



Small Business  
Development Centers

## Small Business Succession Planning Lunch and Learn Seminar



Whether planning for retirement or preparing for unexpected life events, a Small Business Succession Plan ensures that your business transfers to the right people, operations continue to run smoothly and that you are able to exit under the best circumstances. This Small Business Succession Planning Lunch and Learn Seminar will help guide business owners through the important steps of preparing for the day when it's time to sell the business and/or transfer the business on to a family member or key employee. Topics covered include:

- Estate Planning, Trusts, POAs, Healthcare POAs, the Probate Process and What happens if you do not have an estate plan.
- Choosing your Successor and Setting a Timetable.
- Preparing your Business for Sale: Best Practices, Determining Value and Securing Relationships with Suppliers and Customers.
- Succession Planning Strategies.
- Buy-Sell Arrangements.
- Financial Planning: Retirement Investments and Insurance.

A complimentary lunch is included from Boston Market and is sponsored by Dworken & Bernstein, Co. L.P.A.

### Instructed By:

- Joshua Strickland, Partner at Dworken & Bernstein Co., L.P.A.
- Roy Messing, Director of the Ohio Employee Ownership Center at Kent State University, Certified in Exit Planning and Business Value Building
- Mabel Mankas, Staff Manager and Registered Representative at Western and Southern Life Insurance Company

### Presented by:

- The Ohio SBDC at Lakeland Community College
- Eastern Lake County Chamber of Commerce

**Thursday**

**August 22, 2019**

**11:30a.m. to 1:30p.m.**

**Morley Library**

**184 Phelps St, Painesville, OH  
44077**

**Cost: FREE**

**Must Register by August 20, 2019@**

**[www.lakelandcc.edu/sbdc](http://www.lakelandcc.edu/sbdc)**



Small Business  
Development Centers



Eastern Lake County  
Chamber of Commerce



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

We enjoy celebrating special occasions with our members.



We wish you  
many years of  
success and  
prosperity!

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

## 2019 Board of Directors

### Executive Board of Directors

President	Chris Brill Packard	Lake Health
1 <sup>st</sup> Vice President	Tom Mitchell	The Marshfield Group
2 <sup>nd</sup> Vice President	E. Rita Camardo	Northwest Bank
Treasurer	Chris Bartlett	Jones Battles Group
Past President	Ame West	West Orchards

### Board of Directors

Sallie Christian	Layton Physical Therapy
Beth Debevc	Debonne Vineyards
Jennifer Dobrzeniecki	First Church Congregational
Stephanie Evans	Lantern of Madison
Bob Fratino	Deepwood Industries
Jeff Hyrne	Lake County Nursery
Tara Isabelle	Huntington Bank
Mabel Mankas	Western Southern Life
Michelle Massoudi	Cyrus Massoudi State Farm
Donna Price	First Federal Lakewood – Concord
Shannon Reglus	Vista Springs Quail Highlands
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
Shelly Hyrne	Administrative Assistant

### Mission Statement:

*The Eastern Lake County Chamber of Commerce exists to promote, support and guide the business and civic communities of which we serve.*

**Serving:** Concord Township  
Fairport Harbor  
Grand River  
Leroy Township  
Madison Township  
Madison Village

North Perry Village  
Painesville City  
Painesville Township  
Perry Township  
Perry Village



**Eastern Lake County**  
Chamber of Commerce

One Victoria Place, Suite 265A  
Painesville, OH 44077  
(440) 357-7572

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



## *News from a few of our Members*

### **Chipotle to Build New Location in Downtown Painesville**

Construction fencing is up at 7 W Jackson Street in Painesville and the City is pleased to announce that Chipotle will be coming to the Richmond Street corridor. Demolition of the former Veteran's Affairs building that sits on the corner of Richmond Street and W Jackson Street will begin Monday, June 24 and is scheduled for completion by July 12.

"We are excited to finally share this long-term project with the people of Painesville," said Painesville City Council President Paul Hach. "This restaurant appeals to our young adult and family audience that continues to grow in Painesville and brings another food establishment to our city."

Painesville's Economic Development Director Cathy Bierterman agrees, "Painesville City's growth over the last 10 years makes it possible to attract key target retailers like Chipotle and matches our economic development plan with the company's loyal millennial following."

The city's economic development office worked closely with commercial real estate firm Anchor Cleveland and Diverse Development to secure an ideal location. "Painesville City's business-friendly atmosphere has made it possible for a national retailer Chipotle to move forward with this project. We really appreciate the support we have received so far," said Ken Hicks, owner of Diverse Development.

"City leadership has been very helpful in shepherding this project along. They were incredibly pro-active in this process and are focused on seeing complimentary businesses along this important corridor," said Matt Wilson, VP of Development at Anchor Cleveland.

The new Painesville City location will feature the Chipotle's new restaurant aesthetic, including 'Chipotlane,' the drive-up window concept for mobile orders only. A grand opening date has yet to be set for the new Painesville location but residents and visitors are encouraged to follow the city's social media accounts for updates on the project.

