

Chamber News

January 2017



Eastern Lake County
Chamber of Commerce



Eastern Lake County Chamber of Commerce

Cordially Invites You to Attend Our

Annual Awards Banquet
to be held on
Friday, January 27, 2017

Holiday Inn Express Hotel & Suites LaMalfa
5783 Heisley Road, Mentor, OH 44060

Six o'clock – Cocktail Hour (cash bar)
Seven o'clock – Dinner
Eight o'clock – Awards Program

\$55.00 per person
\$420.00 for a Corporate table of 8 (\$20 savings)

Please respond by January 19, 2017
by calling 440-357-7572
or you may register online at www.easternlakecountychamber.org

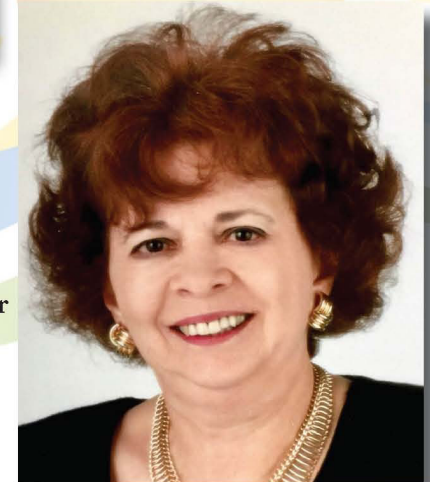
Congratulations!

Thank you to our sponsors:



Jeanette Crislip
2017 Citizen of the Year

Martin's Nursery
2017 Business of the Year



Project Hope for the Homeless
2017 Heritage Award

Z Zito Insurance Agency, Inc.

The SOCA self-funded medical plan. A big opportunity for small employers.

This new self-funded multiple employer welfare arrangement (MEWA) lets smaller employers 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
- Expanded wellness offerings
- Specially discounted rates on options for SOCA-exclusive specialty products including dental, vision, life, optional life and disability

Find out more about the SOCA Benefit Plan. Contact Joe Turi, Vice President, Group Benefits,
Zito Insurance Agency, Inc. at 440-299-5228 or easternlakechamber@zitoinsurance.com.



Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. Independent licensee of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

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



Welcome!

New Chamber Members

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.

Contractors/Concrete

S&A CONSTRUCTION

JOSH LAURENTY

69 Larchwood
Painesville, OH 44077
440-862-7895

www.neosandaconstruction.com

Description: For over 20 years, S&A Construction has been providing detailed personalized service for Residential and Commercial concrete and masonry projects. Fully licensed and insured.

Signs and Displays

AMERICAN DECAL & SIGN

TIM DIFRANCO & DAVE ADVEY

1536 Madison Avenue
Painesville, OH 44077
440-853-8257

www.amdecalandsign.com

Description: We are a full-service business dedicated to providing Northeast Ohio with all of their printing needs & promotional products including decals & large format printing.

Restaurant/Tavern

DRIFTWOOD POINT BEACH BAR & GRILLE

DAVE AND LOIS OSBORN

6827 Lake Road West
Geneva, OH 44041
440-466-9127

Description: Restaurant Tavern. Private parties welcome can seat 75 outside & 50 inside. Live music on the weekends.

Financial/Business Services

CARDCONNECT

JOE TERRANOVA

2860 Bishop Road, Suite 200
Willoughby Hills, OH 44092
440-488-6650

www.cardconnect.com

Description: Our mission is to make payments simple & secure. More than 60,000 businesses, ranging from Fortune 500 companies to youthful startups, use CardConnect to securely process & manage their transactions.

Education/Training

OPTIMAL LEADERSHIP SOLUTIONS-

CRESTCOM

PAUL MUCCI

10321 Karaboo Trail
Concord, OH 44077
216-313-3844

www.crestcomleadership.com/agent/paul-mucci

Description: Our Leadership/Management Skills Training helps executives, managers, and prospective managers become better leaders, profitably, using Crestcom's unique, measured development approach.

Welcome to the Eastern Lake County Chamber of Commerce!

