NEOTEC present:

Global Shipping Update

Documentation, Compliance and More

Wednesday, April 5, 2017, from 8:30 a.m. to 3:45 p.m.

* Holden University Center at Lakeland Community College, Kirtland, Ohio * Cost: \$85



College of Applied
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and Technology



Join us for an informative seminar on all of the relevant information regarding shipment of products including guidance from actual ocean carriers, insurance providers, and trucking companies. Freight forwarders will provide information on the completion and interpretation of the correct documentation for export and import documents. Hear from U.S. Customs on how to comply with import and export regulations. In addition, learn how a Foreign-Trade Zone could assist your business, defer various fees and duties or eliminate them altogether.

The Port of Cleveland will also discuss how the Port has become essential for the region, the types of services they provide and how to utilize this important resource.

Thank you to our Sponsors

Rohlig Logistics, Mohawk Global Logistics, Port of Cleveland, ZIM Lines, Avalon Insurance and Polaris Transport

Supporting Organizations

U.S. Commercial Service, U.S. Customs, Lakeland Community College, Lake County Port Authority, Lake County Development Council, British American Chamber of Commerce, Ohio Aerospace Institute

REGISTER AT: <https://www.eventbrite.com/e/everything-you-need-to-know-about-logistics-and-shipping-your-products-tickets-31653264767?aff=es2>



U.S. Customs and
Border Protection



AGENDA

8:00 Registration

8:30 to 8:40 Welcome and Introductions with Kim Holizna

8:40 to 9:30 Ocean Carriers, ZIM Lines: What happens when you ship ocean, import and export

9:30 to 10:00 Polaris Transport: Moving freight internationally

10:00 to 10:30 Avalon Insurance: Why you need insurance and/or bonds and how it relates to Incoterms®

10:30 to 10:45 Break

10:45 to 11:30 Rohlig Logistics: Export/import documentation, compliance as it relates to documents, Incoterms®

11:30 to 12:15 Mohawk Global Logistics: Classifications for exports and imports, Harmonized Tariff System vs. Schedule B

12:15 to 1:00 Lunch

1:00 to 1:30 NEOTEC: Overview of Foreign-Trade Zone Program

1:30 to 2:00 Port of Cleveland: Update on their services and importance of a local port

2:00 to 2:15 Break

2:15 to 3:00 U.S. Customs: Customs clearance process, non-compliant documents, role of Customs in exports, liquidations, Centers of Excellence updates

3:00 to 3:45 SBA loan programs, assistance for small business exporters, trade finance programs, role of international bankers

3:45 Wrap Up, Questions and Networking

KPH Global Trade Check Registration Form Below:

Cost: \$85 (Discounted rate of \$70 for Lake County companies and members of the British-American Chamber of Commerce and Ohio Aerospace Institute)

Name: _____

Title: _____

Company: _____

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Make Check Payable to KPH Global Trade and mail to:

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Aeronautics and Technology Bldg., Room 2025

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Kent, Ohio 44242-0001

Questions? Contact Kim Holizna at 216-577-1235 or
kholizna@kphglobaltrade.com



Lakeland's Associate of Arts (AA) or Associate of Science (AS) degree has opened the doors of opportunity for more than 26,000 graduates since the college was founded in 1967. Now you can add your name to that list by completing your AA or AS close to home at Lakeland East in Madison.

Students who want to earn a Bachelor of Arts and/or Bachelor of Science degree often begin with an associate degree before transferring to a four-year college or university, saving both time and money!

The requirements for the AA and AS degrees also satisfy all requirements for what is known as the Ohio Transfer Module (OTM). The OTM consists of credit hours in introductory English, mathematics, arts/humanities, social science, and natural science courses. These courses are guaranteed to transfer to state colleges and universities in Ohio.

Associate of Arts Concentration Areas:

- art, music and modern languages
- business and economics
- education
- English, journalism and communication
- geography
- history, political science
- psychology, sociology and social work

Associate of Science Concentration Areas:

- biology (life science/environmental science)
- biology (pre-professional, for example: pre-med, pre-veterinary, pre-physician's assistant, etc.)
- chemistry
- engineering
- geosciences
- mathematics
- physics

In addition to the general transfer AA and AS degree, Lakeland offers associate degrees in areas of applied studies. For a complete list of degree programs, visit lakelandcc.edu/catalog.