### **PAINESVILLE DENTAL GROUP'S GROUNDBREAKING CEREMONY**

Construction has begun on Painesville Dental Group new building. Their new facility will be located on the empty lot next to their current building on Mentor Avenue.



# 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.

## HEALTH & WELLNESS

### **PS MEDICAL – INDEPENDENT BEMER DISTRIBUTOR PATTY SULIK**

38929 Johnnycake Ridge Road

Willoughby, OH 44094

**Phone:** 440.527.3724

**Website:** [www.pks.bemergroup.com](http://www.pks.bemergroup.com)

**Description:** Wellness device to increase blood flow. Enhance blood flow, cardiac function, muscle stimulation, concentration, mental acuity, stress reduction and relaxation. Sleep management.

## INSURANCE

### **SLOWEY INSURANCE AGENCY LISA MICHALK**

7352 Center Street

Mentor, OH 44060

**Phone:** 440.255.3411

**Website:** [www.sloweyins.com](http://www.sloweyins.com)

**Description:** Slowey Insurance Agency, partners with the top insurance companies to offer you quality insurance coverage, a high level of professional service and a long-term relationship. Medicare Products; Life & Health; Home & Auto; Business & Commercial; Renters; Boat & Motorcycle

## NON-PROFIT ORGANIZATION

### **LAKE COUNTY BAR ASSOCIATION RUTH ANN SCHULTZ**

P.O. Box 490

Painesville, OH 44077

**Phone:** 440.350.2180

**Website:** [www.lakecountyohiobar.com](http://www.lakecountyohiobar.com)

**Description:** The Lake County Bar Association strives to assist in, to safeguard and to improve the administration of justice for the benefit of the Courts, of the legal profession, and of the public. We are here to help you.

# We Hope To See You Soon & Often!



**To:** Ohio Manufacturing Regional Sector Partnership Stakeholders  
**From:** Eric Burkland, President, The Ohio Manufacturers' Association (OMA)  
**Subject:** U.S. Department of Labor Grant  
**Date:** June 26, 2019

On behalf of our network of regional sector partnerships (listed below), I am writing to let you know that together we have won a grant from the U.S. Department of Labor that will expand the use of apprenticeships to meet our state's and nation's workforce needs. The grant awarded to us this week is in the amount of \$12 million over four years.

For Ohio's manufacturing community, this is big news. The funding will be used to train 5,000 Ohioans over the next four years through Industry Recognized Apprenticeship Programs (IRAPs) – an innovative, market-based, earn-and-learn model proposed by the administration.

The lead applicant for the Ohio manufacturing proposal was Lorain County Community College, in collaboration with Ohio TechNet and the OMA. The collaboration is known as the Ohio Manufacturing Workforce Partnership. Our national partners are the National Association of Manufacturers, the National Institute of Metalworking Skills, the American Welding Society, and Jobs For the Future.

For more this week's news, please see the [OMA's press release](#), as well as [The Wall Street Journal's article](#) on the administration's IRAP proposal.

Over the coming weeks and months, we will provide further updates. For now, congratulations on your invaluable role in positioning our state to win this award.

Thank you for your involvement in the OMA workforce community!

Alliance for Working Together Foundation

Appalachian Ohio Manufacturers' Coalition

Central Ohio Manufacturing Partnership

ConxusNEO

Dayton Region Manufacturing Workforce Partnership

Lorain County Manufacturing Council

Mahoning Valley Manufacturers Coalition

Northwest Ohio Manufacturing Alliance

Partners for a Competitive Workforce

The Manufacturing and Advocacy Growth Network (MAGNET) and co-intermediary Workforce Connect Manufacturing Sector Partnership – Cuyahoga County

West Central Ohio Manufacturing Partnership

For Ohio's manufacturing community, this is big news. The funding will be used to train 5,000 Ohioans over the next four years through Industry Recognized Apprenticeship Programs (IRAPs) – an innovative, market-based, earn-and-learn model proposed by the administration."

You'll hear more on this soon, and rest assured that AWT is - and will be- working with its partners to help develop & expand programs to train your workforce.

# Coffee Contacts™

NETWORKING GROUP

**2019**

**FREE perk with your membership**



**Eastern Lake County**  
Chamber of Commerce



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, August 1, 2019**

**8 to 9 am**

**Paulich Specialty  
1695 Joseph Lloyd Parkway  
Willoughby**

**Thursday, August 15, 2019 - DECAF**

**8 to 9 am**

**Rego's Brickhouse Pizza  
326 New Fourth Street  
Fairport Harbor**



**Eastern Lake County**  
Chamber of Commerce

**BUSINESS BUZZ  
NETWORKING**

**Wednesday, August 28, 2019**

**8 to 9 am**

**Geneva Township  
256 Cedar Street  
Geneva**

**Wednesday, September 25, 2019**

**8 to 9 am**

**The Villas of Madison  
1831 Hubbard Road  
Madison**

**To help us better serve you – please remember to make a reservation. PLEASE NOTE: Cost to non-chamber members is \$10 (cash or check only) and must be paid at the door - receipts will be available at registration**



