



RICHLAND AREA  
**CHAMBER**  
*of* **COMMERCE**

# Chamber Link



August 2017  
Volume 75



WE  OUR  
MEMBERS!  
MEMBER APPRECIATION DAY



The rain didn't prevent our wonderful members from attending the Member Appreciation lunch held in June! To all our members who attended and those who weren't able to break away, **THANK YOU!** Although the actual Member Appreciation Day is over, we appreciate you every single day!

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

# YEA! Is Entering its Third Year – Get Involved!

By: Nikki Lewis, Chamber Foundation Manager



This fall, area middle and high school students will have the unique opportunity to start and launch their own REAL businesses or social movements by participating in the Young Entrepreneurs Academy (YEA!). Over the course of the 25-week program, students will brainstorm ideas, write business plans, pitch their plans to a group of investors, obtain funding, launch their enterprise and actually sell their products or services. Along the way they will register their business with the State of Ohio, open a business bank account, and get a tax ID number. They will work with business professionals to build a brand identity and create a website and a social media presence. The students will hear from local business owners, take trips to area businesses to see how they function, and have a personal business mentor to guide them along the process. Students are able to create a business by themselves or they are welcome to start a business with a group of other students. At the end of the program, the students will participate in a Trade Show where their businesses, products, and services will be on display for the community to see.

If you or someone you know is interested in learning more about YEA!, there will be an **informational sessions on Monday, August 28<sup>th</sup> or Wednesday, September 6<sup>th</sup> from 6-7 pm.** The sessions will be held at the Richland Area Chamber of Commerce building which is located at 55 N. Mulberry St, Mansfield. Please RSVP at (419) 522-3211 or [nlewis@richlandareachamber.com](mailto:nlewis@richlandareachamber.com).

Applications are already being accepted for the 2017-2018 YEA! class. Students can apply using the form inside this newsletter or online by visiting [www.yeausa.org](http://www.yeausa.org).

## A bit of background...

The Richland Area Chamber of Commerce is thrilled to be bringing the Young Entrepreneurs Academy to Richland County for its third year. YEA! was developed at the University of Rochester in 2004 with the support of a grant from the Kauffman Foundation. In 2015, the Richland Chamber Foundation began the program right here in Richland County. The program is now entering its third year in our community!

YEA! guides middle and high school students through the process of starting and running a legitimate business or social movement over the course of a full academic year. YEA! has graduated hundreds of students since 2004, who have started well over 500 businesses and social movements! Kids start as students, and graduate as CEOs!

## How business professionals can get involved...

Through their interactions with business professionals during the year, YEA! students gain some of the most important knowledge and experience they need to succeed. Local professionals volunteer their time and expertise as guest speakers, mentors, investors, graphic designers, field trip hosts, business plan reviewers, and much more. The time YEA! students spend with adults who encourage their futures is invaluable, and participants often report getting even more out of their participation than they put in to it! You can reach me for more information at (419) 522-3211 or [nlewis@richlandareachamber.com](mailto:nlewis@richlandareachamber.com).

## Chamber Staff

Contact us @ 419-522-3211 or e-mail us:  
[info@richlandareachamber.com](mailto:info@richlandareachamber.com)

Jodie A. Perry, IOM, CCEO-AP, President/CEO

Suzy Beeson, Front Office

Lisa Duckworth, Program & Events

Stephany Elgin, Member Services

Angie Fanello, Marketing & Communications

Nikki Lewis, Foundation Manager



2017 YEA! Graduates



# Ribbon CUTTINGS



IHOP Family Restaurant  
(Ontario)



The Fancy Chicken  
(Shelby)



Richland County Mental Health &  
Recovery Services Board  
(Mansfield)



Bridal & Formal Wear by B  
(Richland Mall)



IGS Energy  
(Mansfield)



**419-522-0035**  
30 North Diamond (3rd floor City building)  
Mansfield, Ohio 44902  
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[www.citygardencafe.org](http://www.citygardencafe.org)

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## Element of Art



s t u d i o / g a l l e r y

96 North Main Street, Mansfield, Ohio 44902

Phone: (419) 522-2965

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



# Healthy Corner Store Initiative

## Goal / Mission

The goal of the Healthy Corner Store Initiative is to improve healthy food access in underserved communities.



