



## March General Membership Meeting

Celebrating 50 years, Lakeland Community College is the region's educational institution with the most proactive and responsive programs to address our student's unique needs and our community's workforce priorities. Our Master Plan for Student Success aims to provide even greater opportunities by bringing bold, innovative direction to our program design, degree offerings, facilities construction, building renovations, immersive student experiences, student services, and community partnerships.

Dr. Morris W. Beverage, Jr., President of Lakeland Community College, will welcome the Chamber to Lakeland East and provide important updates on how Lakeland is addressing the challenges in our workforce and working within our community to shape the next fifty years of community college education.

**Date: Thursday, March 22, 2018**

**Time: 11:30 am to 1:00 pm**

**Place: Lakeland Community  
College East Campus,  
201 Water Tower Drive, Madison**

**Cost: \$25 per person**

**RSVP by Friday, March 16th**



*Dr. Morris W. Beverage, Jr.*

## **Breakfast with Congressman David Joyce**



**Washington  
&  
Tax Reform Update**

**Date: Friday, March 12, 2018**

**Time: 8:00 am**

**Place: Riders Inn, 792 Mentor Avenue, Painesville**

**Cost: \$15 per person – OPEN TO CHAMBER MEMBERS ONLY**

**RSVP by: 3/7/18 online at [www.easternlakecountychamber.org](http://www.easternlakecountychamber.org) or by calling 357-7572**

**THANK YOU TO OUR SPONSORS: AT&T, Painesville Furniture & Carpet, Lubrizol, Erie Bank, Lake Geauga Recovery Centers**

### **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



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

# Members NEWS

## **Painesville's Steele Mansion added to Ohio's growing list of AAA Four Diamond hotels**



Twenty Ohio hotels and inns, including eight in Northeast Ohio, have earned AAA's prestigious [Four Diamond awards](#) for 2018.

New to the list this year: the historic [Steele Mansion](#) in Painesville, which opened in late 2015 after a years-long restoration project. The Mentor Avenue inn was nearly torn down by the city after a 2001 fire left it badly damaged.

Today, it boasts 16 guestrooms, two parlors, a library, a conservatory and dining room. It's become a popular local gathering spot and wedding venue.

## **Lake County Free**

**Clinic** invites businesses, schools and other organizations to go 'casual for a cause' and join its *band-AID for LCFC* campaign. Employees or members who participate donate to dress-down (or another incentive) and are given a bandage to wear and show their support for the thousands who struggle to afford or access health and dental care in our community. [Download an information packet](#) or [sign-up online](#) to participate! You may also contact Robin Ott directly at 440.754.0175 or email her at [rott@lakefreeclinic.org](mailto:rott@lakefreeclinic.org)



## **Fairport Harbor Plant parent LyondellBasell named one of the World's Most Admired Companies**

LyondellBasell (NYSE: LYB), the operator of the Fairport Harbor Plant in Fairport Harbor OH, has been named to Fortune Magazine's list of the "World's Most Admired Companies" for 2018. This is a first-time achievement for LyondellBasell, one of the world's largest plastics, chemicals and refining companies.

"Many people do not realize we produce the plastic resin in wire and cabling," said Antero Ortega Velazco, the manager of LyondellBasell's Fairport Harbor Plant. "Although this is a honor for our corporation, our 40 employees that work safely and efficiently to provide this plastic resin locally take pride too in this humbling recognition."

LyondellBasell CEO Bob Patel noted, "This recognition can be 100 percent attributed to our teams in Fairport Harbor, and around the world who are setting the benchmark for excellence in the chemical industry every single day. They are humble, hungry and focused on delivering on the promise of being the best operated, most valued company in our industry."

The list, which is voted on by industry peers, including executives, directors and financial analysts, sought feedback on the company's performance in nine key areas – the ability to attract and retain talent, the quality of management, social responsibility, innovation, quality of products and services, use of corporate assets, financial soundness, long-term investment value and global competitiveness.

# Members NEWS

## Cornerstone IT Achieves a Second Microsoft Certified Gold Partner Competency

*Cornerstone IT achieves the Microsoft Cloud Productivity competency, a second Certified Gold Partner credential, by demonstrating its proven technical expertise in delivering cloud solutions to businesses.*

Cornerstone IT, a managed services provider for small to mid-sized businesses in Northeast Ohio, announced it has earned its second Microsoft Gold competency, the Cloud Productivity Achievement. The Microsoft Partner program is designed to recognize and support Microsoft's top performing services providers.

