

The Chamber Link

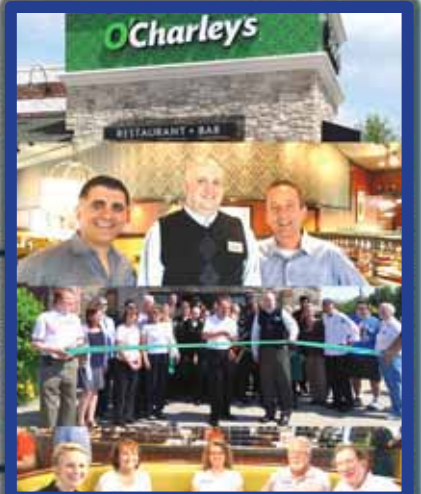


Volume 51 July, 2015



Leadership Unlimited Class of 2015 had the chance to visit with Grant Milliron from Milliron Industries. Grant started the business with only \$1,000 and built it into what we know today!

It was a great day for a ribbon cutting at O'Charley's! They underwent a complete makeover! New inside, new outside, still a delicious meal - be sure to stop out soon!



Our June **Business Boot Camp** with Tracy Graziani/Graziani Multimedia & Donna Payne/The Web Coach featured how to create word of mouth marketing.



The Chamber first **Speed Networking** event was held at Hawkins Corner. We plan to organize another one soon—watch for it on the Chamber event calendar!



It was a great turn-out for **Chamber Coffee** hosted at the beautiful Wishmaker House Bed and Breakfast in Bellville. They also offer a wine bar and fantastic menu selections.

WESTBROOK
COUNTRY CLUB



2015 CHAMBER GOLF CLASSIC

FRIDAY, JULY 31 at Westbrook Country Club

See inserts for registration & sponsorship information!

Presented by:



OhioHealth

www.richlandareachamber.com

Leadership Unlimited Reflections

By: Jodie A. Perry, IOM
@RichlandAreaCh



Last September I embarked on a journey called "Leadership Unlimited" with 27 other local professionals. I was new to town, new to my job and trying to figure out my place in this community. I have done 3 other community leadership programs so I knew that participating in LU was going to be a great way to network and learn. Well, it was certainly that, but it was also much more. Perhaps if we were creating Leadership Unlimited today (it's been around since 1982!) we would name it something different to try to capture all the many experiences you receive.

You might call it "Richland County...Up Close & Personal." After all, you spend ten months exploring many nooks and crannies of this County that you never knew existed. Each year tackles different themes, but certainly there are some things that pop up every year. As a relative 'newbie' to the community, I'm sure you won't be surprised to know that much of what we covered was new to me. However, perhaps it might surprise you to know that some of the 'locals' in the class saw many things they had never seen before either. From looking at the impact of drugs & addiction on our community to local economic development efforts, or taking in the scope of the arts scene to tackling the perception of the community, we covered many topics throughout the last ten months.

You could also easily call it, "Starting as Strangers, Leaving as Friends." I remember pulling up to the first social event we had last September for a couple hours on a cool evening after work. I think at that point I had maybe met only one or two of the people in the class. The time flew by as I met my new classmates. Next came the overnight retreat at Hidden Hollow (on a beautiful fall weekend). Would we be sick of each other after two days together? Nope, we meshed really well and some bonding started to take place pretty quickly while checking out the stars or standing around the fire. I looked forward to my LU days each month and the chance to see these folks who have become friends.

Another descriptive title might be, "An Invitation to Get Involved in YOUR Community." We have seen a lot of things throughout this year and have been presented with a number of ways we might be able to get involved in the community. One classmate, Tim Hilterman, was so moved by our look at the impact of drugs and addiction on the community that he has started the Spherion Mid Ohio 13er Race, and it is being supported by many of our classmates in volunteer roles. Others have become more aware of different organizations and businesses in our area and have worked to support them in generous ways. None of us will leave this program without a pretty clear idea of the ways that we can make a difference in our community.

Overall, the experience has been unique and challenging, fun and eye-opening and is certainly something I will prize for many years to come. Come to think of it, perhaps Leadership Unlimited is a pretty apt name in the end.