## Description



In food deserts, areas/communities that do not have easy access to supermarkets, families depend on corner stores for their food and grocery purchases.

The Healthy Corner Store Initiative works to increase the awareness and availability of healthy foods in corner stores.

## Get Involved!

Support the Healthy Corner Store Initiative by shopping at local Good Food Here locations!

Food Land Mini Mart  
168 Park Ave. E.  
Mansfield, OH 44902

Shiloh General Store  
28 E. Main St.  
Shiloh, OH 44878

Technical assistance, resources, and support are available for any local store owners interested in joining the Initiative. If you would like more information, please contact:



Emily Leedy  
419-774-4773  
[eleedy@richlandhealth.org](mailto:eleedy@richlandhealth.org)





# Upcoming Learning & Networking Events

## BUSINESS BOOT CAMP ☆☆☆ SERIES

### Empowering a Proactive Workforce

**When: Wednesday, August 9<sup>th</sup> 7:30am-9am**

**Where: Richland Area Chamber of Commerce, 55 N. Mulberry St. Mansfield**

Learn how to use questions to inspire “High Order Critical Thinking” with your staff. This method is also useful in other areas of your life! You will learn how to help inspire yourself and others in coming up with proactive solutions.

Both Scott Kent and Doug Jackson have been training with STARTEK for over 5 years. They have been working on ways to improve facilitation and make training more impactful for many years. This led them to creating “Warrior Way”, a facilitation platform that can be applied to training, coaching and development and recruiting.

**Continental Breakfast Provided** — \$15 Members - \$25 Non-Members

**Please RSVP to reserve your spot** — see registration information at the bottom of page.

JOIN US FOR A  
**CHAMBER  
COFFEE**

7:30-8:30am



**Join us for Open Discussion while  
Enjoying Your Morning Coffee!**

**When: Friday, September 1<sup>st</sup>**

**7:30– 8:30am**

**Where: Wishmaker House Bed & Breakfast  
116 Main Street, Bellville**

Join our President, Jodie Perry, at our next “Chamber Coffee” session. You will have the chance to do some networking, share updates about your business, and participate in open discussion.

There is **no charge** to attend, but seating is limited, so please reserve your spot (see registration information at bottom of previous page).

  
**Lunch WISE  
WEDNESDAY**

**Network & Be Inspired by  
Local Women!**

This collaborative series is being co-hosted by the Richland Area Chamber, Mind Body Align and the Small Business Development Center at NCSC.

**When: Wednesday, August 16<sup>th</sup> 11:45– 1pm**

**Where: Ed Pickens Café on Main Events & Catering - 28 N. Main St., Mansfield**

Mark your calendar for the 3rd Wednesday of each month to join a group of dynamic, innovative local women for a time of powerful networking and motivation, as well as a chance to learn more about your community. The cost is \$12.00 - please RSVP to reserve your spot (see registration information at bottom of page).

**This month's topic: Juggling the Craziest of Career and Family**

In this talk, **Val Ashcraft** will discuss the formula for attaining a balanced life. She will be discussing how to combine career, spouse/significant other, children and friends. The key is to develop creative solutions as you approach the challenges of balancing the responsibilities and joys of your multiple roles.

### 3 WAYS TO REGISTER for these events (or any other Chamber event):

- Register online using the event calendar at [richlandareachamber.com](http://richlandareachamber.com)
- Call 419-522-3211
- Email [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)



**Chamber Coffee at Hamilton Insurance**



**Mansfield in Bloom  
Tour Kick-off**



**Economic Club  
Luncheon**



**Shelby Bicycle  
Days**

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# Time for Lunch

## Mechanics BANK

Member FDIC  
2 S. Main Street  
Mansfield, OH 44902

**11:30 am - 1:30 pm**  
**Downtown Courtyard**

Our downtown courtyard is open every Friday for you to enjoy your lunch! Check the schedule for featured live performances. Let's make the lunch hour even better!

