



RICHLAND AREA
CHAMBER
of **COMMERCE**

Chamber Link



July 2016
Volume 62



Business After Hours at the Shelby Country Club after their ribbon cutting at 1928 Grille.



The Falcon Room Supper Club & Lounge ribbon cutting



Customer service Business Boot Camp Workshop, presented by Jenni Paramore/Directions Credit Union



Partner tour at AK Steel/Mansfield Works



Active Shooter seminar



2016 CHAMBER GOLF CLASSIC

FRIDAY, JULY 29 at Westbrook Country Club

See inserts for registration & sponsorship information!

Presented by:



OhioHealth



Please join us in welcoming the newest members of your Chamber!

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Richland Area Chamber Member

SPOTLIGHT

Floral Garden Florist has

been named a FTD Top Partner. Out of 40,000, Floral Garden was ranked in the top 500. Being recognized as a FTD Top 500 Partner is one of the highest achievements within the floral industry.

Congratulations, Floral Garden Florist!



Floral Garden Florist
"Let us BEE on your doorstep"



555 Lexington Ave., Mansfield, OH 44907
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Ohio Valley Manufacturing has received a Best of the United States (BOTUS) nomination from Business Executive, a trade journal striving to build strong connections within the many sectors of the U.S. manufacturing industry. They compile an annual list recognizing companies across the country. These companies commit their enterprises to success, satisfied employees, and superior services.



Ohio Valley is a key supplier of first operation blanking, stampings, value-added parts, and tool and die to customers in several markets including heavy trucks, agriculture, and automotive. Mike Fanello founded the company in 1999. In 2013, during a 40,000 sq. ft. facility expansion, Ohio Valley Manufacturing installed a 3,000 ton blanking press. Ohio Valley continues to be on the cutting edge of the industry. 2016 BOTUS nominees will be recognized in a special edition of US Business Executive released in the fall.

Ritter's Office Outfitters

was recently honored by the Ohio Secretary of State, Jon Husted, for being a Centennial business—they have been operating since 1871—that's 145 years! What a tremendous accomplishment!



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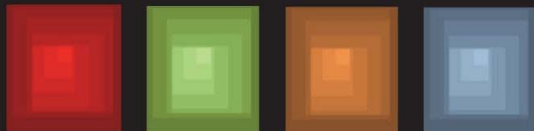
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Summer in the City

BUSINESS AFTER HOURS

at Mechanics Bank Downtown

2 South Main St.

Thursday, July 14

5:00 to
7:00pm



LIVE MUSIC BY
EKG

Is this your first Business After Hours? Join us for a "New Member Mixer" from 4:30-5:00pm hosted by the Chamber Ambassadors

Catered
by:



Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Monday, July 11th, 2016

Cost: Free for Members (if registering on or before 6/11)

Company _____

Names & Emails of Attendees:

New Member
Reception?

Name: _____ Email: _____ ☐

Name: _____ Email: _____ ☐

Name: _____ Email: _____ ☐

Name: _____ Email: _____ ☐

Name: _____ Email: _____ ☐

PLEASE RSVP NO LATER THAN July 11th, 2016

55 N. Mulberry Street, Mansfield, OH 44902

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

kfox@richlandareachamber.com



**RICHLAND AREA
CHAMBER
of COMMERCE**

Strong Business.
Strong Community.

BUSINESS BOOT CAMP ☆☆☆ SERIES

Ideal training for:

Small Business Owners/Managers
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Office Staff
Event Planners

Presented by:



Nate Wolleson
Marketing Manager,
Snow Trails Ski Resort

Visual Vitals - facebook Edition

August Boot Camp Series

RSVP BY
AUGUST 1st

- ◆ Wednesday, August 3, 2016
- ◆ 7:30am to 9:00am
- ◆ Presenter: Nate Wolleson -
Marketing Manager, Snow Trails Ski Resort
- ◆ Richland Area Chamber Office
- ◆ \$15 Members - \$25 Non-Members
- ◆ Continental Breakfast Provided

Discover best practices for getting and keeping the social pulse alive on facebook. Through posts, ads, and insights, learn how to build Vital Visuals to engage your audience, be social, and make it a part of your Story - worth sharing!

