CHAMBERLINK

SEPTEMBER 2021



August Business After Hours at The New Store



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Big Changes Happening at 179th

Transition Brings Opportunity

By now, you've most likely seen the big news that Mansfield has been selected as the preferred site for a new Cyberspace Wing - the first in the National Guard. We are extremely proud of the 179th and their long and successful flight history. We are equally





excited to see them take on this new mission as a Cyber Warfare Wing and to bring these future facing jobs to Mansfield. This exciting news is a result of a long collaborative effort from partners at the local, state, and federal levels, and the current base leadership. Thanks to all involved!

The future of the airlift mission has been a question for years. Going back to 2005, the 179th was on the list of bases for closure when the community made a massive effort to save the base. One of the results of that effort was an ongoing group that has met ever since to support the base if a similar need arose again. It did, but not in the way that was expected. These local, state, and federal partners - including all elected officials - were ready, knew the issues, and responded very quickly when called upon. Their quick response was a major factor in this successful bid.

The US Air Force is evolving along with the threats that it faces and the technology available. They've made the decision that they don't need as many C-130s in their fleet, but they do need more cyber assets. One of the reasons the 179th was selected for this new mission is because they have been incredibility resilient over recent years. They went through a mission change when they shifted to the C-27 aircraft...and then again going back to the C-130s. They have had 41 different aircraft pass through in the past 11 years, it's a staggering amount of change, but the 179th is no average wing!

The C-130s will continue to fly over Mansfield because they will continue their mission with excellence until the planes are divested. This change will take months, maybe more than a year. The new cyber mission will take 5 years or more to set up, although some functions will be operable in less time. The base will need to make significant physical adaptations to buildings and train guardsmen in a radically different type of warfare. The 175 new jobs at the Mansfield base will be highly technical. The majority of these jobs will be for parttime Air National Guard members who travel here to work and serve, but there will also be a small increase in full time positions at the base.

This change at the 179th is not only a major undertaking for the wing, but should be transformational for our community. It is difficult for us to attract new IT businesses to the area without an abundance of IT talent. When we train new IT talent, often they leave the community looking for a position in their field. This chicken and egg problem has been vexing us for years. What changes the conundrum is when a major employer decides that they will locate here, and this new cyber mission at the base is filling that role. This means we will see an

increased presence of highly skilled cyber warriors spending time in the area. This is a major opportunity for Richland County businesses to recruit these potential employees. Full time employment in the county encourages these folks to relocate and further reinforces our positive net migration from the past decade. Manufacturing and Healthcare, our two largest sectors, will both be benefactors of the talent coming to the area. They have significant need for cyber security specialists, developers, data analysts, and other technology-based careers. Additionally, there are often civilian contractors that like to be located near military bases. This gives us a unique chance to attract those businesses as well. This new Air National Guard mission provides huge opportunities in our community and we should be encouraged by the possibilities.

As a community, we will have many roles to play in this transition. We will need to welcome new families into our county, and we will need to support and say goodbye to others. When we understand more about the nature of the Cyberspace Wing, we will need to encourage our young people to take a good look at the opportunity - and consider it as a pathway. Richland County has always been a supportive partner of the 179th and those who serve there - and we will need to mirror their resilience, flexibility, and readiness as they prepare and execute this transition.

Barrett Thomas
Director of Economic Development

Clint Knight
Director of Workforce Development





National Preparedness Month Prepare to Protect



See all the Preparedness Information at

richlandhealth.org







BUSINESS \approx AFTER HOURS



Chamber Ambassadors.



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







MEMBER APPRECIATION LUNCH





BUSINESS AFTER HOURS









NEW MEMBERS

PLEASE JOIN US IN WELCOMING THE NEWEST MEMBERS TO YOUR CHAMBER

African Sporting Creations LLC

Category: Retail/Specialty Stores 600 Wiles Road, Mansfield (419) 908-8861 www.africansc.com

GEICO Mansfield

Category: Insurance 45 Briggs Drive, Mansfield (567) 345-3500 www.geico.com/insurance-agents/ohio/ cleveland/charlie-craine

Hartland Tiling, LLC

Category: Farms 1809 Hartland Center Road, Collins (419) 577-2697

Jays Truck And Equipment Repair LLC

Category: Truck Repair 2685 Old State Route 250, New London (419) 681-5591

Love In the Name of Christ of Greater Mansfield

Category: Nonprofit Organizations 1043 Springmill Street, Mansfield (419) 522-1432 www.mansfieldlinc.org

