

# Chamber News



Eastern Lake County

Chamber of Commerce

November 2018

## YOU ARE GREAT AT TAKING CARE OF YOUR CUSTOMERS/CLIENTS

But How About Taking a Few Minutes for YOU?

### Mind, Body & Spirit

Mind

Body

Spirit

*Integrative medicine* is healing-oriented rather than disease-focused. It promotes the combination of mind, body and spirit to regain the body's natural equilibrium to achieve health.

The Advantages and Benefits to *Integrative Medicine* is quickly becoming an extremely popular specialty among physicians because it combines the best practices of conventional *medicine* with a number of proven effective complementary and alternative therapies to benefit the patient.

Join us as Erin Hill, Branches of Wellness and Emma Giardini, Lake Health show us how we can relax and boost our immune systems during the busiest time of the year.

#### OUR PANELISTS ARE:

Emma Giardini,  
Lake Health



Erin Hill,  
Branches of Wellness



**THURSDAY, NOVEMBER 15, 2018**

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

**Perry Family Restaurant**

**2736 North Ridge Road, Painesville**

**\$25 per person**

**RSVP by 11/9/18 online at**

**[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)**

**or by calling 440.357.7572**



# F.Y.I.

Because the Eastern Lake County Chamber of Commerce is a member of NOACC and you are a member of the Eastern Lake County Chamber of Commerce you are eligible to take advantage of this program.

## NOACC members have a clear advantage this holiday season



FedEx recently announced that for the second year in a row, it will not apply additional residential surcharges during the holiday season, except for shipments that are oversized, unauthorized or necessitate additional handling. Residential shipments sent with other carriers could incur an additional surcharge during peak days in November and December.

This is good news for NOACC members who expect a significant amount of e-commerce orders over the 2018 holiday season. As a free member benefit, NOACC members have access to exclusive discounts with FedEx. Between the savings through the [NOACC Chamber Shipping Program](#), and avoiding a peak surcharge on residential shipments, members have a clear advantage this holiday season.

If you're not currently taking advantage of this free member benefit, [enroll today](#). For more information, call PartnerShip at 800-599-2902 or email [sales@PartnerShip.com](mailto:sales@PartnerShip.com).

### 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
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
Stephanie Morton	Lantern of Madison
Elias Nunez	Pollutro-Rossley Insurance Agency
Donna Price	First Federal Lakewood - Concord
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)





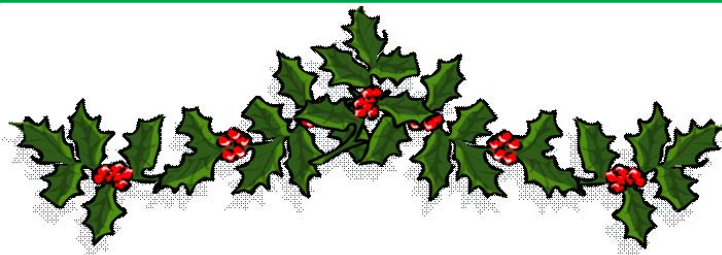
# UPDATES & NEWS FROM OUR MEMBERS

## CONCORD FIRE CHIEF MATT SABO APPOINTED TO LAKE COUNTY ADAMHS BOARD

Matt Sabo is the newest member of the Lake County Alcohol, Drug Addiction and Mental Health Services (ADAMHS) Board. He was appointed by the Lake County Board of Commissioners, and was sworn in during the board's regular September 17 meeting.

Established by Ohio statute, the ADAMHS Board plans, monitors, and funds Lake County's network of services for residents with a mental illness and/or substance-use disorders. Those services are delivered through a network of providers. Board members are all Lake County residents who serve without compensation.

Sabo is Chief of the Concord Township Fire Department. He has been with that organization since 1999 in capacities including firefighter/paramedic, EMS coordinator, and lieutenant. He serves on Lake County's Opiate Task Force, and helped plan and coordinate Lake County's Quick Response Team. Sabo holds a degree in Public Safety Management from Franklin University, and an Associate of Applied Science in Fire Protection Technology degree from the University of Akron.



