

Chamber News



Eastern Lake County

Chamber of Commerce

October 2018

Can Employers Help Fight Drug Problems?

According to Ohio Department of Health, 3,000 Ohioans of employment age were lost in 2017 alone due to opioid-related fatalities. Even prior to the epidemic, the Centers for Disease Control and Prevention conservatively note that for every 1 death, 10 people are admitted for treatment, 32 visited the emergency room, 130 are drug-dependent and 825 are nonmedical users of prescription drugs.

But the jeopardy to our workforce is not just dependence on opioids (which include prescription drugs, heroin and fentanyl), according to Quest Diagnostics, the largest workplace-testing

organization. The rates of positive tests for cocaine and amphetamines are escalating too and we're just now readying access to legalized medical marijuana in Ohio.

Each of the employed individuals that are misusing prescription and other drugs is costing an Ohio employer between \$7,000 and \$25,000. That figure is staggering.

Join us as our panelists talk about how you as an employer/employee can expand efforts to protect your business. Our panelists are:

Thursday, October 25, 2018

11:30 am to 1:00 pm

Red Creek Bar & Grille

1820 North Ridge Road

Painesville

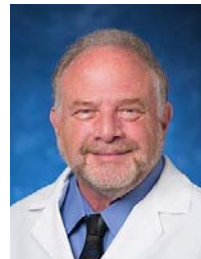
\$25 per person

RSVP by 10/19/18 online at

www.easternlakecountychamber.org

or by calling 440.357.7572

Dr. W. Vieweg
Lake Health



John Wilton
Bureau of Workers
Compensation



Melanie Blasko
Lake Geauga
Recovery Center





The Eastern Lake County Chamber of Commerce would like to welcome Donna Price to our board effective 9/12/18. Donna will be filling the unexpired term of Julie Drury who has taken a job outside of Lake County.



***Thank you for your time on our board Julie!
We wish you much success and happiness
in your new job.***

2018 Board of Directors

Executive Board of Directors

President	Ame West	West Orchards
1 st Vice President	Chris Brill	Packard Lake Health
2 nd 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
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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



UPDATES AND NEWS FROM OUR MEMBERS



Painesville Police Officer Awarded Medal of Honor for Heroic Actions



On Wednesday, September 5 the Lake County Chiefs of Police Association awarded Painesville Police Officer Ryan Cueni the Medal of Honor for his actions of bravery taken without regard for his own safety in facing an armed suspect on February 2, 2017.

THANK YOU FOR YOUR SERVICE OFFICER CUENI!



Haris Tokalic promoted to President Borce (Butch) Ilievski hired as VP of Sales & Marketing

Grand Rock Company announced today that Haris Tokalic has been promoted to president of Grand Rock effective September 1, 2018. Haris has been with Grand Rock for almost 18 years, exceling in each and every position, mastering each position quickly. Haris was an integral member in implementing lean manufacturing, and improved methods and procedures to make each job better. He leads by example and his contributions are exemplary. We are excited for what the future holds in store for Grand Rock and the new milestones that will be achieved.

Butch Ilievski joined the Grand Rock team on August 6, 2018 as the VP of Sales and Marketing. Butch has over 30 years' experience in sales and marketing. He is known for entrepreneurial vision into revenue generation and productivity, thriving in a diverse and fast-paced executive environment.

NANCY BROWN APPOINTED TO LAKE COUNTY ADAMHS BOARD

Nancy Brown is the newest member of the Lake County Alcohol, Drug Addiction and Mental Health Services (ADAMHS) Board. Brown was appointed by the Lake County Board of Commissioners, and was sworn in during the board's regular August 20 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.

Brown is president of Ladies and Gentlemen Salon and Spa with locations in Mentor and Lyndhurst. She is also president of Brown Aveda Institutes. She is past chair of the Leadership Lake County board, and is a passionate and committed supporter of environmentalism as well as programs to help people in need.



October 6, 2018

11 am to 4 pm - Subaru Ascent Launch Party. Come check out the new third row Subaru and enjoy lots of give aways.

