



ERIE COUNTY CHAMBER of COMMERCE

604 W. WASHINGTON STREET, SANDUSKY, OH 44870
(419) 625-6421 ERIECOUNTYCHAMBER.COM



MESSAGE FROM THE PRESIDENT

Good Morning Chamber Members,

2021 an exciting opportunity for a new start, and to kick it off we are offering a one time chance for the first 20 businesses that join the Erie County Chamber of Commerce this year to receive a special membership rate of \$150.00 for the entire year! You will also receive a \$50.00 gift card to one of our member businesses. Chamber benefits include but are not limited to the following...

- Discounted healthcare benefits through Medical Mutual
- Save on your utility bills through the chamber energy program
- Special member discount on website banner ads
- Opportunity to network with hundreds of other members
- Take part in low-cost educational business seminars and workshops
- Increase your visibility in the community, as a new member of the chamber you will be listed in the membership directory
- Membership brings credibility to your business
- No cost promotion on our social media platform
- And countless other ways to grow your business

Call Pamela today to take advantage of this exciting one time opportunity!
419-625-6421.

Kind Regards,

Pamela Smith-Droll, CEO

Erie County Chamber of Commerce

604 W. Washington Street

Sandusky, Ohio 44870

Office: 419-625-6421

Email: pamelas@eriecountychamber.com

UPCOMING CHAMBER EVENTS:

***Looking for Member Events?
Click here.***



NEW YEAR, NEW FINANCES!

Is your New Year's Resolution to get out of debt? Improving your finances and increasing your savings is a common goal on Jan 1, but it's not always easy, especially this year.

If you are in debt, you're not alone. With COVID-19 causing budgets to be stretched in many households, total American household debt is only rising. According to the [US Federal Reserve's Center for Microeconomic Data](#), "total household debt increased by \$87 billion... in the third quarter of 2020." The relief measures offered by the CARES act and other programs have provided much-needed funds, but many consumers find themselves owing more money. Although getting out of debt, especially credit card debt, may seem daunting, it can start you on the road to financial freedom and wealth creation.

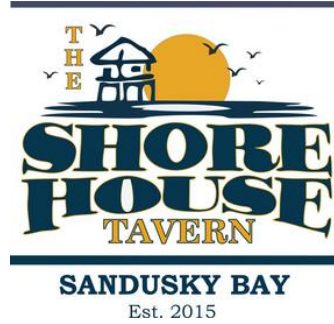
If you want to get your finances in order in 2020 and stick to your New Year's Resolution, follow these tips from your BBB:

- **Take a closer look at your credit cards.** Credit cards are known for their high interest rates, and this can waste a lot of money over time. See if you can use a balance transfer offer to switch to a card with a lower rate. Do your research on [BBB.org](#) first; consumers nationwide filed more than 11,000 complaints against credit services companies in 2020. Make sure to read the terms and contract very carefully – there may be big penalties if you miss a payment. If you have multiple cards, decide which debt-paying strategy is best for you. Some experts recommend paying off cards with the highest interest rates first, but others recommend paying off cards with the smallest balances first – figure out what works best for you. Additionally, try sending in payments throughout the month. Put the \$5 you would have spent on a morning coffee towards your debt instead.
- **Don't waste money on unethical businesses or scams.** When making a purchase or choosing a business, always check with BBB. Making careful decisions now can save you time, money, and headaches later. Research all companies at [BBB.org](#), and check [BBB Scam Tracker](#) regularly to see what scams are happening in your area.
- **Take advantage of free tools.** There are many online tools that can help you manage and reduce your debt. You can use the free and easy-to-use [debt solution tool](#) to find options for managing your debt.
- **Start budgeting.** Creating a written budget and tracking your spending is one of the best ways to save money and stop spending more than you earn! First, figure out how much debt you have; you need an accurate picture before you can figure out your budget. Note the difference between fixed expenses, needs, and wants. If you have debt, include repayment goals in your budget. If you can, try to factor in retirement and emergency savings as well. Save money by giving up your morning coffee and cooking at home instead of getting takeout. Factor in any alternate income that you can think of, like selling unused items or part-time work in the gig economy.

**"OUR GREATEST WEAKNESS LIES IN GIVING UP. THE MOST CERTAIN WAY TO SUCCEED IS ALWAYS TO TRY JUST ONE MORE TIME."
–THOMAS EDISON**

When possible, do business with [BBB Accredited Businesses](#) who follow [BBB's Standards for Trust](#).

