RICHLAND AREA CHAMBER & ECONOMIC DEVELOPMENT

CHAMBERLINK

JUNE 2021



Secretary of State Frank LaRose visits with the Chamber



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Letter from Jodie

What's Up Next?

As we navigate these post-pandemic waters, we are all trying to figure out what comes next? I have written a little bit about the community in past columns so I thought this month I might share my thoughts on what comes next for the Chamber.



For the rest of 2021, you will see us bringing back some of our more popular events – Business After Hours, Lunchwise Wednesday, and hopefully Savor & Sip. You may also see us experimenting with other types of events. Since we had to turn the dial down on everything over the last year, it really presents and opportunity to rethink some of our programming to see if there might be things that would better meet the needs of our members. Do you have some ideas on what you would like to see? Drop me a line, I would love to hear from you.

We will also be engaging in a new strategic planning process. It has been 4 years since we launched our last plan and it is time to start fresh. This should have happened last year, but we decided to wait until we could be in person for the planning. I love strategic planning and taking the time to map out the big picture goals for our organization. We made a lot of progress during our last plan, but we know that the needs of the business community and the community at large have changed. As members, you will have some opportunities to weigh in on where you would like to see us spending time.

We are also re-engaging the community branding process that we started back in 2019 with our partners at Destination Mansfield and many others. We were on the verge of the 'community exploration' process with our consultants when the



pandemic hit. After debating a wholly virtual process, we opted to wait for a time when they could be here in person...and that's happening this summer. I am excited to get this project moving once again so we can all up our game when it comes to promoting our area.

Our economic & workforce development work promises to stay extremely busy. We are participating in another round of the SiteOhio process, pitching for projects looking for locations, and visiting existing companies to see how we can help them to expand. Workforce is a particular pain point for everyone right now. In the short-term we are working on an adult Job Fair in mid-August, so watch for more on that soon. We are also talking about more long-term projects around developing pipelines of future talent for employers.

The Chamber Foundation is relaunching Leadership Unlimited this fall (yay!) and has a completely full class. This core program was missed last year and promises to once again better connect participants with our community. The Young Entrepreneurs Academy is also recruiting for their 7th class. Please help us reach middle & high school students who are interested in starting their own businesses. This is a phenomenal program in which to take part.

Our advocacy work is also going to stay busy. We are working with our local government partners to look at spending on the ARPA dollars. We are also encouraging investment in infrastructure (though are closely watching the details on what goes into the final bill). And of course, we are actively involved with working to support the 179th Airlift Wing. There are a lot of other items that we're watching when it comes to advocacy.

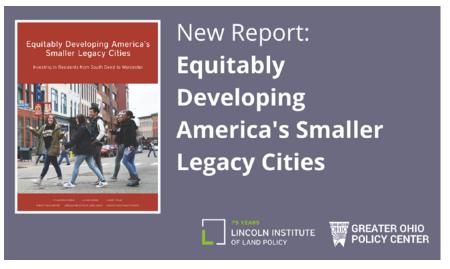
I could continue, but I think you get the picture that we are planning to stay very busy here at the Chamber. Mostly, we are looking forward to seeing you all in person again. While I am proud of the way we were able to continue to serve you 100% during the pandemic, I speak for our whole team when I say we missed seeing so many of you. I hope you will take some time to drop into an upcoming event soon! Thanks for all you are doing to help our community rebound!

Iodie A Perry CCF IOM

Jodie A. Perry, CCE, IOM, CCEO-AP President & CEO Richland Area Chamber & Economic Development

Mansfield & Richland County Included in New National Report

Former industrial and manufacturing hubs like Dayton, Ohio, and Gary, Indiana—knownas legacy cities—need not choose between economic growth and equity, as growth is most durable when it benefits everyone, according to a new Policy Focus Report and accompanying Policy Brief published by the Lincoln Institute of Land Policy in partnership with the Greater Ohio Policy Center. Legacy cities can promote long-term growth while addressing racial and economic inequities laid bare by COVID-19 using strategies mapped out in Equitably Developing Smaller Legacy Cities: Investing in Residents from South Bend to Worcester. Using case studies of successful initiatives, the report guides practitioners through equitable investment in both physical projects and people.



A new report from the Lincoln Institute of Land Policy

and Greater Ohio Policy Center shows how former industrial and manufacturing hubs can simultaneously promote long-term economic growth and address racial and economic inequities laid bare by COVID-19. The authors outline seven strategies, illustrated with a diverse set of case studies, that can lay the groundwork for a city's equitable development agenda. Strategies are tailored to the unique challenges of these small to midsize legacy cities and also draw on their unique opportunities—such as a lack of market pressures that allows leaders more time to get plans right.

