

# Chamber News

September 2016



**Eastern Lake County**  
Chamber of Commerce

**SERVICE  
ABOVE SELF**



**Eastern Lake County**  
Chamber of Commerce



**Join Us For A  
Ribbon Cutting  
Grand Opening  
Ceremony**

**At one of Madison's  
newest retail stores  
where you can find  
unique giftables**

**September 1, 2016  
from 5 to 7 pm**



**Wit & Whimsy  
1940 Hubbard Road  
Madison Township**

**Friday, September 23<sup>rd</sup> at 11:30am**

**The Eastern Lake County Chamber of Commerce  
along with the Painesville Rotary will be holding  
a Legislative Candidates & Issues Forum**

**at the Quail Hollow Resort,**

**11080 Concord Hambden Road in Concord.**

Candidates will be given a set, limited amount of time to introduce themselves and answer questions proposed by the membership.

Candidates running unopposed are invited to attend and will be introduced.

Issue Representatives will be given a set, limited amount of time to educate our guests on what issues will be on the November ballot.

**Cost to attend is \$20 per person.**

**RSVP online at: [www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)  
or call the chamber office at 440-357-7572.**

**We ask that you RSVP by 9/16/16.**



**This event is sponsored by:**

**First Federal Lakewood – Concord**

**Lake Health**

**Lantern of Madison**

**Western Reserve Counseling Service**

10-27-16

# SMASH THE BOX

CHAD J. WILLETT: SPEAKER // ARTIST // CREATIVE CONSULTANT

**SEE**  
**LEADERSHIP**  
**DIFFERENT!**

**THINK** **INNER DIALOGUE:** SILENCING ONE'S INNER CRITIC  
**CONGRUENCE:** CONNECTING THE MIND, VOICE AND BODY

**LOOK** **AUTHENTIC EXCITEMENT:** RAISING ONE'S ENERGY LEVEL TO INSPIRE AND MOTIVATE  
**CONNECTION:** AUTHENTICALLY CONNECTING WITH THE THOUGHTS AND FEELINGS OF OTHERS

**ACT** **FLEXIBILITY:** IMPROVISING WITHIN A SET OF CONSTRAINTS  
**OWNING ONE'S SPACE:** THROUGH PROPER POSTURE ONE LEARNS HOW TO COMMAND ONE'S SPACE

Join the Eastern Lake County Chamber of Commerce for  
a morning of **Creative Leadership with Chad J Willett.**

**October 27, 2016**

7:30am Registration/Breakfast

Program 8:00am to Noon

Public Utilities Learning Center on Blase-Nemeth Road.

Register at [www.easternlakecountychamber.org](http://www.easternlakecountychamber.org)  
or call 357-7572.



Event Sponsors:



**TRANSFORM**  
**THE**  
**WORKPLACE!**

## Congratulations & Best Wishes



I wanted to take a minute to let you all know that Alice Cable has taken a full time position with AWT as their new Executive Director.

While we are all sad to see Alice leave us, we are all very excited for her and can't wait to see all the wonderful things she'll be doing to help create awareness of the many wonderful opportunities in manufacturing.



LAKE COUNTY SAFETY COUNCIL

**Date:** Friday, September 16, 2016

**Topic:** Business & Industry Fire Inspections  
(w/check list)

**Presented by:** Terry Scott, Mentor Fire  
Department

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

**Location:** Holiday Inn Express Hotel & Suites  
LaMalfa

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

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"We Care, You'll See!"

We have  
Certified and  
Licensed  
Audiologists  
to Serve You.

Diagnostic  
Hearing Tests,  
Hearing Aids,  
Repairs,  
Supplies &  
More

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

**440-357-HEAR (4327)**  
1701 Mentor Avenue, Suite 5, Painesville Township, 44077  
MaryAnnsFamilyHearing.com

## 2016 Board of Directors

### Executive Board of Directors

President	David Komjati	KeyBank
1 <sup>st</sup> Vice President	Allen Weaver	Erie Bank
2 <sup>nd</sup> Vice President	Ame West	West Orchards
Treasurer	David Battles	Jones Battles Group
Past President	Karen Sundy	Perry Township