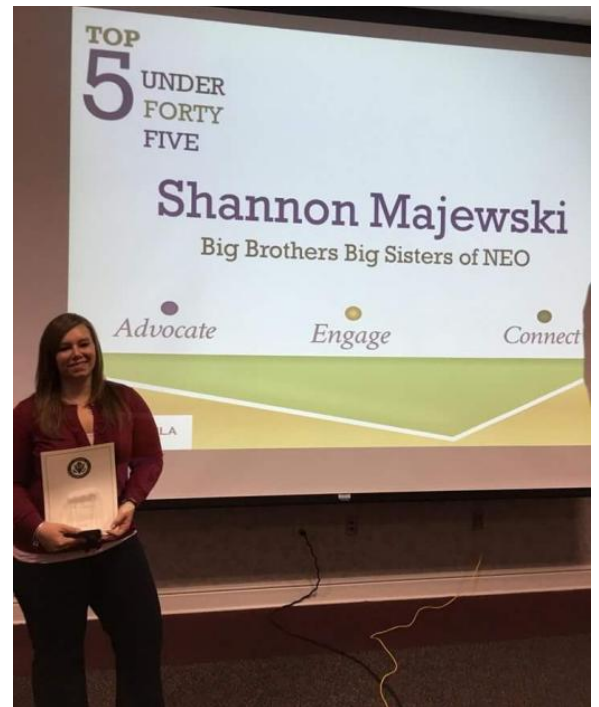
Members NEWS

Shannon Majewski Big Brothers Big Sisters of NEO

Honored as a Top Five Under Forty Five

Shannon Majewski was recently honored as a Top Five Under Forty Five by the Young Professionals of Ashtabula County at the Greater Ashtabula Chamber of Commerce's Awards Breakfast. Shannon is the Outreach Coordinator at Big Brothers Big Sisters of Northeast Ohio, and in this role has been instrumental in helping increase awareness of the mentoring needs for young children in Ashtabula County. These efforts have resulted in increased matches, inquiries, and funding from the area.

Shannon is also very involved in our local community, namely serving as Board Chair of Young Leaders of United Way of Lake County, a member of FUEL and as a member of Rotary Club of Ashtabula.



CMS Reports Capital Health Home Care In Ashtabula Provides Better Quality Care Than Most Other Medicare-Certified Agencies

ASHTABULA, Ohio – CMS (Centers for Medicare and Medicaid Services) designated Capital Health Home Care in Ashtabula four and a half stars for clinical outcomes and four stars for patient satisfaction in October of 2016. According to these ratings, Capital Health Home Care in Ashtabula provided a higher standard of care than most Medicare-certified homecare agencies for the reporting period from April of 2015 to March of 2016.

Home health care agencies differ greatly in the quality of care they provide. "We embrace the need to constantly be improving upon quality of care including clinical outcomes and a positive patient experience," says Kara Bernsen, Owner & Chief of Network Development at Capital Health Care Network. Debbie Boyle, Administrator at Capital Health Home Care in Ashtabula attributes their success to strong leadership and clinical oversight complimented by on-going customer service training. "We simply have a great team and many of our team members have been with us for more than a decade," says Boyle.

LAKE COUNTY FREE CLINIC NAMED 2016 FREE CLINIC OF THE YEAR

PAINESVILLE, OHIO (December 9, 2016) – The month of December is one to celebrate for the Lake County Free Clinic (LCFC). Noted by the passage of House Bill 320 in 2014, the Ohio Legislature designated December as Free Clinic Appreciation Month and recognized the importance of volunteers in free clinics. All fifty-one free clinics throughout Ohio will show their appreciation by highlighting and honoring their volunteers. Locally, the Lake County Free Clinic will do the same but in addition to the celebration of the month's dedication, the volunteers and staff will also be celebrating the recent award bestowed upon them as the 2016 Free Clinic of the Year.

"Everyone at LCFC is thrilled about receiving this honor as we all put our heart and soul into our daily work," said executive director, Johanna Henz. With no other free clinics in Northeast Ohio, the Lake County Free Clinic is in high demand and often is not able to see everyone who needs the care. The clinic stretches to do a lot with very little which is extraordinary and has caught the attention of others. Now in its 45th year, the clinic expects to exceed 22,000 medical and dental services provided by year-end. Such a large number of services from a relatively small organization is only possible by the generosity of the volunteers. At any one time there are more than 30 people volunteering and helping to carry out the clinic's mission which includes doctors, nurses, translators, and other health care professionals.



FREE perk with your membership

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

To help us better serve you – please remember to make a reservation.