**COME CELEBRATE THE JOY OF THE SEASON WITH US  
AT GRAND RIVER CELLARS  
5750 MADISON ROAD, MADISON OH  
WEDNESDAY, DECEMBER 12, 2018 FROM 5:00 TO 7:30 PM.**

**Cost to attend is \$25 per person which includes:**

**One Complimentary Cocktail – cash bar available**

**Heavy hors d'oeuvres**

**Networking with fellow chamber members**

***We ask that you please bring a door prize if possible.***



# Welcome New Members

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.

## Real Estate Services

### **Berkshire Hathaway HomeServices – The Joseph Zingales Team**

#### **Joseph Zingales**

7466 Auburn Road  
Concord, OH 44077  
440-346-2031

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

Description: Residential Home Sales, New Construction, Investment Properties, Commercial Sales and Leases, Vacant Land Sales and Acquisitions for Development.

## Antiques & Collectibles

### **Our Treasures**

#### **Cindy Quick**

50 West Erie Street  
Painesville, OH 44077  
440-856-6695

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

Description: Antiques, Gifts, Gallery We carry Pure Maple Syrup, Tea, Organic Dog Bones, Soaps, Primitives, Jewelry, Antiques and Vintage items just to name a few things we sell.

## Retail Crafts, Artists & Consignment Gift Shop

### **Qi Boutiqued**

#### **Denise Pizzi**

902 High Street  
Fairport Harbor, OH 44077  
440-227-6798

Description: Retail consignment, crafts, art work and more.

## Professional Hockey Team

### **Mentor Ice Breakers**

#### **Jennifer Bryniarski**

Mentor Civic Arena  
8600 Munson Road  
Mentor, OH 44060  
440-290-8502

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

Description: Pro hockey team in Lake County with our home base at Mentor Civic Arena in Mentor, OH

**We hope to see you  
soon & often!**

# Happy Thanksgiving





# 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, November 1, 2018**

**8 to 9 am**

**Pizza Roto - Concord  
7685 Crile Road  
Concord**

**Thursday, November 15, 2018**

**8 to 9 am**

**Anyes Salon for Him & Her  
7750 Plaza Blvd.  
Mentor**



**Wednesday, November 14, 2018**

**8 to 9 am**

**KHovnanian Homes  
157 Amy Avenue  
Madison**

**Wednesday, December 12, 2018**

**8 to 9 am**

**The Lakehouse Inn & Winery  
5653 Lake Road East  
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**



# Historic Water Tower Is Getting A Fresh Coat



The Lake County Visitors Bureau and the Madison Community Improvement Corporation (MCIC) have teamed to save the historic Madison Village (OH) water tower. Rather than dirt and shovels, on October 15, 2018 at 10:00 am, the community is invited to grab a paint brush to commemorate the beginning of the Grand River Valley / Madison Water Tower Restoration Project. The collaboration behind saving this 90 year-old structure is county wide. In addition to MCIC and the Lake County Visitors Bureau, the result of this preservation project has been made possible through the generous support of Lake County Commissioners' Jerry Cirino, John Hamercheck, and Dan Troy, Madison Village Council and Mayor Britton, Madison Village Merchants, and through numerous private and corporate donations.

"This joint effort began in July 2017 when Dwayne and I met for the first time," said Scott H. Dockus, Executive Director Lake County Visitors Bureau. "Instantly we both

new this iconic symbol of Remarkable Lake County, OH needed to be saved and set forth actions to save it," Dockus said. "Through joint fundraising campaigns spearheaded by MCIC and together with the Lake County Visitors Bureau, we raised over \$30,000 for phase one of the project" said Dwayne Bailey, Madison (OH) Village Administrator. "The restoration will be completed in three stages; repair of the tower and a white base coat will be completed fall 2018, in spring 2019 branding art will be applied to the bowl, as well as landscaping to create a welcome area on the 528/I90 exit," added Bailey.

Located in Remarkable Lake County, OH and the heart of Ohio's Grand River Valley Region, the water tower will be the destination symbol of the Grand River Valley Region. In addition to the water tower restoration and welcome area, a new Holiday Inn Express and Hampton Inn are being added to the 528/I90 exit which are also scheduled for a spring 2019 opening.