Love on a Mission

Category: Nonprofit Organizations 41 Bowman Street, 2nd Floor, Mansfield (419) 544-1013 www.loveonamission.org

Mansfield City Schools Adult Education Aspire Program

Category: Educational Centers & Services 150 W. 5th Street, Mansfield (419) 525-6400

www.mansfieldadulteducation.com

Missler Financial Services LLC

1151 Peru Olena Rd W., Norwalk (419) 929-4602

Punishers Paintball

Category: Attractions, Recreation, Entertainment/Other 2234 Stumbo Rd South, Mansfield (724) 571-5770 www.PunishersPB.com

Settlement Construction

3601 Hinesville Rd, Shelby (419) 617-6524

Shine FM Ohio

Category: Radio & TV Broadcasting & Services 500 Logan Road, Mansfield (419) 774-9862 www.shinefmohio.com

Superior Air-Ground Ambulance of Ohio

Category: Medical & Health Services/ Other 385 Park Avenue West, Mansfield (614) 871-3210 www.superiorambulance.com

The Old Franklin Church

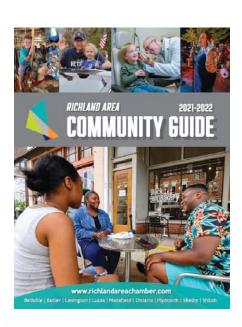
Category: Catering/Events/Banquets 3775 Franklin Church Road, Mansfield (419) 719-8078 www.theoldfranklinchurch.com

Thompson Memorials, LLC

Category: Monuments 100 N Bridge Street, Perrysville (419) 938-0002 www.thompsonmemorialsllc.com

Village Catering Company

Category: Catering/Events/Banquets 637 E. Main Street, Smithville (330) 669-9151 www.villagecateringcompany.com



Community Guides Have Arrived!

Do you need more copies?

Hopefully you received four copies through the mail, but if you are in a high traffic location or need a larger amount of guides for any reason, please let us know!

Once again, this guide has been updated to include useful information about our local community and it's a great way to promote our Chamber members! We encourage you to use this guide and share copies with your customers, staff, family and friends - even display in your waiting area!

If you would like more guides, please contact the Chamber at 419-522-3211.

RIBBON CUTTINGS











LUNCH & LEARN: HOW TO SAVE MONEY AND TIME WITH STORY-BASED MARKETING IN ANY INDUSTRY

THU **9 11:45** to **1:00**

Session 1
How to use story to attract more customers in any industry.

THU **16**11:45 to 1:00

Session 2
How to build a sales funnel that grows your business.

THU **23**11:45 to 1:00

Session 3
How to apply a story-based approach to advertising.



Audrey Longstreth Guest Speaker



Angie Cirone Guest Speaker



Leah GesourasGuest Speaker

Sign up using the event calendar at

www.RichlandAreaChamber.com or call 419-522-3211

\$15 per session \$30 for full series (includes Lunch)

Event located at the Chamber building: 55 N. Mulberry Street • Mansfield, OH 44902



Richland Area Chamber & Economic Development

2021 Small Business of the Year Awards Nomination

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

Address						
Fax (if available)						

Why do you think this business should be selected? (include extra page if needed)

ONLINE NOMINATION

Email nominations to Lisa Duckworth at *Iduckworth@richlandareachamber.com* or drop off/mail to the Richland Area Chamber at 55 N. Mulberry St, Mansfield, OH 44902.

Questions? Contact the Chamber at 419-522-3211 or email Lisa at Iduckworth@richlandareachamber.com



Clint Knight

Director of Workforce Development Richland Area Chamber & Economic Development

Phone: 419-522-3211

Email: cknight@chooserichland.com



Thank You for Your Support of Employapalooza

Last month, we hosted Employapalooza 2021 at the Mid Ohio Conference Center. This was the rebranding and rescheduling of the job fair that we usually host in the Spring. This event is made possible by Richland County Job and Family Services and a large number of other partners who band together to plan, market and execute the event.



We had 48 booths at the event - 40 of those were employers, and the balance were support services. We had over 50 job seekers come through the door and they were all eager to find new opportunities. We appreciate you, as employers - embracing new ideas, and the new version of the job fair. As things continue to move forward, post pandemic, we will have more new ideas and events that we hope will be helpful and exciting.

Employapalooza was a celebration of new beginnings, new opportunities, and bouncing back. Thank you to our supporting partners for helping us make it happen!

Looking for local workforce talent?



Introducing Community Opportunity - Build Your FREE Business Profile Today!

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.



Thank you to our renewing members!