October 27, 2018

12 pm to 3 pm - Subaru Pet adoption with Geauga Rescue Village. Help a furry friend find their furever home!



UPDATES AND NEWS FROM OUR MEMBERS



Lakeland partners with Normandy to provide full service catering for special and corporate events on campus

Lakeland Community College and Normandy Catering have entered into a partnership agreement to cater special and corporate events at the Mooreland Mansion and as needed elsewhere on campus, including the Holden University Center.

"This partnership allows us to further our fiscal responsibility while still providing great food with quality service for both campus events and for community members who utilize any of the college's facilities," said Dr. Morris Beverage Jr. Lakeland president. "Normandy has a tremendous reputation, and clients considering Normandy for their off-site catering services can be assured that their events at Lakeland will be handled with the same level of detail and impeccable service."

Lakeland's own campus dining will retain operations of Breakers, Breakers on the Run and the new Buzz Café.

Normandy Catering was started by husband and wife team Linda and Sandy Carmigiano in 1978. Today, Normandy operates a party center in Wickliffe and manages the food service operations for numerous event venues throughout Greater Cleveland including Notre Dame College, Tanglewood Country Club, and many private companies and organizations. They currently employ a team of over 110 people to create unique menus that utilize fresh, seasonal ingredients from local growers.

"Normandy is very excited about our new partnership with Lakeland Community College, and we're looking forward to a long, mutually beneficial relationship," said Ryan Baker, chief operating officer at Normandy Catering.

Volunteers Deliver Facelift to Local Playground Once Again LyondellBasell Global Care Day Renews Commitment to Community



LyondellBasell Fairport Harbor employees and their families maintained their commitment to a local playground on Global Care Day. Now in its 19th year, the event encourages LyondellBasell staff around the world to collectively participate in community service projects. "The Orchard Street playground is vital to our community and we wanted to ensure children can safely enjoy this area," said Ted Cudak, Fairport Harbor site manager. "We too live locally so it is important to invest in areas that benefit both our employees and the community." This is not the first time volunteers from LyondellBasell have renovated the park. Previous Global Care Day projects at the park took place in 2003, 2006 and 2009. Volunteers from LyondellBasell installed playground-grade mulch under and around the playground equipment, provided touch up paint to the slide, updated the swing set by removing the old swings, and replacing them with new swing chains and seats. In addition, the volunteers were able to update flower beds around the park.

"This area gets a lot of use year round and it was time to replace some of the equipment," said Tim Manross, Fairport Harbor Mayor. "It was fantastic to see all the work completed by the volunteers in a short amount of time and our kids now have a safe and beautiful space to enjoy being outdoors."

All supplies and equipment was provided by LyondellBasell. Over the past 19 years, approximately 30,000 LyondellBasell employees and their families have donated more than 190,000 volunteer hours in support of their communities on Global Care Day.

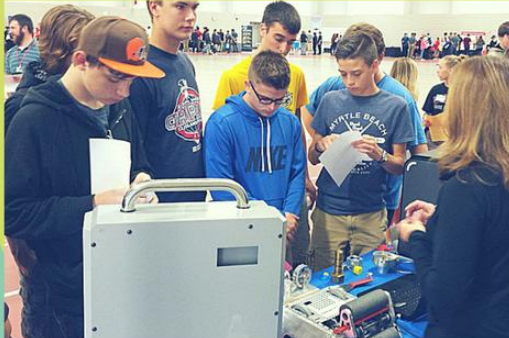


UPDATES AND NEWS FROM OUR MEMBERS



Where students and teachers hear about young professionals experience in manufacturing careers in Lake County, meet local companies making awesome products, and manufacturers can find entry-level workers.

PRESENTED BY



OCTOBER 4, 2018

10 AM - 1 PM

MENTOR HIGH SCHOOL

Manufacturer booths and sponsorships still available. Call 440-942-1632 for more information or simply visit

THINKMFGEXPO.COM

Lake County's 60 Great Moments of Economic Impact in the Last 60 Years!



