

Chamber News

April 2017



Eastern Lake County
Chamber of Commerce



April General Membership Meeting **Lake Health** **State of the System Address**

April 27th
11:30 am to 1:00 pm
Venue: Tri Point Campus – Lubrizol Room

Presented by: Cynthia Moore Hardy



- Lake Health's Financial status,
- Update on new projects that Lake Health has underway,
- Outside forces that impact healthcare
- Most up to date status of the Affordable Care Act.

Cost: \$20 per person

Caterer: Tri Point Catering Staff

Sponsors: Erie Bank, Lantern of Madison, City of Painesville, Lake Health

(see ads on pages 3-6)





Do you know how your building uses energy?

The Greater Cleveland Partnership and the Council of Smaller Enterprises have teamed up with FirstEnergy's Ohio Utilities to provide member businesses with an exclusive energy savings opportunity. This first step is a comprehensive assessment of how your facility uses energy, including gas, electric and even steam.



(216) 592-2205 energy@gcpartnership.com cose.org/audits



Is there a cost?

No. The cost of this assessment is paid for by FirstEnergy's Ohio Utilities, so there's no out of pocket expense to you.



Really, there's no catch?

There is no catch and no requirement. This isn't about shopping for your utility rates. The goal of the assessment is to provide insight and be a guide to energy-saving opportunities that will be cash flow positive.



Why should I have a building energy audit?

If you are:

- using outdated lighting technology (i.e. your lighting is 5+ years old)
- concerned about the effectiveness or age of your HVAC or other mechanical systems
- needing to improve cash flow within the next 6-12 months while investing in your business and facility
- needing to reduce operating expenses to meet budget goals
- in need of reducing maintenance costs
- wanting to reduce energy usage 10-30%

Or if you want to save money on energy but don't know how, take the first step by assessing your business energy use.

2017 Board of Directors

Executive Board of Directors

President	Allen Weaver	Erie Bank
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Board of Directors

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Conway Land Title

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Linda Reed
Kathleen Obrenski
Katrina March

Executive Director
Office Administrator
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

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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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www.ERIEBANK.bank

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Our commercial lending team understands the business community and are familiar with the local economy and market conditions. This, combined with our ability to make local-level decisions, results in faster turnaround times to keep your business on the track to success. Big or small, ERIEBANK offers customized solutions to fit your unique situational needs.

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April Meeting Sponsor



MAY 19TH
6-10PM

LIVE! DISCO INFERNO

MAIN STREET IN PAINESVILLE

Food Trucks & Beer Tent!

- SLYMAN'S
- BARRIOS
- CORBO'S
- BETTYS BOMB ASS BURGERS
- JACKPOT CHICKEN



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April Meeting Sponsor

LET'S GET CRAFTY...

Make + Take

THE LANTERN OF MADISON: BALLROOM
THURS APRIL 20TH AT 6:00 PM
\$20 PER PERSON

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ALL PROCEEDS DONATED TO THE ALZHEIMER'S ASSOCIATION

We're Investing in Your **Health.**

Opening in June 2017:



Perrico Health Campus

Located at Interstate 90 and Route 306, across from Lakeland Community College, this beautifully designed campus will feature physician offices, advanced diagnostic services, physical therapy, spa/retail area and more.

Opening Early 2018:



Mentor Wellness Campus

Located at the corner of Market Street and Munson Road, the Mentor Wellness Campus will offer new options for health and wellness, including a membership-based fitness center that will merge traditional fitness with medically supervised activities and wellness services.



To learn more or to sign up for Lake Health updates, visit lakehealth.org.



MANUFACTURING

CASCADE UNLIMITED DIETER BILLIG

2510 Hale Road, Painesville, OH 44077
440-352-7995

www.cascadeunlimited.com

Description: Full service precision machining: CNC turning, milling, prototypes, reverse engineering, assembly, package & label for resale. Specializing in, but not limited to, reproduction of vintage auto parts.

GOVERNMENT

OHIO ARMY NATIONAL GUARD STAFF SERGEANT MITCHELL TEAGUE

One Victoria Place, Suite 300, Painesville, OH 44077
614-376-5006

www.Nationalguard.com/Ohio

Description: The Ohio Army National Guard is a military service comprised of more than 11,000 Soldiers who train in more than 50 facilities across the state. Comprised of Citizen-Soldiers, men and women.