According to Microsoft, Gold Cloud Productivity Partners have demonstrated their technical capability in delivering Office 365 solutions across multiple or single productivity practice areas, including Azure. Success is measured through ongoing technical and sales assessments as well as customer recommendations.

Cornerstone IT has been a Microsoft Partner for over seven years and is among an elite tier of Certified Gold Partners. "Our staff is committed to providing cloud solutions for unique business goals and the Cloud Productivity competency strengthens this commitment," says Ray Paganini, President.

For more information about Cornerstone IT small to mid-sized business services, visit [www.cornerstoneit.com](http://www.cornerstoneit.com)

### About Cornerstone IT

Cornerstone IT is a full-service Microsoft Certified Gold Partner and managed services provider for small to mid-sized businesses in Northeast Ohio. Cornerstone IT has the capabilities to serve as a company's complete IT department, to complement existing internal staff, or to manage special projects.

## Laketran expands alternative fueled fleet to improve efficiency

As Dial-a-Ride ridership continues to grow alongside Lake County's aging population, Laketran is aggressively trying to find ways to make the service more efficient.

One of those strategies is transitioning the 85 bus Dial-a-Ride fleet from diesel fuel to propane.

General Manager Ben Capelle explained, "There's some expenses we can't cut. You can't cut labor cost without cutting service, so we need to get a little more creative. Tightening standards for emissions and shrinking budgets have been driving the transportation industry toward alternative fuels now more than ever before and so propane is one of our solutions."

"By operating propane-fueled buses we're reducing our fuel expenses by 35% and saving on maintenance expenses," explained Capelle.

Propane is a clean burning fuel due to its low carbon content and significantly reduces smog forming hydrocarbons and greenhouse emissions, over gasoline and diesel fuels. Additionally, propane is American-made reducing independence on foreign oil.

In 2017, Laketran also added two new, smaller 8-passenger Dial-a-Ride buses, Turtle Top VT3's, to the fleet. The accessible bus is equipped with a wheelchair lift, safety cameras, electronic fare box, GPS-enabled automatic vehicle locators, plus radios and rangers.

"We have spent the last six months testing both our traditional Ford E-450 and new VT3 model to prepare for purchase of replacement vehicles," shared Capelle. "Both our drivers and customers have had positive feedback on how they operate."

At the Monday, January 22 Laketran Board of Trustees meeting, the board approved the purchase of 11 replacement vehicles, including six additional VT3 model buses.

"We're replacing 8 year old vehicles with 200,000 - 250,000 miles on them," explained Capelle. "There's significant maintenance savings when you can operate newer vehicles so we're continuously looking for capital funding for replacement vehicles."

Piecing together federal grants that can fund up to 80 percent of vehicle purchases, Laketran is relying on Federal Transportation Administration's [Enhanced Mobility for Seniors and Individuals with Disabilities](#) program that provides capital grants for transit agencies

*(continued on page 5)*



# Members NEWS

## Painesville Furniture and Carpet has

been furnishing homes across Lake County for more than 50 years. We are a locally-owned, second-generation family business.

Our Painesville home furniture store has the furniture styles, designs, and quality you're looking for, whether it's contemporary, modern, transitional, or traditional. You will find living rooms including sofas, love seats, sectionals and more to create welcoming spaces. Seat your guests in comfort with our wide selection of dining room furniture. Create a backdrop for the perfect night's sleep with our master bedroom collections or outfit your child's room or guest room in styles made to last. If you're not sleeping as well as you once were, it may be time for a new mattress. Whether you work from home or just need a well-organized workspace, our office furniture will help you get down to business with a design you'll be delighted to work in. We want to help you relax in every inch of your space both inside and out with our outdoor patio furniture. Lamps, canvas art and cozy throws are available to complete the new look in your home. We carry major name brands such as Ashley, Benchcraft, Berkline, Millennium, Sierra Sleep, and Signature Design.

Located inside Painesville Furniture & Carpet is the **Boutique at Painesville Furniture** featuring designer home accents to make your home as fashionable as your wardrobe. The Boutique also carries hostess gifts such as Bickford Flavors, local honey from Lil' Morsels Honey Co. and decorative LOL towels. The Boutique is constantly adding local and Ohio made products.