The report highlights the collaborative work done to respond to the COVID-19 crisis by the Regional Manufacturers Coalition and the Richland Area Chamber & Economic Development to conduct timely calls with the manufacturing community (page 50). The report is free to download and <u>can be found here</u> on the Greater Ohio Policy Center website.



Earth Stewardship Celebration 2021

25th Anniversary of Planting Pride in Mansfield/Richland County



We all know that Earth Day is Every Day and the Earth Steering Committee is pleased to demonstrate just that, as we celebrate 25 years of Planting Pride in our community.

We are pleased to announce April 1st through August 1st have been declared Earth Stewardship Months in Mansfield & Richland County.

How to become involved and Stay Safe...

Registration is easy! You can register your project in any one of the following ways:

- > Mail the enclosed registration form OR
- Register by email to: khildreth@ci.mansfield.oh.us OR
- ➤ Call the Earth Stewardship Steering Committee: 419.755.9702
- Register online at: http://bit.ly/3b4zQYT

Deadline for Registration and completion of projects is August 1, 2021.

Before and after photos are due by August 6, 2021.

All Mansfield in Bloom **projects will automatically be registered to participate in the 25th Annual Earth Stewardship** Celebration. For additional information on Mansfield in Bloom, please contact Patrick Clinage at: pclinage@richlandareachamber.com or 419-775-7234.

Once you've registered...

- Recruit volunteers to assist you in the project you choose on the day you've designated.
- > Send in a group photo to be displayed on Earth Stewardship Partner websites and social media recognizing you and your volunteers.
- Send in your photos and the names of your volunteers so they can be added to the drawing.
- If conducting a litter cleanup, afterward, please provide how many bags were collected.
- All volunteers will be entered individually into a drawing to win great prizes.
- Individual certificates for each participant are available upon request.





- All projects can be completed by practicing social distancing.
- Have designated "coordinators" for the distribution of supplies.
 - Have directions clear for pick up of supplies with signage on where to stand while waiting for their supplies.
- Don't forget safe distancing and protective masks/face coverings during pick up of supplies (and project if required).
- Remind volunteers to take their temperature, and if they have a fever of over 100.4, cough, shortness of breath, sore throat, chills, to please stay home and they can help on next year's project.
 - And ENJOY Planting Pride in Mansfield/Richland County.

10th Annual Take Pride Contest:

*not a requirement to participate in the 2021 Earth Stewardship Celebration.

Please submit before and after photos of your project. Photos are due by August 6th.

Contest categories: Business, Government, Neighborhood, School, Church/Non-Profit Organization

Awards: Awards will be given for the top 3 places in each category. Plus, voters will choose their favorite cleanup projects based on photos submitted on the Earth Stewardship Facebook page. The winning entry will receive the **People's Choice Award.**

For more information or to register, contact Kim Hildreth, Earth Stewardship Steering Committee at the Mansfield Engineering Department. Phone: 419.755.9702 or email: khildreth@ci.mansfield.oh.us.



To be considered for the Richland Area Chamber & Economic Development Small Business of the Year Awards, the nominated business must:

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

Eligible applicants will be judged on the following:

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

To be considered for the Richland Area Chamber Small **Non-Profit** of the Year Award, the nominated organization must:

- Be headquartered in Richland County
- Total budget \$1M or less
- In operation for at least three years
- Must be a 501c3 organization

Eligible applicants will be judged on the following:

- Collaboration with other organizations
- **Employee Practices**
- Financial Performance (diversification, income streams, rainy day fund, etc).
- Customer Service
- Strategic Planning long range

