

# The Chamber Link

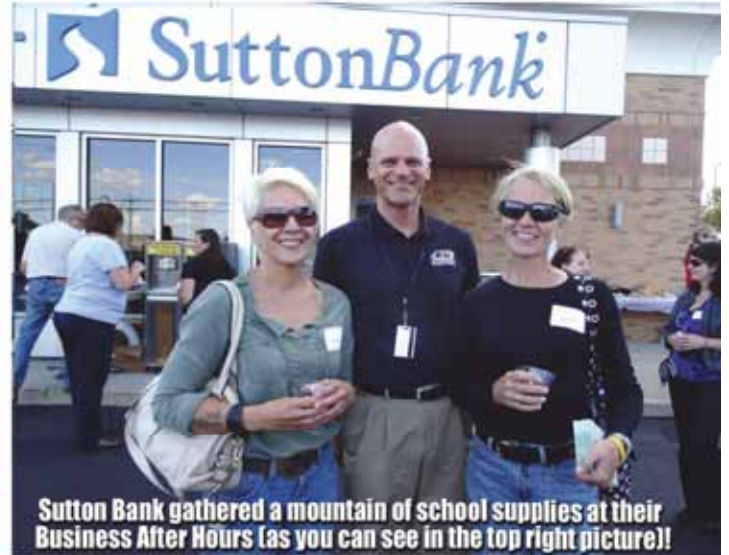
Volume 54 October 2015



**Hidden Hog Breakfast & BBQ  
now has longer hours!**



**Hahn Pest Management  
is now becoming  
Truly Nolen Pest Control**



**Sutton Bank gathered a mountain of school supplies at their  
Business After Hours (as you can see in the top right picture)!**



**Mansfield Dairy Queen  
knows that #RichlandRocks!**



**Jay & Steve completed  
the 13ER half marathon!**



**Twitter 101 Boot Camp presented by OhioHealth**



**Healthy Transformation Ribbon Cutting**



**Congratulations to Cooper Enterprises on your 50th Anniversary!**



**Chamber Coffee at  
Catalyst Life Services**



**Flag Dedication at the  
Area Agency on Aging**

## Chamber Staff

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

Jodie A. Perry, IOM, President  
Bill Sharp, Chamber Foundation Director  
Angie Fanello, Marketing & Communications  
Kathy Fox, Programs & Events  
Linda Montgomery, Finance & Administration



# Working Together is Key

By: Jodie A. Perry, IOM  
@RichlandAreaCh



There is a great quote by the famous industrialist Henry Ford which says, "Coming together is a beginning; keeping together is progress; working together is success." I ran across it many years ago and have used it and referred to it many times in my work ever since. It is a concept that is startlingly simple to grasp and yet very elusive when it comes down to actually carrying it out.

In the last year since I have joined the Chamber, I have had the opportunity to participate in countless meetings where groups of leaders have gathered to try to figure out how to move the community forward in different areas such as small business, education, arts, social services, non-profits, etc. I have been amazed and impressed by how much enthusiasm there is in this community to make things better; it is truly a great thing to witness.

I would like to suggest that if we really want to see our community achieve more, one of the most important things- if not THE most important thing - we can do is to work together. Collaboration is the name of the game. It's been the buzzword for several years at the Chamber professional conferences I have attended and it was a highlight of an economic development conference I attended back in June as part of a group from Richland County.

If you study communities that are having success, you will see one of the common denominators is the ability to tear down silos and work together for the common good. It is certainly happening here in Richland County in many areas. However, it is absolutely vital that this idea continues to expand and that all of our leaders see the benefits of this type of strategy.

The Chamber Board of Directors saw this need and gave me a clear mandate that we needed to work collaboratively with other organizations in the community. Armed with this mandate, we have worked hard to build relationships all around the county and in many different parts of the community. The Chamber has already collaborated with groups such as Richland Community Development Group (RCDG), Mansfield-Richland County Convention & Visitors Bureau, Downtown Mansfield, Inc. and many others at this point.

Between now and the end of the year, we have 7 other collaborative events/programs planned:

- A joint Business After Hours with the Ashland Area Chamber of Commerce;
- The Mayoral Debate with Richland Source, I Heart Media, DRM Productions, The Renaissance Theater, Richland Young Professionals;
- Women's Business Showcase with Small Business Development Center, NCSC, OSU Mansfield, Prospering Life Events;
- A Workforce Development luncheon featuring Dave Phillips from Cincinnati Works with the One Richland task force;
- Small Business Saturday with Be Focal Buy Local and Main Street Books;
- Young Entrepreneurs Academy launch with the Mansfield-Richland Area Education Foundation;
- [M] Power Manufacturing Assembly with Magnet and Crain's Cleveland Business.