Painesville Furniture & Carpet has a quality selection of both new and used furniture. We have helped new local businesses by staging offices with gently used furniture to create a look of success. Carpet selections include latest eco-friendly and pet friendly styles and carpet tiles. In the same location for so many years, we are providing furniture to third, fourth and some cases fifth generation customers. Painesville Furniture & Carpet takes pride in our repeat customers and welcomes new customers to our family.

Visit our new website at: [painesvillefurniture.com](http://painesvillefurniture.com)

### Invest in community

Local businesses are owned by people who live in this community and are more invested in the community's future. Shop local-come visit our show room today.

## Laketrans *(continued from page 4)*

to meet the needs of seniors and individuals with disabilities and [Congestion Mitigation and Air Quality](#) grants that provide federal funding for statewide transportation projects in urban areas of Ohio that need to improve congestion and air quality.

Both these programs are administered through [Northeast Ohio Areawide Coordinating Agency](#).

Laketrans will award a contract to Oregon, OH based [TESCO bus](#) for the purchase of 11 propane buses at a cost of \$1,301,756 and expects the buses to be in operation by late summer 2018. The local 20 percent match is paid through Laketrans's local sales tax levy.

"By end of 2018, we should have 35% of our Dial-a-Ride fleet transitioned to propane with 30 propane buses on the road. Our original goal was to transition the fleet in five years, but at this replacement pace we may see the cost savings even sooner," explained Laketrans board president Brian Falkowski. "If we can find a way to operate more efficiently and environmentally friendly, we're going to push to do that as soon as possible."



*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.

### **HEALTH CARE SERVICES**

#### **FAMILY PLANNING ASSOCIATION OF NE OHIO, DIVISION OF SIGNATURE HEALTH PAUL BRICKMAN & MARY WYNNE-PEASPANEN**

54 South State Street, Suite 201  
Painesville, OH 44077  
440-352-0608  
[www.shinc.org](http://www.shinc.org)

Description: Signature Health Mission: Provide clients with innovative and comprehensive recovery services within a supportive and respectful environment.

### **CONTRACTORS/GENERAL CONTRACTORS**

#### **BELCRE CONSTRUCTION MICHAEL KREJCI**

6971 Griswold Road  
Madison, OH 44057  
440-725-3357

Description: Construction – Residential,  
Commercial, Industrial

### **CONTRACTORS/GENERAL CONTRACTORS**

#### **JCI CONTRACTORS CHARLIE BORSUKOFF**

529 West Prospect  
Ashtabula, OH 44004  
440-998-0609  
[www.jcibuilds.com](http://www.jcibuilds.com)

Description: JCI is a leading commercial & industrial construction firm based in Northeast Ohio. We have completed projects in multiple states and provide our clients with complete construction services including: general contracting, construction management, design-build, and commercial interiors. We also provide clients with pre-construction and post construction consultation. We have extensive experience in historical renovations & restoration, hospitality, office, healthcare, religious buildings, government, multi-family housing, automotive dealerships, education, industrial, restaurants, and retail construction.

### **APARTMENT & HOME RENTAL**

#### **FAIRPORT RENTALS, LLC SHANNON BARNHILL**

P.O. Box 1074  
Fairport Harbor, OH 44077  
440-413-9072

[www.facebook.com/fairportrentals](http://www.facebook.com/fairportrentals)

Description: We offer the best available rental properties in Fairport Harbor within walking distance to the lake and just minutes from major freeways. Office rental space available at The Gage House, Painesville.

### **INSURANCE AGENCY**

#### **HERRHOLTZ INSURANCE AGENCY JAMES HERRHOLTZ**

7200 Center Street  
Mentor, OH 44060  
440-527-0304

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

Description: Home, Life, Auto, Business, Finances, and Health Insurance.

### **MEDICAL SERVICES**

#### **ADDICTION OUTREACH CLINIC JUDE JOHNSON**

819 McKay Court, Suite 102  
Youngstown, OH 44512  
330-259-4949

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

Description: Outpatient medication-assisted treatment for opioid substance use disorder. Opening a facility in Painesville soon.