Benefits of an AA or AS degree



Save money



Earn credentials



Transfer seamlessly



Feel accomplished



Transfer Center

If you are planning to transfer to a four-year college or university after attending Lakeland, the Transfer Center is your resource for:

- Four-year college and university research including: catalogs, majors, applications and recruiter appointments.
- Ohio Transfer Module.
- Course articulation information.
- Career interest inventories.

Holden University Center

The Holden University Center of Lakeland Community College allows students to earn bachelor's or graduate degrees from one of the partnering colleges or universities while staying close to home. Partner institutions offer more than a dozen degree programs. Visit lakelandcc.edu/uc.

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Mon.-Fri., 8 am-9 pm
Sat. & Sun., 9 am-5 pm

**Painesville
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74 South Park Place
Painesville, OH 44077
440-354-3887
Mon.-Fri., 9 am-5 pm

**Willowick Campus
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29804 Lakeshore Blvd.
Willowick, OH 44095
440-585-3322
Mon.-Fri., 8 am-9 pm
Sat. & Sun., 9 am-5 pm

**Madison Campus
Quick Care Center**
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440-428-8256
Mon.-Fri., 8 am-6 pm
Sat., 9 am-5 pm

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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!"



Preserving the Strength of Our Community's History, and Our Clients Financial Future



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the Eastern Lake
County & Mentor Area
Chambers of
Commerce**

WORKSHOP



Learn ways to improve the performance of your business by joining us for a series of workshops on topics especially relevant to smaller

businesses.

Dates: See below – register for one, two, three or all four

Time: 7:30 am to 9:30 am - All workshops will begin with a light breakfast

Place: Holiday Inn Mentor

7701 Reynolds Road

Mentor

Cost per Workshop: \$10 Chamber Members (max 40 people per session)

RSVP: RSVP online at www.easternlakecountychamber.org or by calling 440-357-7572 at least 4 days prior to event date.

1. Tuesday, May 2, 2017 - The 4 Ways to Grow Your Business

It may sound simplistic, but there are really only four fundamental ways to grow your business and make it more valuable. Find out about each.

2. Tuesday, May 9, 2017 - Approaching Marketing Strategically

A business may survive with poor records, insufficient finance, or a lack of management skills, but it can't last long without customers. Marketing is what helps make the phone ring.

3. Tuesday, May 16, 2017 – Sustaining a Competitive Advantage

How to perform a competitive analysis of a business and develop a differentiation strategy.

4. Tuesday, May 23, 2017 – Working on, Rather Than in, Your Business

Businesses often fail to reach their full potential because their owners spend too much time as a business worker and not enough time as a business manager and promoter.

Sponsored by:



Ohio Workers' Comp Rates Affecting Your Bottom Line?

Save More Now!

As a state funded employer, it is recommended that your organization annually review the alternative rating/premium discount programs available through the Lake County Chambers of Commerce's program which is administered by CompManagement, Ohio's leading third party administrator in workers' compensation.

As part of our member benefit program, you may utilize the expertise of CompManagement's colleagues to review your policy and determine the programs that may garner the most savings while keeping in mind your risk tolerance.

For over 30 years, CompManagement has provided powerful, clear workers' compensation solutions that have enabled those employers utilizing their services to annually save over \$120 million combined in workers' compensation premium paid.

By simply requesting a free, no-obligation analysis, CompManagement will review your organization for qualification into programs such as Group Rating and Group Retrospective Rating that offer discounts ranging from 15 – 53%. In addition, their experts will offer suggestions for participation in other programs that can be stacked together to maximize your savings.

To request a free analysis online from CompManagement, simply [click here](#) to complete the required Temporary Authorization to Review Information (AC-3) form. If you would prefer to speak to a CompManagement representative directly, please call (800) 825-6755, option 3. Representatives are available to offer more details about the programs offered as well as complete your request for an analysis.

For more information about CompManagement, you may visit their website at www.compmgt.com, follow them on Twitter (@compmgt) or connect with them on LinkedIn.



Together
we can
make a
difference!

Become a BIG!

Find out more at:

www.bbbsneo.org



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

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

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

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



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

NOACCORAD 01/14

SAVE THE DATE!