REAL ECONOMIC IMPACT

LCDC 60th Anniversary Celebration

Honoring 60 Outstanding local companies, organizations, and moments that shaped the economic health of Lake County over the last 60 years.

Join hundreds of local dignitaries, community stakeholders, business owners, and countywide leaders for the

20th Annual Economic Forum Breakfast

Presented by your Lake County Development Council

Friday, Oct. 26, 2018 • 7:30AM-9:30AM

Holiday Inn Express Hotel & Suites LaMalfa 5783 Heisley Rd., Mentor, OH

Reserve now for only \$25 for Members, and \$30 for Non-Members: (Ask about full table discounts)

A wonderful breakfast buffet and first class networking

Checks payable to: Lake County Development Council or LCDC, P.O. Box 955, Painesville, OH 44077

Register easily on-line with PayPal at www.lakecountyledevcouncil.org under Events

CE's available for Accounting and Real Estate professionals

Sponsorships available, contact Kirk Stonebrook at kstonebrook@lakecountyledevcouncil.org

**You make the
difference**

Sponsored by **stewart title**

Real partners. Real possibilities.™

Presenting Speaker: Nationally acclaimed Chief Economist, **Dr. Ted Jones** (flying in from Texas)

Fall Tasting After Hours

Come on out to our Fall Tasting Business After Hours event this October, as we bring together many of the local Northeast Ohio chambers under our roof! This isn't your average networking event; this is going to be a fun, after-work gathering among local professionals. Don't be the one who misses out!

5:30 - 7:30 PM | OCTOBER 11TH, 2018 | 7588 TYLER BLVD., MENTOR, OH 44060
REGISTER AT DSAUTOMOTIVE.COM/CHAMBER-EVENT



To sourcing the very best ingredients we can find and preparing them by hand.

To vegetables grown in healthy soil, and pork from pigs allowed to freely root and roam outdoors or in deeply bedded barns.

We're committed because we understand the connection between how food is raised and prepared, and how it tastes.

We do it for farmers – animals - the environment – dentists - crane operators - ribbon dancers - magicians – cartographers and you.

With every burrito we roll or bowl we fill, we're working to cultivate a better world.

The business of good food

When Chipotle opened its first restaurant in 1993, the idea was simple: show that food served fast didn't have to be a “fast-food” experience. Using high-quality raw ingredients, classic cooking techniques, and distinctive interior design, we brought features from the realm of fine dining to the world of quick-service restaurants.

Over 23 years later, our devotion to seeking out the very best ingredients we can--raised with respect for animals, farmers, and the environment--remains at the core of our commitment to Food With Integrity. And as we've grown, our mission has expanded to ensuring that better food is accessible to everyone.

Join us for a Grand Opening &
Ribbon Cutting Celebration

10:45 am on

Monday, October 15th



Concord Township
Chipotle Ribbon Cutting
7689 Crile Road
Concord Township



State Farm



Being a good neighbor is about more than just being there when things go completely wrong. It's also about being there for all of life's moments when things go perfectly right.

With a passion for serving customers and giving back in our communities, we've been doing well by doing good for almost 100 years.



Join us for a Grand
Opening & Ribbon Cutting
Celebration

11:30 am on
Wednesday, October 17th

Cyrus Massoudi Insurance
& Financial Services
State Farm
8 North State Street,
Suite 206
Painesville



**John
Eklund**
—
**Your
State Senator
18th 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 or by calling 440-357-7572.



4 UNDER 40

SPONSORED BY:



The Lake County Chambers of Commerce recently announced the winners of their inaugural “Top 4 Under 40” awards, recognizing four of Lake County’s best and brightest young professionals. Nominees, who must be Lake County Chambers of Commerce members, were evaluated in the areas of leadership, community involvement, entrepreneurship, and professional achievement.

“We have an incredible network of Young Professionals living and working right here in Lake County. Our goal is to acknowledge and facilitate their success and involvement,” explains Linda Reed, Executive Director of the Eastern Lake County Chamber of Commerce. “These awards give us the opportunity to recognize these young leaders in our community who are working hard to make Lake County a better place to live and work.”