### **MEDICAL SUPPLIES**

#### **FOCUS MEDICAL SUPPLY DAVID DURDA**

5448 Links Road  
Mentor, OH 44060  
440-701-8040

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

Description: We supply medical and surgical supplies to surrounding areas.

# Banking services you need **under one roof**

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BUSINESS PLANNING  
COMMUNITY FOCUSED  
PERSONAL BANKING  
RESIDENTIAL LENDING  
COMMERCIAL BANKING  
PERSONALIZED SERVICE**

## The Concord team is here to help you.

Since 1935, we have been committed to helping Ohio residents and businesses achieve their financial goals. Dedicated to the strength and economic growth of the communities we serve, we're proud to be the largest independent, depositor-owned bank headquartered in Ohio.

We offer the highest quality financial products and services, while reinvesting resources into the local economy to help build stronger communities.



**Donna Price**  
*Branch Manager*  
NMLS #750516  
(440) 352-1072  
dprice@ffl.net



**Bill Starr**  
*Mortgage Loan Originator*  
NMLS #697500  
(216) 239-5818  
wstarr@ffl.net



**Tom Young**  
*Commercial Banking Relationship Manager*  
(440) 463-2207  
tyoung@ffl.net



**John Landers**  
*Investment Adviser Representative*  
(440) 341-3475  
john.land@fflis.com

**Not FDIC-Insured No Bank Guarantee May Lose Value**

Securities and Insurance products are offered through Cetera Investment Services LLC, member FINRA/SIPC. Advisory Services are offered through Cetera Investment Advisers LLC. Investments are \* Not a deposit \* Not insured by any federal government agency. Neither Cetera Investment Services nor Cetera Investment Advisers are affiliated with First Federal Lakewood or its related companies. 14806 Detroit Ave., Lakewood, OH 44107. (216) 529-2682.

**Stop into the Concord branch and let us help you find the right  
banking products for your personal and business needs.**

7595 Crile Road, Concord, OH 44077

**FFL.net** f t in



 **EQUAL HOUSING LENDER • MEMBER FDIC**



## Entertainment Schedule

Stage in front of Macy's

Schedule subject to change.

WINT Integrity Radio 101.5FM / 1330AM will Emcee the Expo

### Saturday, March 3rd

- 12:00 O'Malley Irish Dancers
- 12:30 Remarkable Lake County, OH – Experience Opportunities
- 1:00 Repurposing Demonstration & Tips  
Lake-Geauga Habitat for Humanity ReStore
- 2:00 Magic & Mentalism Show – The Alans
- 3:00 Leadership Lake County Fashion Show
- 4:00 Lake Catholic High School Jazz Band
- 5:00 Singing Performance – Ezre

### Sunday, March 4th

- 12:30 DIY Pallet Wood Wine Rack – Warehouse 292
- 1:00 Hair Demonstration & Prom Fashion Show  
Willoughby-Eastlake High School
- 2:00 "The Feud" – All About You Entertainment
- 3:00 Generator Giveaway  
Generator Pro/Shepp Electric  
with Don Webster
- 3:30 Cake Crazy with the Bandana Baker  
pink Bandana Bakery

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In Partnership With:

**GREAT LAKES  
MALL**

Premier Sponsors:







Premier Sponsors



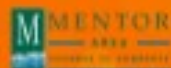
to Our Sponsors



Hosted by:  
LAKE COUNTY



Chambers of Commerce



In Partnership with:

GREAT LAKES  
MALL

# 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, March 1<sup>st</sup>

8 to 9 am

Busy Bee Pottery

7537 Mentor Ave. #17

Mentor

Thursday, March 15<sup>th</sup> - DECAF

8 to 9 am

Deepwood Center & Laketran

8121 Deepwood Blvd.

Mentor



Wednesday, March 28<sup>th</sup>

8 to 9 am

UH Geneva Medical Center

870 W. Main

Geneva

Wednesday, April 25<sup>th</sup>

8 to 9 am

Geneva Spinal Health & Pain Management

44 N. Forest (City Hall)

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

## **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



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)**

### Member of:

☐ Eastern Chamber  
☐ Mentor Area Chamber  
☐ Willoughby Western Chamber

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)**



# 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)



# PCIC

P.O. Box 415  
Painesville, OH 44077

*Producer & Manager of Painesville Party in the Park*

#### Executive Committee:

President	Pam Morse
1st V. President	Scott Sofer
2nd V. President	Rick Montgomery
Secretary	Joel Guthleben
Treasurer	Marilyn Amos

#### Trustees:

Kelly Amos	Lisa Joles
Lou Falk	Tracy Montgomery
Tom Faehnle	James Sofer
Beth Horvath	

Dear Painesville Merchants,

Painesville Community Improvement Corporation has great news for all Painesville merchants!