\*In the event of inclement weather, we'll save Time For Lunch for another day.

### August Events

**August 3 - Thursday**  
Neos Dance Theatre

**August 11 - Friday**  
EKG

**August 25 - Friday**  
Jack Moncayo

### After Hours Event

**August 17 - Thursday at 5 PM**  
Chase Beaire, Aurelio Diaz & Ricky Mitchell

# Upcoming Events

- 8/8/17 — Business Advocacy 8:00-9am
- 8/9/17 — **Business Boot Camp** 8:30am-12:00pm
- 8/10/17 — Executive Committee 7:30-9am
- 8/16/17 — Chamber Board Meeting 7:30-9am
- 8/16/17 — **Lunch WISE Wednesday Women's Luncheon**  
@Ed Pickens 11:45-1pm
- 8/17/17 — **Business After Hours/Kingwood Center** 5-7pm
- 8/18/17 — Ambassadors Meeting 8-9am
- 8/26/17 — **Vendor Alley at the Cruise In** 11am-4pm
- 9/1/17 — **Chamber Coffee@Wishmaker** 7:30-8:30am
- 9/12/17 — **Women's Business Showcase @**  
Kingwood Center 5-7pm
- 9/21/17 — **Bus. AfterHours/Mansfield Playhouse** 5pm-7pm
- 10/12/17 — **Business After Hours/Malabar Farm** 5-7pm
- 10/24/17 — **Savor & Sip Auction and Food Tasting**
- 11/9/17 — **Business After Hours/Renaissance** 5-7pm
- 12/14/17 — **Business After Hours/Mans. Art Center** 5-7pm

**Watch your e-mail for more upcoming events!**



# Richland Public Health

Prevent. Promote. Protect.

555 Lexington Ave., Mansfield, OH 44907  
419-774-4500 • [www.richlandhealth.org](http://www.richlandhealth.org)

# SPONSORSHIP & ADVERTISING OPPORTUNITIES

For a list of options available, contact the Chamber at 419-522-3211 or [afanello@richlandareachamber.com](mailto:afanello@richlandareachamber.com)



## Richland County Active Transportation Photo Contest

From May 15 at 8:00 AM to Aug 31 at 8:00 AM, ALL community members are invited to submit up to 5 photos that are people-centered and infused with the joy, energy and impact of walking and bicycling. In the description for each photo add [#activerichlandcounty](https://twitter.com/activerichlandcounty).

The winner photos will be featured in our Active Transportation Plan.

Prizes are as follow:

1st Place - YMCA 3-month membership + \$100 cash prize

2nd Place - \$100 cash prize

3rd place - \$50 cash prize

Honor Mentions - \$25 Gift certificates to Y-NOT and Cycling Sports Center

Find the link for contest info, rules and guidelines on Richland County Regional Planning Commission's facebook page or go to [bit.ly/richlandactivephotocontest](http://bit.ly/richlandactivephotocontest).



Stan Butts, Guest Columnist  
Valleyview Country Getaway  
Vacation Rental Home

## *All the World is a Stage...*

So begins the most famous Shakespearian quote, the reference was to the many characters men and women play throughout their lives. In today's world it often is used to describe our inherent chameleon like qualities as we adjust to varying circumstances. However, there are those among us who take this to a more deliberate level by becoming actors and actresses, to portray a person in a well-crafted script we call a play. It is the good fortune of the Mansfield/Richland area to have the Mansfield Playhouse as an outlet for this expression.

Formed in 1929 as the Community Players, the three annual productions were performed on the John Simpson Junior High School stage, and rehearsed in a room over the Leland Hotel Garage. In the 1950's, the Mansfield Little Theatre was created, performing in the washhouse behind the Children' Home. Volunteer actors, directors, stagehands, and audiences easily moved between the two groups. Eventually the Little Theater group had saved enough money to begin a search for a more permanent home. First Alliance Church was moving and had put their building up for sale. The older Community Players merged with the Little Theater, purchased and renovated the property and became the Mansfield Playhouse. The retired church remains as the home of this non-profit organization.