The 2018 Top 4 Under 40 winners include:

- Nate Bell, Commercial Insurance Specialist, Zito Insurance Agency, Inc.
- Amy Gladieux, Marketing & Recruiting Manager, TWO MEN AND A TRUCK Cleveland
- Julia Schick, Director of Communications, Laketran
- Joshua Strickland, Associate Attorney, Dworken & Bernstein Co., L.P.A.
- Tickets are available through the Eastern Lake County Chamber of Commerce, Mentor Area Chamber of Commerce, and Willoughby Western Lake County Chamber of Commerce.

Welcome

New Chamber 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.

ADVERTISING/MEDIA/MARKETING/PUBLIC RELATIONS

THE PARTNERSHIP CARL WHITE

2065 Bretton Place
Fairlawn, OH 443a13
216-870-2169

www.thepartnershipknows.com

Description: Marketing - Advertising - Public Relations - Business Management Consulting

ENGINEER

A.M. MADSEN ARTHUR MADSEN

7777 Butterfly Street
Painesville, OH 44077
440-354-5201

Description: Performance of software services and the sale of items used in manufacturing production.

FINANCIAL SERVICES

SIGNATURE FINANCIAL GROUP SCOTT PARKER

9150 South Hills Blvd., Suite 200
Broadview Heights, OH 44147
216-642-9556 ext. 329

www.sfg4you.com

Description: Our value stems from the personal approach we take with all our clients. Building a relationship, personally understanding each individual, along with their needs. These are all part of the guidance we provide to each of our clients.

HEARING TESTING/HEARING AIDS NORTHEAST OHIO HEARING CENTER

8528 Mentor Avenue
Mentor, OH 44060
440-266-9080

www.neohhearing.com

Description: Locally owned and operated with extensive experience dispensing hearing aids, we strive to provide the best personalized solutions.

*We hope to see you
soon & often!*

MANUFACTURER RODEWALD MANUFACTURING ANTON WINGREN

605 South State Street
Painesville, OH 44077
440-478-1495

Description: We are a contract manufacturer of OEM equipment in the food processing industry. Our focus will be on equipment that uses stainless steel in their assembly. Laser, form and welding.

MANUFACTURER MAR-BAL INC. SCOTT BALOGH

787 Renaissance Parkway
Painesville, OH 44077
440-543-7526

www.mar-bal.com

Description: From selecting the right composite materials to injection or compression molding the product, Mar-Bal delivers on your needs.

MANUFACTURING SALES GOODMAN MANUFACTURING EDWARD KLIMKO

34929 Curtis Blvd. #105
Eastlake, OH 44095
440-417-3575

www.goodmanmfg.com

Description: For over three decades, the Goodman® brand has concentrated on something more important than simple brand-recognition consumer advertising. Since 1982, we've focused on helping millions and millions of homeowners achieve reliable, high-quality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A. As a result, the Goodman brand has earned the loyalty and respect from thousands of local independent heating and cooling professionals across North America.

SKILLED NURSING/REHABILITATION GENEVA SHORES SKILLED NURSING & REHABILITATION ELENA MARQUETTI

60 West Street
Geneva, OH 44041
440-466-1181

www.continuinghc.com/geneva-shores

Description: Physical, Occupational & Speech Therapy; Hospice/Palliative Care; Long-Term Care; Specialized Wound Care

WINERY LAURENTIA WINERY CHRIS HANSON

4599 South Madison Road
Madison, OH 44057
440-296-9175

www.laurentiawinery.com

Description: Our tasting room is housed in an extraordinary log cabin style building. It's rustic charm and unique features are designed to make customers feel right at home and make the most of their wine tasting experience. Drink in the views of our estate vines while sipping crisp whites on our open terrace. Enjoy a cozy fireside Pinot Noir by our immaculate four-sided stone fireplace. Or, experience the true expression of our winery in our grand cellar surrounded by stone pillars, oak barrels, and concrete tanks.