Article originally appeared in the June Business Journal published by the Mansfield News Journal

Chamber Staff

Contact us @ 419-522-3211 or e-mail us:
info@richlandareachamber.com

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Kathy Fox, Programs & Events
Linda Montgomery, Finance & Administration

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movement and be
a RockStar!*



Ways to be a Part of the #RichlandRocks Movement

1. Visit RichlandRocks.com and upload one of our #RichlandRocks web badges to your website & social media.
2. Print out our #RichlandRocks caption sheet & get a group of employees together for your own #RichlandRocks photo or video.
3. Upload your photo or video to social media using the hashtag #RichlandRocks. Share as many photos as you'd like! (You can also share it to the Chamber's Facebook page if you'd like and we'll share it out for you!)
4. Watch the [Chamber's Facebook page](#) all summer for contests and ways that you can be a #RichlandRocks-Star!

Communication Is Key to Genuine Employee Engagement

*By Chad Brooks, Business News Daily
Senior Writer June 11, 2015*



If you want your employees to feel good about your business and the direction it's headed, you've got to keep them informed, new research finds.

Effective communication with employees results in workers who both rate their employers' reputations favorably and feel their company's best years are still to come, new Harris Poll finds. Overall, more than three-quarters of employees who say their company does a good job of communicating with them also say their company's reputation is good and that they believe their employers' best years are still ahead.

Employers who want their employees to feel good about the business should focus their communication on several specific areas. The study revealed that discussing company goals, how employees are contributing to the company's success and how the company is performing are all critical.

Specifically, more than 70 percent of employees have a favorable view of their company and think the best years are still to come when employers effectively communicate company goals and objectives, company performance, and how each worker is personally contributing to the business's success.

"The reputational impact of effective internal communications is clear," Carol Gstalder, senior vice president of reputation management and public relations practice for Harris Poll, said in a statement.

The study's authors said it's up to managers to boost their communication efforts. Gstalder said employees often look first to their supervisors to obtain the information they need to do their jobs and that effective managers share company information in ways that resonate with their staffs. This type of communication goes a long way toward motivating employees to achieve company goals, according to Gstalder.

Despite the vital role managers play, only one-third said they strongly agree they are a primary communicator to employees, and less than half said they strongly agree they are well trained and prepared to communicate news and information to employees.

Given the impact of employee communication on company reputation, ensuring managers are equipped with the skills needed to effectively communicate is an essential ingredient in today's workplace, Gstalder said.

The study was based on surveys of 2,276 U.S. adults, of whom 1,117 were employed or self-employed.

Welcome!

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

Bridgewater, an Epcon Community - Carefree living in a serene setting unique to the Mansfield area. Picture a life without the hassles of yard work, shoveling snow or exterior up-keep. Bridgewater affords its homeowners the life-style they long for; more free time, more social interaction, caring neighbors and all while living in a new home. In the heart of the Community is the private clubhouse where you can take a dip in the outdoor heated pool or workout in the fitness facility. It's a great place to gather with friends, family and neighbors and to enjoy our fabulous community events! Our award winning designs feature open floor plans, gourmet kitchens, walk-in closets and much more. **Contact us at 419-756-4050 • bwater.com**

Crundwell Digital Marketing, LLC is a web development and digital marketing firm in Lawrence, Indiana. Our goal is to work with small-to-medium businesses, non-profits, churches and schools to help build their digital brands. We also empower business owners to understand the importance of keeping their websites up-to-date. We also love to train companies to manage their websites through one-on-one coaching. Each project is tailored to a client's needs and budget. Our hosting and maintenance support plans keep your web site running at peak performance and implementing the latest best practices to improve your website. When you succeed, we succeed. **Contact us at 567-241-0001 • crundwelldigital.com**

Safelite Auto Glass - With more than 65 years of service, Safelite knows auto glass. Founded at a single location in Wichita, Kansas in 1947 and has grown to become the largest auto glass specialist in the United States with more than 500 locations. From front and rear windshields to side glass, we're proud to serve more than 4 million customers every year. Whatever your auto glass needs may be, there's a good chance we can fix it through repair or replacement. We're proud to have: Innovative technology, Caring customer service, Experienced technicians, Eco-friendly initiatives, and a Customer-focused culture with "we come to you" service. **Contact us at 740-221-8856 • safelite.com**