PLEASE NOTE: Cost to non-chamber members is \$10 (cash or check only) and must be paid at the door - receipts will be available at registration



Original Coffee Contacts (and Decaf)

When:

From 8 am to 9 am,
the first & third
Thursdays of the month

Decaf means

registration is
limited to a
smaller group.

Where: *

*Locations are subjected to change,
please call or visit our website to
register and to verify locations

Thursday, January 5, 2017 - DECAF

8 to 9 am

Cougar 93.7 Radio Station
9179 Mentor Avenue, Mentor

Thursday, January 19, 2017

8 to 9 am

Howard's Jewelers
(Great Lakes Mall)
7850 Mentor Avenue, Mentor

If you would like to join us, please RSVP by contacting either Chamber:

Mentor Area Chamber of Commerce at (440) 255-1616
mwainwright@mentorchamber.org

Eastern Lake County Chamber at (440) 357-7572
kathleen@easternlakecountychamber.org

Coffee Contacts East

Friendly, Informal, and Focused Networking...



Join Members of the Geneva Area and Eastern Lake County Chambers of Commerce for a morning of coffee, light breakfast, and networking on the fourth Wednesday of each month from 8 am to 9 am.

When:

The fourth Wednesday of the month)

Where:

*Locations are subjected to change, please
call or visit our website to register and to
verify locations

Wednesday, January 25, 2017

8 to 9 am

Kent State Ashtabula
3300 Lake Road West, Ashtabula

Wednesday, February 22, 2017

8 to 9 am

Lantern of Saybrook
3720 North Ridge West, Ashtabula

If you would like to join us, please RSVP by contacting either Chamber:

Geneva Area Chamber of Commerce at (440) 466-8694 info@genevachamber.org

Eastern Lake County Chamber at (440) 357-7572 linda@easternlakecountychamber.org

*You're invited to
experience college
first-hand and
without worry at...*

Lakeland
COMMUNITY COLLEGE
LAKELAND EAST • MADISON, OHIO

440.525.7411

FREE COLLEGE DAY!

Lakeland East in Madison

Sat., Feb. 4 • Doors open at 8 a.m.

FREE 45-minute classes 9 a.m. - noon

- College and Career Prep
- College Credit Plus
- Financial Aid
- Student Success

**FREE
lunch
at noon.**



Sign up today. Seating is limited.



 **Opportunity
starts HERE**



**See the schedule of
events and register at
lakelandcc.edu/east.**



Save the Date! 2017 GCP Internship Summit

Please mark your calendar and save the date for our 2017 Internship Summit on **Thursday, February 9, 2017** from 7:30 a.m. to 1 p.m. at the Embassy Suites, 5800 Rockside Woods Blvd., North in Independence. We'll provide more details soon.

The 2016 event, which included the launch of GCP's Internship Central initiative, was attended by about 250 educators and business community representatives.



Reduce Your Energy Usage and Your Operating Expenses

COSE has teamed with FirstEnergy's Ohio Utilities to provide member businesses with an exclusive energy savings opportunity. The first step is a comprehensive assessment of how your facility uses power; gas, electric, even steam. The best part? **There's no out of pocket expense!** Read what Craig Wallace, CEO of PACE Engineering, Inc., learned from his energy audit with the COSE Energy Advisors.

"Every firm looks to lower their operating costs. Pace Engineering took advantage of the energy audit that COSE offered. Energy accounts for 4% of our costs from process gas and electricity used in our manufacturing to general uses heat and lighting. Most people view energy costs as fixed. The energy audit identified a number of projects that when implemented will reduce our energy costs more than 9%. We were surprised because five years ago, we spent more than \$250,000 on energy efficiency projects. From the COSE audit, we learned where our energy is consumed and have uncovered even more savings than were identified in the audit." - Craig Wallace, CEO PACE Engineering, Inc.

Will President Trump's Immigration Reforms Affect Your Business?

On August 31st, 2016, during the heat of the presidential campaign, many people may have seen then-presidential-candidate Trump travelling to Mexico to meet with the president of Mexico, Enrique Pena Nieto. Upon his return to the U.S. that same night, at a speech given in Phoenix, Arizona, Trump put forth his “10-Point Plan” for changes to the immigration system. At the time, business owners may not have considered Trump’s plan as having any impact on their operations, but now that Trump has won the presidency, many employers are taking a closer look at his plans in order to prepare for what effects, if any, some of these plans will have on their businesses.