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, October 4, 2018

8 to 9 am

Howards Jewelers

Food Court in the Great Lakes Mall

Mentor

Thursday, October 18, 2018

8 to 9 am

Paradigm - Mentor Schools

6465 Center Street

Mentor



Wednesday, October 24, 2018

8 to 9 am

Flemming & Billman Funeral Home

323 S. Broadway

Geneva

Wednesday, November 14, 2018

8 to 9 am

KHovnanian Homes

157 Amy Avenue

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



"First Federal Lakewood was the first bank I've dealt with that delivers on its promises of speedy approval and funding."

- Jeremy Dobos, President & CEO,
Master Printing Group

Introducing Express Business Loan

Apply in minutes,
instant decision,
next day funding.

expressloan.FFL.net

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

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



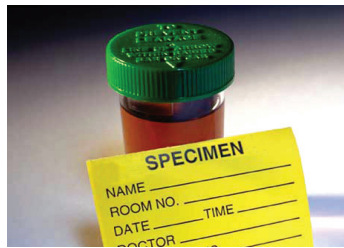
 EQUAL HOUSING LENDER • MEMBER FDIC



Occupational Services

Lake Health is truly a one-stop shop for area employers. With our **five** locations in Willoughby, Willowick, Mentor, Concord Township, 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 Services
- Ergonomic Services
- OSHA-required Testing
- Physical Examinations/DOT Physicals
- Respirator Clearance Exams
- National WebCheck® for FBI and/or BCI for Ohio – Digital Fingerprinting
- Immigration Physicals
- Employee Assistance Programs
- Job Placement Assessment
- Functional Capacity Evaluations
- Return-to-Work Physicals
- Fit-for-Duty Physicals

Rehabilitation Services:

- Functional Job Analysis
- Physical/Occupational Therapy

Consultant Programs/Services:

- Blood Borne Pathogen Program
- Carpal Tunnel Prevention Program
- Hand/Back Safety Program
- Wellness/Education Programs

Specialized Wellness Programs:

- Work-site Screenings
- Workforce Wellness Coaching

Substance Abuse Testing:

- DOT Supervisor Compliance Training
- DOT and non-DOT Drug/Alcohol Testing
- Random Substance Abuse Testing & Program
- Drug-free Workplace Training - Supervisor and Employee

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



What are Benefit Corporation or “B-Corps”?

Last month Senator Elizabeth Warren made some headlines with her op-ed piece in the Wall Street Journal¹ regarding her introduction of what she has called the “Accountable Capitalism Act²” which would essentially require that certain corporations making \$1 Billion per year obtain a federal corporate charter which would force these companies to act as benefit corporations already do in 34 different states with some additional requirements on board member qualifications, share issuance and sales, and political spending. In the current climate this bill is probably dead on arrival, but it has raised the profile of benefit corporations.

You may have heard about C-Corps, S-Corps, and LLCs but may be mystified by B-Corps? Not yet authorized in Ohio, these so called “benefit corporations” or B-Corp legislation has been introduced in every state with 34 of them enacting laws that allow B-Corps even though such an effort has thus far failed in Ohio.

So what is a benefit corporation anyway? The benefit corporation traces its roots back to the 1970’s where companies began to publically commit to making a profit while also taking actions that benefited people and the environment. While a for profit business is concerned only with making money for their owners, a benefit corporation is concerned not only with making money but also providing a benefit to the community, the environment, or some other social cause. Effectively, a benefit corporation blends a for-profit corporation’s profit motives with a nonprofit’s goal to effect a social purpose.

Currently 34 states have enacted B-Corps with other states having pending legislation or considering such legislation. Some notable corporations are B-Corps include Ben & Jerrys, Etsy, Patagonia, Dansko shoes, and many others. For some, having a social purpose is the “right thing to do” whereas for others it is a savvy business decision made to attract a certain segment of customer that prefers purchasing from socially conscious businesses or attracting investors that want to invest in companies not only to turn a profit but also to do some good in their community. Some states require reporting on the B-Corp’s beneficial work, while others provide for voluntarily reporting or no reporting of its beneficial activities.