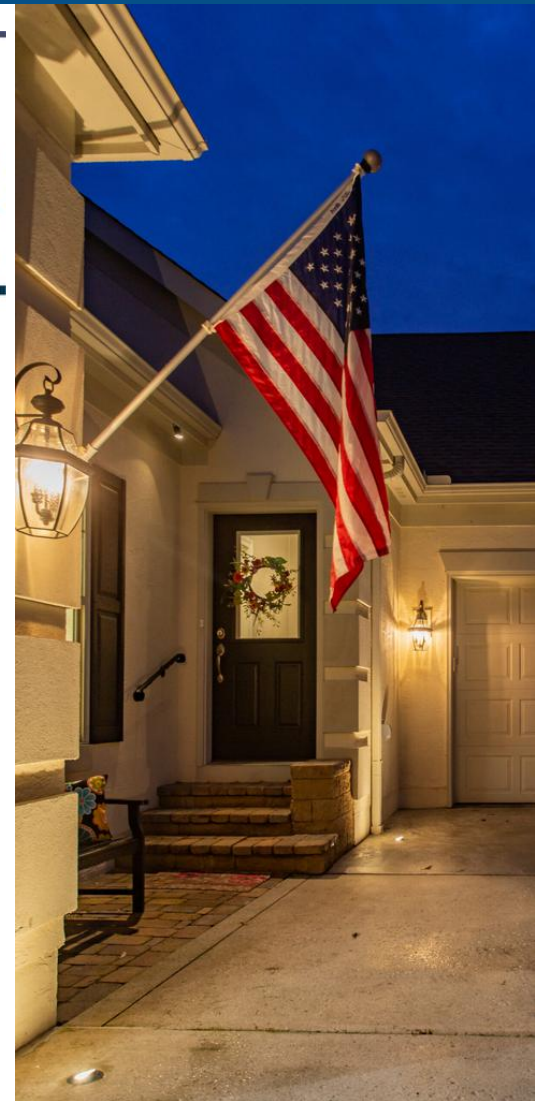
MEMBER HIGHLIGHT:



Welcome to the Shore! Since 2015, Shore House has been attracting locals, bikers, families, islanders and visitors to downtown Sandusky. Looking to watch your team score? We are downtown's best sports connection. And be sure to come hungry –

Shore House is known for its fabulous food. Our menu offers tasty tacos, salads and sandwiches, tempting burgers, and lobster mac & cheese. Chef has innovative weekly specials and we offer an affordable wine list. Don't forget to check out our Ship Yard. Shore house features huge outdoor bar and patio sure to impress. Shore House is the popular place to eat, drink and laugh with friends. We know you'll agree and we promise you will leave happy.

Bring it in with your Shorehouse family with our first features of the year! Roasted pork loin over risotto with sautéed sweet potato broccoli medley. We also have a roasted pork sandwich on on brioche with sauerkraut, provolone cheese and maple bourbon aioli. For those leaning a healthier direction this year there's Caprese avocado toast!



“YOUR ATTITUDE, NOT YOUR APTITUDE, WILL DETERMINE YOUR ALTITUDE.”
 –ZIG ZIGLAR

For more information, contact The Shore House Tavern at:

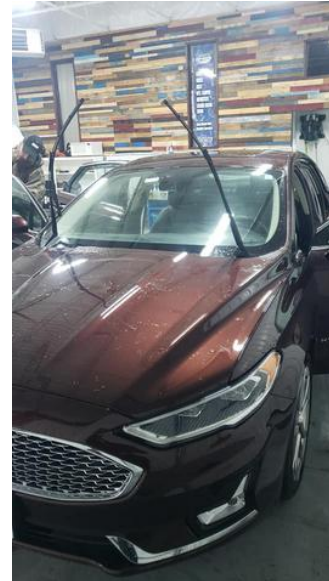
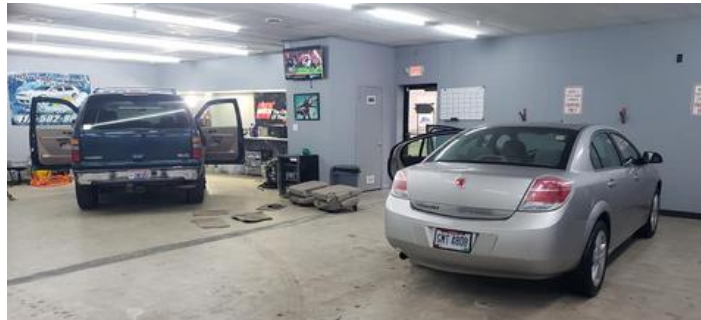
- Online: <http://shorehousetavern.com/>
- In Person: 306 W. Water Street, Sandusky, OH 44870
- [Facebook.com/theshorehousetavern/](https://www.facebook.com/theshorehousetavern/)
- By Email: info@shorehousetavern.com
- Phone: (419) 502-0060