The Lantern Group presents our  
*Inaugural*



# CASINO

★ *Night* ★

*Fundraiser*

**BLACKJACK || CRAPS || ROULETTE AND MORE!!!!**

TICKETS ARE \$25/INCLUDES HEAVY HORS D'OEUVRES,

2 DRINK TICKETS, \$5 WORTH OF CHIPS

**HOLIDAY INN EXPRESS -FRIDAY AUGUST 2, 2019**

**181 WATER TOWER DRIVE, MADISON OHIO 44057**

**CALL STEPHANIE AT (440)983-8579 FOR MORE INFORMATION**

**WWW.LANTERNLIFESTYLE.COM**



# THE CITY OF *Painesville*



## **GAZEBO CONCERT WEDNESDAYS**

6:00-8:00 PM  
PAINESVILLE SQUARE  
*through August 14*



## **PAINESVILLE FARMERS MARKET**

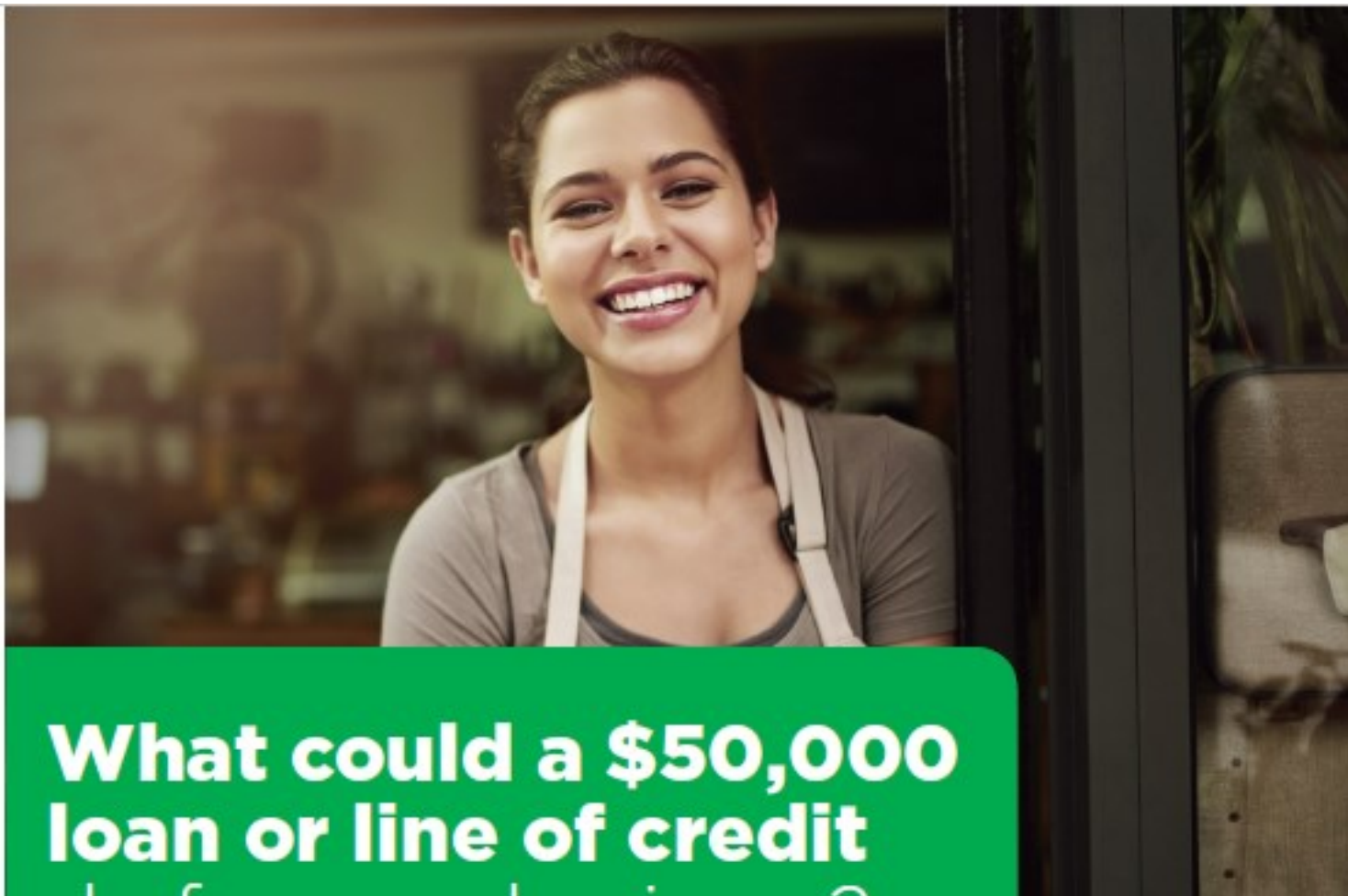
12:00-4:00 PM  
PAINESVILLE SQUARE  
*through October 10*



## **FRIDAY NIGHT CAR CRUISE**

5:00-9:00 PM  
PAINESVILLE SQUARE  
*through September 27*





## What could a \$50,000 loan or line of credit do for your business?

**Introducing the Express Business Loan and Line of Credit from First Federal Lakewood.** Most loan processes work around the bank, not your business, so we created a new and incredibly fast way for you to get the funds your business needs to help keep your company moving forward. Take advantage of affordable rates, low fees, and instant decisioning.