Notably, there does not appear to be any current special tax treatment for being a B-Corp and how a company is taxed by the IRS is not currently affected by electing a benefit corporation status. Also, unlike a true 501(c) non-profit corporation, a benefit corporation is not able to obtain tax deductible donations or certain grants.

So why would someone want to have a B-Corp? The main benefits appear to be the ability to have a stated beneficial purpose in addition to making money which provides flexibility to companies to invest in beneficial social causes while not abandoning making profit and could be looked upon favorably by customers, investors, and the public giving the company a positive public image.

While it is unlikely that Senator Warren’s bill will pass in its current form, the concept of benefit corporations has wide support and will probably eventually come to Ohio.



JOSHUA STRICKLAND, DWORKEN & BERNSTEIN

¹ <https://www.wsj.com/articles/companies-shouldnt-be-accountable-only-to-shareholders-1534287687>

² <https://www.warren.senate.gov/newsroom/press-releases/warren-introduces-accountable-capitalism-act>



The Lantern of Madison
Presents Our First Annual

Chili Cook-off

TO BENEFIT THE ALZHEIMER'S ASSOCIATION

SATURDAY
OCT
20 1PM-
4PM

LANTERN OF MADISON
BALLROOM
2041 HUBBARD ROAD

**VOTE FOR
THE BEST**

TASTING FEE

\$5

THE EVENT INCLUDES:

All are welcome! Please call or email for details!

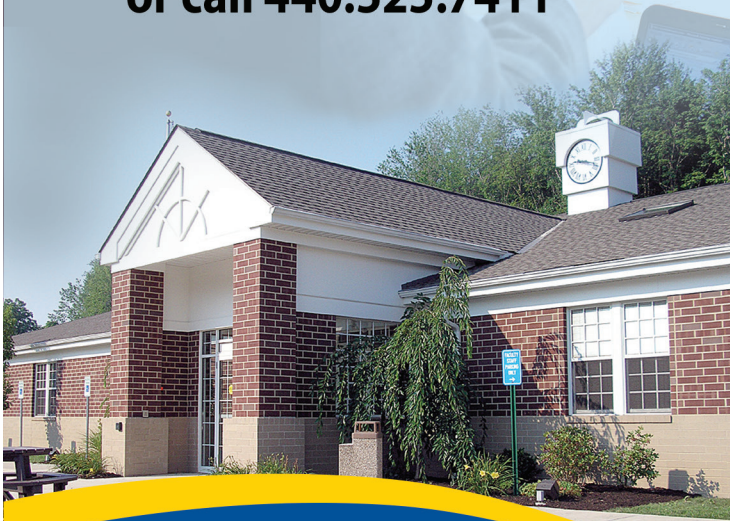
FOR MORE INFO: (440) 428-2664
sevans@lanternofmadison.com

Looking . . . for your next meeting space?

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

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

**To learn more, visit
lakelandcc.edu/east
or call 440.525.7411**



Lakeland
COMMUNITY COLLEGE
LAKELAND EAST • MADISON, OHIO

201 Water Tower Drive, Madison, OH 44057

 **Opportunity**
starts **HERE**
lakelandcc.edu





NOACC Chamber Shipping Program

Receive exclusive discounts with this free member benefit managed by PartnerShip[®]

- » Discounted small package shipping with select services from FedEx Express, FedEx Ground, and FedEx Home Delivery[®]
- » Savings on standard and guaranteed LTL freight shipments with UPS Freight, YRC Freight, and others
- » Competitive rates on full and partial truckload shipments using quality national and specialized carriers

Enroll today at PartnerShip.com/89NOACC

An overview of your NOACC Chamber Shipping Program services and discounts is shown below.
Please visit PartnerShip.com/89NOACC for more program details and to enroll in this free program.