Remarkable Lake County, OH is a brand of the Lake County Visitors Bureau. An organization dedicated to developing and promoting tourism experiences within Ohio's Lake County. 440.975.1234. [www.mylakeoh.com](http://www.mylakeoh.com)



A photograph of several wrapped gifts on a rustic wooden surface. The gifts are wrapped in various papers: white with a red ribbon, red with white polka dots, and brown with gold and red stripes. A roll of white wrapping paper is also visible. The text 'Holiday Open House' is written in a large, white, cursive font over the image. Below it, in a smaller, white, sans-serif font, is 'DOWNTOWN PAINESVILLE BUSINESSES'.

# Holiday Open House

DOWNTOWN PAINESVILLE BUSINESSES

**TUESDAY  
NOV 13  
4:30-7:30PM**



## *Festivities Include:*

- Downtown businesses decorated & open to holiday shoppers!
- Local vendors in the Gage House
- Holiday carolers
- Cash bar on Main Street
- Special eats & treats



### **THANK YOU SPONSORS!**

Mar-Bal Inc., Painesville Credit Union, Lake Erie College, Bella Donna Salon & Spa,  
Conway Land Title, Friends of Morley Library, L.C.E. Credit Union & Lifeline





**John  
Eklund**

**Your  
State Senator  
18<sup>th</sup> District**

The Eastern Lake County Chamber of Commerce will be hosting a breakfast meeting for its members.

State Senator John Eklund will be joining us for an informal breakfast meeting where constituents can talk about

topics important to them, ask questions, and receive updates on legislation, projects, and issues.

**FRIDAY, NOVEMBER 30, 2018 8:00 TO 9:30 AM**

Quail Hollow Country Club  
11295 Quail Hollow Drive, Concord

\$15 Members Only – RSVP by November 23, 2018 online at [www.easternlakecountychamber.org](http://www.easternlakecountychamber.org) or by calling 440-357-7572.



**DAYLIGHT SAVINGS TIME  
ENDS ON  
SUNDAY, NOVEMBER 4  
AT 2 A.M.**





## Helping Thousands in Ohio and Pennsylvania Recover from Opioid Addiction

Addiction Outreach Clinic (AOC) provides a unique outpatient, [opioid addiction treatment program](#) that includes buprenorphine/naloxone (Suboxone®) medication-assisted treatment to prevent cravings and withdrawal symptoms. Suboxone® treatment is combined with one monthly behavioral counseling session to support our patients' recovery efforts and help them get their lives back.

Our team of physicians and counselors work together to develop an effective treatment plan designed to meet the individualized needs of our patients. We pride ourselves on providing a professional, caring and secure environment at our eight [locations](#), which ensures the best possible outcome for our patients. AOC has guided thousands of patients in Ohio and Pennsylvania along the path of opioid addiction recovery.

Whether treatment is for you, a family member or a friend, we are happy to speak with you about our treatment program. Please read more about [AOC](#), or call us at [330-259-4849](#), or [email](#) to schedule an appointment – it's fast, easy and completely confidential.

Join us for a Ribbon Cutting Celebration

At 12:00 Noon on Friday, November 2<sup>nd</sup>

Open House

Noon until 3pm

**Addiction Outreach Clinic**

**2736 North Ridge Road**

**Painesville**

(Perry IGA Plaza)



**Veterans Day 2018  
Observed on Monday  
November 12th**



## NEW BUSINESS IN BEAUTIFUL FAIRPORT HARBOR:

### Qi Boutiqued

Retail consignment store  
specializing in:

- Crafts
- Art work
- Jewelry
- Woodworking
- And more



Join us for a Ribbon  
Cutting Celebration

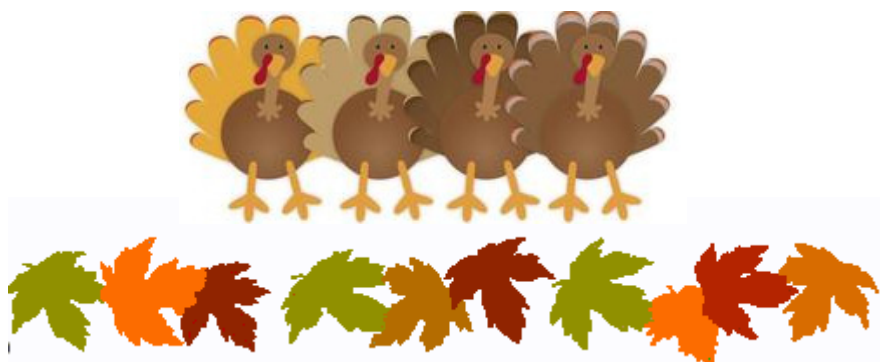
At 4:00 PM on Friday,  
November 9th

**Qi Boutiqued**

**902 High Street**

**Fairport Harbor**

(lower level)