MEMBER HIGHLIGHT:

Welcome to Manny's 100% Hand Car Wash, where its not just a Car Wash, it's an Experience. Here are some pictures of their new location at 1513 Sycamore Line in Sandusky. Call for same day appointments No more wait time ~ call Manny's at 419-502-9097 Don't get caught riding dirty in the new year!



NEW LOCATION: 1513 Sycamore Line in Sandusky



**“MOST GREAT PEOPLE
HAVE ATTAINED THEIR
GREATEST SUCCESS JUST
ONE STEP BEYOND THEIR
GREATEST FAILURE.”
– NAPOLEON HILL**

For more info, contact Manny's 100% Hand Carwash at:

- In-Person: 1513 Sycamore Line Unit #1, Sandusky, OH 44870
- Online: Mannys100handcarwash.com
- Facebook.com/Mannys100HandCarWash
- Phone: (419) 502-9097
- Email: manefresh39@gmail.com

MEMBER HIGHLIGHT:

WE CONSISTENTLY KNOW CLEAN



Enzo's Cleaning Solutions specializes in sales, service, and installation of wash bay equipment, pressure washers, undercarriage washers, detergents and cleaning equipment. Let our team help you find the cleaning equipment, supplies and service you need to **clean more efficiently, effectively and safely** every day.

- **CLEANING EQUIPMENT:** Enzo's offers pressure washers from Hotsy and Mi-T-M and many other cleaning equipment.
- **REPAIR & MAINTENANCE SERVICES:** Not getting the same cleaning power you used to from your machines? Let us help.
- **DETERGENT & DISINFECTANTS:** Cleaning solutions for all applications.

FREE CONSULTATIONS

Let us visit your operation and provide insights and solutions to make your work easier.



For more info, contact Enzo's Cleaning Solutions at:

- In-Person: 2003 Superior Street, Sandusky, OH 44870
- Online: <https://enzoscleaning.com/>
- [Facebook.com/Enzoscleaning](https://www.facebook.com/Enzoscleaning)
- Phone: (419) 502-0007
- Email: info@enzoscleaning.com



"FAILURE IS SIMPLY THE OPPORTUNITY TO BEGIN AGAIN, THIS TIME MORE INTELLIGENTLY... A BUSINESS ABSOLUTELY DEVOTED TO SERVICE WILL HAVE ONLY ONE WORRY ABOUT PROFITS. THEY WILL BE EMBARRASSINGLY LARGE."

- HENRY FORD

MEMBER HIGHLIGHT:



Welcome to Sandusky Yacht Club

For over 125 years now, the Sandusky Yacht Club has provided its members shelter and comfort when Sandusky Bay waters are not as inviting as the warm fireplace near a friendly tap. The floating population is an attractive asset to any waterway, and many cities view with envy Sandusky's beautiful land-locked harbor. Our club is the scene of activity for twelve months out of the year. The resort style facility offers a full staffed clubhouse, 24 hr fitness center, wellness activities, heated pool, and most importantly plenty of opportunities for engagement and socializing.



“YOUR MOST UNHAPPY CUSTOMERS ARE YOUR GREATEST SOURCE OF LEARNING.”

– BILL GATES

For more info, contact the Sandusky Yacht Club at:

- In-Person: 529 E. Water Street, Sandusky, OH 44870
- Online: <http://sanduskyyachtclub.com/>
- [Facebook.com/sanduskyyachtclub/](https://www.facebook.com/sanduskyyachtclub/)
- Phone: (419) 625-6567
- Email: office@syc.club

BUSINESS AFTER HOURS STARTING IN JANUARY 2021

We will officially start our Business After Hours in January 2021.