SMALL PACKAGE SERVICES



FedEx Express

- | | |
|--|-----------------|
| › Next-business-day envelopes | Save up to 27%* |
| › Next-business day, 2-and 3-business day packages | Save up to 22%* |
| › International shipments | Save up to 23%* |

FedEx Ground

Discounts on Outbound Prepaid, Inbound Collect, Bill Recipient & Third Party Billing

- | | |
|---------------------------------|----------|
| › Packages weighing 1-10 lbs. | Save 5% |
| › Packages weighing 11-30 lbs. | Save 10% |
| › Packages weighing 31-150 lbs. | Save 15% |

Multiweight Pricing

This cost-saving pricing option is for multiple package shipments going to the same recipient on the same day. Packages are rated individually and as one shipment. You pay the lower rate!

- › **Tier 6** for shipment weights between 200-499 lbs.
- › **Tier 506** for shipments weighing 500 lbs. or more

FedEx Home Delivery®

- | | |
|--------------------------------|----------|
| › Packages weighing 1-20 lbs. | Save 5% |
| › Packages weighing 21-70 lbs. | Save 10% |



LTL (LESS-THAN-TRUCKLOAD) FREIGHT SERVICES

PartnerShip.com/Quote

- › Inbound and outbound
- › Standard, expedited and guaranteed services
- › Tradeshow / exhibit shipping

UPS Freight®



TRUCKLOAD BROKERAGE SERVICES

PartnerShip.com/TLQuote

- › Full and partial truckloads
- › Dry van, flat bed, and refrigerated



PartnerShip.com/89NOACC



Eastern Lake County
Chamber of Commerce

2019 Eastern Lake County Chamber of Commerce Awards

The Eastern Lake County Chamber of Commerce is now accepting nominations for the 2019 Business of the Year and the Beacon awards. All nominations must fall into one of the 2 award categories listed below.

Submission Deadline: October 15, 2018

Beacon Award:

This award may be presented when recognition of uncommon deeds is warranted. The nominee may be a person, organization, business, or industry who has exhibited extraordinary commitment and achieved positive results within the Eastern Lake County communities. The recipient shall 1) have had a positive impact on the community through their actions, 2) demonstrated devotion to a cause for the benefit of the community, 3) have provided leadership, participation and support to the cause.

Business of the Year:

The nominee shall be a business or industry who 1) devotes time, money, resources, and efforts back to the community, 2) operates a successful business, 3) promotes business development in the Eastern Lake County area. The business principal or organization must have demonstrated community involvement and/or made civic contributions. The award recognizes a business or industry headquartered in Eastern Lake County regardless of size. The nominee should be a member of the Chamber of Commerce.

The Eastern Lake County Chamber of Commerce (ELCCOC) is an inclusive organization of persons interested in the promotion and success of businesses within the eastern regions of Lake County, Ohio. The ELCCOC welcomes all persons without regard to race, color, creed, national origin, gender, or age.

To submit a nomination, please complete the form below and return to:

Eastern Lake County Chamber of Commerce

Attention: Linda Reed

One Victoria Place, Suite 265A

Painesville, OH 44077

Or you may email your nomination form to linda@easternlakecountychamber.org

Award Category: _____

Nominee

Name & Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Email Address: _____

Nominator

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Email Address: _____

Please provide sufficient and specific information as to why this nominee is deserving of recognition for their contribution(s) to the Eastern Lake County community.

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Please return this form to the Eastern Lake County Chamber of Commerce
office no later than October 15, 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

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

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Chambers of Commerce

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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

Questions? Please call Linda Reed at 440-357-7572 or email Linda at 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
- Your item in giveaway bag

Stage Entertainment Sponsor

- \$750 – Limit 3 sponsors – Stage signage with logo
- Exhibitor space near the stage
- Logo on 3 entertainment signs throughout the mall
- Your item in the giveaway bag

Hosted by:



In Partnership with:

**GREAT LAKES
MALL**

Call Linda Reed 440-357-7572 or email linda@easternlakecountychamber.org

Eastern Lake County Chamber of Commerce

Saturday

Oct. 6

2nd Annual

ROAD RALLY

Leave your helmets at home, your driving gloves, too. Its not how fast you go, its answering the clues. Follow the clues, find the checkpoints, and master the games of skill. The powers of observation will get you to the Finish Line, the Prizes and the Party!