### Board of Directors

Rita Camardo	Northwest Savings Bank
Sallie Christian	Layton Physical Therapy
Beth Debevc	Debonne Vineyards
Dr. Steven Gajda	Northern Dental Specialists
Jim Gray	JPG Advisors
Mary Anne Hurley	Hurley State Farm
Lisa Schwentner Joles	Lew's Reliable Heat & AC
Mary Jo Miller	Bella Donna Salon & Spa
Thomas Mitchell	The Marshfield Group
Elias Nunez	Pollutro-Rossley Insurance Agency
Chris Brill Packard	Lake Health
Nicholas Rhodes	Asgard Development
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	Madison Township
Fairport Harbor	Madison Village
Grand River	Perry Township
Leroy Township	Perry Village
Painesville City	North Perry Village
Painesville Township	



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



### **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.

#### **CATERER**

##### **CHOW DOWN**

##### **GREG TARR**

3278 Winters Road  
Orwell, OH 44075  
440-632-1444

[www.chowdown.info](http://www.chowdown.info)

About: Serving NE Ohio area since 1988. Our mission is to provide creative catering, professional service & great food at reasonable prices. Specializing in Custom Casual Catering at Our Place or Yours! Banquet Room Available.

#### **INSURANCE**

##### **WILLIAM THOMPSON INSURANCE AGENCY**

##### **WILLIAM THOMPSON**

1701 Mentor Avenue, Suite 3  
Painesville, OH 44077  
440-226-8010

[www.billthompson.net](http://www.billthompson.net)

About: Automobile, Home, Life, Commercial, Landlord, Renters, Boat, RV, Motorcycle Insurance through Farmers

#### **RESTAURANT/TAVERN**

##### **RED CREEK BAR & GRILL**

##### **NICK RAISCHEL**

1820 North Ridge Road  
Painesville Twp., OH 44077  
440-853-8490

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

About: The old Zappitelli's of Painesville, Ohio is back! Anthony Zappitelli has partnered up with long time Restaurateur Nick Raischel and Chef Kyle Bibeault to open Red Creek Bar & Grill by Zappitelli. Red Creek features homemade pizzas, jumbo chicken wings, enormous juicy burgers, Kyle's Famous Ribs and a variety of fresh, delicious salads!



***Welcome to the Eastern  
Lake County  
Chamber of Commerce!***



# Members NEWS



## Madison Ohio Septemberfest!

Have you heard about  
Madison's upcoming festival?

Breweries & Wineries  
(like members Cornerstone Brewery,  
Debonne Winery, Grand River Cellars)

Live Music  
Cornhole Tournament  
Chicken Wing Competition

Classic Vehicles

Food Trucks

50/50 Raffle

Craft Bazaar

It all takes place . . .

**September 9<sup>th</sup> - from 5 pm to midnight**  
(after the Perry vs Madison game!)

**September 10<sup>th</sup> - from noon to midnight!**

Put on by Madison Joint Recreation District.  
Contact MJRD or visit Septemberfest on Facebook for details!



## Perry Fall Festival

Have you heard about Perry's upcoming festival?

Food vendors, Chinese auction,  
and many family friendly - fun activities

It all take place at Lee Lydic Park on Call Road

**September 10<sup>th</sup> from Noon to 8pm**  
**September 11<sup>th</sup> from Noon to 5pm**



## Taste of Painesville Lake County's Largest Block Party

**Thursday, Sept 1<sup>st</sup>**  
**5 pm to 10 pm**

**Downtown Painesville, Veteran's Park**

**Featuring:** Live Music from Andy's Last Band, PCIC Pub and local restaurants serving up a variety of good food. Ribs, Quesadilla's, Pulled Pork, Hot Sausage Sandwiches, Sliders, Wings, East Coast Custard, and more. The proceeds from ticket sales and the 50/50 raffle benefit the Downtown Painesville Organization and their beautification efforts downtown.

## LAKE COUNTY DEVELOPMENT COUNCIL

### Fall Luncheon welcomes Team NEO

Friday, September 9 Special guest presenter Bill Koehler and Team NEO will share updates on exciting developments in N.E. Ohio and how they may impact you and your business.



