



RICHLAND AREA  
**CHAMBER**  
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# Chamber Link



November 2016  
Volume 66

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Annual Savor & Sip!**



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See inside for registration and sponsorship information for the  
**Small Business of the Year Luncheon -**

**November 18th at the Holiday Inn, 11:30 - 1:30pm**

# Richland County: Small Business has a Big Impact

By: Jodie A. Perry, IOM  
@RichlandAreaCh



November is quickly becoming our “Small Business Month” here at the Richland Area Chamber. On the 18<sup>th</sup> we will host our Small Business of the Year luncheon where we will honor six of the best local small businesses and ultimately crown two of them as the winners for 2016. Then just a week later is the 7<sup>th</sup> annual “Small Business Saturday”, one day after Black Friday. For an organization that has a charge to improve the business climate, I can’t think of a more appropriate focus than small businesses.

According to the Small Business Administration (SBA), small businesses have a big impact. Consider these national stats:

- The 28 million small businesses in America account for 54% of all U.S. sales.
- Small businesses provide 55% of all jobs and 66% of all net new jobs since the 1970s.
- The 600,000 plus franchised small businesses in the U.S. account for 40% of all retail sales and provide jobs for some 8 million people.
- The small business sector in America occupies 30-50% of all commercial space, an estimated 20-34 billion square feet.

In Ohio, there are nearly 928,000 small businesses, representing about 98% of all business, and they employ 2.1 million Ohioans. If those same ratios hold true in Richland County, that would mean of 2,613 employers in the County over 2,500 of those would be classified as small business. To be sure, for a healthy economy we need successful businesses of all sizes, but small businesses can be especially important.

I grew up in a family of small business owners. My parents owned several businesses (food service, construction and retail), my grandfather was a developer and my uncles also ran several businesses. I saw first-hand what it takes to be successful. There can be sleepless nights where you wonder how you will make payroll, shortened time with your family as you try to make sure everything is covered, becoming a jack of all trades as you tackle a myriad of issues not to mention how much you often have to financially risk to make it all come together.

Perhaps it is because of that experience, but I love working with and supporting small businesses. This year we had over 60 nominees for the Small Business of the Year awards, 24 actually applied for the award and we will soon be announcing our 6 finalists. We revamped the whole process last year to make it align with the national award given out by the US Chamber of Commerce. We were thrilled when MHS Industrial Supply (our 2015 winner in the 15 employees & under category) went on to become a Blue Ribbon winner, showing they were one of the top 100 in the country. This year promises to be no less exciting, we have some stellar nominees!

This year will also mark the 2<sup>nd</sup> year since several local business organizations have joined together to promote a countywide effort for “Small Business Saturday”. I hope that you will consider earmarking at least a portion of your holiday spending for our local small businesses. Last year, we had 65 local businesses participate and we expect that number to grow this year.

Sometimes I hear, “But I can’t find what I need at a small business.” My response is, “Are you really looking?” I say that because I can think of a whole ton of items that you can buy from small businesses: books, women’s & men’s apparel, boots, home décor, antiques, food & kitchen items, make-up, lotions, jewelry & other accessories, tools, power equipment, vehicles, handmade items, fresh flowers, shoes, toys and so much more.

If you agree that small businesses make a big impact on our local economy, please join us in the #ShopSmall movement this holiday season. Participate in Small Business Saturday, visit some new stores, and help us reinvigorate our local economy. Our future is up to us, so let’s get to work!

*Article originally appeared in the October 26th edition of the Mansfield News Journal/Business Journal*

## Chamber Staff

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

Jodie A. Perry, IOM, President  
Lisa Duckworth, Program & Events  
Stephany Elgin, Member Services  
Angie Fanello, Marketing & Communications

## Are You Receiving Email Communications from the Chamber?

**If not, you are missing out on  
important information!**



The Chamber emails the staff of our members important information such as news updates, legislation issues, upcoming events, training opportunities, and much more! If you wish to receive email from the Chamber, let us know at 419-522-3211 or email [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com).