## NEW BUSINESS IN CONCORD TOWNSHIP

### Sounds of Life Hearing Center

We are a hearing healthcare practice providing diagnostic and rehabilitative care for the whole family, including hearing aid selection and fitting as well as community services.

Our office is on Auburn Road between Girdled Road and Capital. We occupy the office in the front of Dr. Tina Joyce's practice. The building is light green and one story. ADA friendly office.

Join us for a Ribbon Cutting  
Celebration & Community  
Open House

At 12:30 PM on Friday,  
November 16th

**Sounds of Life Hearing Center**  
**8007 Auburn Road, Suite 1**  
**Concord Township**



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

*Come Hear With Us and  
Feel Just Right at MaryAnn's Family Hearing*



The Right Products  
The Right People  
The Right Place  
MaryAnn's Family Hearing

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

ACCREDITED BUSINESS A+ 

*MaryAnn's*  
**FAMILY HEARING**

*We take pride in your turf!*

**Turf Pride**  
**LAWNCARE SERVICE**

**440.516.8873**

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

• Fertilization • Weed Control • Core Aeration  
• Grub Prevention • Perimeter Pest Control





## Eastern Lake County

Chamber of Commerce

One Victoria Place, Suite 265A

Painesville, OH 44077

Phone 440-357-7572

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

## 2019 Ala Carte

### Website Ad Rates – One Year

Square Ad 300px by 250px \$200

Footer 728px by 90px \$150

Premium Ad \$500

Your logo with a link to your website at the top of one of our most viewed pages: Events, Directory or Newsletter.

### Chamber Member Video Spotlight

Your video on our website - \$250 month\*

\*Discount available for annual or half year purchase

If you do not have a video we can put you in touch with a chamber member to help you with that. Cost will vary.

### Newsletter Ad Rates

Full Page Insert (2 issues) \$180

Full Page Insert (6 issues) \$450

Full Page Insert (12 issues) \$720

Half Page Ad (2 issues) \$100

Half Page Ad (6 issues) \$210

Half Page Ad (12 issues) \$360

Quarter Page Ad (2 issues) \$85

Quarter Page Ad (6 issues) \$180

Quarter Page Ad (12 issues) \$240

Business Card Ad (12 issues) \$120

### New Member Reception \$250

- Exhibit Table at the event
- Logo featured on the invitation
- Commercial time
- Complimentary admission for two
- Logo featured in newsletter and Social Media feeds

### General Membership Meeting \$250

- Exhibit table if requested
- Marketing material at each place setting
- Article and logo in newsletter
- Logo listed on our website & at the event
- 3-minute commercial at the event

- 2 complimentary admissions to the event
- Spreadsheet with guest list contacts if requested (does not include email)

### Golf Outing Sponsorship Opportunities

- Hole Sponsor \$150
- Turn Sponsor \$250
- Beverage/Snack Station \$300 (4)
- Registration Sponsor \$300
- Dinner Sponsor \$500
- Putting Contest Sponsor \$200 (1)
- Water Sponsor \$200 or \$400
- Snack Bag Sponsor \$300 (1)
- Beverage Cart Sponsor \$200
- Breakfast Sponsor \$300
- Chipping Challenge Sponsor \$200 (1)
- Scorecard Sponsor \$300
- Flag/Pin Sponsor \$300
- Golf Cart Sponsor \$300 (1)
- GPS/Map Sponsor \$500

### Putt-Putt Tournament Sponsorship Opportunities

- Event Sponsor \$300
- Registration Sponsor \$100
- Prize Sponsor \$150
- Hole Sponsor \$50

**THIS EVENT SUPPORTS OUR SCHOLARSHIP FUND**

### Road Rally Sponsorship Opportunities

- Starting Line Sponsor \$300
- Skill Stop Sponsor \$250
- Finish Line Sponsor \$500
- Rally Party Sponsor \$25
- Sign Sponsor Banners \$25

**SEE REVERSE SIDE FOR SPONSORSHIP PACKAGE OPPORTUNITIES. WE ARE HAPPY TO TAILOR ANY PACKAGE TO FIT YOUR NEEDS!**

Want Exclusivity? Not sure what's right for your Budget?