Simon Roofing - For more than 110 years, Simon Roofing has been leading the way in the manufacturing, installation and service of high-quality commercial roofing solutions, including roof repair, roof restoration, roof replacement or simply roof inspection and diagnostic services. Simon Roofing has the knowledge, skill and expertise to deliver efficient and innovative commercial roofing solutions. **Contact us at 614-381-2065 • simonroofing.com**

La'Mia Bridal - We offer a range of bridal gowns, make custom evening gowns and other apparel, and offer affordable alterations for your clothing needs. **Contact us at 419-564-9631 • [find us on Facebook!](#)**

Heritage Health Care - Serving the community by providing accessible, efficient, quality health care in an atmosphere of compassion. We are dedicated to promoting the physical and emotional well-being of our patients and all who come in contact with our agency. Because of this commitment, we strive to demonstrate our belief in the dignity and worth of each individual and respect your rights. Heritage enhances the quality of life for both their clients and employees through compassion, dignity, empowerment and respect. Heritage embraces learning, change and innovation to become a positive force in our community and workplace. **Contact us at 419-747-9199 • heritage-hcs.com**

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O'Charley's - Southern Hospitality including generous food portions, Southern food staples like fresh-baked pies, a welcoming environment, plus friendly and engaging customer service. Meals that keep guests coming back rarely start with a can or inside a microwave or freezer. That's why our popular dishes include fresh, never frozen steaks, double-hand breaded chicken tenders and salmon. We also offer crisp salads and a rotating soup-of-the-day. Giving back to the community is important to us.

Contact us at (419) 747-6670 • ocharleys.com

Mansfield Referral Association - The Mansfield Referral Association (MRA) is a professional business organization that allows one representative from each field to promote their business exclusively. Increase your sales through our referral network. Meet weekly to promote your business and learn more about other local businesses. Develop sources, contacts and receive information vital to success in business. Belonging to MRA is like having dozens of sales people working for you because other participants carry your business cards to hand out whenever they meet someone that could use your products or services.

Contact us at 419-756-3400 • mansfieldreferral.com

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FC Bank a division of CNB Bank FCBank is driven by a strong focus on meeting the financial needs of businesses and individuals in the central Ohio market in a way only a community bank can deliver. FCBank has eight full service offices located in Bucyrus, Cardington, Fredericktown, Worthington, Shiloh, Upper Arlington, and Mt. Hope.

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COMMUNITY

At Mechanics Bank, our relationship with our community is a little different. As Richland County's only independent bank, our community is much more than just geography or a dot on the map. It isn't our regional office or district area. It's our community. And this community isn't just where we have our bank – it's where we have our heart.

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YEA! is Coming to Richland County

Get involved with our area's youth!

The Chamber Foundation and Chamber of Commerce are bringing the Young Entrepreneurs Academy to our area. YEA! teaches students how to start and run their own REAL businesses.

A bit of background... YEA! was developed at the University of Rochester in 2004 with the support of a grant from the Kauffman Foundation. The Chamber Foundation is excited to be introducing YEA! to the Richland County Community!

YEA! guides 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 almost 2300 students over the past 11 years, who have started almost 1700 businesses and social movements! Kids start as students, and graduate as CEOs!

Over the course of the program students:

- Brainstorm business ideas
- Write a business plan
- Interact with business professionals
- Pitch their business plan to potential "investors" (think Shark Tank meets the Apprentice meets American Idol)
- Obtain funding
- Legally register their businesses
- Participate in a Trade Show
- Actually launch their own businesses or social movements

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!

For more information, call Bill Sharp at 419.522.3211 or email mrachamberfoundation@gmail.com

YEA! offers students the chance to:

- Develop the skills necessary to launch their own business or social movement (hands-on entrepreneurial experience!)
- Learn about real businesses - why they succeed or fail.
- Hear from local entrepreneurs.
- Launch their own business or social movement!
- Become more confident in their ideas and their abilities.

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Upcoming Events

7/14/15 — Business After Hours at The Phoenix Brewery, food will also be provided by Ed Pickens Café on Main & Catering, 5-7pm. **NOTE* This is a Tuesday*

7/31/15 — Chamber Golf Outing at Westbrook Country Club **NOTE DATE CHANGE**

Watch for upcoming e-mails announcing more new events!

Are You Ready to Start Saving on your BWC Premium?



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Consultants Inc.

MAXIMIZE YOUR SAVINGS with Richland Area Chamber of Commerce's
Workers' Compensation Program!