Working collaboratively can be tricky and sometimes more time-consuming than just doing something on your own. You share the risks and rewards collectively. Ultimately, however, I think it has the potential to yield stronger and more far-reaching results. The time is right, the stage is set, the players are all here – let's work together to make this community soar!

*Article originally appeared in the September Business Journal published by the Mansfield News Journal*



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# BUSINESS BOOT CAMP ☆☆☆ SERIES

## OCTOBER SEMINAR Lawsuits: Love, Hate & Avoid

**Ideal training for:**  
Executive Leadership, Small  
Business Owners &  
Managers, Corporate Board  
Members & Directors



- ◆ Thursday, October 1<sup>st</sup>, 2015, 7:30-9:00am
- ◆ Presenters: Attorneys Ken Beddow & Jason Murray
- ◆ Richland Area Chamber Office
- ◆ \$15 Members - \$25 Non-Members
- ◆ Continental Breakfast Provided

**RSVP BY**  
**Sept. 29<sup>th</sup>**

Lawsuits can be expensive, time consuming and potentially fatal to your business. Join these local attorneys as they give you some tips on how to avoid them and better protect your business. Topics covered include:

- Limiting potential liability in litigation by corporate structure
- Pre-suit strategies to limit potential liability and enhance negotiation leverage
- Considerations in the decision to file a lawsuit versus methods of alternative dispute resolution
- What clients should expect relative to the procedures in litigation whether they file or defend a lawsuit

## NOVEMBER SEMINAR Campaigns That Drive Action: Newsletters & Announcements

**Ideal training for:**  
Marketing Team,  
Office Staff, Small Business  
Owners & Managers



- ◆ Thursday, November 4<sup>th</sup>, 2015, 7:30-9:00am
- ◆ Presenter: Diane Helbig
- ◆ Richland Area Chamber Office
- ◆ \$15 Members - \$25 Non-Members
- ◆ Continental Breakfast Provided

**RSVP BY**  
**Nov. 2<sup>nd</sup>**

Join us and learn some great new strategies to help your email and social media efforts be more effective components of one of the core campaign types, newsletters and announcements. Attendees of this presentation will learn:

- The different types of newsletters
- What to write about and how to consider using images
- Subject line best practices, and when to send your newsletter
- The importance of understanding how connected email and social media are
- What types of additional tools might be useful

Registering for: ☐ Lawsuits: Love, Hate & Avoid ☐ Campaigns that Drive Action



Company \_\_\_\_\_

Name of Attendee(s) \_\_\_\_\_

Number Attending \_\_\_\_\_ Invoice Me \_\_\_\_\_ Check Enclosed \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_ Security Code: \_\_\_\_\_

Sponsored by:



MEDICAL MUTUAL

**Please return this registration form to the Richland Area Chamber of Commerce**  
55 N. Mulberry Street, Mansfield, OH 44902 p: 419-522-3211 f: 419-526-6853  
You can also register on the Chamber website event calendar: [richlandareachamber.com](http://richlandareachamber.com)

Richland Area Chamber Member  
**SPOTLIGHT**

Civista Bank named one of  
the *Best Banks to Work For*



Civista Bank has been named among the *2015 Best Banks to Work for*. "We are pleased to earn this distinction for the third consecutive year," said James O. Miller, Chairman and CEO, "and are honored to have an exceptional group of employees who truly care about our customers and community."

The program, which was initiated in 2013 to identify, recognize and honor the best banks to work for in the nation, is a project of *American Banker* and Best Companies Group. In all, 50 banks achieved "Best Bank" status this year and Civista ranked number 18. The full list is featured in the September issue of *American Banker Magazine* and available online at [americanbanker.com](http://americanbanker.com).

Determining the *Best Banks to Work For* involved an evaluation of the bank's workplace policies, practices, and demographics as well as employee surveys aimed at assessing the experiences and attitudes of employees with respect to their workplace.

*Congratulations, Civista Bank!*



Pictured are staff members of Civista Bank in Shelby, taken during their 80's themed Business After Hours in April.