LODGING

VINEYARD WOODS SCOTT RUNYAN

740 OH-534, Geneva, OH 44041
440-624-3054

www.vineyardwoods.com

Description: Tranquil, private and restorative lodging in the heart of the Grand River Valley Wine Region. Coming in 2017, we invite you to be among the first to experience a delightful getaway nestled amongst Ohio's best wineries. Perched on the top of our 10-acre vineyard, our Vineyard Villa will feature 3 large suites each with a private outdoor patio. In addition, we are building a 590-sq foot storybook cottage nestled within 16-acres of rolling woods. And in the next five years, we will add another six to eight more secluded cottages and villas. All of our upscale lodging options will include top of the line accommodations, in-suite bathroom, kitchenette, and electric fireplace. Follow us on social media to watch Vineyard Woods come to life and to be one of the first to enjoy a moment in time in pure, natural wine country bliss.

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!

PET SUPPLIES & SERVICE

PET VALU

JOE SAYLOR

2579 Walter Green Commons, Madison, OH 44057
440-307-9039

www.us.petvalu.com

Description: Pet Valu is a specialty retailer of premium pet food, treats, toys and accessories. Our pet friendly stores offer over 7,000 products including holistic and premium brands of pet foods and treats as well as a wide selection of essential and innovative pet supplies to suit every budget. Chainwide, Pet Valu is dedicated to helping local pets in need and by partnering with local shelters, rescues and charities through national donation drives and fundraising campaigns. Pet Valu employees are Pet Experts and pet lovers too.

RESTAURANT/TAVERN

REGO'S BRICKHOUSE PIZZA

KATHIE POHL

326 New Fourth Street, Fairport Harbor, OH 44077
440-853-8346

www.regosbrickhousepizza.com

Description: Pizza, pasta and so much more with only the freshest ingredients. Our dough is made from scratch every single day and starts with a brick of yeast, It's then hand-rolled before getting topped with our homemade sauce and freshly grated mozzarella cheese. Are you hungry yet? We deliver to Painesville, Painesville Twp., Grand River, Mentor Headlands, Fairport Harbor and now the west end of Perry.

NON PROFIT ORGANIZATION

PAINESVILLE RAILROAD MUSEUM TOM PESCHA

475 Railroad Street, Painesville, OH 44077
216-470-5780

www.painesvilleraillroadmuseum.org

Description: The Western Reserve Railroad Association (dba The Painesville Railroad Museum) is dedicated to the restoration of the NYC Painesville Depot, preserving railroad history and promoting model railroad

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, April 6, 2017 - DECAF

8 to 9 am

**Hosted by: Boston Market
9361 Mentor Avenue
Mentor**

Thursday, April 20, 2017

8 to 9 am

**Red Creek Bar & Grille
1820 North Ridge Road
Painesville**



Wednesday, April 26, 2017

8 to 9 am

**Geneva Shores
60 West Street
Geneva**

Wednesday, May 24, 2017

8 to 9 am

**Powderhorn Golf Course
3991 Bates Road
Madison**

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.

Breakfast With The Lake County Commissioners



Date: Friday, April 28, 2017

Time: 8:00 am to 9:30 am

Place: Painesville Township Hall
55 Nye Road
Painesville Township

Cost: \$5 chamber members; \$10 non-chamber members
Breakfast provided by: Upscale Eats

RSVP: Call 440-357-7572 or online at www.easternlakecountychamber.org
by 4/24/17



Date: Friday, April 21, 2017

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

Place: Villa Croatia – Event Venue & Party Center

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

Event: Annual BWC – LCSC Safety Awards Luncheon

Speaker(s): Bruce Hennes, Hennes Communications

Topic: Crisis Communications & Management –
Emergency Action Preparations

RESERVATIONS: Register online at
www.councilnews.org

RSVP DEADLINE: Monday, April 17, 2017

SPONSORS: HZW ENVIRONMENTAL CONSULTANTS,
LAKE HEALTH, LAKE COUNTY CHAMBERS OF
COMMERCE



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.