# Welcome!

***Please join us in welcoming the newest members to your Chamber!***

**Alzheimer's Association, Northwest Ohio Chapter**

Nonprofit Organizations  
2131 Park Avenue West, Ontario  
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[www.alz.org/nwohio](http://www.alz.org/nwohio)

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## Please Welcome **Lisa Duckworth** to the Chamber!

Hello! My name is Lisa Duckworth and I am the newest member of the Richland Area Chamber of Commerce team. My position is Program and Events Coordinator.

I am a Mansfield native and have lived here most of my life. I graduated from The Ohio State University with a degree in Wildlife Management. My love of animals and nature has been life-long. There has never been a time in my life that I wasn't surrounded by animals. I showed horses as a child and while in college, I was a member of The Ohio State Equestrian Team. Now, I live on a small hobby farm in Lexington with my husband and two children. In 2007 we started raising, breeding, and showing registered pygmy goats. What started out as a 4-H project for my daughter has grown into a completely ridiculous obsession on my part with these loveable, fun, little goats. My daughter and I even travel around the country to participate in shows with them! We also keep a few chickens for egg production.

My previous position was Event Coordinator at Kingwood Center Gardens. I love planning and attending to all of the details that make events special and watching the event unfold from an idea to its completion. I'm very much looking forward to being part of all of the wonderful events that the Chamber offers. I'm also excited to learn more about the area businesses that make Richland County great!

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





## First Monthly Women's Luncheon a Huge Success!

Our first LunchWISE Wednesday Women's luncheon took place on October 19, 2016 with 45 attendees! WISE stands for Women Innovators Seeking Enrichment and the group is being launched collaboratively by the Richland Area Chamber of Commerce, Mind Body Align and District 6 Small Business Development Center in Ohio. Meetings take place on the 3rd Wednesday for lunch, guided networking and a "TED" style talk. Our first month topic was communication and Chamber President Jodie A. Perry talked about how she handles conflict resolution. Our next lunch is scheduled for November 16th and features Annamarie Fernyak talking about Gratitude.



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# JOIN US! 4 Great Learning & Networking Events

**11/16/16**

**Lunchwise Wednesday  
Women's Luncheon**  
Ed Picken's Café on Main  
11:45-1pm

*Network and Be Inspired  
by Local Women!*



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. Our next lunch features **Annamarie Fernyak** with Mind Body Align talking about **Gratitude**.

The cost is \$12.00 - please RSVP to reserve your spot. (see registration information at bottom of page).

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

**11/22/16**

**Membership 101**  
Ed Picken's Café on Main  
7:45-9am

*Learn More About Your  
Chamber Membership!*



Perfect for:

- New members
- New employees
- Anyone looking for a refresher on Chamber benefits

Join us for a full hot breakfast buffet! There is **no charge** to attend, but seating is limited, so please reserve your spot (see registration information at bottom of page).

**12/2/16**

**Chamber Coffee**  
Mansfield YMCA  
7:30-8:30am

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



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 page).

**12/7/16**

**Business Boot Camp**  
Richland Area Chamber  
7:30-9:00am

*Learn more about LinkedIn!*



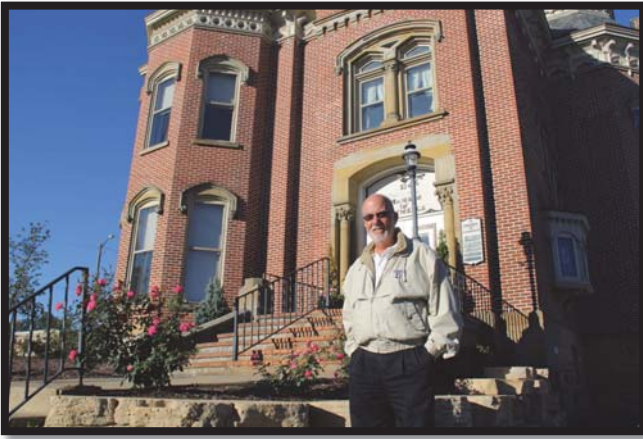
Join us at the Chamber as we learn more about how to use LinkedIn to enhance your social media presence! Continental Breakfast Provided. The cost is \$15.00 - please RSVP to reserve your spot. (see registration information at bottom of page).