- Creative Visuals - Tips, Tools, and Apps
- Making Posts Engaging
- A Part Of, Not Apart From, The Story
- Insights From Within
- What? Facebook isn't Free?
- Ads Manager vs Boosting

Company _____

Name of Attendees _____

Number Attending _____ Invoice Me _____ Check Enclosed _____

Credit Card # _____

Exp. _____ Security Code: _____

Return to: Richland Area Chamber
55 N. Mulberry St., Mansfield, OH 44902
Phone: 419-522-3211 Fax: 419-526-6853

You can also register online
using the Chamber event
calendar at
richlandareachamber.com





NOMINATION FORM

CLASS OF 2016-2017

The Young Entrepreneurs Academy (YEA! Richland) is an intensive nine-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 October through June class meets each Tuesday evening from 4:00pm to 7:00 p.m. on the NCSC Shelby Campus.

As business leaders, we encourage you to nominate creative, motivated students who pursue their goals with tenacity. Nominated students should have a strong work ethic and should demonstrate high levels of effort on a consistent basis. Please nominate students who have an interest in business and/or starting their own company or social movement. A limited number of scholarships are available. Please be aware that the nomination of a student does not guarantee a scholarship.

Nominated students will receive additional information about the Young Entrepreneurs Academy and a personal invitation to the YEA! Informational Sessions to be announced soon. 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 Richland! by **July 25**. Return by fax: 419.526.6853; email your nominees to: mrchamberfoundation@gmail.com; or mail to: YEA! Nomination / 55 N. Mulberry Mansfield, OH 44902.

RECOMMENDER'S NAME _____

POSITION _____ COMPANY _____

ADDRESS _____

CONTACT PHONE _____ E-MAIL ADDRESS _____

Student Name	Grade 2016-2017	Gender	Phone	Email	Recommendation and Comments

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J&B repairs & replaces steel & Aluminum door systems

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Steel & Aluminum entrance door repair services include:
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Upcoming Events

- 7/12/16 — Business Advocacy Committee 8am
- 7/13/16 — **New Benefit Breakfast (LocaLynx)** 8am
- 7/14/16 — Executive Committee Meeting 7:30-9am
- 7/14/16 — **Business After Hours/Mechanics Bank**
5-7pm
- 7/15/16 — Ambassadors Meeting 8-9am
- 7/20/16 — Chamber Board Meeting 7:30-9am
- 7/29/16 — **Chamber Golf Classic**
- 8/3/16 — **Business Boot Camp - Visual Vitals**
facebook Edition 7:30-9am
- 8/25/16 — Rex's Landscaping Business After Hours
- 8/27/16 — Vendor Alley/Heart of the City Cruise In
- 9/15/16 — Business After Hours/Ohio Bird Sanctuary
- 10/12/16 — Savor & Sip Auction
- 11/18/16 — Small Business of the Year Luncheon
- 12/8/16 — Business After Hours/Mansfield Art Center

Watch your e-mail for more upcoming events!

**Our
business
is helping
yours
succeed.**



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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 

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 **STARTEK**



Selecting the right health insurance plan shouldn't be a guessing game.

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Teams & Sponsorships



Friday
July 29th
2016



Presented by

OhioHealth

Golf Gift Sponsor



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& Cooling



Premier Sponsors



Richland Bank
DIVISION OF THE PARK NATIONAL BANK

The UPS Store

Teams - limited to 36, so please register as soon as possible!

- ☐ **Team of Four** —\$125 per person/\$500 per team (if paid by July 8. After July 8, \$140 per person/\$560 per team)
Includes cart, greens fees, lunch at the turn, beverage tickets and buffet dinner.

Captain: _____ Handicap _____

Player 2 _____ Handicap _____

Player 3 _____ Handicap _____

Player 4 _____ Handicap _____

Captain's email/telephone: _____

Handicap Competition _____

Scratch Competition (no handicap) _____

Please indicate whether you wish to be included in the **Skins competition**:

\$40 per team _____

Please be sure that all information is completed -
notify the Chamber of any changes in players.