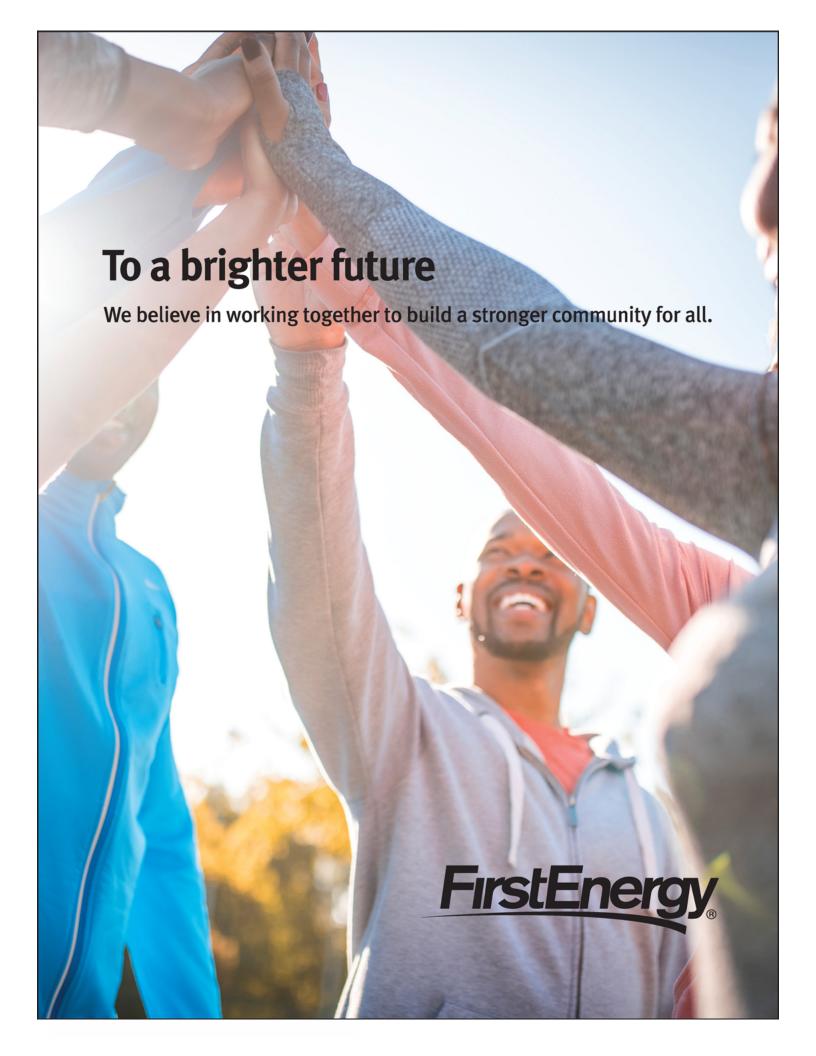
To nominate a business or organization, return this form OR email Lisa at Iduckworth@richlandareachamber.com with your nomination selection(s)

Business Nominated					
Contact Person		Title			
Address				State	
Telephone (day)	Fax		Email		
Nominating Individual (Optional)					
Email					
Why are they deserving of the av	ward (briefly):				

Return To:

Richland Area Chamber & Econ. Development ~ 55 N. Mulberry St., ~ Mansfield OH 44902 Fax: 419-526-6853 Email: Iduckworth@richlandareachamber.com





NEW MEMBERS

PLEASE JOIN US IN WELCOMING THE NEWEST MEMBERS TO YOUR CHAMBER

Arnold Insurance Agency- Paul Smith

Category: Insurance Mansfield (567) 560-6940 www.arnoldinsuranceagency.com

Avita Bellville Walk-In Clinic

Category: Medical & Health Services 987 State Route 97, Bellville (567) 560-3790 www.avitahealth.org/services/walk-inclinic

Avita Heart- Cardiology and Vascular Medicine

Category: Medical & Health Services 715 Richland Mall, Ontario (419) 462-4600 www.avitahealth.org/services/cardiology

Avita Pain Management

Category: Medical & Health Services 715 Richland Mall, Ontario (419) 462-4547 www.avitahealth.org/services/painmanagement

Avita WorkWell Occupational Health

Category: Medical & Health Services 710 Richland Mall, Ontario (419) 468-0630 www.avitahealth.org/services/ occupational-health

Bauckman Farms

Category: Agriculture 1480 Pavonia W Road, Mansfield (567) 215-6741

Blake's Sanitation LTD

Category: Plumbing, Heating, Cooling 220 State Route 60, New London (419) 929-0208

Blue Technologies

Category: Office Equipment, Supplies 5885 Grant Ave., Cleveland (216) 271-4800 www.btohio.com

BrightView Mansfield

Category: Medical & Health Services 580 Park Avenue, Mansfield (833) 510-4357 www.brightviewhealth.com

Buckeye Community School

Category: Educational Centers & Services 1404 Park Ave West, Mansfield (833) 544-4BCS www.buckeyecs.org

Buckeye Council, Boy Scouts of America

Category: Nonprofit Organizations 40 W. Fourth St. Suite 117, Mansfield (330) 418-3282 www.buckeyecouncil.org