*Let our team help yours thrive.*

**Tom Young**  
Commercial Banking  
Relationship Manager  
(440) 463-2207  
tyoung@FFL.net

**Donna Price**  
Concord Branch Manager  
NMLS #750516  
(440) 352-1072  
dprice@FFL.net



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

 EQUAL HOUSING LENDER • MEMBER FDIC

\*First Federal Lakewood business checking account must be opened prior to the close and funding of the loan. A UCC is filed with the Ohio Secretary of State on all business assets for collateral and personal guarantor(s).



## **Keeping Rural Neighbors and Animals Out — Ohio's Line Fence Law**

On September 30, 2008, the Ohio legislature passed changes to the existing laws relating to line fences in unincorporated areas which created new rules for fences constructed on the line between two properties in such unincorporated areas. It also established the process for resolving disputes over those fences. The largest change in the law was altering the rule of "equal shares" for line fences. Specifically, with minor exceptions, under the old law, adjacent landowners were required to share equally in the cost of building and maintaining a line fence. That approach has now been replaced with two different rules of responsibility. First, a rule of "individual responsibility" now applies to new fences; and a landowner will be individually and solely responsible for building and maintaining the new fence. Secondly, as to previously existing fences, the rule of "equitable shares" applies which requires the responsibility be apportioned between adjoining landowners after consideration of six fairness factors. This law also changed the process for resolving line fence disputes in that landowners may choose to take a line fence dispute to the Court of Common Pleas in the county where the fence is located or the Board of Township Trustees where it is located. Finally, it contains standards for new line fences that contain livestock and addresses issues such as obstruction of line fence construction and access to adjoining land.

With this noted, here are some of the highlights of this law. First, Ohio's line fence law--also referred to as the "partition fence law"--establishes rights and obligations for fences that are placed on the division line between properties in Ohio's unincorporated areas. Accordingly, it does not apply to all properties--only those in unincorporated areas--and does not apply to the enclosure of lots within municipal corporations, adjoining lots outside of a municipality, property governed by railroad laws, or property governed by a written agreement entered into and recorded by the landowners. Second, this law creates different rules of responsibility for line fences, depending upon the type of fence at issue: (1) an "equitable shares" rule applies to line fences that existed before September 30, 2008, (2) a rule of "individual responsibility" applies to "new" fences built after September 30, 2008 and (3) the old "equal shares" rule applies to certain governmental fences.

Next, an owner who negligently permits his or her livestock to run at large will be liable for all damages resulting from injury, death or loss to person or property caused by the livestock on the premises of another. Fourth, for fences existing prior to September 30, 2008, parties must "equitably" or "fairly" share responsibility for building or maintaining the fence unless a written agreement, recorded with the County Recorder, was entered into between the parties addressing responsibility for the fence. In assessing fairness, six factors are considered in determining each landowner's share of responsibility: (a) topography of the properties, (b) presence of waterways (c) presence of trees, (d) risk of trespassers, (e) importance of marking the division line and (d) presence of livestock.

Fifth, a formal determination of a landowner's equitable share can be accomplished by either landowner filing a line fence "complaint" with the Board of Township Trustees or the Court of Common Pleas where the fence is located. However, landowners can agree to establish their equitable shares themselves or continue to maintain the line fence as they did before the law changed in 2008. Next, as to new line fences--placing a line fence where one was not in existence--the responsibility for such a fence is solely on the landowner who wants or plans to use the fence. However, if an adjoining neighbor uses a new line fence, the party constructing it may have a right to seek reimbursement for the fence from the neighbor *if* he or she filed Affidavits establishing the costs of the fence. This is important because the right to seek reimbursement exists if the neighbor uses it anytime within 30 years of its construction.

In conclusion, this article is intended to provide broad, general information about the line fence law. It is not intended to be legal advice. Should you have any specific questions or have a legal problem regarding this topic, please contact the offices of Dworken & Bernstein Co., LPA for assistance.



# Lake Health Chamber Network

A guide for members



In partnership with Lake Health, we are excited to introduce the Lake Health Chamber Network. The Lake Health Chamber Network plans offered through Medical Mutual allow you to access comprehensive health care services right in Lake County and neighboring communities.

We offer Lake Health Chamber Network plans through a non-gatekeeper HMO, designed to reduce the total cost of care while improving health outcomes and increasing patient satisfaction. Selecting a primary care physician is requested since preventive care and regular health management can result in better health and help save you money. The Lake Health Chamber Network allows you to access affordable, high-quality providers within Lake Health's clinically integrated network.