COUNTRY CLUB CASUAL DRESS CODE—NO JEANS

PERMITTED - SHIRTS WITH COLLAR

Sponsorships (see reverse side for more details)

☐ **Hole in One Sponsor**—\$1000 Exclusive

☐ **Beverage Cart Sponsor**—\$250 1 available

☐ **Proximity Contest Sponsor**—\$250

☐ **Hole and/or Tee Sponsor**—\$150 or 2 for \$250

Company _____ Contact Name _____

Total Payment for teams and/or sponsorship: _____ (Amount) Check Enclosed _____

Visa/MC/Disc # _____ Exp. Date _____ Sec. Code _____

Address of cardholder _____ Zip Code _____

Telephone: _____ Email invoice to: _____

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

419-522-3211 Fax: 419-526-6853 Email: kfox@richlandareachamber.com



Golf Sponsorships

This was a sold out event for 2014 & 2015!

Title Sponsorship \$5,000 (Exclusive)

- * Entry for two (2) foursomes (\$1,000 Value)
- * Naming Rights (Golf Classic presented by your co.)
- * Opportunity to set up a tent on the course to interact with golfers
- * Company logo on all event correspondence
- * Company logo (large) on tournament registration*
- * Company logo on tournament program
- * Company logo & link on event webpage
- * Banner/signage in registration & reception area
- * Company logo on email blasts for the event
- * Opportunity to give brief remarks at awards dinner
- * Logo promotion on all Chamber social media
- * Company logo (medium) on all hole signage
- * Opportunity to include item in golfer goodie bag
- * Right of first refusal for 2017

Golf Gift Sponsorship \$3,000 (Exclusive)

- * Entry for one (1) foursome (\$500 Value)
- * Company logo on exclusive golf gift for participants
- * Opportunity to set up a tent on the course to interact with golfers
- * Company logo on tournament registration*
- * Logo & link on event webpage
- * Company logo on email blasts for the event
- * Logo promotion on all Chamber social media
- * Company logo (small) on all hole signage
- * Right of first refusal for 2017

Premier Event Sponsorship \$1,000 (4)

- * Entry for one (1) foursome (\$500 Value)
- * Company logo (small) on tournament registration*
- * Company logo on tournament program
- * Logo & link on event webpage
- * Company logo on all email blasts for this event
- * Logo promotion on all Chamber social media channels
- * Opportunity to include item in golfer's goodie bag
- * Company logo (small) on all hole signage
- * Right of first refusal 2017

Hole in One Sponsorship \$1,000 (Exclusive)

- * Entry for one (1) foursome (\$500 Value) **New in 2016
- * Company logo included on signage at designated Par 3 hole
- * Opportunity for sponsor to set up a tent at the designated hole to interact with the golfers
- * Logo promotion on social media channels
- * Company name & web link on event webpage
- * Right of first refusal 2017

Golf Ball Sponsor \$1,000 (Exclusive)

- * Entry for one (1) foursome (\$500 Value) **New in 2016
- * Company logo included on special commemorative sleeve of golf balls designed for the event
- * Logo promotion on social media channels
- * Company name & web link on event webpage
- * Right of first refusal 2017

Lunch Sponsor \$500

- * Company logo on signage at the lunch pavilion
- * Opportunity to have a promotional table/tent set up at the lunch to interact with the golfers
- * Logo promotion on social media channels
- * Company name & web link on event webpage
- * Company logo in the tournament program

Breakfast Sponsor \$300 (Exclusive)

- * Company logo on signage at the breakfast pavilion
- * Logo promotion on social media channels
- * Company name & web link on event webpage
- * Company logo in the tournament program

Beverage Cart Sponsor—\$250 (3 taken, 1 Available)

- * Company logo and name displayed on all beverage carts on the course
- * Company name on event webpage
- * Name on social media channels

Proximity Contest Sponsor \$250

- * Signage on course at designated hole
- * Recognition at dinner when awards are given out
- * Company name on event webpage
- * Name on social media channels

Hole and/or Tee Sponsor—\$150 or 2 for \$250

- * Company name listed on sign at designated hole or tee
- * Company name on event webpage

2015 Attendance—144 Golfers

Audience—Business Leaders, Professionals, Non Profit Leaders, Elected Officials

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

See reverse side for order form

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



2016 SPONSORSHIP APPLICATION

Mid-Ohio Conference Center

Wednesday, October 12th ~ 5:00pm—8:00pm



- **Audience** - Area business leaders, professionals, support staff, and general business crowd
- **Advertising** - Email Blasts, Social Media Posts, Newsletter Ads, and News Journal Advertising
- **Live entertainment, silent auction, & about a dozen food vendors** offering samples

Presenting Sponsorship - \$3,500 (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
- * Sponsor 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
- * Sponsor 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 2017