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

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

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



## Bill Sharp bids fond farewell to Richland County

Retires from Chamber Foundation after 16 years

Brittany Schock, Staff Reporter, Richland Source

MANSFIELD – To everything there is a season. Bill Sharp will end his time as the director of the Mansfield-Richland Area Education Foundation during his favorite season.

“I love fall,” Sharp said on a particularly brisk October morning. “I have family that loves hot and humid weather, but I just don’t like it. I like the seasons and the rolling hills in Richland County.”

That love of Richland County led to a 16-year career as director of the Chamber Foundation. It makes it that much more difficult to imagine leaving this place as Sharp prepares to retire on Oct. 21.

“I’ve never done this before so I don’t know how to be retired,” he said with a laugh. “I’ll find out I guess.”

A native of Richland County, Sharp graduated from Malabar High School in 1966 and earned his undergraduate degree from Ashland University. From there, he attended graduate school in Denver, Colorado and also lived for three years in Florida during the 1970s before moving back to his hometown.

After working in the aircraft business and the media for most of his career, Sharp took over as director of the Chamber Foundation in 2000.

“I remembered my experience with Leadership Unlimited (in 1988), and although that was only one component of the foundation it had a real impact on my life, and I thought I’d really enjoy it,” Sharp said. “So I applied, and fortunately was hired.”

Since then, Sharp has overseen a number of successful programs through the Foundation, including Leadership Unlimited, Young Leaders Institute, Economic Club and Inside Richland County. In 2015, Sharp launched the Young Entrepreneurs Academy (YEA! Richland), an innovative program which teaches students how to launch and run their own businesses.

“Honestly, I was thinking about retiring last year, but when YEA! came about I said I can’t leave now, this is too much fun, and it was,” Sharp said. “We just finished recruiting for this year’s class, we have a larger class from last year and some new schools participating. Most of the volunteers, from speakers to investors to field trip hosts, they’ve all come back.”

Sharp’s favorite part about the various programs he oversees is easily the people – emerging leaders who are excited to learn more about Richland County. He’s quick to credit the success of the programs not to himself, but to the participants.

“Leadership Unlimited, for example, is not a life-changing experience for everybody, but it has been for a few,” Sharp said. “To watch those few suddenly say ‘wow, I had no idea this was going on in Richland County and I have to be involved,’ that’s been very rewarding. I expect them to discover new things in the county and meet a lot of people, but a life-changing experience is a nice side effect.”

Sharp has said repeatedly that he’s got “the best job in Richland County,” so the decision to retire did not come easily. Mostly, Sharp attributes his retirement to age, a function of not just years.

“A few years ago I was watching a speaker and I look over, and a young lady is looking down at her phone, and I could feel myself getting mad,” he said. “When the speaker stopped, the young lady made a very cogent point about the speaker’s subject.

“It just occurred to me this year that she might have been taking notes. And I thought, it’s time for someone that’s a little more savvy and closer to the age of the young professionals I’m working with, I think it would be more helpful to them.”

When it comes to his replacement, Sharp hopes the next director of the Chamber Foundation brings a touch of youth to the position, as well as an open mind.

“I grew up in Richland County, and I learned so much about things going on in Richland County that I was not aware of, and met people from areas I was not familiar with,” he said. “I learn every year so many new things, it’s really fun and it’s surprising to me how diverse and exciting things are in Richland County.”

After a career dedicated to immersing himself in Richland County, Sharp and his wife Lucia are moving away from the county for his retirement. The couple purchased a home on Lake Erie in Port Clinton, and shortly after Sharp’s retirement will be moving there full-time.