**When: Friday, September 9, 2016**

**Networking 11:30-noon, Lunch served 12pm**

**Where: Hellriegel's Inn,  
1840 Mentor Ave, Painesville, OH 44077**

**Cost: \$20**

**Register at:** <http://www.lakecountdevelopmentcouncil.org/friday-sept-9-2016-membership-luncheon/#sthash.j8zJeZ5k.dpuf>

# Members NEWS

## Countywide Networking Event Presented By D&S Automotive

**Date: October 13, 2016**

**Time: 5:30 PM - 7:00 PM EDT**

Come on out to our Business Networking Social 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!

Complete with giveaways, free food and drinks (yes, that includes beer!!), and some laid-back networking, you'll want to mark this event in your calendar today!

### Chambers Involved:

Eastern Lake County, Mentor Area, Willoughby  
Western Lake County, Chardon, Euclid

### Top Reasons to Attend:

1. FREE food and drinks
2. Giveaways every half hour
3. FREE beer mug to the first 150 registered attendees

### Event Sponsors:



### Location:

D&S Automotive  
7588 Tyler Blvd  
Mentor, OH 44060



**Save the date!**  
**Thursday, October 6th, 2016**

[THINKMFGEXPO.COM](http://THINKMFGEXPO.COM)

The three Lake County Chambers of Commerce and the AWT are partnering again to host the 4th Annual Lake County "Think Manufacturing Career Expo" on October 6th at Perry High School. The "[Think Manufacturing Career Expo](http://thinkmfgexpo.com)" will provide teachers, guidance counselors, principals, students, parents and adult job seekers the opportunity to learn more about the various high tech careers, very competitive pay and benefits manufacturing offers.

**Interested in promoting your company to a large group of manufacturers, parents, teachers, and students from Lake County? The 4th Annual Think Manufacturing Career Expo shows teachers, students, and parents the rewarding opportunities available in manufacturing within Lake County.**

The 10:00 am-1:00 pm session is a new field trip for high school juniors and seniors interested in math, science and technical/manufacturing careers.

The 4:00 pm-7:00 pm session is open to middle school students, parents, teachers, veterans and adult job seekers.

Please join us in promoting manufacturing careers in Lake County! **Multiple levels of sponsorship are available. The deadline for sponsors to sign up is September 22nd.**

If you have any questions, please contact us at 440-357-7572, email us, or check out the event at [www.thinkmfgexpo.com](http://www.thinkmfgexpo.com) for more details!

### HOSTED BY





**Eastern Lake County**  
Chamber of Commerce

## **ADVOCACY EVENT**



council of smaller enterprises

Learn more about the ways marijuana legalization in Ohio and the prospect of an increase in income tax and minimum wage in the City of Cleveland can affect businesses throughout the region. In addition, this session will provide a high level overview of the potential post-election business priorities that will impact business.

Date: Friday, October 21, 2016

Time: 8:00 am

Place: Steele Mansion, 348 Mentor Avenue, Painesville

Cost: \$5.00 per person, breakfast included

RSVP to Linda Reed by calling 440-357-7572 or online at

[www.easternlakecountychamber.org](http://www.easternlakecountychamber.org) BY 10/14/16

## Keynote Speaker Bios



**CASEY GERALD** CO-FOUNDER & CEO, MBAS ACROSS AMERICA  
FRIDAY, OCTOBER 14<sup>TH</sup> – 11:30 A.M. – 1:00 P.M.

Casey Gerald is the co-founder and CEO of MBAs Across America, a national movement of MBAs and entrepreneurs working together to revitalize America. He began his career in economic policy and government innovation at the Center for American Progress, and has worked as a strategist with startup social ventures such as The Future Project, as well as companies like The Neiman Marcus Group.

Casey has been featured on MSNBC, in the New York Times, Financial Times, The Guardian, and other national and international media outlets. He has also been featured on the cover of Fast Company, which named him one of the “Most Creative People in Business.” Casey serves on the advisory boards of the Aspen Institute’s Franklin Project, NPR’s Generation Listen, and has emerged as an influential voice on the awakening that is changing business and society — making purpose the new bottom line in our lives and work.