See the enclosed flyer for additional information.



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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:



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

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Learn more about a Medical Mutual health plan
through the Richland Area Chamber of Commerce,
and why it can be your company's clear choice,
by visiting RichlandAreaChamber.com.



Be sure to stay up-to-date on Chamber events by following us on facebook!

Team Sign-Ups



Friday, July 31st

Tee Off at 10am



Presented by  **OhioHealth**

Premier Sponsors



MEDICAL MUTUAL



*The course will fill up fast, so don't delay -- limited to 36 teams --
get your registration in right away*

Captain: _____ Handicap _____

Email: _____ Telephone: _____

Player 2 _____ Handicap _____

Player 3 _____ Handicap _____

Player 4 _____ Handicap _____

SIGN UP NOW FOR BEST PRICING! GREENS FEE: \$125 per person/\$500 per team (if paid by July 10)
After July 10, \$140 per person/\$560 per team (includes cart, greens fees, lunch at the turn, beverage tickets and buffet dinner)

COUNTRY CLUB CASUAL DRESS CODE—NO JEANS PERMITTED - SHIRTS WITH COLLAR

Handicap Competition _____ Scratch Competition (no handicap) _____

Please indicate whether you wish to be included in the **Skins competition: \$40 per team** _____

Payment for golf: _____ (Amount) Check Enclosed _____

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

Address of cardholder _____ Zip Code _____

Send invoice to: _____

Please be sure that all information is completed - notify the Chamber of any changes in players.
Richland Area Chamber of Commerce * 55 N. Mulberry Street, Mansfield, OH 44902
419-522-3211(phone) 419-526-6853(fax) email: kfox@richlandareachamber.com



Save the date!

Friday
July 31,
2015



SPONSORSHIPS

Title Sponsor—\$5,000

Entry for two (2) foursomes (\$1,000 Value)

- Naming Rights (Golf Classic presented by your company)
- Company logo to appear on all event correspondence
- Company logo (large) on tournament registration*
- Company logo on tournament program or other promo materials
- Logo & link on www.richlandareachamber.com event page
- Banner/signage in registration & reception area
- Company logo on all email blasts for this event
- Opportunity to give brief remarks during awards reception
- Promotion on all Chamber social media channels
- Right of first refusal for 2016

Commemorative Gift Sponsor—\$3,000 (1 Available)

- Entry for one (1) foursome (\$500 Value)
- Company logo on exclusive golf gift for participants (call Chamber for more specific info on the gift)
- Logo & link on www.richlandareachamber.com event page
- Company logo on all email blasts for this event
- Promotion on all Chamber social media channels
- Right of first refusal for 2016

Premier Sponsor—\$1,000

- Entry for one (1) foursome (\$500 Value)
- Company logo (small) on tournament registration*
- Company logo on tournament program or other promo materials
- Logo & link on www.richlandareachamber.com event page
- Company logo on all email blasts for this event
- Promotion on all Chamber social media channels
- Right of first refusal for 2016

Hole in One Sponsor—\$800 (1 Available)

- Signage on the course at designated Par 3 Hole
- Opportunity for sponsor to have representatives at hole to promote company
- Company name & link on www.richlandareachamber.com event page

Commemorative Balls Sponsor—\$600 (1 Available)

- Company logo printed on ball packs given to each golfer
- Company name & link on www.richlandareachamber.com event page

Cart Sponsor—\$500 (2 Available)

Company logo & name displayed on each cart driven by teams

- Company name & link on www.richlandareachamber.com event page

Beverage Cart Sponsor—\$250

- Company logo & name displayed on each beverage cart on course
- Company name on www.richlandareachamber.com event page

Proximity Contest Sponsor—\$250 (2 sold, 3 remaining)

- Signage on course at designated hole
- Recognition at dinner when awards are given out
- Company name on www.richlandareachamber.com event page

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

- Signage on course at designated hole or tee
- Company name on www.richlandareachamber.com event page



Save the date!