## **Exclusive Chamber Partner Package**

(\$6,500 value) – Cost \$5,000 Includes:

- Premium Ad - Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Newsletter Full Page Insert – 12 issues
- Recognition on the cover of our monthly E-newsletter recognizing you as our exclusive chamber partner
- Membership list in excel format (does not include emails)
- Sponsorship at ALL 2019 Chamber Events which include:  
January - Awards Banquet Luncheon  
February – General Membership Meeting  
March – Legislative Breakfast Meeting  
March – General Membership Meeting  
April – Collaborative event with the Ohio Chamber of Commerce  
May – Family Feud event with Geneva Chamber of Commerce  
June – New Member Reception Sponsor  
July – Dinner Sponsorship at our Golf Outing  
August – Event Sponsor at our Putt Putt Event  
September – General Membership Meeting  
September – VIP Cocktail Party Sponsor  
October – Road Rally Starting Line Sponsor  
October – Collaborative event with the Ohio Chamber of Commerce  
November – Trivia After Hours Sponsor  
November – New Member Reception Sponsor  
December – Holiday Mixer Sponsor
- Industry Exclusive sponsorship (no cost option)

## **Platinum Sponsor** (Value \$2,500) - Cost \$2,000

includes:

- Premium Ad - Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Full Page Insert – all 12 issues
- Dinner Sponsorship at the Golf Outing
- 3 General Membership Meeting Sponsorships
- Membership list in Excel format (does not include emails)
- Recognition on the cover of our monthly E-newsletter (3,000+)
- Industry Exclusive sponsorship (no cost option)

## **GOLD (VALUE \$2,000) – Cost \$1,500 includes:**

- Premium Ad - Your logo with a link to your website near the top of one of our most viewed pages: Events, Directory or Newsletter.
- Full Page Insert – 6 issues
- Hole Sponsorship at the Golf Outing
- 3 General Membership Meeting Sponsorships
- Membership list in Excel format (does not include emails)
- Recognition on the cover of our monthly E-newsletter (3,000+)

## **SILVER (VALUE \$875) – Cost \$500 includes:**

- Website ad
- ¼ page ad all 12 issues
- 1 General Membership Meeting Sponsorship
- Membership list in Excel format (does not include emails)
- Sponsorship at one of our Legislative Breakfast meetings

Call 440-357-7572 or Email your Eastern Lake County Chamber of Commerce office and we'd be happy to work with you.

[linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)

[kathleen@easternlakecountychamber.org](mailto:kathleen@easternlakecountychamber.org)

[katrina@easternlakecountychamber.org](mailto:katrina@easternlakecountychamber.org)



# Great Rates. Right Here.

13 month CD:  
**2.78% APY\***

12 month MMA:  
**2.53% APY†**

***Stop by our Concord branch today!***

7595 Crile Rd.,  
Concord, OH 44077  
(440) 352-1072

**FFL.net** [f](#) [t](#) [in](#)



 EQUAL HOUSING LENDER • MEMBER FDIC

\* The Annual Percentage Yield (APY) is accurate as of 9/20/18. The minimum balance to open and earn the APY is \$500. The interest rates are subject to change without notice. A penalty may be charged for early withdrawal. Fees could reduce earnings. The promotional APY is valid only for new money not currently on deposit with First Federal Lakewood. Other restrictions may apply. Offer expires December 31, 2018.