The Mansfield Playhouse is proudly the largest producing company and the second oldest continuously producing community theater in the state.

This year the playhouse celebrates its fiftieth year anniversary. All of this would not be possible without the endless time, talent and energy volunteered from within our community.

Help them celebrate! Actor or audience, performer or patron, let the Mansfield Playhouse embrace, enrich and educate you with its high quality performances.

They are located at 95 E. Third Street, Mansfield, Ohio 44902, and their phone number is 419-522-2883. Ticket and other information can be found at [www.mansfieldplayhouse.com](http://www.mansfieldplayhouse.com).

## *Fly through the Trees!*



Mankind has always observed birds and envied their effortless flight amongst the tree tops. Now you too can fly through the trees with the greatest of ease, okay, not forever, but long enough to move the adrenaline needle up the dial a bit. The adventure is called zip-lining, and the place is Tree Frog Canopy Tours.

The road trip is just long enough down the beautiful and winding Wally Road to let nervous fear and trepidation build to just the right amount of anxiety.

Your trip begins with pre-flight instructions from your two guides, followed by a trip to the start point by ATV. The course consist of multiple (7) zip lines connected by sky bridges (2) or short hikes and an occasional rappel (2) down from a tree top platform. The highest elevation is approximately 120' over the valley floor, with the fastest clocked speed of 51 MPH. The zip lines range in length from 145' to 1,100', with an average platform height of 45'. Safety equipment on and two professional course guides to instruct along the way, you are ready for your journey to begin. Great group or family fun for any outdoor enthusiast, adventure seeker, or adrenaline junkie. The course takes about 2½ hours to complete. You must be at least 10 years old and weigh between 75-250 pounds to participate.

Tree Frog Canopy Tours is owned and operated by Anna Lee Christiansen and her daughter Madison. The business is located at 21899 Wally Road, Glenmont, OH 44658. Their phone number is: 740-599-2662 and website: [www.TreeFrogCanopyTours.com](http://www.TreeFrogCanopyTours.com). They suggest reservations, so pick up the phone, let's fly!



# CELEBRATE SMALL BUSINESS!

## *Small Business of the Year Awards Nomination*



To be considered for the 2017 Chamber of Commerce Small Business of the Year Awards, the nominated business must:

- Be headquartered in Richland County
- Employ 250 or fewer full-time equivalent employees
- In operation for at least three years
- Have annual sales revenue of less than \$20,000,000
- Demonstrate an active concern for the community

**Eligible applicants will be judged on the following:**

- Business History & Performance
- Staff Training & Motivation
- Community Involvement
- Customer Service
- Business Strategies & Goals

Business Nominated \_\_\_\_\_

Contact Person \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (day) \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Nominating Individual (Optional) \_\_\_\_\_

Email \_\_\_\_\_

Provide a brief summary of the nominee's business: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What contributions have the nominee made to the community? \_\_\_\_\_

\_\_\_\_\_

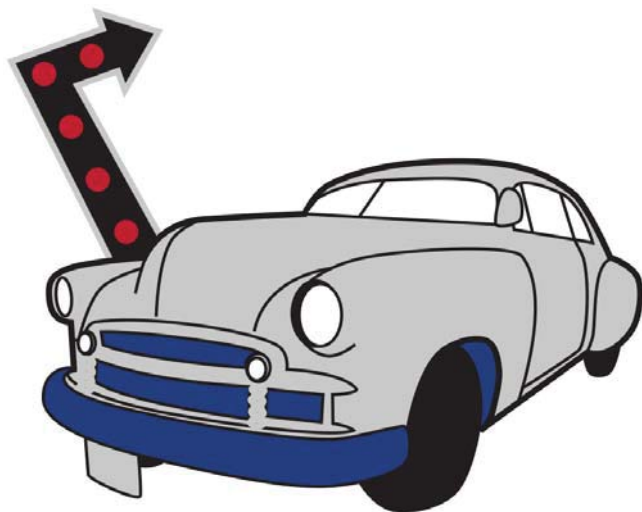
\_\_\_\_\_

\_\_\_\_\_

Return To: Richland Area Chamber of Commerce ~ 55 N. Mulberry St., ~ Mansfield OH 44902  
F: 419-526-6853 E: [jperry@richlandareachamber.com](mailto:jperry@richlandareachamber.com)