It’s a bittersweet feeling for Sharp, not being fully involved in the county for the first time in over a decade. But in a way, his job will continue – learning all about his new community, and enjoying himself along the way.

“It’s going to be odd I think, but new experience is what it’s all about it, so let’s go and find out and have fun,” Sharp said. “It’s been a great ride.”





Leadership Unlimited is excited to kick off their 35th year in the community! Well wishes for the Class of 2017!



Rededication and ribbon cutting for North Central State College's Kehoe Center.



Ohio's Lieutenant Governor Mary Taylor joined us for a business roundtable discussion on transportation infrastructure, workforce development, brownfield redevelopment, the opioid epidemic and more.

## SPONSORSHIP & ADVERTISING OPPORTUNITIES

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




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# Business After Hours

**MT** Business  
Technologies, Inc.

Thursday, November 10th 5-7pm



***Renovations Revealed!***

Join us for prizes, networking,  
and catering provided by



***Is this your first Business After Hours?***

**Join us from 4:30-5pm to meet our friendly Chamber Ambassadors!**

*Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Monday, November 7<sup>th</sup>, 2016*

*Cost: Free for Members (if registering on or before 11/7)*

Company \_\_\_\_\_

Names & Emails of Attendees:

New Member  
Reception?

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

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

☐

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

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

☐

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

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

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

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

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

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

☐

**PLEASE RSVP NO LATER THAN NOVEMBER 7<sup>th</sup>, 2016**

55 N. Mulberry Street, Mansfield, OH 44902

P: (419) 522-3211 F: (419) 526-6853

[info@richlandareachamber.com](mailto:info@richlandareachamber.com)

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



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CHAMBER  
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**Strong Business.  
Strong Community.**





RICHLAND AREA  
**CHAMBER**  
of COMMERCE



*The Clear Fork Valley*  
*Chamber of Commerce*



Saturday, November 26, 2016

# Be a Part of the **Shop Small** Movement in *Richland County!*

## What is it?

- Small Business Saturday is the Saturday after Thanksgiving.
- It's a national movement promoted by American Express to encourage people to include small businesses in their holiday shopping (you do not need to accept American Express to participate)
- Locally, we are joining together to promote small businesses county-wide (Chamber membership is not required to participate)
- Some local businesses report that this is the busiest day of the year for them!

## How do I participate?

- We will be giving out "Passports to Small Business" to the public.
- As a vendor, all you have to do is stamp the passport when a customer visits your store.
- There is no purchase required by the customer, but we believe by encouraging them to visit as many stores as possible that most will end up spending money with you.
- For each stamp received, the customers will be given an entry into a prize drawing.
- Offering a discount is optional but highly encouraged to benefit your business!

## What do I receive?

- As long as you register before the deadline date you will receive:
- Your business name & location info on the printed passport.
  - A stamp to mark the passports.
  - A stack of passports to hand out.
  - Small Business Saturday promo materials
  - A Facebook promotional post from the Richland Area Chamber of Commerce (in November).
  - Inclusion on an email blast by the Richland Area Chamber

## 2016 SMALL BUSINESS SATURDAY REGISTRATION- DUE BY 11/4/16

*Businesses must be a locally owned franchise or independently owned retail business to be listed on passport.  
Want to support Small Business Saturday but don't fit the requirement? Contact the chamber for sponsorship information!*

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

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

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

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

Will you be offering a special sale to customers that day? (circle) **YES** **NO** If yes, please provide more detail that we can use in promoting your business: \_\_\_\_\_

**NEW THIS YEAR:** All vendors are required to provide at least one item valued at \$20 or more for the passport raffle. Describe item(s) and include value: \_\_\_\_\_

I understand that by signing below I am agreeing to be a participant in the Richland County Small Business Saturday program. I agree to stamp the passports of customers who enter my shop and that I will not require purchase for said passport.