Chick Fil A Strongsville

Category: Restaurants 16584 Royalton Road, Strongsville (330) 958-0521 www.cfasite.com/strongsville

Clearwater Systems

Category: Water Treatment Services 340 E Main Street, Lexington 1-888-928-3710 www.clearwatersystems.com

Cline Security, LLC

Category: Security Services & Systems 159 N Trimble Road, Mansfield (419) 571-6387 www.clinesecurity.com

East of Chicago Pizza Co - Galion and Shelby

Category: Restaurants/Pizza 759 Carter Dr., Galion (419) 468-8333 www.eastofchicago.com

Eatmor Bundt Co

Category: Restaurants 837 Lexington Ave., Mansfield (419) 525-2868 www.eatmorbundt.com

Edge Plastics

Category: Manufacturing,Industrial 449 Newman Street, Mansfield (419) 522-6696 www.edgeplasticsinc.com

Fresh Eats And Sweet Treats, LLC

Category: Mobile Food Vendor Mansfield (740) 341-0024

Good Brotha's Pizza & BBQ

Category: Restaurants, Food, Catering 919 S Main Street, Mansfield (567) 247-6080 www.facebook.com/goodbrothas555

Heritage Health Care

Category: Nursing Homes, Assisted Living, In-Home Health Services 43 E Fourth Street, Mansfield (419) 747-9199 www.heritage-hcs.com

JAY the Barbher at Local Roots Salon

Category: Barber Shop 69 W Main St., Shelby (419) 342-7668

KeyBank- Richland Mall

Category: Financial Services 688 N Lex.-Springmill Road, Ontario (419) 529-5214 www.Key.com

LaborMAX Staffing

Category: Employment Services 864 Ashland Rd., Mansfield (567) 206-1109 www.labormaxstaffing.com

Mid Ohio Med Consulting, LLC

Category: Medical & Health Services/ Physicians, Surgeons PO Box 3904, Mansfield (417) 709-2997

NCS advertising & design

Category: Website Design and Internet Services 461 Robert Place, Bellville (419) 886-2349 www.ncs-ad.com

Painted Cowgirl Western Store

Category: Retail 40 Main St., Greenwich (419) 752-3090 www.paintedcowgirlwesternstore.com

Pat Kracker Breast Cancer Fund

Category: Nonprofit Organizations Mansfield (419) 610-4877 www.helpmepat.org

Richland County Land Reutilization Corporation

Category: Nonprofit Organizations 50 Park Avenue East, Mansfield (419) 774-5623 www.richlandcountylandbank.org

TFC Global

Category: Churches PO Box 293, Mansfield (419) 378-2503 www.TFCGlobal.org

The Deli

Category: Restaurants 28 Park Ave W., Mansfield (419) 545-2084

T-Mobile

Category: Retail/Specialty Stores 1406A Lexington Ave, Mansfield (419) 756-0122 www.t-mobile.com

RIBBON CUTTINGS









A BUSY (AND PROMISING) MAY!











You put everything you have into your business. And we put everything into creating high-quality health insurance plans for you and your employees. We've partnered with the Richland Area Chamber of Commerce and Council of Smaller Enterprises (COSE) to offer a unique benefit option for small businesses like yours. The multiple employer welfare arrangement (MEWA) allows small businesses of 1–50 to join together to share costs and combine risk. This offers rate stability, savings and the same great health benefits that large corporations have. Bundle your health plan with our dental, vision or life plans for a fully integrated benefits package.

Contact your broker | MedMutual.com/Richland







CONNECT WITH YOUR COMMUNITY!

Lunch WISE Wednesday

The Power of Vision Boards

Presented by Nyasha Oden, LSW

When: **Wednesday, June 16th | 11:45am - 1:00pm** (lunch is served at 11:45am, program begins at 12pm)

REGISTER

Where: Deluxe Catering & Events - 28 N. Main Street, Mansfield

Cost: \$15



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. This collaborative series exclusively for women is being co-hosted by the Richland Area Chamber and the Small Business Development Center at Ashland University.



Nyasha Oden, LSW is from Mansfield, Ohio. After high school she went on to pursue her Bachelor of Arts in Sociology at Wright State University. In May of 2019, Nyasha graduated from Case Western Reserve University with her Master of Science in Social Administration allowing her to become a Licensed Social Worker for the state of Ohio. She is currently working at the North End Community Improvement Collaborative (NECIC), a nonprofit where she runs programs involving youth and the elderly such as: R Rules, Open Tables, and North End Elder Program. Nyasha will discuss how vision boarding has changed her life and provide tips on why vision boarding is important. She will also provide steps on how to get started if you have never done one.