CATALYTIC LEADER / SILVER





BOOST & EXCEL

Major Metals Company

BUILD & GROW

Buckeye Community School Hammett Asphalt Paving Inc North Central State College Reflections Salon & Spa Richland Screw Machine Products, Inc. Universal Enterprises Inc.

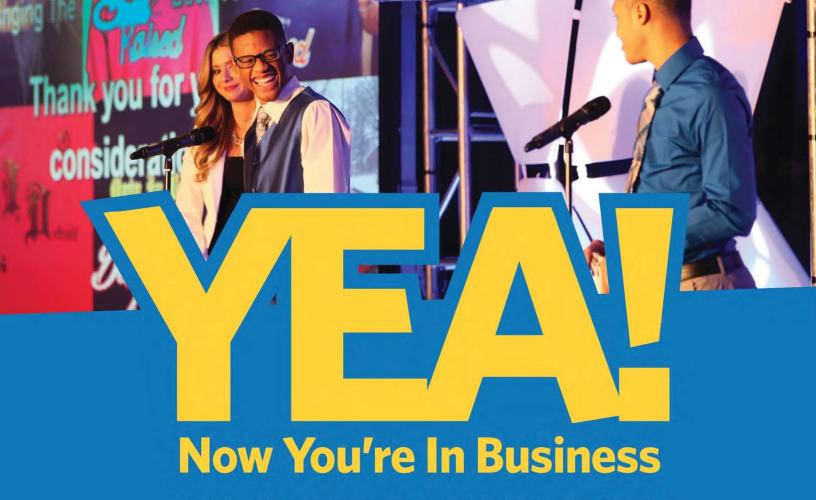
ENGAGE & CONNECT

179th Airlift Wing
Ableprint / Toucan Inc.
Appletree Cabinet Inc.
Ashland Symphony Orchestra
Bender Communications Inc
Braintree Business Development Center
Builders First Source
Chad Kingery - State Farm
Charles Mill Marina
Crowe's Shoes
DTE
Elite1 Home Inspections, LLC

Farley-Peeples Insurance Inc

Gionino's Pizzeria
Global Medical Foam, Inc
Hartland Tiling, LLC
Healthy Transformation, LLC
Jack P. Stewart, Inc.
Kingston of Ashland
Kiwanis Club of Mansfield
LegalShield & IDShield
Local Project Pro LLC
Mansfield Art Center
Mind Body Align, LLC
Missler Financial Services LLC
Mr Appliance of Ashland and Mansfield

Pacific Impressions Inc.
Pleasant Hill Marina
Punishers Paintball
Settlement Construction
Shelby/Mansfield KOA Resort
Thomas Synthetic Plastering Inc
Thompson Memorials, LLC
Time Staffing Inc
Village Catering Company
Wade Gardens Landscaping & Gift Shop
Warrior Drive-In & Pizza
Wolff Bros. Supply Inc



The Young Entrepreneurs Academy provides students in grades 6-12 with the knowledge and skills they need to start and run their own business. No business experience is needed—just creativity, enthusiasm, dedication and lots of effort.

Young Entrepreneurs Academy Information Session

September 2nd and 13th from 6:00-7:00 pm Richland Area Chamber 55 N Mulberry St, Mansfield

September 7th and 21st from 6:00-7:00 pm Virtual Event via Zoom

YEA! Richland Class Information

Class Meets from 4:00-7:00pm each Tuesday

Contact Nikki Lewis, Local Program Manager

To register for sessions, visit www.richlandareachamber.com, under events or email us at nlewis@richlandareachamber.com.

Visit yeausa.org today to learn more.



Mansfield-Richland Area Educational Foundation



YEA! SPONSORSHIP

Now Recruiting Sponsors for the Young Entrepreneurs Academy









SPONSORSHIP OPPORTUNITIES

WOULD YOU LIKE TO BE A PART OF SHAPING THE NEXT GENERATION? WANT TO PLAY A ROLE IN HELPING MOTIVATED YOUNG PEOPLE LEARN THE SKILLS TO BE SUCCESSFUL ENTREPRENEURS? HERE IS YOUR CHANCE...

Investor Panel Sponsor - \$1,250

- A seat on the Investor Panel which will take place on April 5, 2022
- Name/Logo on Chamber website
- Name/Logo in presentations which include Investor Panel and Graduation
- Name/Logo on event materials
- Highlight in Chamber newsletter
- Thank you on all social media platforms for YEA!