† The promotional Annual Percentage Yield (APY=2.53%) is accurate as of 9/20/2018. Minimum balance to open and earn the promotional APY is \$10,000. Deposit limited to \$1,000,000 per household. The promotional APY is locked for 365 days. After 365 days, the variable interest rate is subject to change and will be determined by the interest rate being offered on the Select Money Market Account. These interest rates are subject to change without notice. The Select Money Market account tiered interest rates in effect as of 9/20/18 are as follows: .01- \$9,999.99 the APY is 0.05%; \$10,000-\$24,999.99 the APY is 0.15%; \$25,000-\$49,999.99 the APY is 0.25%; \$50,000-\$99,999.99 the APY is 0.35%; \$100,000 or more the APY is 0.45%. If the account is closed before the 365 days, a \$50 fee may be assessed. The minimum average daily balance is \$10,000 to avoid a \$10 monthly service fee. No more than a total of 6 preauthorized telephone, ACH, check, POS or Internet transactions may be made from this account per month. Fees could reduce earnings on this account. The promotional APY is valid only for new money not currently on deposit with First Federal Lakewood. Other restrictions may apply. Contact a branch representative for full details. Offer expires December 31, 2018.





## 2019 REGISTRATION INFORMATION

Join us March 2nd 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.

### 2019 DATES

**Move in and set up:** Friday evening, March 1st - 9pm SHARP

Please use the mall entrance next to Fuji Japanese Steakhouse

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

**Show date and time:** Saturday, March 2nd, 10am to 6pm

SPACE IS LIMITED. Participation is limited to the first 60 registrations.

#### 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 300 quantity of one item)

### RULES & REGULATIONS

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

**Sponsor registration and payment is needed by Friday, December 14, 2018**  
**Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019**  
**Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077**  
**or email [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)**

Questions? Please call Linda Reed at 440-357-7572 or email Linda at [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)

Hosted by:

**LAKE COUNTY**



Chambers of Commerce

In Partnership with:

**GREAT LAKES  
MALL**

Premier Sponsor:

**GeneratorPros.com**

Division of Shepp Electric Company, Inc.

**GENERAC POWERPRO**

Area's Only Family Owned and Operated Premier Dealer





## 2019 REGISTRATION FORM Saturday, March 2nd

☐ **YES, I will be a Sponsor @\$495**

- Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on Lake County Chambers website Expo page with a link to your website
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo

☐ **YES, I will be an Exhibitor @\$295**

- (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)

- 300 pieces of an item. Suggested items: promotional items, gift cards, coupons, samples. Deliver items to Linda Reed by February 8th 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 (\$495)..... \$ \_\_\_\_\_

Exhibitor Fee (\$295) ..... \$ \_\_\_\_\_

Giveaway Bag (\$50) ..... \$ \_\_\_\_\_

Extra Table (\$25)..... \$ \_\_\_\_\_

Double Booth (\$200) ..... \$ \_\_\_\_\_

Vehicle (\$200)..... \$ \_\_\_\_\_

TOTAL..... \$ \_\_\_\_\_

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

☐ Master Card

☐ Visa

☐ American Express

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_ CVV Code \_\_\_\_\_

Billing Address \_\_\_\_\_ Zip Code \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Sponsor registration and payment is needed by Friday, December 14, 2018**  
**Exhibitor and Giveaway Bag registration and payment is needed by February 8, 2019**  
**Mail to: Lake County Chambers, 1 Victoria Place, Suite 265A, Painesville, Ohio 44077**  
**or email [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)**

Questions? Please call Linda Reed at 440-357-7572 or email Linda at [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)





## Ways To Be A Sponsor - Reserve Your Spot Now!

### Premier Sponsor

- \$1500 – Limit 3 industry exclusive sponsors – Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on Lake County Chambers website expo page with a link to your website
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo
- Option of stage time at expo
- Banner on stage with your company logo
- Double booth space
- Your item in the giveaway bag
- Social media blast
- Facebook Live video

### Sponsor

- \$495 – Preferred exhibitor space (your choice of location)
- Logo on marketing materials
- Logo on print advertising
- Logo on Lake County Chambers website expo page with a link to your website
- Logo on sponsor sign
- Company listed as a sponsor in event press releases
- Public mention at chamber events prior to expo

### Giveaway Bag Sponsor

- \$750 – Logo imprinted on 300 attendee bags
- Preferred exhibitor space (your choice of location)
- Your item in the giveaway bag

### Vendor Breakfast & Vendor Reception Sponsor

- Vendor Breakfast \$495 • Vendor Reception \$495 (Limit 2 sponsors each)
- Signage at event with logo
- Opportunity to speak at event
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# Workers' Compensation Update

2019 Experience Rating changes for private employers

Over the last several months, the Ohio Bureau of Workers' Compensation (BWC) and their actuarial consultants have been reviewing how rates are calculated for private employers in an effort to better match premium with costs.