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
- * Sponsor recognized in announcements
- * Sponsor 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
- * Sponsor 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

2016 SPONSORSHIP APPLICATION

Organization Name: _____

Contact: _____ Telephone: _____

Address: _____ City/State/Zip: _____

Email: _____ Website: _____

SELECT YOUR SPONSORSHIP LEVEL:

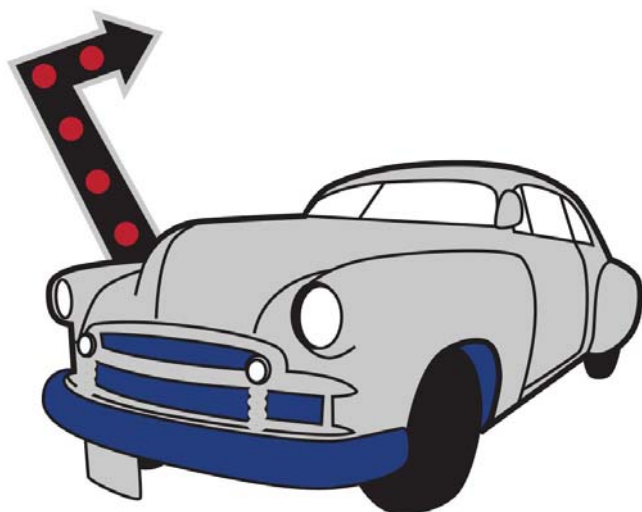
- ☐ Presenting Sponsorship - \$3,500 (Exclusive)
☐ Tote Bag Sponsorship - \$500 (Limit 6)

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

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

Credit Card # _____ Exp. Date. _____

Security Code _____ Signature _____



21ST ANNUAL HEART OF THE CITY *CRUISE IN*

SATURDAY, AUGUST 27, 2016

BE A PART OF **VENDOR ALLEY**

SPONSORED BY THE RICHLAND AREA CHAMBER OF COMMERCE

NEW LOCATION & TIME!



Promote your business to the thousands of attendees at the 21st Annual Heart of the City Cruise In. This year we have a **NEW LOCATION & TIME!** 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



The Richland Area Chamber of Commerce's Workers' Compensation Program Can Help Improve Safety and Lower Your Costs

The **Richland Area Chamber of Commerce** partners with CareWorksComp because we help employers maximize their premium savings. We analyze each employer's unique claim and premium history to find the highest level of savings in all available workers' compensation programs.

CareWorksComp is Ohio's leading workers' compensation Third Party Administrator (TPA), offering comprehensive workers' compensation analysis that maximizes our customers' potential BWC savings. We help employers determine the best rating or discount program available, whether it's group rating, BWC deductible, 100% EM Cap or any other BWC program available to help employers lower costs.

For a no-cost, no-obligation analysis of your potential group rating savings, please complete our Temporary Authorization to Review Information form at www.careworkscorp.com/groupratingapplication/richland

GROUP RATING

- Nearly 100,000 Ohio employers are currently participating in group rating.
- CareWorksComp is the only group rating program endorsed by the **Richland Area Chamber**.
- On average, for every dollar spent on fees, CareWorksComp's clients saved \$11.00 in premium dollars, a 1000% return on investment.

GROUP RETROSPECTIVE RATING

- Rates are based on the results of employer's workplace safety and cost control efforts.
- CareWorksComp has created three tiers with different projected savings levels for each industry group.

UNEMPLOYMENT COMPENSATION

- Our comprehensive unemployment compensation program delivers unique, customized solutions to help our customers reduce and control their unemployment taxes.
- Receive help in contesting claims, preparing for hearings and detecting charge errors.
- CareWorksComp offers tax analysis, rate verifications, common ownership analysis to group payroll for lower tax options and voluntary contribution recommendations.

For employers who don't qualify for group rating, CareWorksComp can evaluate your best premium discount options. For more information, contact CareWorksComp's Beverly Westover at 1-800-837-3200, Ext. 57169 or email beverly.westover@careworkscorp.com.