**MEL ROBBINS** CREATOR, ‘THE 5 SECOND RULE’  
FRIDAY, OCTOBER 14<sup>TH</sup> – 2:45 -4:15 P.M.

Mel Robbins is best known for delivering one of the most popular TEDxTalks in the world: “How To Stop Screwing Yourself Over.” She has launched and sold two companies and currently owns and operates a multi million-dollar publishing and speaking business. She has trained executive teams at some of the world’s leading brands such as The PGA Tour, Million Dollar Roundtable, PwC, CISCO Systems, YPO, Johnson & Johnson, and Chase Business.

Mel has been named “America’s Outstanding Talk Show Host” by The Gracie Awards and has hosted original shows for A&E, Fox and Cox Media. She’s appeared as an expert on a wide range of talk shows, from Oprah to Dr. Phil, Fox News to Good Morning America. Mel is a contributing editor for SUCCESS Magazine and is continually featured in publications like The New York Times and Inc. Magazine. Mel is a Dartmouth College and Boston College Law School graduate on a mission to reveal how each one of us can thrive at work and in life.



**GARY SCHOENIGER** AUTHOR AND ENTREPRENEUR  
THURSDAY, OCTOBER 13<sup>TH</sup> – 12:00 – 1:30 P.M.

Gary Schoeniger is an internationally-recognized thought leader in the field of entrepreneurship education and training. Gary’s message has influenced a broad audience from academic and economic development organizations to government, corporate and non-profit clients worldwide including the Cisco Entrepreneur Institute, the Ewing Marion Kauffman Foundation, the Global Entrepreneurship Congress, the Colombian Ministry of Education, the government of Buenos Aires, SEBRAE (Brazil) and the US State Department.

Schoeniger led the development of the Ice House Entrepreneurship Program, which has been recognized by the Kauffman Foundation as “redefining entrepreneurship education.” He is also the co-author of *Who Owns The Ice House: Eight Life Lessons From An Unlikely Entrepreneur*, an international bestseller described as “required reading for humanity.”





# CLASSROOM SET UP LOANS

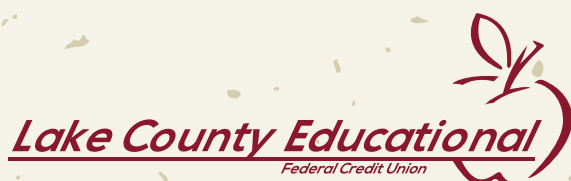
**LOW INTEREST LOANS  
EXCLUSIVELY FOR TEACHERS**

**It's teachers like you that make Lake County better.** That's why we want to help you start the school year right. We are proud to offer a low interest personal loan designed to help you purchase the supplies you need to set up your classroom. You can borrow up to \$2,000 and enjoy 2.0% APR for 12 months. **Good luck with the school year and thank you for all you do for Lake County!**

Rates as low as

**2.0%** APR\*

**Borrow up to \$2,000**



**(440) 352-4732**

\*APR= Annual Percentage Rate. Loan approval based on creditworthiness and other factors. Loans for teachers hired at Lake County Schools only. Loan balance must be paid in full in 12 months. Rates and terms are subject to change without notice. Payment example: \$2000 borrowed at 2.0% and repaid over 12 months = \$168 / month. See credit union for details. Offer ends: September 30, 2016.

Federally insured by NCUA



## **Music Licensing Basics For Brick and Mortar Business Owners**

If you own a business with a brick and mortar storefront and play background music for your customers or patrons to enjoy, there is a good chance you are violating federal copyright law. While most business owners don't realize it, music is a form of intellectual property, and it is illegal for a person or business to utilize intellectual property created and owned by another without obtaining permission first. Permission may be obtained in a number of ways, but the most common method is through licensing.

Obtaining a license for music is very simple. Remember when you bought that Maroon 5 album on iTunes last month? When you paid for it, you were purchasing a perpetual license to listen to each of the songs on the album. The licenses you obtained, however, are very narrow and specific, because they only apply to you personally. In other words, you do not have permission to go play the Maroon 5 album as background music for the customers in your store, or patrons at your bar.