PCIC is announcing the debut of an economic development program called PCIC Bucks, as a way to help drive customers in to Painesville businesses.

What are PCIC Bucks? PCIC Bucks are certificates worth \$5.00 each that can be used at any business that chooses to accept them. PCIC plans on giving out these PCIC Bucks for prizes and awards, at no cost to the businesses. It's just our way of helping drive customers into local businesses.

How do you become a participating business? Simply respond to this email, (info@painesvilleimprovement.com) letting us know you want to be listed as a participating business. You will be added to the list of businesses on our web site (www.Painesvilleimprovement.com) as a participating merchant where the PCIC Bucks can be redeemed.

How do you get reimbursed for accepting the PCIC Bucks? Mail the PCIC Bucks to:

**PCIC Att: Treasurer P.O. Box 415 Painesville, OH 44077**, and a check will be mailed back to you or call/text 440.289.4405 and we will pick them up and exchange them with a check.

It really is that easy, and hopefully, the start of new customers coming in to local businesses to redeem their PCIC Bucks.

Sincerely,

The Economic Committee of PCIC

PAINESVILLE  
COMMUNITY  
IMPROVEMENT  
CORPORATION

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



# INCOME TAXES. TRAFFIC.

We can make one of these less stressful.

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440-352-3949 ■ [nms-cpa.com](http://nms-cpa.com)

New clients, get

**\$30 off**  
any tax service



LHS

Refer a friend, get

**\$25 off**  
any tax service



LHS



Register for a chance to win a

# Dream Vacation Getaway!

To San Diego, Miami and many other destinations! \*

During Our  
**Business After Hours / Grand Opening Celebration!**

**Where:** Painesville Mattress Warehouse

**When:** Thursday, March 8 (5pm-7pm)

Appetizers, beer & wine will be provided.



**Partnering with** Eastern Lake County  
Chamber of Commerce

**Register for a Chance to Win!**

- Dream Vacation Getaway!
- FREE GIFT BAG for first 50 attendees!

**MATTRESS  WAREHOUSE®**

**Painesville • 440-721-8860**

2183 Mentor Ave, Across the street from Target

\*Must be present to win





# Need walk-in care? Do your waiting at home with our online check-in service.

For a more comfortable walk-in care experience at the Painesville Quick Care Center, simply log on to our free check-in service at [lakehealth.org](http://lakehealth.org). Select a projected treatment time, and wait at home until your time to be seen. It's that simple! (In an emergency, always dial 911.)

Powered by **InQuicker**®



## Painesville Quick Care Center

74 South Park Place, Painesville, OH 44077

**440-354-3887**

Monday - Friday, 9 am - 5 pm



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

AT&T Business Solutions



Exclusive offers  
and incentives.



Monthly service  
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Discounts for  
your employees.

# Special offers for your business and your employees.

To learn more, schedule an appointment with  
a Business Expert at your local AT&T Store.  
Or, visit **[att.com/storeappointment](http://att.com/storeappointment)**.

MOBILIZING  
YOUR  
WORLD™





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).

# **\$ LOCAL \$ BUSINESS FAIR**

**March 2018**

***FREE ADVERTISING AT MADISON LIBRARY!***

***Put a poster on our walls & come to Business Day!***

## **Who can participate?**

**Any business, large or small, located in Madison & surrounding area!**



## **How can a business participate?**

**Drop off a poster (8" x 10" to poster board size - about 22" x 28") showing:**

**Who you are!**

**Where you are!**

**What you do!**

**Poster may include** business cards, coupons, pens, etc.

**Drop off posters** at the library

**on Monday, February 26<sup>th</sup> thru Tuesday, March 6<sup>th</sup>**

**(Pick up posters April 2-7)**

**And join us**

**Tuesday, March 6<sup>th</sup> from 5:30 to 7:30pm**

**Business Day 2018!**

**at Madison Public Library**

**Set up a table, talk to patrons, promote your business!**

**Pick up a registration form at the library or on the website.**

**Madison Public Library**

**6111 Middle Ridge Road Madison, OH 44057**

**440-428-2189**

**[www.madison-library.info](http://www.madison-library.info)**



# BIG BROTHERS BIG SISTERS BOWL FOR KIDS' SAKE

**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 to raise funds for children in Ashtabula, Geauga and Lake counties.