Temporary Authorization to Review Information

TO: EMPLOYER SERVICES DEPARTMENT
Ohio Bureau of Workers' Compensation
c/o CAREWORKSCOMP
5500 Glendon Court
Dublin, OH 43016
800.837.3200
FAX 888-837-3288
www.careworkscamp.com
info@careworkscamp.com

From: Policy Number
Entity
DBA
Address

Note: For this to be a **valid** letter, the self-insured department for self-insured employers, or the employer services department for all other employers, must stamp it. Being temporary in nature, BWC will not record via computer or retain this authorization. Representative must possess a copy when requesting service relative to the authority granted therein.

This is to certify that CAREWORKSCOMP (ID NO. 150-80) and the Buckeye WC Alliance/Richland Area Chamber of Commerce (41064, 2017/2018, Code 11/112) including its agents or representatives identified to you by them has been retained to review and perform studies on certain workers' compensation matters on our behalf.

This limited letter of authority provides access to the following types of information relating to our account:

1. Risk files;
2. Claim files;
3. Merit-rated or non-merit rated experiences;
4. Other associated data.

This authorization does NOT include the authority to:

1. Review protest letters;
2. File protest letters;
3. File form *Application for Handicap Reimbursement* (CHP-4);
4. Notice of Appeal (I-12) or *Application for Permanent Partial Reconsideration* (IC-88);
5. File self-insurance applications;
6. Represent the employer at hearings;
7. Pursue other similar actions on behalf of the employer.

I understand that this authorization is limited and temporary in nature and will expire on January 31, 2017 or automatically nine months from the date received by the employer services or self-insured departments, whichever is appropriate. In either case, length of authorization will not exceed nine months.

Telephone number	Fax number	Email address	
Print name	Title	Signature	Date

Completion of the temporary authorization provides a third-party administrator (TPA) limited authority to view an employer's payroll and loss experience. By signing the AC-3, the employer grants permission to the BWC to release information to the employer's authorized representative(s). The form allows a TPA to view an employer's information regarding payroll, claims and experience modification.

Attention group rating prospects

- Employers may complete the AC-3 for as many TPAs or group-rating sponsors they feel are necessary to obtain quotes for a group-rating program.
- Group sponsors must notify all current group members if they will not accept them for the next group-rating year. The deadline for this notification is prior to the last business day in October for private employers and prior to the last business day in April for public employers.
- All potential group-rating prospects must have:
 - Active BWC coverage status as of the application deadline;
 - Active coverage from the application deadline through the group rating year;
 - No outstanding balances;
 - Operations similar in nature to the other members of their group.
- Any changes to a group member's policy will affect the group policy. Changes can result in either debits or credits to each of the members.

Note: For complete information on rules for group rating, see Rules 4123-17-61 through 4123-17-68 of the Ohio Administrative Code or your TPA.
All group-rating applicants are subject to review by the BWC employer programs unit.

Minding Your Business

Insurance Workshop Series

Sponsored By



Session 1

Directors & Officers and Employment Practices Insurance

Who needs it...private companies, corporations, non-profits? Who does it protect? What does it protect me from? What exposure do I have to and how do I protect myself? What can I do to avoid a law suit?

Presented by

Silas Brown

Caroline Grech-Clapper
Lead Attorney
Hanover's Epli Staff
Council Group

Management Lines Underwriter
Hanover Insurance Group

When: August 24, 2016 - 8 to 10 AM

Where: Holiday Inn, 116 Park Avenue West, Mansfield

Who should attend: Business owners, Executives and HR Managers

Susan Sitron

SR Speciality Claims Consult
Hanover Insurance



Co-sponsors and Presenters



\$10 Donation per person per session includes breakfast, or all 3 sessions for \$25
Donations will benefit the Richland Humane Society

Name _____ **Company Name** _____

Address _____ **Phone** _____

E-mail _____

I want to attend sessions: _____ #1 _____ #2 _____ #3 _____ All 3

Mail Check to: Hamilton Insurance Group, Inc., 1346 Lexington Avenue, Mansfield, Ohio 44907

Session 2

Cyber Security – Cyber Insurance - Cyber Crime

Who needs it? Why do I need it? What is my exposure? How do I protect myself?

**Presented By
Jeff Farman**

**Management Lines Underwriter (Cyber Specialist)
Travelers Insurance**

Additional Presentations by eVal and InfoGPS Networks

When: September 28, 2016 – 8 to 10 AM

Where: Holiday Inn, 116 Park Avenue West, Mansfield



Session 3

Crisis Management & Active Shooter from an Insurance Perspective

What disasters can shut down my business? How do I protect myself? Do I need Kidnap & Ransom Coverage? Will I have coverage if someone uses a gun at my business?