Playing music for your customers, regardless of the method (via iTunes, compact disc, mp3, etc.), requires a different type of license called a public performance license. Although public performance licenses come in a variety of different packages (depending on a person's/business' needs), the underlying purpose is essentially the same across the board: it gives the licensee permission to play music to a large group of people in a public setting.

Public performance licenses are acquired through Performance Rights Organizations. In the United States, there are four primary agencies: (1) the American Society of Composers, Authors, and Publishers ("ASCAP"); (2) Broadcast Music, Inc. ("BMI"); (3) the Society of European Stage Authors and Composers ("SESAC"); and (4) SoundExchange. Each of the aforementioned Performance Rights Organizations offers licenses that enables the licensee to publicly perform/play music. Unfortunately, acquiring the rights to play a song in your brick and mortar store is not always as simple as purchasing a blanket license from one of these organizations.

Excluding SoundExchange, songwriters and composers may only register with one of the three main Performance Rights Organizations (ASCAP, BMI and SESAC). Two problems arise as a result: (1) obtaining a blanket license from one of the main Performance Rights Organizations only grants a public performance right in songs that are included in that Performance Rights Organization's catalog – therefore an ASCAP license may provide a public performance license for songs written by The Beatles, but not anything written by The Beach Boys (who are registered with BMI); (2) when a song is co-written (in terms of lyrics or composition) by two or more people registered with different Performance Rights Organizations, a license from one organization will only grant a public performance license with respect to the rights owned by the writer or composer registered with that organization – in other words, it may be necessary to acquire licenses from multiple Performance Rights Organizations just to play one song. It is also worth noting that the type of public performance license that needs to be obtained is dependent upon the method in which the music is being transmitted. For example, if a business wanted to play music through a streaming service, such as Pandora, it would need to acquire a commercial license from Pandora. Proceeds from the Pandora commercial license would go to SoundExchange. With that being said, unless the streaming service being used offers a commercial license, playing music from a streaming service in a commercial setting would be illegal. Keep in mind, a public performance license is needed even if a business only has live music (rather than recorded), unless the music being performed is completely original.

Regardless of whether you just opened your business or if you have been in business for decades, it is critical to obtain the appropriate licenses if you are playing music for your customers/patrons. Although there are specific thresholds for determining what qualifies as a public performance, generally speaking, the vast majority of businesses fall within the boundaries of the term. In addition to managing the licensing of public performance rights, Performance Rights Organizations also actively monitor and enforce the rights of their members by demanding payment and/or successfully suing violators. Ignorance of the law is not a defense, so failure to obtain the appropriate rights can cost a business thousand and thousands of dollars.

Needless to say, intellectual property law, especially in the music industry, is extraordinarily complex, and needs to be navigated very carefully. Blanket licenses are powerful and effective tools for businesses that want to use music to entertain customers. To that end, however, it is critical to ensure the correct licenses, in terms of both the number and type, are obtained, so that the Performance Rights Organizations do not take legal action against you or your business. If you are uncertain whether your business is in compliance or what type of licenses your business may require, you should seek the assistance of an entertainment attorney.



## FREE EDUCATIONAL SEMINAR

### ENROLL NOW

Join us for a **FREE half day workers' compensation seminar** presented by industry experts. **The seminar qualifies for safety credit(s) to apply to safety council, group rating or group retro requirements.**

### Join us

Date/time: Tuesday, September 20, 2016 – 9:00 a.m. to 12:00 p.m.

*Breakfast will be provided*

Location: Holden University Center – It is located directly across the street from Lakeland Community College. Holden University Center does not have its own address, so go to Lakeland Community College (7700 Clocktower Drive, Kirtland, OH 44094) and look for our seminar location across the street.



### Topics

- Ohio workers' compensation dynamics 2016 – Updates from the Ohio Bureau of Workers' Compensation (BWC) on a wide range of topics including new subrogation legislation, added value of e-accounts, AC-4 business transfers, employees working outside of Ohio, available grants, true-up for public employers and medical marijuana – *Speaker: Mark Clendenin, NE Regional Business Development Manager, BWC*
- Common written safety programs – Requirements for employers related to the Public Employment Risk Reduction Program (PERRP) and Occupational Safety and Health Administration (OSHA) programs including documentation and expectations – *Speaker: Kacy Beauman, Risk Services Senior Consultant, CompManagement*

### Register today

Registration is easy! Simply send an email to [clientservices@chsmco.com](mailto:clientservices@chsmco.com) and include the attendee name, your company name and BWC policy number. If you have questions, please contact Barb Lessman with CompManagement Health Systems at [LessmanB@chsmco.com](mailto:LessmanB@chsmco.com) or call 216.214.6522.