Based on the actuarial consultants' analysis, the BWC Board of Directors recently approved the following changes in regards to how BWC premium is calculated for private employers effective with the July 1, 2019 rating year.

## 1. Maximum claim limit reductions for smaller employers

Employers that are small in size with expected losses below \$15,000 will see a reduction in their maximum claim limit. This is in an effort to reduce the impact of one "large" claim to a small employer's premium rates.

## 2. Experience Modification Rate adjustment factor

BWC has introduced a factor that will be applied to an individual employer's Experience Modification Rate (EMR). An employer's EMR is a number used to gauge both past cost of injuries and future chances of risk. The lower the EMR for your business, the lower your workers' compensation premium will be. Employers with a better than average EMR (EMR of 0.90 and lower) will see a 5% reduction, while employers with the worst EMR's in the state will see a 5% increase.

## 3. Premium size factor

BWC introduced a second factor that will be applied based on the amount of premium an employer pays into the fund. Individual merit-rated employers with premium in excess of \$5,000 will most likely see a reduction in premium.

The changes listed do not apply to public employers (counties, cities, villages, townships, schools, etc.), private employers participating in a group rating program or those employers enrolled in a Professional Employer Organization (PEO). This group of employers will not see any change to how premium is calculated.

In light of these changes, it is recommended to review your 2019 program options closely as now is the time to enroll in these programs. Updates to the BWC premium calculations may impact which BWC program is most advantageous for your organization.

Please contact CompManagement, the Lake County Chambers of Commerce's program administrator, at (800) 825-6755 and ask to speak to a Rate Analyst to learn more about these BWC changes and how they may impact your rates.

Sept 2018

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**When:** Wednesday, November 7, 2018  
**5:30 PM - Cocktails and networking**  
**7:00 PM - Dinner, keynote speaker and awards program**

**Where:** Holiday Inn — LaMalfa Center  
**5783 Heisley Road, Mentor, Ohio 44060**

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### **Questions:**

Please contact Sheila Bare at [sbare1@lakelandcc.edu](mailto:sbare1@lakelandcc.edu) or 440-525-7348.



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## After Hours Networking Event at Doc Howard's Distillery

Thursday, December 6, 2018  
from 5 to 7 pm

Join Doc's Team as they roll out their newest creation, "Kilted Whiskey". This is a single malt whiskey made in the Scottish tradition of using smoked malted barley. This will be the first day this product will be offered for sale. Also on hand will be Royal Havana Cigars (RHC) with displays and sales of their custom made cigars. Since Royal Havana opened their doors in June 2012, the RHC gold and black line of premium cigars, handcrafted in Nicaragua, have been very well received. RHC will also have lighters, cutters and other assorted accessories for sale to accompany the cigars.

Traditional and Not-So-Traditional Scottish and Celtic music will be provided by the band Plaid Sabbath.

Come in and bring your friends to be the first to taste this latest addition to the fine line of hand crafted spirits made at Doc's and find how his fine whiskeys pair up with an excellent cigar. Be sure to try the other whiskeys and rums that Doc makes. Oh by the way, there may be a spare Scotsman or two wandering around the distillery that night.

**Appetizers, soft drinks and hot drinks will be provided.  
Of course, Doc's spirits will be available for tastings and purchase.**

**Please RSVP online at [www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)  
or by calling us at 440.357.7572**



Date: Friday, November 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): Jeff Lupica, MD, Lake Orthopedics  
Topic: Foot Health, Foot Safety For The Workplace  
RESERVATIONS: Register online at  
[www.lakecountysafetycouncil.org](http://www.lakecountysafetycouncil.org)  
RSVP DEADLINE: Monday, November 12, 2018  
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