FRI-YAY!

Topic: Mansfield Art Center

When: Friday, June 25th | 12:00 - 12:30pm

Where: Facebook Live

Cost: FREE for Chamber members

REGISTER



So many exciting things are happening in Richland County! Join us in our new series, Fri-Yay!, where we will celebrate good news in our community. You won't want to miss these 30 minute, monthly updates on the fourth Friday of each month at noon. We'll hear about the great things happening right where we live and work. There is no charge and you can simply join in on Facebook Live on the <u>Richland Area Chamber & Economic Development page</u>. Like and share the event while it is live for a chance to win a gift card!

Networking at Noon

When: Friday, July 9th | 12:00pm - 1:00pm

Where:TBD

Cost: \$15/members \$25/non-members

(lunch from Wishmaker House included!)



How do we network in the age of COVID-19? Could you benefit from building more professional relationships? Is it important for you to meet prospective clients? Do you need to stay on top of the latest industry trends? Networking at Noon the answer! Networking allows you access to opportunities you might not be able to find on your own and is important for establishing mutually beneficial connections with other professionals in our community. If these are things that interest you, join us for Networking at Noon!

THREE WAYS TO REGISTER:

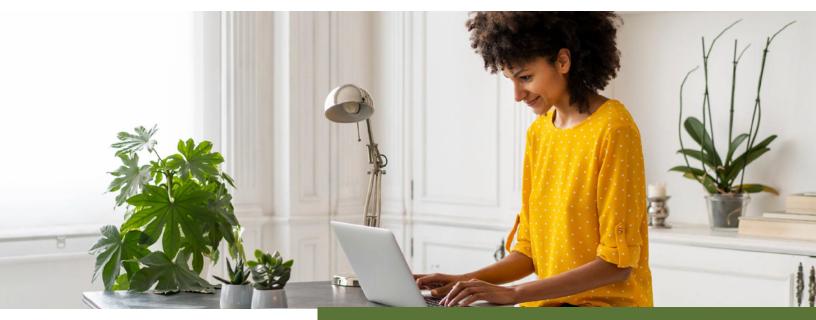
1) Use our events calendar at www.richlandareachamber.com

2) Call us at 419-522-3211

3) Email Lisa Duckworth at Iduckworth@richlandareachamber.com



Your LOCAL Office Supply Benefit





National contract savings with the local service you deserve!

Managing a workplace is more complex today. The Chamber has partnered with Ritter's Office Outfitters to help you take care of your people, your space and your budget. From home office to a corporate office space and so many moving parts, keeping things simple is an everyday challenge.



National Chamber contract

Save big by utilizing a full list of 1,700 of the most often purchased items with national contract pricing. Free next day delivery always.



More than office supplies

Your company can also save by taking advantage of special pricing on cleaning and breakroom supplies, technology, and furniture.



Local support

You will have a local dedicated rep that will handle all aspects of your business needs, even for hard to find supplies.

Contact: Nick Childs phone: 800-545-8000 ext. 1125 email: nchilds@charlesritter.com website: www.charlesritter.com



Clint Knight

Director of Workforce Development Richland Area Chamber & Economic Development

Phone: 419-522-3211

Email: cknight@chooserichland.com



Where are we going to find more people?

We are all seeing it. The "Now Hiring" and "Help Wanted" signs are everywhere. Business is still moving forward, and they are making it happen with less people. Business owners are getting extremely creative with their recruiting and retention efforts, as well as working to streamline and automate processes in order to maintain operations.

Now is the time to start thinking about where we will find the workforce of of 2024, 2025, 2026 and so on.... Our largest resource for able-bodied employees are the school systems. In Richland County, there are approximately 1500 High School Seniors each year. Imagine what would happen if those students were tapped for our local workforce beginning as early as the 9th grade...or even earlier!?!?!?!

A portion of this student population will move away to attend college, and never return. Another portion will move away for college, and return. But it is very possible, that as a business community, we could connect with a significant number of these students early. We could help them learn about the skills and education they need to be successful at existing businesses right here in Richland County. And we can help them find a place in the local workforce - without ever moving away or wondering what they're going to do after they graduate high school.