A blue banner with a bright light effect in the center. On the left, the words "BRIGHT IDEAS" are written in large, bold, white letters. Below them, the phrase "begin with..." is written in a smaller, white font. On the right, the CompManagement logo is displayed, featuring the text "compmanagement" in a blue, lowercase font, followed by a vertical line and "compmanagement" in a smaller, blue, lowercase font, with "health systems" in a very small font below it. At the bottom right, two phone numbers and two website URLs are listed: "800.825.6755 | 888.247.7799" and "www.compmgt.com | www.chsmco.com".

**BRIGHT IDEAS**

begin with...

compmanagement | compmanagement  
health systems

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www.compmgt.com | www.chsmco.com





# ALZHEIMERS DISEASE

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**SEE TO CONCEIVE.**

..... YOU HAVE TO .....  
**FEEL TO EXPERIENCE**

SVAYUS - A rehabilitative care and treatment program  
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If you have been told nothing can be done for your  
mom or dad, if you have lost hope, if you are worried  
and concerned, come, tour, learn and experience us.  
There is hope!

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5277 CHILlicothe ROAD  
CHAGRIN FALLS, OHIO-44022

Tel: **(440) 996-5084**

## LANTERN OF MADISON

2041 HUBBARD ROAD  
MADISON, OHIO-44057

Tel: **(440) 428-2664**

TO SEE OUR CLIENT PROGRESS, FOLLOW US ON [www.facebook.com/lanternofmadison](http://www.facebook.com/lanternofmadison)







## Nominations Now Open for Eastern Lake County Chamber of Commerce Awards 2017



*The Awards Banquet honoring our award recipients will be held  
Friday, 1/27/17, from 6pm to 10pm at LaMalfa.*

As we move forward with our blended chambers, we carry on our history of providing recognition to those citizens, businesses and organizations that go above and beyond. Anyone may send in a nomination! Please make your nomination legible and be as specific as possible. The more details you provide to our nominating committee, the more persuasive you will be!  
**The deadline to nominate is October 30, 2016.**

### **Heritage Award:**

This award is presented periodically. The nominee should be a person/organization/business/industry who demonstrates superior commitment and achieves positive results in partnership with the community.

### **Business of the Year:**

The nominee should be a business/industry who 1) gives time, money, resources, etc. 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 focuses on a business headquartered in Eastern Lake County regardless of size. The nominee should be a member of the Chamber of Commerce.

### **Citizen of the Year:**

The recipient shall be someone who 1) has actively helped his/her community, 2) demonstrates devotion to the general welfare of the community, 3) looks first at what they can do for others and their community, 4) is a leader capable of getting others involved, 5) has demonstrated extensive and diverse participation, leadership and support in public and/or private civic endeavors over a period of years. All selections are made without regard to race, color, creed, gender, age or national origin.

Please email your nomination to [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org) OR mail to: Eastern Lake County Chamber, Attention: Linda Reed,

One Victoria Place, Suite 265A, Painesville, OH 44077

**Please be sure to include contact info for the business/person/organization that you are nominating as well as your contact information**



# Coffee Contacts™ NETWORKING GROUP

FREE perk with your membership of Mentor Area Chamber of Commerce, Geneva Area Chamber of Commerce and Eastern Lake County Chambers of Commerce! Non-members welcome for \$10!

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. There is no cost to chamber members for this event, but RSVP's are strongly encouraged to provide an accurate count to the host to have enough coffee and refreshments.