By supporting Bowl for Kids' Sake more Bigs and Littles can be paired up, more friendships can be formed, and improved outlooks on life can be started.

Sign up today as an individual or a team of 4-6. Raise funds for kids and then come celebrate at your local lanes!

Studies show that children who have a Big Brother or Big Sister are:  
46% less likely to use illegal drugs  
27% less likely to use alcohol  
52% less likely to skip school  
33% less likely to exhibit violent behavior

## DATES & LOCATIONS

**Scores Fun Center,  
Painesville**

**Sunday, April 15<sup>TH</sup>  
1:00pm**

**Bowling & Laser Tag!  
Lake Shore Lanes,  
Ashtabula**

**Sunday, April 22<sup>ND</sup>  
1:00pm**

Presented by: GREAT LAKES MALL  
The News-Herald  
News-Herald.com  
LAMALFA Fairmount Santrol  
LAKE COUNTY'S FIRST FM  
COUGAR 93.7  
PLAYING THE LATEST AND THE GREATEST



# SPARE TIME, CHANGE LIVES.



**Big Brothers Big Sisters  
of Northeast Ohio**



**REGISTER!**

Visit [bbbsneo.org](http://bbbsneo.org) to register as an individual or team of 4-6 & create an online fundraising page. We will show you how!



**GOAL!**

A typical team goal is \$500 but don't stop there! Please raise a minimum of \$75 per bowler attending the event.



**RAISE MONEY!**

It's easier than you think! Be creative! Fundraise via email, social media, or at the water cooler.



**FUN!**

Celebrate your success! Join us at your local lanes for bowling, prizes & raffles, food & fun! (Laser Tag at Scores on 4/15).

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

**start something**  
A change of shoes can change a life

Visit: <https://bbbsneo.ejoinme.org/bowlforkids>



# Looking . . . for your next meeting space?

Lakeland Community College's Lakeland East location in Madison, Ohio is a great place to host your next event.

- Convenient, affordable and close to home
- Personalized service and attention to detail
- Easily accessible located off I-90 on state route 528

**To learn more, visit  
[lakelandcc.edu/east](http://lakelandcc.edu/east)  
or call 440.525.7411**



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# 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

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### Event Sponsorships Available at \$200.00.

**Includes:** A table at the event to market your business – includes admission for 2 (does not include participation in The Feud)

Your logo on our event flyer

Your logo on our website where this event is posted



The following Eastern Lake County Chamber of Commerce members have been chosen to receive the Madison Means Business Award:

WalMart

Grand River Cellars

Northwest Bank

Thank you to Madison Township and Madison Village for honoring our local businesses!



*"Serving all of Lake County"*

280 North Saint Clair St. Painesville, Ohio 44077

Phone: (440) 352-8974

#### DEPOSIT PRODUCTS

Savings Accounts | Money Markets  
Certificates of Deposit | Christmas Clubs

#### LOAN PRODUCTS

Automobile Loans | Motorcycle Loans | ATV Loans  
Signature Loans | Visa Credit Cards | HELOCs

#### EASY ACCESS

Easy Checking | MasterCard Debit Cards | Mobile Apps  
ATM | Night-Drop Deposits | Home Banking  
Drive Through Service | 24hr Phone Info Line

#### SPECIAL SERVICES

Financial Counseling | Notary Service | Fax Service  
Wire Service | Amusement Park Tickets

<http://www.painesvillecu.org>

<https://www.facebook.com/PainesvilleCU>

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Cell: 440.343.3573  
Email: [jeff@penguinmechanical.com](mailto:jeff@penguinmechanical.com)

440.428.4666  
440.942.1207  
Fax: 440.428.5560  
1.800.833.4328

# Save the Date!

Thursday, June 21st  
5:30 pm - 8:00 pm

## Summer Chamber, Farmpark, After Hours

Come on out to our Summer After Hours event this June, as we bring together many of the local Northeast Ohio Chambers under our roof! This isn't your average networking event; this is going to be a fun, after-work gathering among local professionals and their families. Don't be the one who misses out! Food and drinks provided by J&J Catering, Debonne Winery, and Double Wing Brewery.