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# TRANSFORMING Workforce Development

## Collaborative Luncheon



**Wed., October 7<sup>th</sup>, 2015**

11:30am - 1:00pm

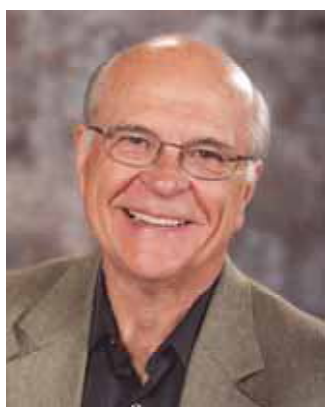
at the Holiday Inn

(116 Park Ave. West, Mansfield)

Participants:



A Catalyst for CHANGE in Richland County



Speaker: Dave Phillips

Under the premise that existing job-readiness programs only focus on job placement and not retention, Dave & Lianne Phillips created a poverty to economic self-sufficiency non-profit organization called Cincinnati Works, which has an 80% one-year employment retention rate. In the past three years, Cincinnati Works has brought \$25 million in wages to over 1,500 families in the Cincinnati area. The program offers a complete spectrum of free, lifetime employment services for the entry-level job-seeker to sustain and advance in today's work climate.

***PLEASE INCLUDE \$20 FEE TO COVER LUNCH COST***

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Names of Attendees \_\_\_\_\_

Check Number \_\_\_\_\_ Please Invoice \_\_\_\_\_ Pay at the door \_\_\_\_\_

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

Street & Zip of Cardholder \_\_\_\_\_

***Return to: Richland Area Chamber of Commerce***

55 N. Mulberry St. Mansfield, OH 44902 - Phone: 419-522-3211

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

*You may also register online under "Events" at [www.richlandareachamber.com](http://www.richlandareachamber.com)*

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



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CHAMBER  
of Commerce**



Richland Area  
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of Commerce



## Richland Area Community Guide & Member Directory...

*The 16<sup>th</sup> annual Richland Area Community Guide & Member Directory will be available to chamber members, area residents, hotels, realtors, attractions and new residents & businesses in December!*

*Now is the time to guarantee that your business has a prominent place in this full color guide used as a "first-stop" for top-level area buyers! Capitalize on additional exposure as your ad is seen on one of the area's fastest growing websites...mansfieldnewsjournal.com!*

### 2015 ADVERTISING OPPORTUNITIES

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

All ads include full color highlighted 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 free pick up of your chamber directory ad on Sunday, November 8<sup>th</sup> in the Mansfield News Journal with the purchase of an 1/8<sup>th</sup> page ad or larger in the 2015 Chamber Directory. All members will receive two free listings in different areas of the printed directory. One listing is by category of business (includes name, address, phone, fax, email and/or web address and contact name). The second listing is in alphabetical order by business name (includes name and page number of category listing).

**Advertising deadline is Friday, October 2<sup>nd</sup>!**  
**Call the News Journal TODAY to reserve your space!**  
**419-521-7315**

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

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

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**MANSFIELD'S**

# ★ MAYORAL DEBATE ★



**ABRAMS**

**vs.**



**THEAKER**

# OCTOBER 20

DOORS  
OPEN AT

## 5:30 PM

★ RENAISSANCE  
★ THEATRE

## OPEN TO THE PUBLIC

limited reserved seating  
[mansfieldtickets.com](http://mansfieldtickets.com)

### PRESENTED BY

Richland Source ★ WMAN Radio ★ The Renaissance Theatre ★  
★ DRM Productions ★ The Richland Area Chamber of Commerce  
Richland Young Professionals ★

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

# Economic Club

## *The Chamber Foundation's Popular Economic Club Luncheon Series is Underway!*

Four times a year, the Economic Club brings world-class speakers to our area for luncheon meetings. A portion of the annual membership supports economics classes offered to area educators by the Chamber Foundation. Annual Membership in the Economic Club remains \$100 (\$50 deductible, \$50 meals). Information is below for the 2nd program of the series.



### **Did you know Ohio has a state sponsored drone program?**

November 13, 11:45am at the Life Celebration Reception Center

More information:

In 2013, Governor Kasich and Indiana Governor Mike Pence announced a unique joint initiative, recognizing that the rapidly emerging role of unmanned aircraft systems (UAS...i.e.drones) in domestic aviation could benefit from the two states' strong resource base of facilities, research, and industry; the governors directed the integration of several existing facilities into one comprehensive and synergistic operation.

Dick Honneywell is the Executive Director of the Ohio/Indiana Unmanned Aerial Systems (UAS) Center & Test Complex which is located in Springfield, Ohio. He directs UAS activities for the State of Ohio supporting UAS development, commercialization, operational employment and business attraction in collaboration with over 80 partners across the states of Ohio and Indiana.

Dick retired from federal service in April 2011 with over 32 years of service to the United States Air Force. He retired as Colonel from the Air Force Reserve with 30 years of service in January 2009. Honneywell joins the Economic Club on Friday, November 13, 2015.

Please make reservations no later than Nov. 6th to: Economic Club, 55 North Mulberry Street, Mansfield, OH 44902.