## Original Coffee Contacts (and Decaf)

When	Decaf means	Where: *
From 8 am to 9 am, the first & third Thursdays of the month	registration is limited to a smaller group.	*Locations are subjected to change, please call or visit our website to register and to verify locations
<b>September 1</b>	Original	Holiday Inn Mentor 7701 Reynolds Road, Mentor
<b>September 15</b>	Decaf	Western & Southern Life 34940 Ridge Road, Willoughby

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](mailto:mwainwright@mentorchamber.org)

**Eastern Lake County Chamber** at (440) 357-7572  
[kathleen@easternlakecountychamber.org](mailto: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	Where
The fourth Wednesday of the month)	

<b>September 28</b>	Grand River Academy (Lecture Hall), 342 College Street, Austinburg
---------------------	---

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](mailto:info@genevachamber.org)

**Eastern Lake County Chamber** at (440) 357-7572 [linda@easternlakecountychamber.org](mailto:linda@easternlakecountychamber.org)

## September Meeting Sponsors

### Business Checking for Your Business

By Donna Price, *Branch Manager*, First Federal Lakewood, [dprice@ffl.net](mailto:dprice@ffl.net)

Choosing the right business checking account is key to your day-to-day money management needs. Many will ask, "What should I look for with business checking? What is really the best checking account for my business?"

Let's review a few key questions to ask:

#### Will you have a large volume of cash deposits and transactions?

If your business is likely to have multiple cash deposits each month and several transactions, it may be a good idea to look at a commercial checking account.

#### What type of minimum balance will the business maintain?

Will your business' checking account always have a few thousand dollars in it? And will the minimum balance likely be met each month? If your answer is "yes" to both of these questions, you will want to look for a business checking account and consider adding a business savings account that offers interest on your balance.

#### How often will you be withdrawing from the account?

If it looks as though your business will withdraw or transfer money often from the account, be sure to look for a business checking account that offers unlimited withdrawals, transfers and ACH or wire capabilities.

These are just three questions to ask; however, sometimes you should just consider where you have personal and/or other business accounts. Working with a business banker can help ensure you find the checking account that fits your business' needs, available resources and lifestyle.



Which of our banking services are available in your community?

#### All of them.

With a variety of checking and savings accounts, loans, investments, retirement accounts and more, we have the right options for all your financial needs.

#### Visit us today.

7595 Crile Road  
Concord, OH 44077



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Western Reserve Counseling Service, Inc. (WRCS) is proud to sponsor the Eastern Lake County Chamber Candidates & Issues event. Our agency recognizes that this event is important to our community as it introduces current and prospective candidates, allowing them to present their credentials, political platform and view of important issues.

As a community based non-profit counseling agency, WRCS has operated from our Painesville office in the lower level of Victoria Square since 1973. Our agency provides a diverse blend of counseling services to support children, adolescents and adults offering client friendly daily, evening and weekend office hours in a professional and relaxing office setting. We are proud to serve residents in Lake County with a professional and certified staff of therapists experienced in providing care and treatment to support a wide variety of mental health, behavior and emotional needs. WRCS accepts many private insurance plans, Medicare and Medicaid and is also able to offer a sliding fee scale to qualified clients due to community funding support from the United Way of Lake County and the Lake ADAMHS Board. Call (440) 352-8954 for more information or to schedule an initial assessment of your needs.



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# Lake Health Bariatric Surgery Center Receives National Accreditation

Lake Health's Bariatric Surgery Center has been designated a Metabolic and Bariatric Surgery Accreditation and Quality Improvement Program (MBSAQIP) by the American College of Surgeons and the American Society for Metabolic and Bariatric Surgery. The national accreditation is awarded to hospitals and surgeons following a rigorous review process during which a program proves it meets the highest standards regarding facilities, staffing and protocols for care.

MBSAQIP works to advance safe, high quality care for bariatric surgical patients by ensuring patients receive a multidisciplinary program, not just a surgical procedure, which improves patient outcomes and long-term success.

"We're proud to be recognized for the outstanding care we provide our patients throughout their weight-loss journey. The accreditation will allow more patients to have weight-loss surgery at Lake Health since some insurance plans require it," said nationally recognized bariatric surgeon Aviv Ben-Meir, MD, FACS, director of the Lake Health Bariatric Surgery Center.