**Hosted by**  
**Lake Metroparks**  
**Farmpark**  
**8800 Euclid Chardon Road**  
**Kirtland**

For reservation or information call or Email Lee Homoyock at (440) 256-2122 ext. 3106 or [lhomyock@lakemetroparks.com](mailto:lhomyock@lakemetroparks.com)





**POP UP Painesville is going to be on Thursday, March 8<sup>th</sup>!!** This time we are at Branches of Wellness on the Square for a great lunch time break learning about yoga & fitness. Join Erin Hill for a 10am yoga class with live music from John Welton & Lyndsey Stropkey. Check out this deal for new students ~ 7 days for \$7 ~ Wow!! Wildspork Food Truck and Smooth Rider Smoothies – favorites from the Farmers Market. FREE chair massages, Thai Massage, Yoga products, Young Living Essential Oils, FREE Vitaflex foot treatment plus shop their boutique area for jewelry, books, clothing, incense and more. Mark your calendar to stop by Branches of Wellness on March 8<sup>th</sup> on your lunch hour.

440.357.HEAR (4327)  
1701 Mentor Ave., Suite 5  
Painesville Twp., OH 44077

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MaryAnn Bencin, M.A., Audiologist  
Dr. Amanda Barbur, Audiologist

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**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](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 or Anthem Blue Cross and Blue Shield in their household. 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 Companies.

NOACC 03/06 10/14



## 2018 LEAF Reverse Raffle

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

Quail Hollow Resort

Presenting Sponsor:



**\$2,000 Main Board  
Sideboards for Scholarships  
Basket Raffles, Grid Games  
...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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## 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.







## LAKE COUNTY SAFETY COUNCIL

**Date:** Friday, March 16, 2018

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

**Place:** Villa Croatia – Event Venue & Party Center

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

**Speaker(s):** TBD

**Topic:** Young Worker Safety

**RESERVATIONS:** Register online at  
[www.lakecountysafetycouncil.org](http://www.lakecountysafetycouncil.org)

**RSVP DEADLINE:** Monday, March 12, 2018

**SPONSORS:** HZW ENVIRONMENTAL CONSULTANTS,  
LAKE HEALTH, EA GROUP and CONCENTRA



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



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## FUTURE EMERGING LEADERS OF LAKE COUNTY

**Date:** Thursday, March 15, 2018

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

**Place:** Burgers 2 Beer, Concord Township

**Speaker:** Pat Perry with the ERC

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



Linking Family-Focused Businesses

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

**Date:** Wednesday, March 7, 2018

**Place:** Lake County Job & Family Services / Painesville

**Topic:** "Panel Discussion; Leading Outside of Your  
Company. How Does it Improve Your Business?"

**Visit our website**

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

**for a list of upcoming events**

## LAKE-GEAUGA RECOVERY CENTERS

### Save the Date!

## 14TH Annual Golf Outing

Thursday, June 21, 2018  
Wicked Woods Golf Club  
14085 Ravenna Rd  
Newbury Township, OH 44065

Fundraiser to benefit Lake-Geauga Recovery Centers

# MORSE van lines



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[www.MorseVanLines.com](http://www.MorseVanLines.com) / [info@MorseVanLines.com](mailto:info@MorseVanLines.com)



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)







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at your local AT&T Store. Or, visit [att.com/storeappointment](http://att.com/storeappointment).



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\*Annual Percentage Yield (APY) of 1.14% is applicable for balances between \$0.01 and \$999,999.99. Balances between \$500,000.00 and \$999,999.99 will have an APY of 0.76%, and balances \$1,000,000.00 or more will earn an APY of 0.38%. Minimum balance to open and end term interest is \$50,000.00. There is a low monthly service charge if the minimum balance is not maintained. APY's are accurate as of March 1, 2017 and are subject to change after account opening. Fees may reduce earnings.

Member FDIC

*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, or ask your Chamber of Commerce for a referral to a participating broker.