Friday
July 31,
2015



Sponsorships

Count Us In! We'd like the following sponsorship(s):

Circle one

Title Sponsor—\$5,000

Commemorative Gift Sponsor—\$3,000
1 Available

Premier Sponsor—\$1,000
SOLD OUT

Hole in One Sponsor—\$800 1 available

Commemorative Balls Sponsor—\$600 1 available

Cart Sponsor—\$500 2 available

Beverage Cart Sponsor—\$250 SOLD OUT

Proximity Contest Sponsor—\$250 2 sold, 3 available

Hole & Tee Sponsor—\$250

Hole Sponsor—\$150

Company _____

Contact Name _____

Email _____

Phone _____ Fax _____

Payment: Check Enclosed Visa/MC/Disc # _____

Exp. Date _____ Sec. Code _____

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

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

Good Times are Brewin' in Downtown Mansfield!

Business
After
Hours

AT



TUESDAY
July 14th
5-7pm

The Phoenix Brewing Company (located at 131 N. Diamond Street in Mansfield) opened in April of 2014 brewing fresh beers using premium quality ingredients.

Tours will be provided throughout the night, so bring your co-workers and see what all the buzz is about!

Co-sponsored by:



Is this your first Business After Hours?

Join us for a "New Member Mixer" from 4:30-5:00pm hosted by the Ambassadors

Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Friday, July 10, 2015.

Cost: Free for Members (if registering on or before 7/10)

Company _____

Names & Emails of Attendees:

New Member
Reception?

Name: _____

Email: _____

☐

Name: _____

Email: _____

☐

Name: _____

Email: _____

☐

Name: _____

Email: _____

☐

Name: _____

Email: _____

☐

**PLEASE RSVP NO LATER THAN
July 10th, 2015**

RICHLAND AREA CHAMBER OF COMMERCE

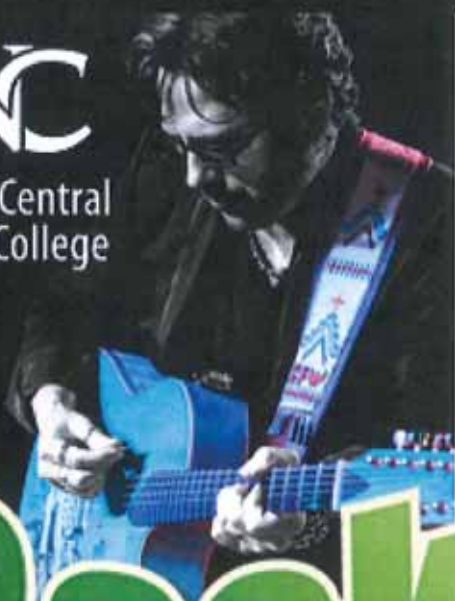
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Fax: (419) 526-6853 or kfox@richlandareachamber.com

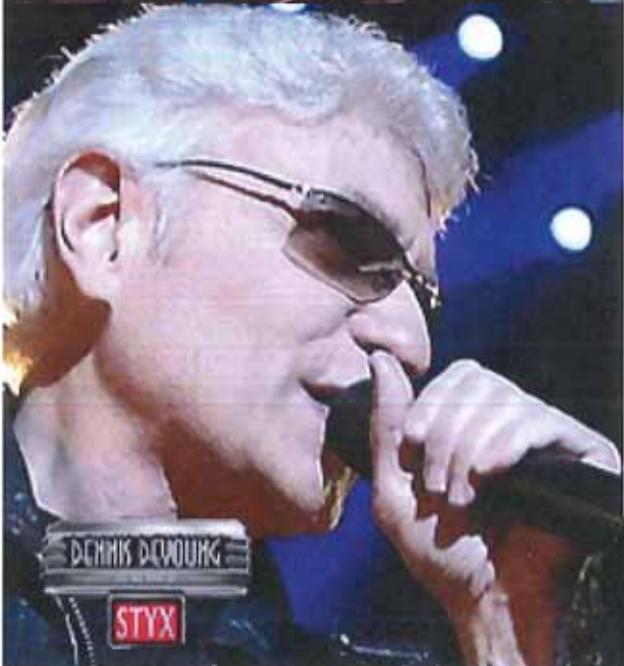
Mansfield

NC

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State College



Rock-n-Ribs



July 9-11

Great Music. Great Food.