Dr. Ben-Meir has been a MBSAQIP accredited surgeon since 2004. When he joined Lake Health in 2013, the Bariatric Surgery Center was required to complete the accreditation process. As a MBSAQIP accredited program, Lake Health's Bariatric Surgery Center participates in a national data registry that tracks processes and patient outcomes, identifying opportunities for continuous quality improvement.

With an emphasis on individualized care and exceptional service, the Lake Health Bariatric Surgery Center offers a full range of bariatric care services to support patients throughout the entire process, including physical and psychological pre-operative evaluation, free patient education and support groups, pre- and post-operative nutrition counseling and a lifelong follow-up plan to help patients commit to the lifestyle changes needed to achieve and maintain successful results.

Weight-loss surgery is a potentially lifesaving treatment for obese individuals—those who are approximately 50 pounds or more overweight—who have not had success with traditional, weight-loss strategies such as diet modification, exercise or medication. The Lake Health Bariatric Surgery Center offers three surgical approaches for qualified candidates: laparoscopic Roux-en-Y gastric bypass, laparoscopic vertical sleeve gastrectomy and laparoscopic adjustable gastric banding.

Dr. Ben-Meir has performed weight loss surgeries in Northeast Ohio longer than any other local surgeon, having completed more than 4,000 procedures with an outstanding safety record.

"My team and I understand the struggles faced by overweight individuals, as well as their concerns about safety and long-term success," Dr. Ben-Meir said. "We're dedicated to helping our patients successfully lose weight and improve their overall health."

Kevin Chapman can attest to the unwavering commitment Dr. Ben-Meir and his team make to patients. Chapman first met Dr. Ben-Meir in 2006 when he and his wife had the lap band

procedure. Chapman initially had success losing weight but soon regained it. In 2014, the 47-year-old Eastlake resident again sought out Dr. Ben-Meir's expertise to have his lap band converted to a gastric bypass, which has been shown to be a more effective weight-loss tool both short and long term.

"Like my first bariatric surgery experience, I was extremely impressed by the high level of care, clinical expertise and customer service provided by Dr. Ben-Meir and his staff," said Chapman, who works as a facilities engineer. "I'm thrilled with my results. I've dropped 110 pounds and my sleep apnea is gone. I now have more energy so I can wrestle with my kids. Any type of physical activity—especially going up steps—is so much easier."

Willoughby resident Lisa Smith has also experienced the transformational power of bariatric surgery. Since her gastric sleeve surgery last November, Smith has lost more than 100 pounds and restored her health.

"Before my surgery I was in a downward spiral of out-of-control weight gain after being diagnosed with polycystic ovary syndrome. Even though I had two cancer scares, was pre-diabetic and had sleep apnea, I was in denial about my poor health," explained 27-year-old Smith, who works as a nanny.

Smith said her mom became concerned and urged her to seek medical help.

"It took a long time but one day it finally hit me that I desperately needed to do something about my weight. I couldn't put it off any longer. A few days later I attended a bariatric surgery seminar at Lake Health with my mom, who had bariatric surgery in December of 2015," she said.

Smith describes her bariatric weight-loss journey as the "best experience" of her life. She said she is nearly half her former size and, more importantly, is no longer pre-diabetic and her sleep apnea is gone. Smith's polycystic ovary syndrome, a hormonal disorder that causes enlarged ovaries with small cysts, is in remission.

Most days you'll find her at the gym either boxing or in a Zumba class. She continues to chronicle every step of her life-changing transformation on Instagram, sharing intimate details of her bariatric surgery experience and inspiring others around the world.

"I've always wanted to work in the medical field and this experience has motivated me to go back to school. I understand the physical and emotional struggles of being overweight and I want to help others achieve their weight-loss goals," Smith said.

To learn more about weight-loss surgery, view the Lake Health Bariatric Surgery Center online webinar or register for a free, in-person seminar at [lakehealth.org/bariatric](http://lakehealth.org/bariatric).



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**Date:** Wednesday, September 7, 2016  
**Topic:** How to Incorporate Wellness into Your Daily Life/Work Life  
**Time:** 8:15 to 9:30 am  
**Location:** Eleanor B. Garfield Park,  
7967 Mentor Avenue, Mentor  
**Cost:** \$5 for any Lake County Chamber Member; \$10 for non-chamber members



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