Awards will be presented at a special luncheon in November





# 22ND ANNUAL HEART OF THE CITY *CRUISE IN*

SATURDAY, AUGUST 26, 2017

BE A PART OF **VENDOR ALLEY**

**PRIME LOCATION!**

SPONSORED BY THE RICHLAND AREA CHAMBER OF COMMERCE



Promote your business to the thousands of attendees at the 22nd Annual Heart of the City Cruise In. We'll be setting up the "Vendor Alley" in the **Richland Bank Parking Lot** at the corner of **Park Ave West & Walnut** right in the heart of the action.

Reserve your spot and be a part of something major! **For only \$25 you can reserve a spot in Vendor Alley.** This small fee reserves your spot, you should plan to bring your own table, tent or other promotional materials! Vendors should plan to be set up between **11am—4pm.\***



**Heart of the City Cruise In—VENDOR ALLEY Spots — Member Price: \$25, Non-Member Price: \$35**

(\*Due to food vendor regulations from Downtown Mansfield, Vendor Alley participants are not allowed to sell food.

If you are interested in being a food vendor, please call DMI at 419-522-0099)

Contact Name \_\_\_\_\_

Organization \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Payment enclosed \_\_\_\_\_ Visa/MC/Disc # \_\_\_\_\_ exp. \_\_\_\_/\_\_\_\_

Address of Cardholder: Street \_\_\_\_\_ Zip \_\_\_\_\_

Mail: Richland Area Chamber of Commerce 55 N. Mulberry Street, Mansfield, 44902

Phone: 419-522-3211

Fax: 419-526-6853

Email: [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)





# NOMINATION FORM

## CLASS OF 2017-2018

The Young Entrepreneurs Academy (YEA!) is an intensive seven-month program that teaches middle and high school students how to start and run their own REAL businesses. Students will brainstorm a business idea, write a business plan, pitch to potential investors, obtain funding, and actually launch their own business or social enterprise! From November through May class meets each Tuesday evening from 4 to 7 p.m. at a central location in Richland County.

As community members, we encourage you to nominate creative, motivated young people who pursue their goals with tenacity. Nominated individuals should have a strong work ethic and should demonstrate high levels of effort on a consistent basis. Please nominate young people who have an interest in business and/or starting their own company or social movement. Scholarships are available, but limited.

Nominated young people will receive additional information about the Young Entrepreneurs Academy and a personal invitation to the YEA! Informational Session at the Richland Area Chamber of Commerce. However, we encourage you to share information about the program with everyone you know. All are welcome to apply and attend the Informational Sessions.

Please fill out this form (or attach a separate sheet with the nominee information) and return it to YEA! by August 31, 2017. Return by email your nominees to: [nlewis@richlandareachamber.com](mailto:nlewis@richlandareachamber.com) or mail to: YEA! Nomination/Richland Area Chamber of Commerce/55 N. Mulberry St./Mansfield, OH 44902.

RECOMMENDER'S NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CONTACT PHONE \_\_\_\_\_ E-MAIL ADDRESS \_\_\_\_\_

Individual's Name	Grade 2017- 2018	Gender	Phone	Email	Recommendation and Comments

# Business is Blooming

A Showcase of Women Led Businesses

Tuesday, September 12<sup>th</sup>, 5-7pm  
at Kingwood Center Gardens

Experience this unique and exciting event featuring local women who own or operate their businesses!

Meet these entrepreneurial women as they showcase their products & services.

Visit their booths and enjoy the beauty of Kingwood Center Gardens!

Open to All!  
FREE to the Public  
Door Prizes, Tastings  
& Giveaways!