Thursday, July 9

5:00 pm.....Jimmy Warner Band

8:30 pm.....KIP WINGER ACOUSTIC SHOW

Friday, July 10

5:00 pm.....Those Guys

7:00 pm.....Back on Earth Band

9:30 pm.....THE FABULOUS THUNDERBIRDS
featuring KIM WILSON

Saturday, July 11

5:00 pm.....DeVault Ridge Band

7:00 pm.....Red Ball Jets

9:30 pm.....DENNIS DEYOUNG:
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- National and Local Rib Vendors
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SPONSORSHIP APPLICATION

Mid-Ohio Conference Center

Sunday, September 13, 2015, 3:00pm - 6:00pm

☐ Presenting Sponsorship - \$3,500 (Exclusive)

- Presenting sponsor banner displayed in prominent area of event
- Presenting sponsor may set up a promotional table at the event to hand out information
- Sponsor name/logo recognized on all advertising and company name listed on all press releases
- Logo on cover of Taste of Richland "Tasting Menu" and event posters
- Sponsor recognized on entertainment stage & in announcements
- Logo listed prominently on event webpage with link
- 20 Tickets Included

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

- Sponsor logo (1 color) printed on each souvenir pub glass given to each vendor & attendee
- Sponsor name/logo listed in the Taste of Richland "Tasting Menu" and event posters
- Sponsor recognized on the entertainment stage
- Logo listed on event webpage with link
- 12 Tickets included

☐ Tasting Menu Sponsorship - \$750 (Limit 2)

- Sponsor can place a ½ page ad (full color) in the Taste of Richland Tasting Menu, near the front
- Sponsor Logo/Name (full color) listed on the Tasting Menu back cover
- Sponsor name/logo listed in the Taste of Richland Tasting Menu and event posters
- Sponsor recognized on the entertainment stage
- Logo listed on event webpage with link
- 6 Tickets Included



☐ Tote Bag Sponsorship - \$400 (Minimum of 4)

- Sponsor Logo/Name (1 color) printed on one side of tote bag given to each vendor and passport holder
- Sponsor name listed in the Taste of Richland Tasting Menu and event posters
- Sponsor recognized on the entertainment stage
- Sponsor Name listed on event webpage with link
- 2 Tickets Included

☐ Napkin Sponsorship - \$400 (Limit 2)

- Sponsor name or logo (1 color) printed on each napkin (2,500)
- Sponsor name listed in the Taste of Richland Tasting Menu
- Sponsor recognized on the entertainment stage
- Sponsor name listed on event webpage with link
- 2 Tickets Included





SPONSORSHIP APPLICATION

Mid-Ohio Conference Center

Sunday, September 13, 2015, 3:00pm - 6:00pm

☐ **Entertainment Sponsorship - \$300**

- Sponsors will be recognized on a sign in the Entertainment Area
- Name listed in the Taste of Richland Tasting Menu
- Sponsor name listed on event webpage
- 2 Tickets Included



☐ **Table Sponsorship - \$300**

- Sponsor name/logo displayed on each table at the event
- Name listed in the Taste of Richland Tasting Menu
- Sponsor name listed on event webpage
- 2 Tickets Included

☐ **Friends Sponsorship - \$100**

- Sponsor name prominently displayed at the event
- Name listed in the Taste of Richland Tasting Menu
- Sponsor name listed on the event webpage



2015 SPONSORSHIP APPLICATION

DEADLINE DUE BY 8/7/15

Organization Name: _____

Contact: _____ Telephone: _____

Address: _____ City/State/Zip: _____

Email: _____ Website: _____

SELECT YOUR SPONSORSHIP LEVEL:

☐ Presenting \$3,500

☐ Tote Bag \$400 (Minimum of 4)

☐ Table \$300

☐ Souvenir Glass \$2,000

☐ Napkins \$400 (Limit 2)

☐ Friends \$100

☐ Tasting Menu \$750 (Limit 2)