## Network Overview

The Lake Health Chamber Network comprises over 375 practitioners, including more than 100 primary care physicians and 275 specialists at Lake Health. In addition, Lake Health has 11 state-of-the-art facilities, including TriPoint Medical Center, West Medical Center, Beachwood Medical Center and three urgent care locations. The product also provides access to University Hospitals and Rainbow Babies & Children's for tertiary care or services not available at Lake Health subject to prior authorization.

## Benefits Overview

The Lake Health Chamber Network offers comprehensive healthcare services in Lake County, parts of Cuyahoga and Geauga counties and access to University Hospitals and Rainbow Babies & Children's for tertiary care or services that Lake Health cannot provide. If you or one of your family members requires specialized care not available at Lake Health, your doctor will need to submit a prior authorization request to access University Hospitals or Rainbow Babies & Children's. Pediatric care at Rainbow Babies & Children's may be used, with authorization, up to age 20. Any care or services received at University Hospitals without prior authorization or at other non-network providers will not be covered, unless there is a waiver due to medical necessity.

### Lake Health Facilities

#### TriPoint Medical Center

Concord Township

#### West Medical Center

Willoughby

#### Beachwood Medical Center

Beachwood

#### Mentor Campus

Mentor

#### Brunner Sanden Deitrick Wellness Campus and LiveHealthy Fitness Center

Mentor

#### Madison Campus and 24/7 ER

Madison

#### Willowick Campus

Willowick

#### Chardon Campus

Chardon

#### Perico Health Campus

Willoughby

#### SOM Center Campus

Willoughby

#### Continuing Care Campus

Concord Township

---

## Emergency Services

Emergencies requiring immediate medical attention are always covered at any hospital regardless of network status. However, there is no coverage for non-emergency use of the emergency room in the Lake Health Chamber Network product.

## Pharmacy Benefits

The pharmacy benefits include member savings through generic and preferred brand name prescription drug programs and a comprehensive pharmacy network.

## Specialty Insurance

Life, dental and vision insurance are also available through Medical Mutual. These specialty insurance products can be easily integrated with your medical plan making them easier to manage.

## Added-Value Services

Outside of benefits, Lake Health offers added-value services including:

### Online Quick Care

Members can access Lake Health providers for non-emergency services seven days a week, 9 a.m. – 9 p.m., through Online Quick Care. This service allows you to receive a diagnosis and treatment plan for a discounted cost of \$35 from their mobile device, tablet or computer, with prescriptions sent directly to your preferred pharmacy.

### LiveHealthy Membership

Members are offered 40 percent off the one-time enrollment fee at LiveHealthy, Lake Health's medically based fitness center at the Brunner Sanden Deitrick Wellness Campus in Mentor. The LiveHealthy fitness center is unique as it merges traditional fitness with medically based activities and wellness services aimed at improving overall health and wellness.

### Integrative Medicine Outpatient Services

Members will receive a 10 percent discount on Lake Health's Integrative Medicine outpatient services, including massage therapy, reiki, reflexology, nutrition counseling, wellness coaching and acupuncture services.

## Find a Provider

To find a provider in the Lake Health Chamber Network, go to [MedMutual.com](https://www.MedMutual.com) and scroll down to the Find a Doctor section. On the next screen, select the plan year under Just Looking Around and follow the on-screen prompts.

**For more information about member benefits in the Lake Health Chamber Network, please contact your Human Resources department. If you are an enrolled member, please contact Medical Mutual's Customer Care team at the phone number on your ID card.**





# 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](http://lakehealth.org) for more information.

[lakehealth.org](http://lakehealth.org)

# EMT / Paramedic

## Informational Open House

Saturday, Aug. 3 | 9 a.m. - noon | Room H-220

- Experience our state-of-the-art ambulance simulator
- Meet the program director and current students
- Find out about the career paths: EMT-Basic, Fire Certification, Paramedic or other health technologies careers

**Are you:**

☐ A team player?

☐ Able to handle a crisis well?

☐ Looking for a rewarding job helping people?

**Find out if this exciting career is the one for you!**

**More information:**  
Alex Hearn,  
Program Director  
Emergency Medical  
Services Program  
[Ahearn2@lakelandcc.edu](mailto:Ahearn2@lakelandcc.edu)  
440.525.7693

**Lakeland**  
COMMUNITY COLLEGE  
EMT BASIC / PARAMEDIC

5/2019 km (11161)





**Eastern Lake County**  
Chamber of Commerce

## **2020 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, 2019

### **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](mailto:linda@easternlakecountychamber.org)

---

Award Category: \_\_\_\_\_

### **Nominee**

Name & Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Name: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_

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.

16





## A big opportunity for small employers.

The Northern Ohio Area Chambers of Commerce (NOACC) has joined the Southern Ohio Chamber Alliance (SOCA) and other Ohio chambers and Anthem Blue Cross and Blue Shield to create a new health program that can lead to more rate stability and potential savings for groups with 50 or fewer employees. The SOCA Benefits Plan lets smaller employers join together to share in the overall claims risk. As part of a larger, self-funded pool, employers have financial protection backed by Anthem stop loss coverage.