#### DETAILS:

Set up will take place from 3-4pm

A special vendor networking cocktail hour will be held just prior to the event from 4-5pm

COST: \$60 if you reserve your space before August 14th. After this date, the cost will be \$85.

Space size is 8 x 10. This includes 8 ft. table, two chairs, and electricity/wifi.

**TO GUARANTEE A SPOT, PLEASE RESPOND PROMPTLY!**

Complete form and return with payment as soon as possible to reserve your space  
(space offered on first come, first serve basis)

We understand that if we do not cancel before September 5th, we will still be charged for the booth.

Organization: \_\_\_\_\_

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

Contact person: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Payment: \_\_\_\_\_ check enclosed VISA/MC/DISC# \_\_\_\_\_  
exp. \_\_\_\_/\_\_\_\_ Security Code \_\_\_\_\_

Cardholder Address \_\_\_\_\_

Phone: 419-522-3211 • Fax: 419-526-6853 • Email: [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)  
Mail: Richland Area Chamber of Commerce • 55 N. Mulberry St., Mansfield 44902

Find us on 



 Ohio

Small Business  
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Prospering  Life Events



SBA Disclaimer: "The Small Business Development Center Program of Ohio (SBDC) program is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Department of Development. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Michalina Lacy at 419-755-9011 for special accommodations."



# Business After Hours

at

## August 17th, 5-7pm



50 N. Trimble Road, Mansfield

Door Prizes

Tours of the Grounds

Catering by Ooh La La

No Parking or Admission fee  
for Chamber Members  
(if RSVP by Monday, August 14th)



"Ribbit the Exhibit" is a remarkable collection of larger than life frog sculptures by J.A. Cobb

### Enjoy Food, Tours & Door Prizes!

Please fax, email, or mail this registration to the Richland Area Chamber of Commerce

Cost: Free to Members who register on or before 8/14/17

Online registration is also available at [www.richlandareachamber.com](http://www.richlandareachamber.com)

Company \_\_\_\_\_

#### Names & Emails of Attendees:

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

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

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

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

**Please RSVP No Later  
Than August 14th, 2017**

**Richland Area Chamber of Commerce**  
55 N. Mulberry St. - Mansfield, OH 44902  
Phone: (419) 522-3211 . Fax: (419) 526-6853  
email: [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)



**RICHLAND AREA  
CHAMBER  
of COMMERCE**  
Strong Business  
Strong Community.





Mid-Ohio Conference Center  
Tuesday, October 24<sup>th</sup>

# SPONSORSHIP APPLICATION



2016 Attendance—300+  
\*\*\*

Audience—Area business leaders,  
professionals, support staff, general  
business crowd  
\*\*\*

Advertising—Email Blasts, Social  
Media Posts, Newsletter Ads, News  
Journal Advertising  
\*\*\*

In addition to live entertainment and  
a silent auction, we have about a  
dozen food vendors offering samples.

## Presenting Sponsorship - \$4,000 (Exclusive)

- \* 30 Tickets Included (\$450 Value)
- \* Naming rights (Savor & Sip presented by...)
- \* Company logo (color) on event banner
- \* Opportunity to set up a promotional table at the event to hand out information
- \* Company name/logo recognized on all advertising\*
- \* Company name listed on all press releases
- \* Company logo on cover of "Tasting Menu"
- \* Full page color ad in the "Tasting Menu"
- \* Company logo on all event posters
- \* Company recognized on stage & in announcements
- \* Company logo & link on event webpage
- \* Company logo (1 color) on tote bags for attendees (if available)
- \* Company logo (small) on souvenir glasses (1 color)
- \* Company logo on table sponsor signs
- \* Right of first refusal for 2018

## Souvenir Glass Sponsorship - \$2,000 (Exclusive)

\*Sponsorship must be received at least six weeks in advance to take complete advantage of this benefit