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

**Please return to:** Richland Area Chamber of Commerce

55 N. Mulberry Street, Mansfield, OH 44902

phone: 419-522-3211

fax: 419-526-6853

email: selgin@richlandareachamber.com

# Richland Area Chamber ATHENA Leadership Award Nomination

Awarded at Chamber Annual Meeting – January 26<sup>th</sup> *Sponsored by Richland Bank*



2016 Awardee - Melanie Riggelman

The ATHENA Leadership Award is one that is given out nationally and internationally and is a well-known achievement which highlights a woman who is honored for professional excellence, community service and for actively assisting women in their attainment of professional excellence and leadership skills.

Each nominee must live or work in north central Ohio.

The deadline for application is **December 1, 2016**.

Typed information is requested – you are welcome to contact the Chamber for an electronic version. You may also include additional sheets if necessary.

## NOMINEE:

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

Title: \_\_\_\_\_ Company: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## NOMINATOR:

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
(Please Print)

Business/Company: \_\_\_\_\_

Phone Number \_\_\_\_\_ Email: \_\_\_\_\_

Nominator's Signature: \_\_\_\_\_

**DEMONSTRATES SUPPORT OF PROFESSIONAL WOMEN:** Provide specific example(s) of how the nominee has demonstrated support for the advancement of business and professional women.

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**BUSINESS ACCOMPLISHMENTS:** List special recognitions, projects and achievements. Include business-related affiliations, directorships, trusteeships or other designations.

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**COMMUNITY SERVICE:** Describe local, county and state level participation, length of service and offices held in civic and service organizations, charitable activities, political pursuits, religious groups, chambers of commerce, merchants' associations, etc.

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**OTHER MEMBERSHIPS, ACHIEVEMENTS, AWARDS, PUBLICATIONS:** Nominees already may have been honored for service to their profession, industry or community. They also may have publications to their credit or articles published supporting their service to their profession, industry or community. Please list awards and honors received which support this nomination.

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**ADDITIONAL INFORMATION PERTAINING TO CRITERIA:** Discuss briefly any other factors you believe are important for consideration of your nominee for the Athena Award.

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*Sponsored by:*

*Please return completed nomination form by December 1<sup>st</sup>, 2016, to*



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



# **Chamber** **Annual Meeting & Dinner** **Sponsorships**

**January 26<sup>th</sup>**

## **Platinum** **Sponsorship** **\$1000**

- \* Full page ad in the program book
- \* Full table (8 tickets) and table sign
- \* 2 bottles of wine at the dinner table
- \* Corporate name recognition in all publicity regarding this event\*
- \* Business name & logo recognition during the slide show
- \* Recognition from the podium of sponsorship
- \* Business name, logo and link on Chamber website event page
- \* 8 Drink Tickets

## **Gold** **Sponsorship** **\$500**

- \* Half page ad in the program book
- \* Half table (4 tickets) and table sign
- \* Corporate name recognition in all publicity regarding this event\*
- \* Business name & logo during the slide show
- \* Business name, logo and link on Chamber website event page
- \* 4 Drink Tickets

## **Silver** **Sponsorship** **\$325**

- \* Quarter page ad in the program book
- \* 2 tickets to the event
- \* Business name listed during the slide show
- \* Business name on Chamber website event page
- \* 2 Drink Tickets

## **Bronze** **Sponsorship** **\$150**

- \* Business card ad in the program book
- \* Business name on Chamber website event page
- \* 1 ticket to event
- \* 1 Drink Ticket

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

### **Richland Area Chamber of Commerce**

55 N. Mulberry Street, Mansfield, OH 44902

(419) 522-3211 Fax (419) 526-6853

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

**Turn page over for response form**

**Thursday, January 26th, 2017**

*Social Hour at 5:30pm*

*Dinner at 6:30pm*

**Ralph Phillips Conference Center  
at the Kehoe Center**

**\$40.00 per person (before 1/17)**

**\$50.00 per person (after 1/17)**



## 2017 Annual Meeting & Dinner Thursday, January 26, 2017

Name of Sponsor: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Sponsorship Levels:

Platinum	\$1000 (8 tickets)
Silver	\$500 (4 tickets)
Gold	\$325 (2 tickets)
Bronze	\$150 (1 ticket)

**Ads are due to the Chamber by Monday, January 16<sup>th</sup>**

Send electronically in PDF or JPG format to

Angie Fanello at [afanello@richlandareachamber.com](mailto:afanello@richlandareachamber.com)

Names of Attendees	Choose One:		
	Culotte Steak with caramelized onion sauce	Chicken Breast with peach Riesling sauce	Ricotta stuffed pasta shells with marinara

### **INDIVIDUAL TICKETS**

\$40.00 per person (before 1/17)  
\$50.00 per person (after 1/17)

Order by calling the Chamber at  
419-522-3211 or online at  
[www.RichlandAreaChamber.com](http://www.RichlandAreaChamber.com)

Please return form with payment to:

Lisa Duckworth

Richland Area Chamber of Commerce

55 N. Mulberry Street

Mansfield, OH 44902

Phone: (419) 522-3211

Fax: (419) 526-6853



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



# 2016 Small Business of the Year Luncheon

The Board of Directors and Small Business of the Year Committee of the Richland Area Chamber of Commerce request your attendance as we celebrate and honor all small businesses and name our **2016 Small Business of the Year Recipients.**

**November 18<sup>th</sup>, 2016**

*Holiday Inn & Suites Mansfield*

*116 Park Avenue West*

*Receiving line and networking – 11:30am*

*Buffet Lunch – 11:45am*

*Program from 12:15pm-1:30pm*

Thank you to:



MEDICAL MUTUAL®



**Kindly RSVP by November 11<sup>th</sup>, 2016**



## 14 & Fewer Employees

Eberts Heating & Cooling

Richland Source

Wishmaker House Bed & Breakfast and Winery

## 15+ Employees

Alumni Roofing Co

Carousel Works

Featheringham Orthodontics

Please mail/fax to: **Richland Area Chamber of Commerce** 55 N. Mulberry St. ~ Mansfield, OH 44903 ~ (419) 526-6853 Fax

Reservations must be cancelled two business days in advance to avoid being charged for the event.

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

Attendees Names: \_\_\_\_\_

### **Individual Tickets (Respond by November 11<sup>th</sup>):**

☐ \$25 X individuals for a total of: \$ \_\_\_\_\_

☐ \$200 for a table of 8

☐ Please invoice me ☐ Check included (Check # \_\_\_\_\_)

☐ Visa/Master Card/Discover # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Sec. Code \_\_\_\_\_ Phone number: \_\_\_\_\_

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

Signature: \_\_\_\_\_

**SPONSORSHIP INFORMATION ON REVERSE SIDE**



# Sponsorship Packages

## ☐ Presenting Sponsor \$5,000 (Exclusive)

Includes two (2) tables of 10 at luncheon (\$500 value)  
 Naming rights (Small Business Awards presented by...)  
 4 Minutes at the podium to make remarks at event  
 A company representative will have the opportunity to be an awards presenter  
 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 registration form  
 Company logo on cover of program  
 Full page color ad in the event program  
 Company logo on PowerPoint presentation  
 Sponsor recognized in announcements  
 Company logo & link on event webpage  
 Be recognized at the Nominee Breakfast  
 Name & color logo shared on social media  
 Right of first refusal in 2017

## ☐ Finalist Video Sponsorship \$2,500 (Exclusive)

One (1) table of 10 at luncheon (\$250 value)  
 Company logo on the "credits" page of each finalist video profile (shown at luncheon & social media)  
 A company representative will have the opportunity to be an awards presenter  
 Company name/logo recognized on all advertising\*  
 Company logo (small) on cover of program  
 Full page color ad in the event program  
 Company logo on PowerPoint presentation  
 Company logo & link on event webpage  
 Recognition at Nominee Breakfast  
 Sponsor recognized in announcements  
 Name & color logo shared on social media  
 Right of first refusal for 2017