### This innovative plan also offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs, including PPO and HSA options
- Anthem's broad Blue Access PPO Network and Essential Rx Formulary
- Coverage for claims run-out/terminal liability coverage
- Expanded wellness offerings
- Specially discounted rates on options for SOCA-exclusive specialty products including dental, vision, life, optional life and disability

### Find out more about the SOCA Benefit Plan.

To find out if the SOCA Benefit Plan is a good choice for your business, call 1-844-MED-OHIO, see [www.844MedOhio.com](http://www.844MedOhio.com), or contact your broker\*.

We've got you covered with standard health and wellness programs.

Your employees can get help taking care of their health with programs like 24/7 NurseLine, Future Moms, ConditionCare, and more. And you have the option to buy dental, vision, life, and disability coverage at a discounted rate only available as part of the SOCA Benefit Plan.



\* Distribution of the SOCA Benefit Plan is limited to select Anthem brokers who have completed required training. For a list of these brokers please contact the chamber.

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

BRTSTARAWRDS 10/18



Discover the fun-filled private club life at Quail Hollow Country Club, perfect for family, social and business needs.



**At Quail Hollow Country Club,  
Members can enjoy:**

- 36 championship holes of golf
- Convenient golf practice facility
- Fine dining and innovative cuisine
- Year-round family social events
- Outdoor Olympic-sized pool
- Private meeting and event spaces
- Fitness center with 25+ free\* classes
- Membership pricing to fit your budget
- 50% off à la carte dining, plus access to ClubCorp's nationwide Network of more than 300 owned, operated and alliance clubs through Quail Hollow ONE (Optimal Network Experiences)\*

**Curiosity Encouraged.**

Brenda Caruso, Membership Director  
brenda.caruso@clubcorp.com | 440.639.3804

quailhollowcc.com

11295 Quail Hollow Drive  
Concord, OH 44077



\*ONE program and corresponding benefits subject to certain restrictions and exclusions. Other restrictions and exclusions apply. Contact the Club for details. © ClubCorp USA, Inc. All rights reserved. 02014349B





## THE PARTNERSHIP. LLC. 234.718.2002

The Partnership is a full-service marketing and advertising firm providing strategy, business consultation, advertising, public relations and award-winning creative design. Our platforms include:

- Network Television
- Digital Video
- Digital Animation
- Digital Display
- Custom Artwork & Graphics
- Radio
- Transit
- OOH
- Sporting Venues
- Promotions
- Events

## Brand Strategy



Your marketing strategy is your roadmap to success. Contributing factors include your specific competitive situation, geographic location, industry, available budget, number of locations, and several other considerations. Your marketing strategy is critical to your success and is an ongoing, living plan. With over 500 years of combined media and marketing experience, our team will employ tactics and develop strategies specific to your company objectives. As our name suggests, we become your Partner and guide your company on the road to achieving your goals.

## A Bit About Us



With over 200 combined years in marketing, design, and advertising The Partnership has worked on projects for top-level politicians all the way down to small fitness facilities. Regardless of the size of your business, we believe that a sustained branding program remains the best, most effective, most cost-efficient approach to retain customers, develop consumer loyalty, and to reach new customers and markets.

We, at the PartnerShip, LLC., working in collaboration with our vast network of established marketing experts, will develop customized strategies to reach new customers, while ensuring loyalty among your existing customer base. This creates more dedicated time for focus on your companies critical operations. We are marketing experts.

We, at the PartnerShip, llc. will employ our buying power and strong media relationships to contract better placement and efficiency of your marketing budget.

We, at the PartnerShip, llc. will engage your market(s) in highly creative ways. With strong to have impact and recall, to develop brand recognition, and raise your companies profile.



**Eastern Lake County**

Chamber of Commerce

# **2019 Autumn Road Rally**

## **Saturday, October 5, 2019**



**CHECK IN at 12:00 PM (NOON)**

**LUNCH WILL BE SERVED AT NOON  
COMPLIMENTS OF AMERICAN LEGION POST 112**

**American Legion Post 112  
6671 Middle Ridge Road  
Madison, OH 44057**

**AFTER CHECK IN YOU'LL BE DIRECTED TO THE STARTING LINE**

**Staff and Volunteers will be waiting for you.**

**LINE UP:**

Pole Positions (start times) assigned at the Starting Line after check-in.

**FINISH LINE:**

Secret Location - Teams must follow the clues & directions  
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!

Register your Team at [EasternLakeCountyChamber.org](http://EasternLakeCountyChamber.org)

Two to four people per team.