We will have 12 Business After Hours scheduled once a month on Tuesdays from 5pm-7pm. Any of our Chamber Members can Sponsor. **This will be a First Come basis to lock in your Business After Hours Event.**

You will be able to be creative with a theme that would showcase your business. As a Sponsor for each Business After Hours your Business would provide the food and drinks for the event!

**SCHEDULE YOUR
BUSINESS AFTER HOURS
TODAY!**

**CONTACT PAMELA AT
PAMELAS@ERIECOUNTYCHAMBER.COM
OR CALL HER DIRECTLY
AT (419) 625-6421**



*“CHASE THE VISION, NOT
THE MONEY, THE MONEY
WILL END UP FOLLOWING
YOU.”*

*- TONY HSIEH, CEO
ZAPPOS*

MEMBER UPDATE:

Expanding Our Services to Meet Evolving Needs

Like most of you, Cornerstone has been assessing, adjusting and even reinventing our core offerings to meet evolving needs in 2020.



Dr. Kitty Brandal, Action-Based Leadership Coach, is the President of Corporate Compass Training, LLC. Corporate Compass transforms organizations and individuals with training, coaching, consulting, data, and much more! With a broad portfolio of training topics specifically related to human capital improvement, she is a turn-key solution provider.

The professional development training programs designed and delivered by Corporate Compass Training are built from the foundation of emotional intelligence and through the lens of evidenced based research. The training is relevant, interactive, and fun! Her professional development programs are used in the corporate and government sectors.

Kitty has taught various courses during her career in the U.S. Navy. She has also designed curriculum and interactive workshops for business classes in higher education and the corporate sector. She earned a doctorate degree in Organizational Management and Leadership. Kitty served 15 years in the United States Navy and is an award-winning speaker with Toastmasters International. She also enjoys stand-up comedy and has performed comedy in front of live audiences in Cleveland, Ohio! She likes to incorporate humor into her training programs too!

A few of the workshops offered by Corporate Compass Training:

- Emotional Intelligence: The power of you!
- Conflict Management: Conflict is Inevitable. Combat is Optional.
- Business Etiquette: Putting Common Sense to Work!
- Diversity and Perception Checking
- The Power of Teamwork: Inspired by the U.S. Navy Blue
- Angels Accountability that Works
- Chill Skills: Stress Management for Busy People
- Preventing Sexual Harassment: A Common-Sense Approach
- ...and many others!

New for 2020:

- NeuroLeadership: Your Brain on Leadership
- Purpose-Driven Leadership

Contact information:

- Corporate Compass Training, LLC
- Dr. Kitty Brandal, Action-Based Leadership Coach
- Phone: 419-239-5732 E-mail: president@corporatecompass.biz
- Web: www.corporatecompass.biz
- Facebook: facebook.com/CorporateCompassTraining
- Twitter: @DrKittyB



Shop Small & Support Local



Days of Development

In celebration of a unique year, ECEDC shared 12 of our favorite business development stories of 2020. Read about the growing and emerging businesses in Erie County at www.eriecountyedc.org/post/2020dod.

Happy New Year from the ECEDC team!



419.627.7791 • www.eriecountyedc.org • office@eriecountyedc.org

New Year, New Financial You!

Credit Card Balance Transfer Special

2.49% Introductory APR for the First 18 Months¹, 9.15% – 18.00% APR After Promotion Ends

- No balance transfer fees!
- No cash advance fees!
- Consolidate merchant and major credit card debt!
- Offer ends February 28, 2021!
- Upload your VLFCU Visa[®] credit card to your phone's digital wallet for improved security!²

VLFCU.ORG • 800.691.9299



¹ Membership eligibility is required with a minimum deposit of \$25.00 in a Share/Savings Account. Member must be in good standing with VLFCU. No promotions are eligible with any other offer or discounts. "APR" = Annual Percentage Rate. Promotional rate of 2.49% APR applies for eighteen months after you transfer a balance. Offer valid from December 1, 2020 through February 28, 2021. Balance transfers may not be used to pay down an existing VLFCU Visa. After the promotional period ends, the APR will be (Prime + 5.90% to 17.90% as published in the Wall Street Journal), based upon your credit worthiness. APR may vary but will not exceed 18.00%. Foreign transaction fee up to 1% of each transaction amount applies to purchase made outside of the U.S. Subject to change or cancellation without notice. ² Standard data rates from your mobile service provider may apply.



ERIE COUNTY CHAMBER OF COMMERCE MEMBER BENEFITS



There are dozens of membership benefits for Erie County Chamber of Commerce. Check out the perks by clicking the link below and discover how we can help you and your business grow.