Platinum Sponsor - \$750

- Name/Logo on Chamber website
- Three social media spotlights linked to your business page
- Your business will have first chance to fill volunteer opportunities
- Name/Logo in presentations which include Investor Panel and Graduation
- Highlight in Chamber newsletter
- Opportunity to meet the YEA! students during the CEO Roundtable on March 1, 2022

Gold Sponsor - \$500

- Name on Chamber website
- Two social media spotlights linked to your business page
- Your business will have first chance to fill volunteer opportunities
- Name in presentations which include Investor Panel and Graduation
- Highlight in Chamber newsletter

Silver Sponsor - \$250

- Name on Chamber website
- One social media spotlight linked to your business page
- Your business will have first chance to fill volunteer opportunities
- Name in presentations which include Investor Panel and Graduation











IF YOU ARE INTERESTED IN BECOMING A YEA! SPONSOR, CONTACT:



LEADERSHIP UNLIMITED SPONSORSHIP

Now Recruiting Leadership Unlimited Day Sponsors

INTERESTED IN PROMOTING THE NEXT GENERATION OF LEADERS?

HELP SUPPORT LEADERSHIP UNLIMITED BY BECOMING A PROGRAM DAY SPONSOR



If you are interested in sponsoring Leadership Unlimited, please contact

Nikki Lewis

(419) 522-3211

or

nlewis@richlandareachamber.com



SPONSORSHIP OPPPORTUNITIES

FOR LEADERSHIP UNLIMITED

Full Day Sponsor - \$500

A full day sponsor will be the sole sponsor for a single program day for LU. A full day sponsorship includes:

- Name/Logo on Chamber website under LU
- Business mentioned in Chamber newsletter in LU Monthly Recap
- Business mentioned in Initiative (LU Newsletter) in LU Monthly Recap
- Name/Logo on all class day materials
- Option to speak to this dynamic group during lunch
- Social media promotion before and after program day

Half Day Sponsor - \$250

A half day sponsor will share sponsorship with one additional business for a single program day for LU. A half day sponsorship includes:

- Name/Logo on Chamber website under LU
- Business mentioned in Chamber newsletter in LU Monthly Recap
- Business mentioned in Initiative (LU Newsletter) in LU Monthly Recap
- Name/Logo on all class day materials
- Option to speak to this dynamic group during lunch
- Social media promotion before and after program day



SEPTEMBER 18, 2021 11AM-5PM CENTRAL PARK (THE SQUARE) PARK AVE. MANSFIELD

STREET PERFORMERS

KIDS ACTIVITIES

SPECIAL FX ARTISTS

SCAVENGER HUNT

TROUPE FLOW

MECHANICAL MONSTERS

COLUMBUS CHALK ART GUILD

FINE ARTS AND CRAFTS OF ALL KINDS!

Victoria Hoefler @ 419-610-4665 Patrick Clinace. Chamber of Commerce @ 419-755-7234



2ND ANNUAL RICHLAND COUNTY RESTAURANT WEEK

Choose a restaurant special for the Chamber to promote!

The Chamber will promote the program heavily using local media and Chamber communications - don't miss being included!

Participating is easy - just follow these 3 easy steps!

Create a "Restaurant Week" special and include it on the form below.

- NEW DATE! -

Pay a small participation fee or provide gift cards - more details below.

NOVEMBER 1-7

REGISTER BY OCTOBER 15TH

Return form and payment/gift cards to the Chamber - or we can stop by! Don't forget to tell your staff about your special!

RESTAURANT/CO	INTACT INFORMATION							
Restaurant Name: _								
Restaurant Website (will be hyperlinked to your page):								
Restaurant Phone:	Main Contact Name:							
Main Contact Email (will not be shared):								
YOUR SPECIAL O	FFER							
•	would you like to feature? Please <u>do not</u> include your everyday specials –your special Restaurant Week and feature substantial savings! Examples:							
EXAMPLES	 Offer a three-course spread (Appetizer/Entree'/Dessert) for \$15 Buy One Entree', Get One Free \$10 off any bill over \$25 							
Your special:								
Note: your special ne	eds to be good for dine-in AND take-out.							

PARTICIPATION COST

Chamber Members (circle one): \$50 in cash/check/cc or \$100 in gift card trade Non-Chamber Members (circle one) \$150 in cash/check/cc or \$250 in gift card trade

Would you like a representative to pick up your form and payment? □yes □no, expect it in the mail

Phone: 419-522-3211 • Fax: 419-526-6853 • Email: Iduckworth@richlandareachamber.com Mail: Richland Area Chamber & Economic Development • 55 N. Mulberry St., Mansfield 44902 Online registration is also available at www.richlandareachamber.com - REGISTER BY OCTOBER 15^H



SPONSORSHIPS AVAILABLE!