**Eastern Lake County Chamber of Commerce Golf Outing
Friday, July 28, 2017 at PowderHorn in Madison**



**\$115 per golfer
includes: Greens
and Cart Fees,
Continental
Breakfast, Hot Dog
at the Turn, Dinner**

Many Sponsorship Opportunities Available:

Breakfast Sponsor - \$350

Turn Sponsor - \$200

Putting Contest Sponsor - \$200

Beverage/Snack Station Sponsor - \$300 (limited to 4)

Hole Sponsor - \$150

Dinner Sponsor - \$500

Golfer Gift Sponsor - \$250



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Looking for new location?

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Painesville OH 44077

Call Eric @ 440.853.5050

Office space with many potential uses. Entire office is approximately 1300 sq ft. Space includes a waiting room, office with private entrance and 3 areas with counters and sinks. Restroom and storage room included.

Newly remodeled with new tile and a fresh exciting color in all offices



2016 -Another successful year for Cleveland SCORE



Cleveland SCORE Chapter 30, an affiliate of the S.B.A, has completed another very successful year. SCORE is a volunteer organization that provides free and confidential mentoring and educational services to Cleveland and the surrounding Counties. These services are offered to entrepreneurs who wish to start or grow their business or a non-profit. If you are interested in being a client or becoming a volunteer go to www.score.org or call the Cleveland office at 216- 522-4194.

During 2016 the Chapter mentored 844 local clients and held 1,202 mentoring sessions. This represents an increase of 76% in new clients and 50% in total mentoring sessions. The Chapter also presented 61 workshops on various business topics that were attended by 1,390 residents. To support this increase in clients the number of Volunteer mentors grew from 38 to 45. According to Mr. Chamberlain, the Chapter Chairman, "the metrics are going in the right direction and economic opportunities seem more attainable". Also, in the most recent Pricewaterhouse survey provided by SCORE National, in 2015 the Cleveland Chapter helped create 227 new businesses and 349 jobs. Per Mr. Chamberlain, because of the increase in services the Chapter provided this past year, "We expect to see higher numbers when the 2016 survey is released".

Another significant achievement in 2016 was the National recognition of our Geauga County client. "Specs 4 Us". This client was the recipient of SCORE Foundation's 2016 Outstanding Innovative Small Business Award. Also, in mid-summer the Chapter Volunteer and Client recognition Banquet was held at Pine Ridge Country Club in Willoughby, Ohio. U. S. Congressman Dave Joyce was the keynote speaker at this event with 70 volunteers, spouses and clients in attendance.

The Chapter also added an office administrator to enhance office efficiency and thus accommodate the increasing number of clients requesting the free mentoring and educational services. To defray the added cost of this office position grants were obtained from SCORE National and The Burton D Morgan Foundation. In 2017 this position will be made possible because of a grant from The Cleveland Foundation.

In October, the Chapter opened a new Branch office in Lorain Ohio to better serve the Lorain County residents. This is the fourth Branch office; the others are located in Huron, Lake and Geauga Counties and a fifth is scheduled for Ashtabula County in 2017.

To close the year out, during the annual operation and performance review performed by the SCORE District Director, Chapter 30 was awarded Platinum status, the highest possible. The Chapter had a good 2016 and looks forward to an even better 2017.



Great opportunity for a low cost entry into the restaurant/pizza business. Was formerly a Georgio's pizza for over 12 years. Great location on the intersection of Hubbard Rd and route 20. All equipment is in working order. Franchising opportunity available. Please call Pete Richmond, Sr for details at 440-667-6119.



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





council of smaller enterprises

As a region, we have enjoyed many gratifying [success stories](#) of late. The GCP is more energized than ever to support your priorities through government advocacy. And, critical tools at our disposal – like the Greater Cleveland Partnership’s Political Action Committee (GCP PAC) – help ensure the collective voice of all our members is heard in state and local government.

The GCP recently unveiled the [GCP PAC 2016 Annual Report](#), a document that summarizes the progress we’ve made to further strengthen the GCP PAC and the impact we can have going forward by collectively pooling our resources together for the betterment of our business environment.

We encourage you to learn more about the importance of the GCP PAC, how it has supported you and your business, to stand with your colleagues, and consider a contribution to the GCP PAC to help protect the gains we’ve made and to create additional opportunities for the future of Northeast Ohio.

[Click here](#) to make a donation to the GCP PAC today.

Our members’ support of our advocacy work comes in many ways. Whether you are an active member of our Government Affairs Council, attend the GCP Public Officials Reception, or volunteer your time in other ways we thank you for your engagement in GCP advocacy. Your participation allows us to make progress on the policy issues that are vital to help foster an atmosphere that allows the business community to achieve success.