## ☐ Premier Sponsorship \$750 (Limit of 4)

One table of 10 at luncheon (\$250 value)  
 Opportunity to be on stage to present awards  
 Company name/logo (small) on registration form  
 Company logo (small) on cover of program  
 Half-page color ad in the event program  
 Company logo on PowerPoint presentation  
 Sponsor recognized in announcements  
 Company logo & link on event webpage  
 Name & color logo shared on social media

## ☐ Regional Leader Sponsorship \$350

One table of 8 at the Award Luncheon (\$200 value)  
 Company logo (small) in the event program  
 Company logo on the Power Point presentation  
 Sponsor recognized in announcements  
 Company name & link on event webpage

## ☐ Innovator Sponsorship \$200

4 seats at the Award Luncheon (\$100 value)  
 Company name in the event program  
 Company name on the Power Point presentation  
 Company name on event webpage

## ☐ Entrepreneur Sponsorship \$100

2 seats at the Award Luncheon (\$50 value)  
 Company name in the event program



### FACTS TO KNOW

#### 2015 Attendance—120

Audience—Area business leaders, small business owners & managers, professionals, media, elected officials

\*\*\*

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

\*\*\*

Awards are given to small businesses with 14 & fewer and 15+ Employees

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

# Workers' Compensation Group Rating Program

## Deadlines are Approaching!



The enrollment deadlines this year are **November 16th** for traditional group rating and **January 25th** for group retrospective rating.

***Don't delay – ask for a quote today!***

**Chamber Members - Take control of your workers' compensation savings!** Group rating is designed to allow employers of similar industries to "pool" their combined workers' compensation experience and file with the Ohio Bureau of Workers' Compensation (BWC) as one "BIG" group through approved sponsoring organizations - like the Richland Area Chamber of Commerce.

Now is your chance to apply for the group rating program administrated through CareWorksComp, Ohio's largest TPA, which has generated **savings for more than 48,000 Ohio employers.**

CareWorksComp's multi-tiered workers' compensation group rating program can save members more money with a variety of savings levels.

Group rating members also receive **companion cost control solutions** provided by CareWorksComp including safety services and unemployment consultation.

**There is no cost or obligation to apply**, just go online at [www.careworkscomp.com/groupratingapplication/richland](http://www.careworkscomp.com/groupratingapplication/richland) and complete the form or call us at 800.837.3200 extension 57129 or 57200.

**Apply today for the industry-leading CareWorksComp group rating program endorsed by the Richland Area Chamber of Commerce.**





# RICHLAND AREA CHAMBER of COMMERCE

Strong Business  
Strong Community



## Richland Area Community Guide

The 17th annual Richland Area Community Guide & Member Directory will be available to Chamber members, area residents, hotels, realtors, local attractions, new residents & businesses in February!

Now is the time to guarantee that your business has a prominent place in this full color magazine and member directory used as a first-stop for top-level area networking and resource to the community! Capitalize on additional exposure as your ad will be seen on the highest online readership in Richland County at [MansfieldNewsJournal.com](http://MansfieldNewsJournal.com)!

### 2017 Richland Area Community Guide Advertising Opportunities

<input type="checkbox"/> <b>Centerspread</b> +43,000 impressions	<b>\$3,500</b>	<input type="checkbox"/> <b>1/2 Page</b> +27,000 impressions	<b>\$850</b>
<input type="checkbox"/> <b>Back Cover</b> +37,000 impressions	<b>\$3,100</b>	<input type="checkbox"/> <b>1/4 Page</b> or Strip ad +24,000 imp.	<b>\$675</b>
<input type="checkbox"/> <b>Inside front / back cover</b> +32,500 imp.	<b>\$2,100</b>	<input type="checkbox"/> <b>1/8 Page</b> +18,000 impressions	<b>\$400</b>
<input type="checkbox"/> <b>Full Page</b> +30,000 impressions	<b>\$1,500</b>	<input type="checkbox"/> <b>Business Box</b> +12,000 impressions	<b>\$225</b>
<input type="checkbox"/> <b>Expanded listing</b> (25 words)*	<b>\$100</b>	<input type="checkbox"/> <b>Additional category*</b>	<b>\$21</b>

All ads include 25 word expanded business listing.