# Eastern Lake County

Chamber of Commerce

**2019 Autumn Road Rally**  
**Thanks in advance for participating!**  
**We look forward to spending time with you!**

YOUR TEAM NAME \_\_\_\_\_

CELL PHONE NUMBER IF WE NEED TO REACH YOU DURING THE  
EVENT. Contact Name: \_\_\_\_\_ Cell: \_\_\_\_\_

Team MEMBER \_\_\_\_\_

Team MEMBER \_\_\_\_\_

Team MEMBER \_\_\_\_\_

Team MEMBER \_\_\_\_\_

\$125 for a Team of 4  
\$32.00 for Each Additional Person

## PRIZES FOR:

- Best Dressed Team
- Team with the least amount of miles
- Team with the best poker hand (cards given out at skill stops)

## Mail check with payment to:

Eastern Lake County Chamber of Commerce  
One Victoria Place, Suite 265A  
Painesville, OH 44077

## Credit Card Payments: (V/MC/AMEX/DISC)

Name on card: \_\_\_\_\_

Billing address: \_\_\_\_\_

Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_ CSC: \_\_\_\_\_



## **Excited to share our 2019 Scholarship Winners**

Did you know that all proceeds from our annual Putt Putt event goes directly towards our scholarship fund? Did you know that when you're renewing your membership investment with our chamber you have the option to add any dollar amount to your renewal and that all those extra dollars goes towards our scholarship fund?

**THANK YOU TO EVERYONE WHO HELPED  
MAKE THIS POSSIBLE!**

**We have some pretty awesome students within our footprint!**

**Thanks to LEAF for helping us with this process!**



**In order left to right:** David Komjati, Key Bank; William Kalina, Scholarship Recipient; Linda Reed, Eastern Lake County Chamber of Commerce; Tom Mitchell, The Marshfield Group; Kathleen Obrenski, Eastern Lake County Chamber of Commerce; Caden Rice, Scholarship Recipient; Michelle Massoudi, Massoudi State Farm

# MORSE van lines

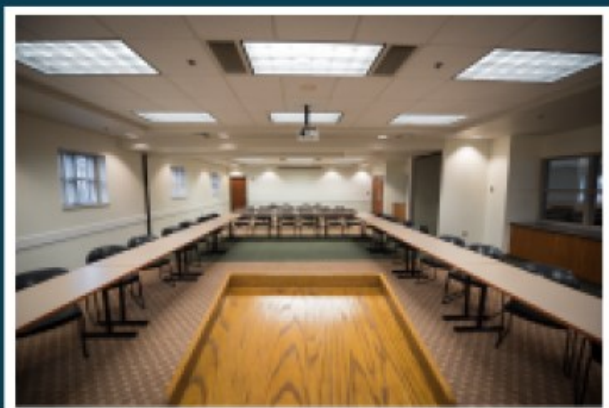
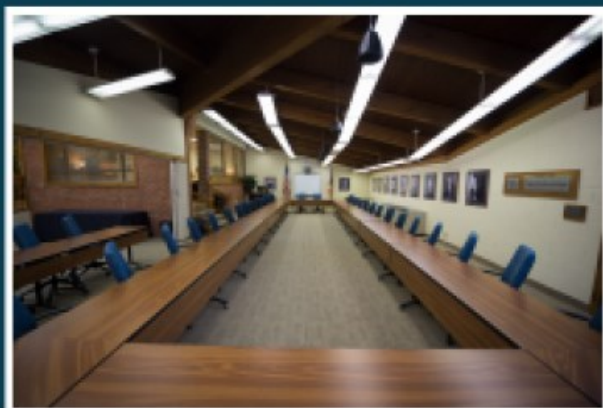


**Weekly Trips to Florida**  
**Over 50 Years in Business**  
**(440) 352-2600**

[www.MorseVanLines.com](http://www.MorseVanLines.com) / [info@MorseVanLines.com](mailto:info@MorseVanLines.com)



**LAKE ERIE**  
COLLEGE



## FACILITY RENTAL PROGRAM

Lake Erie College is happy to host events such as business meetings, retreats, presentations and more. Food service for any event can be provided, with catering that fits all occasions.

FOR MORE INFORMATION, CONTACT LEAH JACKSON AT [LJACKSON@LEC.EDU](mailto:LJACKSON@LEC.EDU) OR 440.375.7223.

VISIT [WWW.LEC.EDU/RENTAL](http://WWW.LEC.EDU/RENTAL) FOR A COMPLETE LIST OF FACILITIES.

391 WEST WASHINGTON STREET | PAINESVILLE, OH | 1.855.60.STORM | [LEC.EDU](http://LEC.EDU)





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 substance use disorders, please call  
Lake-Geauga Recovery Centers at **(440) 255-0678**  
Or visit our website at [www.lgrc.us](http://www.lgrc.us)



**TORCHLIGHT**  
Youth Mentoring Alliance

**Big Brothers Big Sisters of Northeast Ohio,  
Inc. Changes Name to**

**Torchlight Youth Mentoring Alliance**

*Organization to expand services it offers in three counties*

While still supporting the one-on-one mentoring relationships for which the non-profit is best known, Torchlight has grown to include programming and services that go beyond the offerings of many Big Brothers Big Sisters-affiliated organizations. In addition to their traditional one-on-one mentoring, Torchlight's programs include:

- Group Foster Home Mentoring
- Foster Care Transition Mentoring Program
- E-CITY Entrepreneurship Mentoring Program
- School/Site-based Mentoring
- C.O.U.L. Club Group Activities
- Chagrin Falls Park Mentoring Program
- Fairport Harbor Career Exploration Mentoring Program

"The need for mentoring is greater than ever and that need has become increasingly diverse. Our goal has always been to provide mentoring in a way that best meets those diverse needs. Ultimately, mentoring is about the power of relationships" said Caryn M. Avante, president of the Torchlight board of trustees. "Torchlight will continue to provide avenues for fostering positive relationships that light the way for local youth, making it possible for them to achieve their full potential."