[Please consider making your contribution of \\$50, \\$100, \\$500, or \\$1,000 to GCP PAC today, so we can continue to lead the conversation in the development of common sense policy and regulatory reform.](#)

Energy Rebates Now Available

A black rectangular box with a white border. Inside the box, the words "ENERGY REBATE" and "NEWS" are written in white, bold, sans-serif capital letters, stacked vertically.

**ENERGY REBATE
NEWS**

FirstEnergy Corporation has restarted its Energy Efficiency Rebates to incentivize businesses like yours to reduce electricity use. This rebate will improve the ROI on your project and reduce your utility spend. Let our [Energy Team](#) help you take advantage of these new cash rebates. As with previous rebates, these dollars will go fast so it's imperative to get started, let COSE line up quotes and get your business in line to access these rebates. Let's line up your project and determine if your business qualifies for a rebate. Contact Andrew Smyser, Energy Manager at 216-592-2432 or asmysy@gcpartnership.com, for more information.

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

HAPPY
ST. PATRICK'S
DAY!

Mark Your Calendar



3/3/17 – 8:00 am
Legislative Update
Presented by: Congressman David Joyce
\$5 members, \$10 non-members
Venue: ChemMasters

March 4th and 5th 2017
Home & Lifestyle Expo
Great Lakes Mall

3/14/17 – 8:00 am
Legislative Update
Presented by: Attorney General Mike DeWine
\$5 members, \$10 non-members
Venue: Madison Township Hall

3/23/17 – 11:30 am to 1:00 pm
Workforce Development & Higher Education
Presented by: Margaret Lynch, Auburn Career Center
President Brian Posler, Lake Erie College
Amy Harker, Perry Local Schools
Gretchen Skok DiSanto, Lakeland Community College
Venue: Lakeland Community College – East Branch
\$20 per person

4/27/17 – 11:30 am to 1:00 pm
Lake Health: State of the System Address
Presented by: Cynthia Moore Hardy
Venue: Tri Point Campus – Lubrizol Room
\$20 per person

4/28/17 – 8:00 am
Lake County Commissioners Update
Venue: Painesville Township Hall
\$5 members, \$10 non-members

5/25/17 – 11:30 am to 1:00 pm
Putting the “Lake” in Lake County
Presented by: Peter Zahirsky, Director of Coastal Management with the LCPA
& Brenda Culler, ODNR Office of Coastal Management
Venue: Perry Community Center
\$20 per person

6/2/17
Small Business Expo
Lakeland Community College

6/22/17 – 11:30 am to 1:00 pm
The Perspective Directive
Presented by: David Horning, Motivational Comedian
Venue: Hellriegel's Inn
\$20 per person

7/28/17 – 10:00 am Shotgun Start
Golf Outing at Powderhorn

8/10/17 – 5:00 to 7:30 pm
Putt Putt Tournament
Venue: Red Mill Practice Center & Putt Putt

8/24/17 – 11:00 am to 1:00 pm
Countywide General Membership Meeting
Topic: Diversity in the Workplace
Venue: LaMalfa
\$25 per person

9/26/17 – Evening
Candidates event at Madison Public Library

9/28/17 – 11:30 to 1:30
Candidates & Issues Forum with Painesville Rotary
Venue: Quail Hollow Resort
\$20 per person

10/5/17
Manufacturing Expo/Career Fair
Venue: TBA

10/18/17 – Evening
Candidates event at Perry Public Library

10/26/17 – 11:30 am to 1:00 pm
Is it Time to Fire? A Policy Can Burn You. The New Probation and
Unemployment
Presented by: Kate Varholick, Ask Kate
Venue: Chalet Debonne
\$20 per person

11/30/17 – 11:30 am to 1:00 pm
Branding that Generates Awareness & Revenue
Presented by: Katherine Miracle
Venue: Painesville Elk's Lodge
\$20 per person

12/6/17 – 5:00 pm to 7:30 pm
Holiday Mixer
Venue: Cornerstone Brewing Company
\$20 per person

4 part series – Business Tool Box
4 breakfast meetings during May 2017

New Member Reception
March 30th
August 31st

**PLEASE NOTE THAT THIS LIST IS SUBJECT
TO CHANGE. CHECK OUR WEBSITE
WWW.EASTERNLAKECOUNTYCHAMBER.ORG
FOR MOST RECENT INFORMATION.**