Date: Thursday, April 20, 2017

Time: 5:30-7:30

Place: Quail Hollow Country Club

11295 Quail Hollow Drive, Concord Township

Golf Pro Demonstration, Driving Range & Open Networking

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www.lakecountyfuel.com

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Offer valid at Pet Valu Madison only. Limit one per customer.
Offer valid April 22 - May 6, 2017. Please scan and ring as gift voucher.



FREE

Self Dog Wash
A \$10.00 Value!

Offer valid at Pet Valu Madison only. Permit one per customer.
Offer valid April 22 - May 6, 2017. Please scan and ring as gift voucher.





2016 First Place Team – Ed Klco and Lilly Sarosy

PUTT PUTT TOURNAMENT THURSDAY, AUGUST 10, 2017

5:00 TO 7:30 PM

**Red Mill Golf Practice Center
4243 Red Mill Valley Road
Perry**

The Eastern Lake County Chamber of Commerce invites you to a different kind of golf outing to benefit our scholarship fund.

For more information, please feel free to contact the chamber office at 440-357-7572 or email any of us at:

Linda Reed linda@easternlakecountychamber.org
Kathleen Obrenski kathleen@easternlakecountychamber.org
Katrina March katrina@easternlakecountychamber.org



Hole Sponsors will receive:

Company logo on sign at the Hole
Cost \$50

Event Sponsors will receive:

Table in registration area to network with guests and promote your business along with a Sign at the Club House
Cost \$300

Cost to Participate:

\$25 per person includes:

- 18 holes of putt putt
- Dinner provided by Mama Roberto's
- One complimentary adult beverage

GOLFERS PLEASE REGISTER BY
AUGUST 4, 2017

Don't have a foursome? That's OK, we'll make sure to place you with a fun group.

SPONSORS PLEASE CALL THE
CHAMBER OFFICE BY JULY 21,
2017

All money raised at this event will go towards our scholarship fund.



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.

**Big Topics for Small
Business Brought to
you by: Paychex and
the Eastern Lake
County & Mentor Area
Chambers of
Commerce**



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:



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The Lubrizol Corporation, a Berkshire Hathaway company, is a technology-driven, global, chemical company.

Vector Technical is a leading staffing partner of Northeast Ohio's most well-respected companies, including The Lubrizol Corporation!

Together, we make a fantastic team! And we are **PROUDLY** dedicated to recruiting Military Veterans.

Lubrizol's Military Veterans Network (MILVET) is committed to being an essential ingredient in its success through recognizing, connecting and supporting Lubrizol's military community!



www.lubrizol.com

www.vectortechnicalinc.com

The third **BILLION** back

Ohio Workers' Comp Rebates

Giving Back to Ohio Business

Each year, the Ohio Bureau of Workers' Compensation helps nearly 250,000 employers protect their employees. The premiums paid by Ohio's businesses and public employers help provide safety services to reduce workplace incidents and care to get injured workers back to work and back to life. An improving safety climate, good fiscal management and better than expected investment returns have resulted in the State Insurance Fund having a net position of more than \$9 billion. So, for the third time in four years, BWC is poised to return more than \$1 billion dollars to Ohio's private and public employers. Combined with nearly 30 percent in average rate cuts and \$3 billion in previous rebates and credits, this rebate would mean BWC will have helped return more than \$6 billion to Ohio's economy.

What does the proposal include?

BWC is proposing a one-time rebate of approximately \$1 billion for private employers and public-taxing districts. This includes an estimated \$967 million to private employers and \$133 million to public employer taxing districts. In total more than 200,000 employers will receive rebates.

BWC is also considering an additional, significant investment in workplace wellness and safety. BWC has begun developing ideas to support this request and expects a proposal in April that will help significantly reduce workplace injuries.

To become effective, the proposal must go to the BWC Board of Directors for a first read on March 15, and then must have a second read and be approved by its board on April 28.

How much will employers receive and when?

If approved at the board's April 28 meeting, most rebates would equal 66% of the employer's premium for the policy year ending June 30, 2016 (calendar year 2015 for public employers). If approved, BWC expects to begin sending checks in early July.

Private employers in the group-retro program will have their rebate amount calculated and paid following the 12-month premium calculation scheduled to occur in October 2017.

Who is eligible for the rebate?