Several of the points in Trump’s immigration plan deal directly with the border, visa issuance, and the apprehension of undocumented individuals. These measures include building a wall to span the border with Mexico, keeping those that are undocumented detained for additional periods of time, creating a deportation task force, taking funding away from state or local municipalities who pass laws restricting their involvement with the enforcement of immigration laws, blocking immigration from certain countries, and reducing the amount of legal immigration into the country. There may be little effect on the business community in Northeast Ohio as a result of most of Trump’s immigration agenda in these areas of enforcement and removal of undocumented aliens, however, there are two points of Trump’s plan that many employers are concerned about.

One of the points in Trump’s immigration plan is to rescind the executive actions on immigration taken by President Obama. Although the majority of Obama’s executive actions on immigration were struck down by the Supreme Court this year, there is one program, Deferred Action for Childhood Arrivals or “DACA,” that is still currently in place. DACA provides temporary work authorization and relief from deportation to those individuals who entered the United States illegally as children, have no criminal history, and have, at a minimum, a high school diploma. While DACA does not offer any path to legalization, it does provide legal work authorization to approximately one million individuals, many of whom are using their work permits to work in all types of Northeast Ohio companies. Because of the possibility that DACA will no longer exist this January under President Trump, many employers looking into how many of their employees are working pursuant to these work permits and are reaching out to immigration professionals to find out what other alternatives there may be to keep their workforce in place if those employees are no longer eligible to work.

Another point in Trump’s immigration agenda that could affect all businesses is his attempt to block jobs for the undocumented by strengthening the E-Verify program. E-Verify is a federal, government-run web-based service that electronically verifies the employment eligibility of new hires. A collaboration between the Department of Homeland Security and the Social Security Administration, enrollment in the program is required for all federal contractors and subcontractors but is not currently required in Ohio. Under this part of Trump’s plan, many employers may find themselves the subject of increased audits to determine workforce and I-9 compliance and to verify whether they have retained the necessary documentation to prove their employees are eligible to work.

Contacting an employment immigration specialist is the best way to make sure that your company is prepared for any upcoming changes in the law. Contact Kim Alabasi at Dworken & Bernstein for a free consultation.

Kim Alabasi has practiced in the area of Immigration since 2004. She earned her undergraduate degree in Spanish/Sociology from Marquette University and later went on to work in Mexico, first as a teacher in Puebla, Mexico for two years, followed by a job with the non-profit group IMIFAP in Mexico City, Mexico. After obtaining her master’s degree in social work from Case Western University, Kim worked for 7 years as bilingual clinical social worker with the Hispanic Unit of the Center for Families & Children in Cleveland. She obtained her law degree from Cleveland State University in 2006. In 2013, Kim joined Dworken & Bernstein Co., L.P.A. as their Of Counsel, Immigration Attorney.

Kim has been selected by the Consulate General of Mexico in Detroit, Michigan to serve in the Mexican Government’s Program of Legal Assistance to Mexicans every year since 2012. Her current contract with the Consulate extends until April, 2018. She has recently accepted a role on the Community Advisory Board of Ideastream, WVIZ/PBS.



Open *for your* Business



Tim Flenner
VP, Commercial Banker

Andrew Meinhold
SVP, Market Manager

Eryn Medved
VP, Commercial Banker

Allen Weaver
VP, Commercial Team Leader

Introducing a better business banking experience

COMPANY OVERVIEW

Assets: **\$2.5 billion**

Deposits: **\$1.9 billion**

Capital: **\$200 million**

Employees: **Over 450**

Customers: **Over 74,500**

Commercial Banking Division

7402 Center Street • Mentor, OH

Phone: **(440) 205-8100**

www.ERIEBANK.bank

ERIEBANK®
A division of CNB Bank

Business
Experience Better Banking

ERIEBANK brings a new level of banking experience to business customers. We focus on building exceptional relationships and are known for our high level of personalized service.

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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Commercial and Industrial Loans • Lines of Credit • Equipment Leasing
Commercial Real Estate Acquisitions & Refinancing • Corporate Credit Cards
Treasury Management Services



MEMBER FDIC



2017 REGISTRATION INFORMATION

Join us March 4th and 5th at the Great Lakes Mall for the Lake County Chambers of Commerce **Home & Lifestyle Expo**. Your participation will provide an excellent opportunity to generate company awareness and sales for your business.