The Ohio Department of Education has taken aim at this very issue, and created a new pathway to graduation based around "Work Based Learning". Federal law defines work-based learning as "sustained interactions with industry or community professionals in real workplace settings, to the extent practicable, or simulated environments at an educational institution that fosters in-depth, firsthand engagement with the tasks required in a given career field, that are aligned to curriculum and instruction."

This program is available to the class of 2023 and beyond. Read the program details here. The time is now to be creative as business owners and find a way to engage with students before they are vey near graduation. This is an incredible opportunity for education and business to partner closely in skill and career development.

Please feel free to reach out to me with ideas, questions, or interest in developing a long term talent pipeline through Work-Based Learning.

Save the Date!

2nd Annual Workforce Summit



11am to 1:30pm August 2nd, 2021 at the Mid Ohio Conference Center

KeyNote Speaker: Richie Contartesi
The Ultimate Leadership Playbook: A New
Opportunity to Grow Profitably Through Change

\$12.00 (includes box lunch)



Looking for local workforce talent?

Build Your FREE Business ProfileToday!

Community Opportunity is a free comprehensive resource for students, job seekers, and area businesses alike to connect, network, and find/share employment opportunities within our community.

You will have access to local job seekers' resumes, and you'll also increase your organization's visibility and community engagement at no cost to you. To build your profile, visit www.communityopportunity.com and click "Company Registration".

Questions? Contact Clint Knight, Director of Workforce Development at the Richland Area Chamber & Economic Development at 419-522-3211 or cknight@chooserichland.com.



- Heat and Sun Safety
- Hyperthermia Children in Cars
 - Water and Swimming Safety
- Pienic Food Safety
 Lightning Safety
 - Preventing Mosquitos & Ticks



See the links at richlandhealth.org





Thank you to our renewing members!

BOOST & EXCEL

Goyal Industries
Phillips Manufacturing/Shelby Welded Tube

Spitzer Motors of Mansfield

BUILD & GROW

1-888-OhioComp Advantage Credit Union, Inc. Brass Hanger Cleaners D A International Casting Co., Wine Railcar Products Discount Parts Exchange Mansfield Distributing Company Mansfield Engineered Components Mansfield Graphics Merrill Lynch Richland Engineering Limited Richland Sealcoating Company Inc Rinehardt Law Firm Sun Graphics

ENGAGE & CONNECT

Absolute Assurance Restorations LLC ADM Benefit Plans Agency Akers Veterinary Hospital All Glass Systems Appleseed Realty DBA Appraisal Services North Central Ohio Ashland Cleaning LLC Bankz Salon Bauckman Farms Berean Baptist Church Blue Technologies Catalyst Life Services Catholic Charities Diocese of Toledo Crafty Clutter Inc Daisy Capital LTD Deja Food

Dream Huge Realty

Floorcraft **Grace Properties LTD Gutter Helmet Systems** Hardline Heavy Équipment Solutions LLC. Heartland Design Concepts Heritage Health Care Independent Living Center of North Central Ohio Kloud9 IT, Inc. Mansfield Area YMCA Mansfield Memorial Homes NCS advertising & design Ohio Tech Medic Park Avenue Car Wash & Detailing Center Richland County Job & Family Services Richland County Youth & Family Council Rotary Club of Mansfield #3487

Rotunda Scientific Technologies
SACS Consulting Inc
Salvation Army Center for Worship & Service
Short Circuit Electronics Repair
Skyway East Ltd
Steven P Curry Financial Services Inc
Techman Sales Inc
The Ball Agency
The Crossings at Forest Glenn Condominiums
The National Lime & Stone Company
Total Merchant Services
Towne Pharmacy
Village of Lucas
Whitaker's Natural Market
Whitcomb & Hess CPAs & Financial Advisors

UPCOMING EVENTS

June 11 Chamber Golf Classic SOLD OUT

June 16 Lunch WISE Wednesday Luncheon (11:45am) @ DLX /

Kobacker Room

June 25 FRI-YAY! - Facebook Live

July 9 Networking at Noon

Aug 2 Workforce Summit @ MOESC 11:30a - 1:30p

Oct 26 Savor & Sip

Dec 3 Small Business of the Year Awards

See inside this newsletter for more information on the above events or visit the event calendar at www.richlandareachamber.com







THANK YOU TO OUR CATALYTIC LEADER INVESTORS



















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AVITA HEALTH SYSTEM • EDGE PLASTICS • FIRSTENERGY CORP • HAMILTON INSURANCE GROUP, INC •