Impressions served on [www.mansfieldnewsjournal.com](http://www.mansfieldnewsjournal.com) - 300x250.

*\*No online included in these selections*

**NEW BENEFIT** - Receive a 2x2 Color Business Card Ad in the February 2017 Business Journal in the Mansfield News Journal business section. Any ad 1/8 Page or larger will qualify for the offer.

All Richland Area Chamber Members will receive two free listings in different categories of the Guide. One listing is by Alpha, second by Category of Business (includes Name, Address, Phone, and Website.)

**Advertising reservation deadline is Friday, December 30th 2016!**

Contact Your NEWS JOURNAL representative TODAY to reserve your space, or call Aaron Bass at

**(419) 521-7343**

Advertiser \_\_\_\_\_ Ad Size \_\_\_\_\_ Total Ad Cost \$ \_\_\_\_\_

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

**News Journal**  
PART OF THE USA TODAY NETWORK **Media**





**Our  
business  
is helping  
yours  
succeed.**

**Mechanics  
BANK** Member FDIC

**Alex Rocks**  
Commercial Lender

**419-524-BANK**

## Upcoming Events

11/3/16 — Business Advocacy Committee 8-9am  
 11/10/16 — Executive Committee Meeting 7:30-9am  
**11/10/16 — MTBusinessTechnologies Bus. After Hours 5-7pm**  
 11/15/16 — Business Expo Committee 9-10am (tentative)  
 11/16/16 — Chamber Board Meeting 7:30-9am  
**11/16/16 — Lunchwise Wednesday Women's Luncheon**  
     @ Ed Picken's 11:45-1pm  
 11/18/16 — Ambassadors Meeting 8-9am  
**11/18/16 — Small Business of the Year Luncheon**  
     @ Holiday Inn, 11:30am  
**11/22/16 — Membership 101 @ Ed Picken's 7:45-9am**  
**12/2/16 — Chamber Coffee/YMCA 7:30-8:30am**  
**12/7/16 — LinkedIn Business Boot Camp Workshop @**  
     Chamber, 7:30-9am  
**12/8/16 — Bus. After Hours/Mansfield Art Center 5-7pm**  
**12/21/16 — Lunchwise Wednesday Women's Luncheon**  
     @ Ed Picken's 11:45-1pm  
**1/26/17 — Chamber Annual Meeting & Dinner**  
     @ Kehoe Center, 5:30pm

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



**Mansfield's Newest Cafe!**  
 Located in the Municipal Building  
 Serving Breakfast & Lunch

**Bring this ad in  
 & receive a FREE  
 Triple Chocolate  
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 with purchase**

[www.citygardencafe.org](http://www.citygardencafe.org)  
 419-522-0035  
 30 N Diamond St - 3rd Floor  
 Mansfield, OH 44902  
 Mon-Fri: 7am - 3:30pm  
 Free Wi-Fi Inside

## 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)



## RICHLAND NEWHOPE INDUSTRIES INC.

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

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55 North Mulberry Street  
Mansfield OH 44902

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The Board and Staff of the Richland Area Chamber of Commerce wish to recognize and thank the following members for their sustaining contributions and support of the Chamber:

**KeyBank** 

**Mechanics**  
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 **OhioHealth**

**RichlandBank**  
DIVISION OF THE PARK NATIONAL BANK

 **STARTEK**



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by visiting [RichlandAreaChamber.com](http://RichlandAreaChamber.com).

  
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