2017 DATES

Move in and set up: Friday evening, March 3rd - 9pm SHARP

Please use the mall entrance next to Fuji Japan Steakhouse

Watch for more information regarding the Exhibitor Networking Hour Friday prior to set up.

Show dates and times: Saturday, March 4th, 10am to 6pm

Sunday, March 5th, 11am to 6pm

SPACE IS LIMITED. Participation is limited to the first 60 registrations (10 sponsors, 50 exhibitors).

Exhibitor will provide:

- Heavy gauge electrical cords (if needed)
Household cords are not permitted. Rubber cord covers or tape to reduce tripping hazards.

Lake County Chambers of Commerce provides:

- (1) 10' x 10' display area per exhibitor
- (1) 8' table with skirt
- (1) chair

- Optional Add-ons:**
- Extra 8' table \$25 - table must fit into your original 10' x 10' space
 - Double booth (20' x 20') can be requested for an additional \$200
 - Vehicle - \$200 per vehicle.
 - Insert into Giveaway Bag \$50 (per 500 quantity of one item)

RULES & REGULATIONS

- Displays are not to exceed 8' in height – no tents or canopies – **NO EXCEPTIONS**
- Great Lakes Mall Management has full authority in the placement and presentation of display areas. All excess material, collateral and boxes must be stored under your table.
- The distribution of helium balloons is not permitted.
- If a vehicle is part of your display, special arrangements must be made at least two weeks prior to the event. The Fire Department needs to be present for vehicle move in. Please call Diana Lewis in the mall office for more information 440-255-8932.

Sponsor registration and payment is needed by Friday, December 16, 2016

Exhibitor and Giveaway Bag registration and payment is needed by February 13, 2017

Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077

or email linda@easternlakecountychamber.org

Questions? Please call Linda Reed at 440-357-7572 or email Linda at linda@easternlakecountychamber.org

Hosted By:

In Partnership With:

Premier Sponsor:



**GREAT LAKES
MALL**



**YOUR
LOGO
HERE**

**YOUR
LOGO
HERE**

For info contact Linda Reed.



Saturday, March 4th • Sunday, March 5th

2017 REGISTRATION FORM

☐ **YES, I will be a Sponsor @\$575**

- Preferred exhibitor space (your choice of location)
- Guaranteed attendance - All contest participants are required to stop by every sponsor's booth
- Logo on marketing materials
- Logo on print advertising
- Logo on Lake County Chambers website Expo page with a link to your website
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo
- Option of stage time at expo

☐ **YES, I will be an Exhibitor @\$325**

- (1) 10' x 10' space, (1) 8' table, skirt and (1) chair

☐ **YES, I will add something to the Giveaway Bag @\$50** (available to exhibitors and non exhibitors)

- 500 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by February 13th to the Lake County Chambers of Commerce address below.

Company Name _____

Member of which Chamber? _____

Contact Name _____

Email (required) _____

Phone _____

Address _____ City _____ Zip _____

Booth/Display Height _____

Electricity Needed? ☐ Yes ☐ No

Special Requirements _____

Sponsor Fee (\$575).....	\$ _____
Exhibitor Fee (\$325)	\$ _____
Giveaway Bag (\$50)	\$ _____
Extra Table (\$25)	\$ _____
Double Booth (\$200)	\$ _____
Vehicle (\$200)	\$ _____
TOTAL	\$ _____

Method of Payment: ☐ Check payable to Lake County Chambers of Commerce

☐ Master Card

☐ Visa

☐ American Express

Credit Card # _____ Expiration Date _____ CVV Code _____

Billing Address _____ Zip Code _____

Signature _____ Date _____

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or email linda@easternlakecountychamber.org

Questions? Please call Linda Reed at 440-357-7572 or email Linda at linda@easternlakecountychamber.org

Where First Class Technology, Meets First Class Service

First Communications is a leading technology solutions provider offering Data Networking, Voice, and Managed Services throughout the Midwest. We create solutions to align with your business objectives, while our built-in scalability accommodates for the future. Combined with a strong focus on the customer experience and operational expertise, First Communications bridges technology with world class customer service.

Cloud IP PBX

Our Cloud IP PBX solution provides cost savings with no infrastructure headaches. Plus, all the unified communications solutions will free you from your desk with one phone number to follow you wherever you need to go. Just pick your phones and put your feet up, we'll design your custom solution, bring the service, and install it.