Presenting Sponsor — \$5,000 (one available)

- Naming rights (presented by...)
- Sponsor name/logo recognized on all advertising (web, radio, print, social media)
- Sponsor name listed on all press releases
- Sponsor name/logo on all event posters
- Sponsor name/logo on social media promotion for event
- Sponsor logo & link on event webpage
- Sponsor logo & link on all event email blasts
- Sponsor logo in Chamber Newsletter promotion
 Paid Restaurant Week social media campaign fea
- Paid Restaurant Week social media campaign featuring company photo or logo (\$\$\$\$)

Premier Sponsor — \$1,000

- Sponsor name/logo recognized on online/print advertising (web, print, social media)
- Sponsor name listed on all press releases
- Sponsor name/logo on all event posters
- Sponsor name/logo on social media promotion for event
- Sponsor logo & link on event webpage
- Sponsor logo & link on all event email blasts
- Sponsor logo in Chamber Newsletter promotion
- Paid Restaurant Week social media campaign featuring company photo or logo (\$\$\$\$)

Maître D' Sponsor — \$100

- Sponsor logo (small) on event posters
- Sponsor logo on event webpage
- Paid Restaurant Week social media campaign featuring company photo or logo (\$\$)
- Sponsor logo (small) in Chamber Newsletter promotion
- Sponsor Logo (small) on Chamber email blasts

MasterChef - \$250

- Sponsor name/logo (small) on event posters
- Sponsor logo (small) on any major print media advertising
- Sponsor logo & link on event webpage
- Paid Restaurant Week social media campaign featuring company photo or logo (\$\$\$)
- Sponsor logo (small) in Chamber Newsletter promotion
- Sponsor logo (small) on Chamber email blasts for event

Bon Appétit — \$50

- Sponsor name on event posters
- Sponsor name on event webpage
- Sponsor name in Chamber Newsletter promotion
- Sponsor name in Chamber email blasts

Please submit your sponsorship by October 15th to receive maximum exposure!

Online payment is available by visiting the event calendar at www.RichlandAreaChamber.com

Organization):					
Address:						
Contact person:		ntact person: Email:				
Phone:						
Circle One:		Sponsor/\$5,000 Donsor/\$100		mier Sponsor/\$1,500 n Appétit/\$50	MasterChef/\$250	
Payment Amount:		□check enc	losed	□VISA/MC/DISC#		
		exp/_		Security Code		
Address of ca	ardholder:					

Phone: 419-522-3211 • **Fax:** 419-526-6853 • **Email:** Iduckworth@richlandareachamber.com **Mail:** Richland Area Chamber & Economic Development • 55 N. Mulberry St., Mansfield 44902



UPCOMING EVENTS

CHAMBER EVENTS

9/9 <u>Lunch & Learn - Story-Based Marketing - Session 1</u> 11:45a-1p 9/10 <u>Networking at Noon</u> 12p

9/15 <u>Lunch Wise Wednesday</u> 11:45a-1p

9/16 <u>Lunch & Learn - Story-Based Marketing - Session 2</u> 11:45a-1p 9/23 <u>Lunch & Learn - Story-Based Marketing - Session 3</u> 11:45a-1p

9/23 Business After Hours - Ohio Bird Sanctuary 5-7p

11/1 - 11/7 Restaurant Week NEW DATE!

CHAMBER FOUNDATION EVENTS

9/7 <u>YEA! Virtual Info Session</u> 6-7p 9/21 <u>YEA! Virtual Info Session</u> 6-7p

CHAMBER SECTOR EVENTS

9/5 - 10/31 Monster Painting Project
9/9 RYP Annual Celebration 5-9p
9/18 Mansfield Arts Festival 11a-5p

Register for these events HERE or visit our event calendar at www.richlandareachamber.com





419-522-0035

30 North Diamond (3rd floor City building)
Mansfield, Ohio 44902

Mon - Fri: 7am - 3:30pm

Free Wi-Fi Inside

www.citygardencafe.org

TRAINED EMPLOYEE OUTSOURCING

- Document Management
- Lawn and Ground Maintenance
- Wood Products
- Packaging
- Pallets
- Assembly
- Custodial Services
- Document Destruction

studio/gallery.com

THANK YOU TO OUR CATALYTIC LEADER INVESTORS



















ADENA CORPORATION • NANOGATE NORTH AMERICA LLC & JAY INDUSTRIES • MEDICAL MUTUAL • MILLIRON AUTO PARTS • PHILLIPS MANUFACTURING / SHELBY WELDED TUBE