[Click Here To View The Flyer](#)

Want to prompt your business all year long with a block ad?

Contact Pamela at PamelaS@eriecountychamber.com.



2830 Napoleon Road
Fremont, OH 43420

NEWS RELEASE

For immediate release

For additional information, contact: Meredith Troxel, Public Relations & Social Media Specialist
419.559.2206
mtroxel01@terra.edu

Terra State Community College to partner with Clark State Community College to provide contact tracer training

Fremont, Ohio, Dec. 23, 2020 – Terra State Community College has partnered with Clark State Community College to provide contact tracer training to northwest Ohio.

Those in the training will learn proper protocols from the Centers for Disease Control and Prevention (CDC) for contact tracing of the COVID-19 virus. Contact tracing has been a proven strategy over decades to prevent the further spread of diseases.

“Contact tracing training is another example of how Terra State continues to support efforts to stop the spread,” said Bill Taylor, vice president of academic affairs at Terra State, “The contact tracing training is a great example of how micro-credentials bring an opportunity to up-skill, while also meeting the challenge of a national skills gap. Our students can be found in clinical environments and this micro-credential is another example where Terra State is making a difference.”

Clark State already provides online, non-credit contact tracer training and is extending the opportunity to non-credit students at Terra State. The self-paced course will be offered to Terra State students via the Kern Center for Workforce and Community Education, but the course will be administered and taught by Clark State faculty and staff.

“Clark State is extremely proud of being one of the first institutions in the nation to deploy contact tracer training in response to the COVID-19 pandemic, and we are equally proud and excited to now be partnering with our Terra State colleagues to efficiently provide this same training to their service region,” said Lesli Beavers, director of workforce and business solutions at Clark State, “Clark State created this training in direct response to the State of Ohio’s need for quick, professional and trained contact tracers. Partnering with other institutions helps us continue this work to serve students, health departments and businesses throughout the State.”

-more-

Page 2 - Terra State Community College

The training is \$75 per registration for non-credit students at Terra State and is 100% online. The class will take between one and two weeks to complete and the first class starts Jan. 11. For more information or to register, please visit terra.edu/tracing or call the Kern Center at 419.559.2464.

Founded in 1962, Clark State Community College has campuses in Springfield, Beavercreek, Xenia and Bellefontaine, Ohio. Clark State offers the latest degree and certificate options in more than 125 professional fields. The total economic impact of Clark State on Champaign, Clark, Greene and Logan Counties reached approximately \$161 million in 2016. Registration is open year-round, and financial aid is available for those who qualify. The next academic term begins January 19, 2021.

Terra State Community College is a two-year accredited, state-supported, residential college located in Fremont, Ohio. Terra State has a long history of service to the community and providing students with an education that is both accessible and affordable. Terra State offers twenty-two Applied Degrees and Certificates to students.

###



GET THE WORD OUT LOUD AND CLEAR
IN ERIE COUNTY!

Reach over 1,000 chamber members

CHAMBER NEWSLETTER ADVERTISING

HELPING TO PROMOTE YOUR BUSINESS IN YOUR OWN BACK YARD!

The Chamber Newsletter is published bi-weekly and distributed electronically to over 1,000 readers at over 400 businesses. As the organization's primary source of communication, the newsletter updates educational and networking opportunities and other upcoming events; highlights member news, and offers one of the most popular forms of advertising. The newsletter is available on the Chamber's website and archived issues are always available. [Click here](#) to navigate to our Chamber Newsletter.

PURCHASE (1) BLOCK AD FOR AN ENTIRE YEAR FOR JUST \$1,200

Purchase a 2nd block ad for just **\$800 more (total \$2,000)** to have more space to:

- Include articles in the newsletter
- Showcase your business
- Share photos of your business
- Introduce your employees

The best part of this deal is being able to **change your messaging 6 times during the year!**
The first block ad is 8.5" wide by 2.65" high. The second block ad size varies.

CONTACT PAMELA TO GET STARTED!
PamelaS@ErieCountyChamber.com or call (419) 625-6421



ZONTA
INTERNATIONAL

2021

YOUNG WOMEN IN PUBLIC AFFAIRS AWARD

Recognizing young women for their commitment to volunteerism, volunteer leadership achievements and dedication to empowering women worldwide



1 APPLICATION, 3 OPPORTUNITIES

Club award
\$250.00

32 district awards
\$1,500.00 each

10 international awards
\$5,000.00 each

Applications must be received by the applicant's local Zonta club's deadline.
To download an application, please visit: zonta.org/YWPAAward.