**As low as
\$15.00/seat**

Key Benefits

- ♦ **Scalable:** Cloud IP PBX, takes all of the guesswork away with a cost-effective, pay-as-you-grow solution.
- ♦ **Portable:** Accessible anywhere whether that's at the office, home, a customer site or while traveling.
- ♦ **Manage User:** Easily make changes to your calling features and enable administrators to make simple moves, adds and changes.
- ♦ **Affordable:** Reduce total cost of ownership by eliminating up-front capital expenditures for hardware investment.

Contact **Kevin Rossi**, Account Executive at
krossi@firstcomm.com
or
330-835-2243



2016 Top 50 Influencers in Aging in the Country



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

CEO, 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?

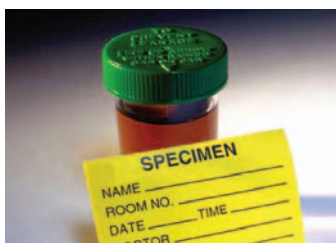
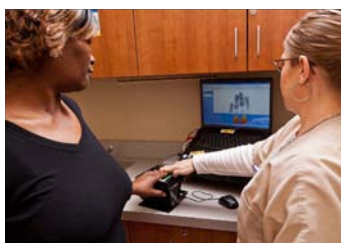
"Aging begins the day we are born and ends the day we depart. Aging is an evolutionary process that nourishes and expands our prosperity through knowledge and lifelong experiences. Embracing, cherishing, celebrating and respecting aging should be our culture and our way of life. Aging should be revered!"



Occupational Services

Lake Health is truly a one-stop shop for area employers. With our six locations in Willoughby, Willowick, Mentor, Concord Township, Madison and Chardon and 24-hour, 7-day-a-week care, Lake Health is the optimum resource for occupational health throughout Lake County and the surrounding areas.

Lake Health's Occupational Services offer a full range of examinations, screenings, rehabilitation services and wellness programs to meet your health care needs.



Occupational Services:

- 24-hour Injury Care
- Audiology/On-site Audiology Services
- DOT and non-DOT Drug/Alcohol Testing
- Random Substance Abuse Testing & Program
- Ergonomic Services
- Independent Medical Evaluations
- OSHA-required Testing
- Physical Examinations/DOT Physicals
- Respirator Clearance Exams
- National WebCheck® for FBI and/or BCI for Ohio – Digital Fingerprinting
- Immigration Physicals
- FAA 2nd and 3rd Class Physicals

Rehabilitation Services:

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

Consultant Programs/Services:

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

Employee Assistance Programs:

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

Specialized Wellness Programs

- Work-site Screenings
- Workforce Wellness Coaching

**Call 855-LAKE-OCC (855-525-3622) or
log onto lakehealth.org for more information.**



Why CompManagement

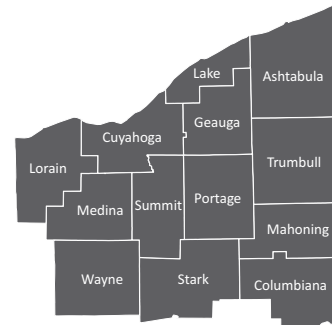
Proud to deliver workers' compensation claims management and cost containment strategies to nearly 30,000 hard working Ohio employers and have the endorsement of more than 160 associations, chambers of commerce, governmental agencies and public sector organizations.

LOCAL PRESENCE



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

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



PROGRAM CONSULTATION & PERSONALIZED SERVICE



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

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

Services

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

Alternative Rating Programs

- \$15,000 Medical Only
- 100% EM Cap
- Deductible Program
- Destination Excellence
- Drug Free Safety Program

- Group Rating
- Group Retrospective Rating
- Grow Ohio
- Individual Retrospective Rating
- One Claim Program
- Self Insurance

COST REDUCTION



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

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

EDUCATION



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

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

over

Feb 2016

BRIGHT IDEAS

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powerful **solutions** | glowing **results**