Fax: 419.526.6853 e-mail: [mrachamberfoundation@gmail.com](mailto:mrachamberfoundation@gmail.com). Guests are always welcome at \$35 per luncheon - payment must be made prior to attending the event or at the door.



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## Upcoming Events

- 9/30/15 — [M]Power: Manufacturing Assembly 2015, Knight Center in Akron/hosted by MAGNET
- 10/1/15 — Business Boot Camp: Lawsuits: Love, Hate and Avoid, presented by Ken Beddow & Jason Murray, 7:30-9am (see page 3)
- 10/2/15 — Membership 101 at Ed Pickens Café on Main Events & Catering, 8-9am
- 10/7/15 — Transforming Workforce Development Luncheon at the Holiday Inn (see page 5)
- 10/8/15 — Executive Committee Meeting: 7:30-8:30am at the Chamber
- 10/8/15 — Business After Hours: Bella Bleu's at the Water's Edge Event Center, a joint event w/ the Ashland Chamber (see page 10)
- 10/14/15 — Mid-Ohio Women's Business Showcase at the Renaissance Theatre, 11am-1pm (see page 11)
- 10/16/15 — Ambassador Committee Meeting at the Chamber, 8-9am
- 10/20/15 — Business Expo Committee 8:00-9am at the Chamber
- 10/20/15 — Mayoral Debate at the Renaissance Theatre, 5:30pm (see page 7)
- 10/21/15 — Chamber Board Meeting at the Chamber, 7:30-9am
- 10/21/15 — Savor & Sip Auction & Food Sampling (see insert in this newsletter for more information)
- 11/4/15 — Business Boot Camp: Lawsuits: Campaigns That Drive Action, presented by Diane Helbig/Constant Contact (see page 3), 7:30-9am
- 11/12/15 — Business After Hours: OhioHealth MedCentral Mansfield Hospital, 5-7pm
- 11/13/15 — Economic Club - Ohio Drone Program, 11:45am at Life Celebration Reception Center (see page 8)
- 11/17/15 — Business Expo Committee 8:00-9am at the Chamber
- 11/28/15 — Small Business Saturday
- 12/4/15 — Small Business of the Year Awards Luncheon
- 12/8/15 — Business After Hours: Kingwood Center Gardens - PLEASE NOTE - THIS IS A TUESDAY!

*Watch for upcoming e-mails announcing more new events!*

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ASHLAND AREA  
**CHAMBER**  
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*BellaBleu's*  
*Fine Dining at the Water's Edge*

  
**WATER'S EDGE**  
EVENT CENTER

## A Taste of Bella Bleu's & Business After Hours / Open House

Thursday - October 8th, 2015 5:00pm - 7:30pm • New Member Mixer 4:30pm - 5:00pm

**Open to Members and Non-Members • RSVP register online:**

**ashlandoh.com 419.281.4584 – and – richlandareachamber.com 419.522.3211**

Let's all get acquainted at Bella Bleu's, a premier restaurant - and Water's Edge, a business/party/wedding venue set in a beautiful lakeside oasis - for an evening of fine food and live music, great friends and meeting new friends.

**Mini Food Tasting • Door Prizes • Live Music • Networking**



**CONNECTING  
COMMUNITIES**

Combined Ashland &  
Richland County  
Chambers of Commerce

**DIRECTIONS:** Note that GPS is not directing guests correctly. Best route from Mansfield is Rt. 42 through Ashland. Follow Claremont Ave./ Cottage Street to north side of town. Turn right onto Rt. 250 E. then Left onto Rt. 511N. Turn right onto East Lake Drive and follow to Water's Edge Event Center entrance (on right). Bella Bleu's Restaurant is located inside the Event Center.



**Bella Bleu's at The Water's Edge Event Center**  
170 Summerset Drive, Ashland, OH 44805 • 419-281-1187



Do you own or operate a business in Mid-Ohio?  
You're invited to be part of the area's **INAUGURAL**