CHECK IN: Noon at the NEW Wagon Wheel Bar & Restaurant, 1388 Hubbard Rd., Madison

PRE-RALLY PIT AREA: Madison Township Park—across from the Wagon Wheel

STARTING LINE: Madison Township Park

START TIMES: Beginning at 1:00 pm—Pole Positions (start times) assigned based on order of registration

FINISH LINE: Secret Location—Teams must follow the clues & directions

Prizes - Drink & Heavy Hors d'oeuvres—Additional food & drink available for purchase

**\$125 for a team of 4, \$32 for each additional person
two to four people per team.**

**Register online at www.easternlakecountychamber.org
or by calling 440-357-7572**



Regal Vineyards



Hundreds of small businesses, non-profits, and municipalities are using this new self-funded plan for small employers



As today's small businesses continue to search for cost-saving health coverage options, Chambers of Commerce throughout Ohio have banded together to offer a new self-funded medical plan for small employers. The Northern Ohio Area Chambers of Commerce (NOACC), Central Ohio Chambers of Commerce, Southern Ohio Chamber Alliance (SOCA), Dayton Area Chamber, and the Youngstown Warren Regional Chamber have collaborated to create a new health program that can lead to more rate stability and is a smart solution that offers potential savings for groups with 50 or fewer employees.

More than 270 Chambers of Commerce in the state of Ohio have teamed up with Anthem Blue Cross and Blue Shield to administer this plan and to provide stop loss coverage.

This new self-funded medical offering called the SOCA Benefit Plan is a multiple employer welfare arrangement (MEWA). MEWAs enable smaller employers to join together to share in the overall claims risk. By being part of a larger, self-funded pool, employers have financial protection backed by Anthem's stop loss coverage.

In addition to financial protection, this innovative alternative offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs, including four PPO and three HSA options
- Anthem's broad Blue Access PPO Network and National Rx Formulary
- Coverage for claims run-out /terminal liability coverage

For More Information go to www.844MedOhio.com



Eastern Lake County

Chamber of Commerce

One Victoria Place, Suite 265A

Painesville, OH 44077

Phone 440-357-7572

www.easternlakecountychamber.org

2019 Ala Carte

Website Ad Rates – One Year

Square Ad \$200

Footer 728px by 90px \$150

Square Ad 300px by 250px \$100

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
- Photo Frame Sponsor \$150
- 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

kathleen@easternlakecountychamber.org

katrina@easternlakecountychamber.org



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](tel: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 Tuesday, November 2nd

Open House

Noon until 3pm

Addiction Outreach Clinic

2736 North Ridge Road

Painesville

(Perry IGA Plaza)



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

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**Our Ribbon Cutting Scissors and Bow
have been really busy lately!**

We enjoy celebrating
special occasions with our members.

Congratulations
Laketrans & Lakeland Community College



Main Street Photography, Coleen Moskowitz



Welcome to the Neighborhood!!!

**From: The Eastern Lake County Chamber of Commerce
Board Members & Staff**



Date: Friday, October 19, 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): Andrew Johnson, Project Manager, Sotarix

Topic: NFPA 70E

RESERVATIONS: Register online at

www.lakecountysafetycouncil.org

RSVP DEADLINE: Monday, October 15, 2018

SPONSORS: **HZW ENVIRONMENTAL CONSULTANTS and
LAKE HEALTH**



Topic: Cultivating a Strong Online Brand

Part1: Identifying Your Target Audience

When: 8: 15 am on Wednesday, October 3rd

Place: Paradigm, Mentor Schools

Presenter: Frechic Dickson, Owner of C7Branding.com

RSVP by Tuesday, October 2, 2018

Email us at: info@kidzbiz.com

Visit our website www.lakekidzbiz.com for a list of
upcoming events



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 or by calling us at 440.357.7572



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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



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