When: October 26, 2016 – 8 to 10 AM

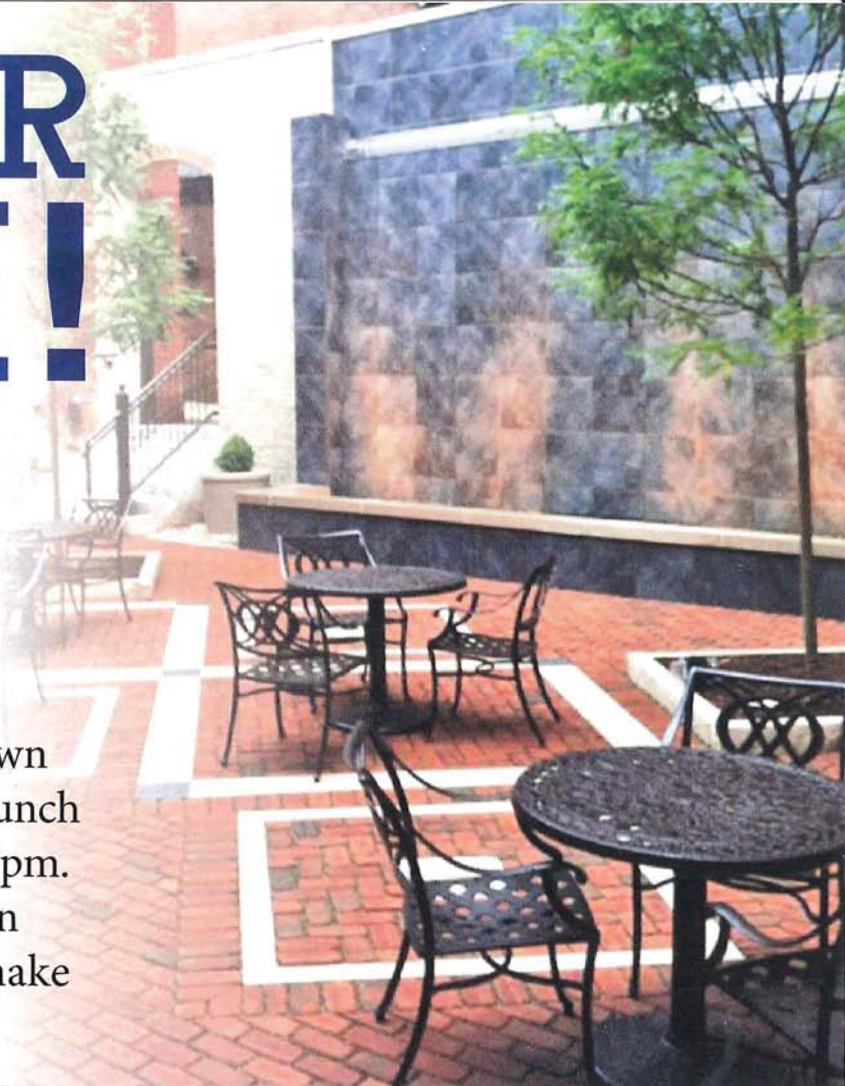
Where: Holiday Inn, 116 Park Avenue West, Mansfield

TIME FOR LUNCH!

Mechanics
BANK Member FDIC

2 S. Main Street | Mansfield, OH 44902

Every Friday from May to September, we'll have music playing in our downtown courtyard for you to enjoy! Bring your lunch and stop by any time from 11:30am - 1:30pm. Check out the dates below for days when we'll feature live entertainment. Let's make the lunch hour even better!



Live Entertainment Dates:

May 20	Richland Academy School of Excellence, A Cappella Choir
May 27	Just Jazz
June 9 (Thursday)	Newhope Dance Troupe
June 24	EKG
July 15	Damian, Dane and Chesley
NEW July 28 (Thursday)	Ballet @ the Brickyard Preview Neos Dance Theatre
August 12	EKG
August 19	Jenny Resendez's Golden Retriever Therapy Dogs
September 9	Ohio Bird Sanctuary

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

Visit us online at MyMechanics.com



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JACK MOTTA & HIS STAFF
would like to extend a big
THANK YOU to the community,
for your patronage and continued
support while trusting us with your
business needs for **23** years!



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