# Mid-Ohio Women's Business Showcase

**Lobby at the Renaissance Theatre**

**Wednesday, October 14, 11am-1pm**

**Open Setup@8am**

**Breakfast@9am**

*The Four People You Need in Your  
Corner to Grow Your Business***@9:30am**

-Presented by Tracy Graziani & Donna Payne of **BUZZ**  
vantage

**Open Networking 10am-11am**

**Free Public Showcase 11am-1pm**

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

**REGISTRATION REQUIRED**

**\$50 EARLY BIRD by Sept. 9**

**\$75 by Sept. 30**

**Sponsorships also available**

**Contact: Kathy Fox 419-522-3211**

**[kfox@richlandareachamber.com](mailto:kfox@richlandareachamber.com)**

**Or Michalina Lacy [mlacy@sbdc6.com](mailto:mlacy@sbdc6.com)**

**Portion of proceeds benefit the YEAI**



**: A program of the MRA Education Foundation :**

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

1st Annual



# Auction & Food Tasting

Wednesday, October 21st

5-8:00pm

at the

Mid Ohio Conference Center

890 West Fourth Street, Mansfield

*A CELEBRATION OF ALL THINGS CULINARY IN OUR AREA!*

Enjoy mouthwatering appetizers, entrees, desserts, pastries, and beverages from some of the area's finest restaurants, caterers, bakeries, deli's and beverage companies!

**How does it work?** Entry for attendees is \$15.00 per person and this entitles them to one sample from each vendor and the chance to bid on many wonderful auction items.

**Who can attend?** This event is open to Chamber members and the general public, so invite your co-workers, family and friends.

**Bid on auction items** - Bid on the many fantastic auction items contributed by our Chamber members! Everything from overnight getaways to themed baskets, chocolates, gift cards, sports items and much more!

**Entertainment** - Enjoy the musical talents of **Damian Boyd** and **Dane Noe** of OH70!

**PARTICIPANTS TO DATE - even more to come!**

Athens Greek Restaurant  
Avita Health System Nutrition Services  
Black Dog Tavern • Cornell's IGA Supercenter  
Der Dutchman Restaurant • Doc's  
Ed Pickens' Café on Main Events and Catering  
Hidden Hog Breakfast & BBQ  
Paul's Drive-In Machine Rental  
Sam's Club • Shelby Country Club • Skyline Chili •  
The Old Bag of Nails Pub • Vault Wine Bar

**Tickets: \$15 for Chamber members registered by Friday, Oct. 16th**

Person ordering tickets \_\_\_\_\_ Number of tickets \_\_\_\_\_

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

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

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

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

55 N. Mulberry Street, Mansfield, OH 44902  
p:(419) 522-3211 f: (419) 526-6853

e: [kfox@richlandareachamber.com](mailto:kfox@richlandareachamber.com) or register online by visiting the  
event calendar at [richlandareachamber.com](http://richlandareachamber.com)

*Once registered, simply check in at the door (no tickets will be mailed)*

PLEASE RSVP NO LATER THAN  
October 16th, 2015



**Richland Area  
CHAMBER**  
of Commerce



# MAKE A DIFFERENCE **FOOD DRIVE**

Help restock our local pantries:



Salvation Army  
Domestic Violence Shelter  
Volunteers of America  
Harmony House  
Catholic Charities  
Butler Clearfork Nutrition



**Feeding the  
Community**

**Friday, October 23rd, 2015 8 AM - 5 PM**  
**Saturday, October 24th, 2015 8 AM - 5 PM**

Please call Doc Stumbo at (419) 529-1800 x 0 or  
fax (419) 529-1887 if you or your business wish to participate.  
Volunteers will be available to pick up donations.

## **Sponsors:**

**Graham Automall, Mansfield News Journal, WVNO RADIO /  
MIX 106 / WMFD TV 68 / Y105 / MY100  
WMAN 1400AM & RSVP of Mid Ohio**

## **DROP OFF POINTS:**

Graham Auto Mall, 1515 W. 4th St., Mansfield  
Kroger's, 1500 Lexington Ave., Mansfield  
Kroger's, 1060 Ashland Rd., Mansfield  
Kroger's, 1240 Park Ave. West, Mansfield

**Thank you for your support!**

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Richland Area Chamber of Commerce

# Business After Hours at OhioHealth

## Tour the new medical offices at OhioHealth MedCentral Mansfield Hospital

335 Glessner Avenue, Mansfield, OH  
Thursday, November 12 - 5:30 to 7:30 p.m.

Please fax, email, or mail this registration to the Richland Area Chamber of Commerce by Monday, November 9th, 2015.

Cost: **Free for Members** (if registering on or before 11/09/2015)

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

Names & Emails of Attendees:

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

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

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

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

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

**Please RSVP No Later Than  
November 9, 2015**



**Richland Area Chamber of Commerce**

55 N. Mulberry Street – Mansfield, OH 44902 –  
Phone: (419) 522-3211 Fax: (419) 526-6853 or  
kfox@richlandareachamber.com

BELIEVE IN WE™  **OhioHealth**



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55 N. Mulberry St.  
Mansfield, OH 44902

Richland Area  
Chamber of Commerce  
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:



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

## CLEARLY THE RIGHT CHOICE

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](http://RichlandAreaChamber.com).

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