Both private employers and public employer taxing districts that pay into the State Insurance Fund are eligible for the rebate. Details of eligibility will be posted to bwc.ohio.gov in the near future, but generally the employer must have been billed premium for the policy year ending June 30, 2016 (Dec. 31, 2015 for public employers), and be current in meeting their policy requirements. Employers with an outstanding BWC balance will have their rebate first applied to that balance. Employers that report through a Professional Employer Organization should receive their rebate from their PEO, which is required to pass a portion of the rebate on to their members.

How is it possible that BWC has \$1 billion to provide rebates?

Despite a nearly 30 percent reduction in rates since 2011, the net position of BWC continues to grow. The State Insurance Fund's net position stands at \$9.6 billion as of Jan. 31. This is primarily due to strong investment returns. Annualized return of investments was 7 percent over the last three fiscal years, including a total net return of 5.8 percent in FY2016. BWC's expected annual investment return is four percent. Prudent fiscal management and declining claims also factor into BWC's financial strength.

Will this impact BWC's ability to operate as normal and continue to care for injured workers?

No. Investments have performed so well, that even with the \$1 billion rebate, BWC's finances will remain very strong, so operations will continue as normal and injured workers will continue to receive the care they need to heal and return to work. In fact, we are developing a proposal to invest a significant amount into worker safety and wellness, which should benefit Ohio workers by further reducing workplace injuries. After the rebate, BWC will still have a net position of \$8.5 billion.

What else has BWC done to help Ohio businesses?

Since the beginning of 2011, BWC has saved Ohio businesses \$4.8 billion through rebates, credits and rate reductions. That includes:

- Giving rebates of \$1 billion in 2013 and another \$1 billion in 2014.
- Providing \$1.2 billion in credits to transition to a modern billing system at no cost to employers.
- Reducing rates for private employers an average of 28.2%. That means BWC collected \$1.7 billion less from employers than had 2010 rates remained steady.
- Reducing rates for public employers an average of 29.6%, or \$334 million less than had 2010 rates remained steady.
- Moving from the state with the third highest private employer rates in the country in 2008 to the 11th lowest.



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



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www.bbbsneo.org

Big Brothers Big Sisters
of Northeast Ohio

**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.

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NOACCORAD 01/14

SAVE THE DATE!

Eastern Lake County Chamber of Commerce Golf Outing
10:00 am on 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

Hole Sponsor - \$150

Turn Sponsor - \$200

Dinner Sponsor - \$500

Putting Contest Sponsor - \$200

Golfer Gift Sponsor - \$250

Beverage/Snack Station Sponsor - SOLD OUT





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.

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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. Deadline to enter photos is 5pm on 7/31/17.

Winners Two winners will be chosen at 3:00 pm on Saturday, August 5, 2017 at Adventure Subaru, 1991 Mentor Avenue in Painesville Township. 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!



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.



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



Topic: Sharing of best practices in marketing through a networking activity.

Facilitator: Kate Miller, Marketing Director, Great Lakes Mall

When: Wednesday, April 5
8:15am-9:30am

Where: The former Wet Seal space across from Pandora
Great Lakes Mall, 7850 Mentor Avenue, Mentor, Ohio 44060

Note: Enter the mall through the Fuji concourse doors.

Fee: Members: No Charge
(Included in your annual membership fee)
Non Members: \$10

RSVP by Monday, April 3 by emailing usepromark@oh.rr.com or call 440-974-1198
(ProMark Enterprises / Lake Kidz Biz member)

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So, you weren't able to join in on all of the fun at COSE's Annual Meeting? Not to worry! Here's a quick recap of some of the new COSE member exclusives that were discussed during the event:

- **CareerBoard partnership to aid small business staffing needs:** A new partnership with CareerBoard will give COSE members access to preferred pricing to post the job opportunities that exist within your company. In addition to preferred pricing, members will have access to Careerboard's team who can provide expert guidance to ensure your postings are designed to attract the best candidates. Learn more at cose.careerboard.com.
- **Unique pricing on consumer brands:** Another new partnership with viperks will bring small business owners and their employees special pricing on a large variety of consumer brands, electronics and other purchases. Each COSE member will receive a customized platform with your company logo, brand and other employee specific news and information. This benefit can also be used as a tool for employee rewards and recognition. Learn more at www.cose.org/viperks.