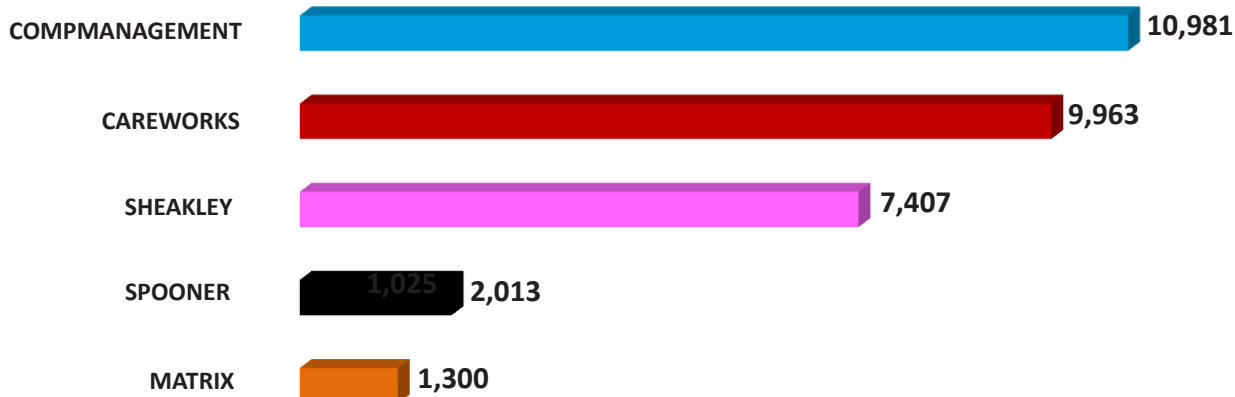
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Why CompManagement

Settlements Filed: 2012 - 2015



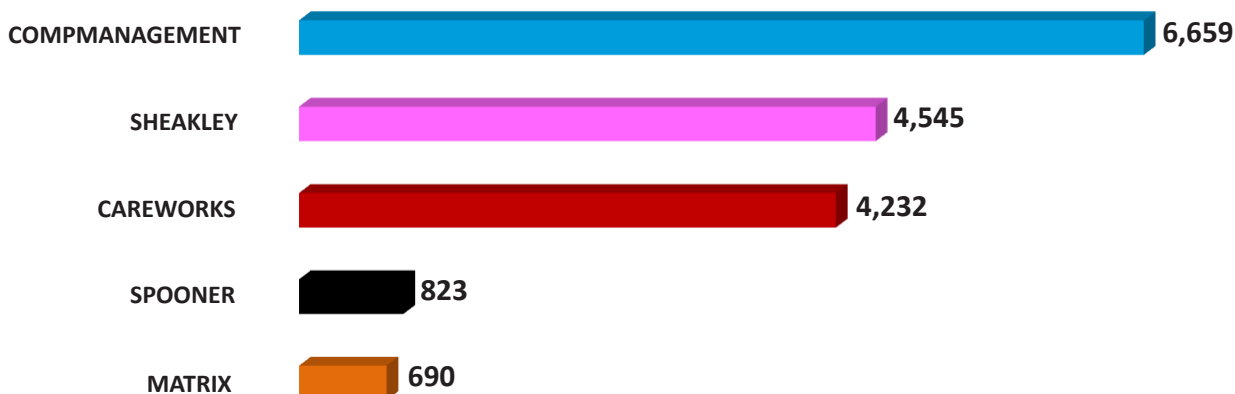
Cost containment strategies are extremely important in the claims management process and having consistency year in and year out with those strategies proves to be beneficial for employers.

Weighted Average Settlement Amount: 2012 - 2015



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

Handicaps Filed: 2012 - 2015



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

Data source - BWC public information request January 2016



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LAKECOUNTYSAFETYCOUNCIL

Date: Friday, January 20, 2017

Topic: How Does a JHA (aka JSA, TSA, AHA or PTP) Impact My Business

Presented by: Scott Cole, CSP, LEED GA, Northern Ohio Safety Director, Turner Construction Company

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

Location: Villa Croatia - Event Venue & Party Center, 34900 Lakeshore Blvd., Eastlake, OH 44095

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

RSVP online at: www.councilnews.org
or by calling 440-255-1616



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

BRING A GUEST: Existing FUEL members/attendees will receive a \$10 gift card (gas, iTunes, etc.) if they bring a friend or colleague who has NEVER attended a FUEL event before. One per person per event. While supplies last.

FUEL January Meeting

Annual Wine Tasting and presentation + networking

Date: Thursday, January 19, 2017

Time: 5:30-7:30

Place: Molinari's, 8900 Mentor Avenue, Mentor

www.lakecountyfuel.com



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Happy New Year! We'll see you February 1st

RSVP: www.lakekidzbiz.org

Mark Your Calendar



You may view all upcoming events by visiting our website at:

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**Don't forget
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