## Tote Bag Sponsorship - \$500 (Limit 6)

Must have at least 2 sponsors to print bags

- \* 8 Tickets Included (\$120 Value)
- \* Company Logo (1 color) printed on one side of tote bag given to each vendor and attendee
- \* Company name listed in the Tasting Menu
- \* Company name listed on event posters
- \* Company recognized in announcements
- \* Company name listed on event webpage with link

## Entertainment Sponsorship - \$250

- \* 4 Tickets Included (\$60 Value)
- \* Company logo on sponsor sign on the stage
- \* Company name listed in the Tasting Menu
- \* Company recognized in announcements
- \* Company name listed on event webpage

## Table Sponsorship - \$150

- \* 2 Tickets Included (\$30 Value)
- \* Company logo on table sponsor signs
- \* Company name listed in the Tasting Menu
- \* Company name listed on event webpage

## 2017 SPONSORSHIP APPLICATION

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

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

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### SELECT YOUR SPONSORSHIP LEVEL:

- ☐ Presenting Sponsorship - \$4,000 (Exclusive)  
☐ Tote Bag Sponsorship - \$500 (Limit 6)

- ☐ Entertainment Sponsorship - \$250  
☐ Table Sponsorship - \$150



METHOD OF PAYMENT: ☐ Check enclosed ☐ Visa/MasterCard/Discover

Credit Card # \_\_\_\_\_ Exp. Date. \_\_\_\_\_

Security Code \_\_\_\_\_ Signature \_\_\_\_\_ email \_\_\_\_\_

Address of Cardholder \_\_\_\_\_



# AUCTION AND FOOD TASTING EVENT



**October 24<sup>th</sup>, 2017 5-8pm**

*Mid-Ohio Conference Center*

**TICKET INFORMATION COMING SOON!**

☐

***Yes, I would like to donate an item!***

Business/Organization: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ email: \_\_\_\_\_

Item(s):\*\* \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

◆ Item enclosed \_\_\_\_\_ Need pick up between (dates) \_\_\_\_\_ & \_\_\_\_\_

**Please respond by Friday, October 13<sup>th</sup>:**

**Mail to: Richland Area Chamber of Commerce  
55 N. Mulberry St. Mansfield OH 44902**

**Silent Auction**

**Fax: 419-526-6853 Call: 419-522-3211 Email: [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)**

***\*\*Don't like to shop?? Cash donations are welcome and we'll do the shopping for you!  
We will be doing both silent and live auctions. Don't miss out on the opportunity to  
highlight your business by providing a unique item for the auction. Some great ideas  
include: baskets, trips, gas cards, CHOCOLATE, tickets to sporting events, etc.***

***Thank you for your participation!***

# Maximizing the Value of Your Business

## Ideal for:

- Business owners looking to take his/her business to the "next level"
- Business owner looking to free themselves up from being attached to the business 24/7
- Business owners preparing to exit/sell their business

## Topics include:

- 8 Key Value Drivers of Your Business
- Valuation Methods/Determining the Value of the Your Business
- Strategies to Enhance Value
- Succession Planning Overview
- Exit options (including employee ownership)

**August 22nd**

**7:30-9:30am**

**Richland County Foundation**

181 S. Main St. Mansfield

**EVENT IS FREE**

Continental Breakfast  
will be provided

Space is limited, register today!

**Please RSVP to the Richland Area Chamber at  
[lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com),  
419-522-3211 or [RichlandAreaChamber.com](http://RichlandAreaChamber.com)**



## About the Speaker:

Roy Messing is director of the Ohio Employee Ownership Center at Kent State University. Since 2008 he has developed ESOPs and other worker-owned businesses and has been involved in the Business Succession Planning Program. Previously he was a community-based lender with Farm Credit Services of West Michigan, CFO for Montville Plastics and Rubber Company, and before that spent 23 years in finance/commercial banking. He has a BS in Agricultural Economics from Michigan State University and an MBA from the University of Dayton. In 2010, Roy received his Certified Exit Planning Advisor designation to better serve companies who are planning the transition of their business.

## Hosted by:





## July Business After Hours at Landoll's Mohican Castle



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**STARTEK**

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