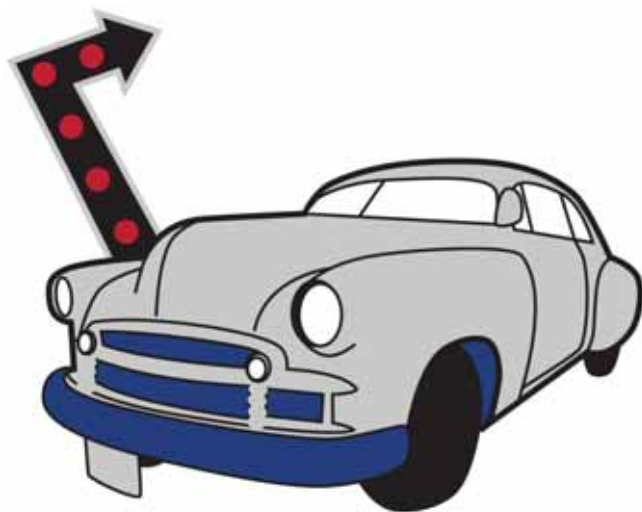
☐ Entertainment \$300

METHOD OF PAYMENT: ☐ Check enclosed

☐ Visa/MasterCard/Discover

Credit Card # _____ Exp. Date. _____ Security Code _____

Signature _____



20th Annual
Heart of the City
CRUISE IN

Saturday, August 22, 2015

Be a part of **VENDOR ALLEY**

Sponsored by the Richland Area Chamber of Commerce



Promote your business to the thousands of attendees at the 20th Annual Heart of the City Cruise In. We'll be setting up the "Vendor Alley" in the Municipal Parking Lot at the corner of Main & Fourth St. 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 to bring your own table, tent or other promotional materials! Vendors should plan to be set up between 9am—3pm.



Richland Area
CHAMBER
of Commerce

Mansfield
& Richland County
Government & Visitors Bureau



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

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

Are you ready to start saving on your BWC premium?



A strong partnership focused
on lowering your workers'
compensation costs.

www.careworkscomp.com/groupratingapplication/richland

MAXIMIZE YOUR SAVINGS WITH THE RICHLAND AREA CHAMBER OF COMMERCE'S WORKERS' COMPENSATION PROGRAM.

The Richland Area Chamber of Commerce partners with CareWorksComp because we help employers achieve the best workers' compensation discounts available. CareWorksComp analyzes each employer's unique claim, payroll and premium history to find the best BWC premium savings option.

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 that's group rating, BWC deductible, 100% EM cap or any other available BWC program that can help lower your costs.

GROUP RATING

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

DESTINATION EXCELLENCE

Destination Excellence opens up some current programs to employers that were previously not eligible for a discount, or increases the discount amount for employers already participating. Several of the programs are considered compatible with each other and would allow employers to "stack" multiple discounts. The programs include: Industry Safety, Safety Council, Drug-Free Safety, Transitional Work Grant and Performance Bonus, Go Green Discount, Lapse Free Discount, One Claim Program and 100% EM Cap.

DEDUCTIBLE PROGRAM

This program offers an upfront discount on employer premium rates in exchange for accepting the financial obligation – up to the deductible amount chosen ranging from \$500 to \$200,000 per claim – on any new claim incurred during the policy year enrolled. The program is set up to create incentives to promote workplace safety and proactive claims management.

100% EXPERIENCE MODIFIER (EM) CAP

The 100% EM Cap program limits the change to an employer's experience modification factor (EM) to no more than two times the prior year's EM. This program is available to both penalty and credit-rated employers. The previous year's EM could be an individual EM or group EM if the employer was participating in a group-rating plan that year.

GROUP RETROSPECTIVE RATING

Employers participating in CareWorksComp group retrospective rating programs are projected to receive premium rebates based on the results of their workplace safety and cost control efforts.



For a free, no obligation analysis of your potential premium savings, complete the attached Temporary Authorization to Review Information (AC-3) form and fax it to CareWorksComp toll-free, at 1-888-837-3288. Or, submit your AC-3 online by visiting www.careworkscomp.com/groupratingapplication/richland.

For more information on the Richland Chamber of Commerce's Workers' Compensation Program, contact CareWorksComp's Beverly Westover toll-free at, 1-800-837-3200, ext. 57169 or via email to beverly.westover@careworkscomp.com.



Temporary Authorization to Review Information

TO: EMPLOYER SERVICES DEPARTMENT
Ohio Bureau of Workers' Compensation
c/o CareWorksComp
5500 Glendon Court
Dublin, Ohio 43016
1-800-837-3200
Fax 1-888-837-3288
www.careworkscomp.com
info@careworkscomp.com

From: Policy Number
Entity
DBA
Address

Note: For this to be a **valid** letter, the self-insured department employers, or the employer service 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, 2016/2017, 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, 2016 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 first Monday in February for private employers and prior to the second Friday in August 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.