For more information about Torchlight, its mission and programming, go to [www.torchlightyouthmentoring.org](http://www.torchlightyouthmentoring.org) or call (440)352-2526.

*Human Resources*  
  
**Ask Kate - Human Resources**

I cater to the small business:  
 Call me for Handbook, Policies,  
 Employee concerns, EEO/  
 Unemployment, etc.  
 Free Consultation!!!

**Kate Varholick**  
 Owner/Consultant

PO Box 112  
 Perry, Ohio 44081-9998

Office: 440-579-5587  
 E-Mail: [kateask70@gmail.com](mailto:kateask70@gmail.com)  
[www.askkatehumanresources.com](http://www.askkatehumanresources.com)

If it has ink or threads on it... we do it!

**PROVISION IMPRESSIONS**  
 1634 West Jackson Street  
 Painesville Twp., OH 44077

**QUALITY PRINTING**  
**PROMOTIONAL PRODUCTS**  
**GRAPHIC DESIGN**  
**SIGNS - BANNERS**  
**PRINTED & EMBROIDERED APPAREL**  
**FLAGS - FLAGPOLES - ACCESSORIES**

[www.provisionimpressions.com](http://www.provisionimpressions.com)  
**440-357-6362**

**SSR**

**Sharp Specialty Resources**  
 Accounting | Human Resources | Bookkeeping | Payroll

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

**Project Hope's**  
**CEO Experience 2019**

September 27  
 11:30 a.m. - 12:30 p.m.

"Don't Fly Small..."

[www.projecthopeonline.org](http://www.projecthopeonline.org)  
[www.facebook.com/projecthopeforthehomeless](https://www.facebook.com/projecthopeforthehomeless)

**ERIEBANK** is proud  
 to support the  
 Eastern Lake Co.  
 Chamber of Commerce.

**ERIEBANK**<sup>®</sup>  
 A division of CNB Bank

**Mentor Offices**  
 7402 Center Street  
 7322 Mentor Avenue

1-888-822-2990  
[www.ERIEBANK.bank](http://www.ERIEBANK.bank)

Member FDIC

**ACCIDENTS HAPPEN.  
 WE'RE HERE TO HELP.**

LOCALLY OWNED AND OPERATED  
 INDUSTRY'S HIGHEST  
 CUSTOMER SATISFACTION  
 NATIONWIDE WARRANTY

**CARSTAR**<sup>®</sup>  
 Auto Body Repair Experts

**PIKE'S**

410 N. LAKE ST., MADISON, OH 44057

**440-428-2183**  
**WWW.CARSTAR.COM**



Providing employment opportunities to individuals with disabilities in Lake County

# Deepwood Industries

Growing Business Through Partnerships

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

440-350-5085





## Meeting Announcement

**LAKE COUNTY**  
**SAFETY COUNCIL**  
Working Towards A Safer Workplace

**Date:** Friday, August 16, 2019

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

**Place:** Villa Croatia – Event Venue & Party Center

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

**Speaker(s):** TBD

**Topic:** Leveraging Near Miss/Close Call Reporting

**RESERVATIONS:** Register online at [www.lakecountysafetycouncil.org](http://www.lakecountysafetycouncil.org)

**RSVP DEADLINE:** Monday, 12, 2019

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



280 North Saint Clair St. Painesville, Ohio 44077  
Phone: (440) 352-8974

### DEPOSIT PRODUCTS

Savings Accounts | Money Markets  
Certificates of Deposit | Christmas Clubs

### LOAN PRODUCTS

Automobile Loans | Motorcycle Loans | ATV Loans  
Signature Loans | Visa Credit Cards | HELOCs

### EASY ACCESS

Easy Checking | MasterCard Debit Cards | Mobile Apps  
ATM | Night-Drop Deposits | Home Banking  
Drive Through Service | 24hr Phone Info Line

### SPECIAL SERVICES

Financial Counseling | Notary Service | Fax Service  
Wire Service | Amusement Park Tickets

<http://www.painesvillecu.org>  
<https://www.facebook.com/PainesvilleCU>

going  
above &  
beyond



Real Estate Mortgage Title Insurance

## Stacy Marinelli Group

*Life*

*By Design...  
Not by  
Default!*

**STACY MARINELLI, MRP, RRS, PSA, RCC,**  
RESIDENTIAL STAGER

 Real Estate Services 

**Cell/Text (440) 954-2459**

[stacymarinelli.howardhanna.com](http://stacymarinelli.howardhanna.com)

When working with my buyers and sellers, I strive to build a relationship based on respect and trust. Whatever your Real Estate needs are – I'm here to serve!!

**CALL ME @ 440-954-2459**

BF-00439677