CLUB DEADLINE:

MARCH 1, 2021

SUBMIT APPLICATION TO:

Zonta Club of Greater Sandusky
P.O. Box 1222
Sandusky, OH 44871-1222

The Young Women in Public Affairs Award is a Zonta International program funded by contributions to the Zonta Foundation for Women. Zonta International is a leading global organization of professionals empowering women worldwide through service and advocacy.



Fishing for more business?

TALK TO TISH!

LAMAR

ADVERTISING COMPANY

TKEEGAN@LAMAR.COM | (419) 545-3418



It's In The Receipts



Social Media for the Solopreneur

Why do you need social media for your business?

Social media is an inexpensive tool that allows you to reach a global audience PLUS it's fast and effective! Social media platforms are far-reaching and give your business unlimited potential to attract and secure clients. There are a variety of platforms with something for everyone.

There are several ways that social media benefits your business. The benefits of social media easily fit into 5 general categories:

1. Build your brand
2. Advertise your products and services
3. Communicate and engage with potential customers
4. Grow your business – clients, products and profits
5. Measure and analyze the effects of your social media efforts

Last week, I was privileged to be a panelist on the Social Media and Business Panel Discussion for the 2021 Woman On Fire Conference. It was an honor to discuss various facets of social media platforms and how we use them in our businesses. I shared and I learned great social media tips for success. To top it off, I expanded my network and made great connections with 8 women blazing fires in their own rights.

This was an amazing virtual conference! There were over 75 speakers and we reached more than 100,000 conference attendees globally. If you missed it, you missed an awesome experience.

Just preparing for the conference was inspirational and provided confirmation for ideas and plans I have been dreaming of implementing. I am proud to announce The BAG will be kicking off the Social Media for Solopreneur workshop series beginning February 15, 2021.

Each month, I will highlight a different social media topic or platform. The BAG will discuss the specific benefits of using a social media strategy plan. Each virtual workshop will last approximately 30 minutes. Visit our workshop page at www.GetTheBusinessAssistanceGroup.com/workshops to register.

Choosing the Best Social Media Platforms for You is the first in the workshop series. It will focus on how to select the social media platforms best for maximizing your profits. Existing social platforms are changing, new platforms are emerging and some platforms interface with others in new ways. You do not want to miss this workshop, and did I mention that it is FREE!

Plus, when you register, you get the Social Media Posting Guide as a goody bag for FREE!



ERIE COUNTY CHAMBER of COMMERCE

Office Space Available

604 West Washington Street, Sandusky



**Contact Pamela Smith-Droll,
Chamber President for more
information at (419) 625-6421 or
PAMELAS@ERIECOUNTYCHAMBER.COM**

Dimension Information Listed on Backside



ERIE COUNTY

CHAMBER of COMMERCE

Office Space Available

604 West Washington Street, Sandusky

Second Floor Offices

Office #1 - 10' x 11' (110 ft²)

Office #2 - 16' x 21' (336 ft²)

Office #3 - 15' x 18' (348 ft²)

Office #4 - 11' x 16' (176 ft²)

Second floor also features small board room, lobby space, bathroom, and balcony.

First Floor Offices

Office #5 - 12.5' x 8.5' (106 ft²)

Office #6 - 10' x 10' (100 ft²)

Board Room - 26' x 15' (390 ft²)

The Erie County Chamber of Commerce has created a new opportunity for Small Businesses to have an incubator type of office located inside the Chamber of Commerce Building. An excellent placement for your business.

- One easy monthly rent payment that would include all utilities, phone, internet, use of Board Room for meetings
- Storage available in some of the offices
- Bathrooms located on both floors
- Free parking
- Company signage included on the Erie County Chamber's sign in front of the office
- Reception area to display your business cards or brochures
- Office furniture is negotiable

Join The Chamber!

For the First 20 Small Businesses that join during the 2021 year they will receive a Special Discounted Membership of \$150 for the year only and will be able to receive many Chamber benefits.

- SAVE BIG thru the Member Discount the Chamber Energy Program provides.
- Special Member Discount on Website Banner Ads
- Opportunity to Network with hundreds of other Members
- Take advantage of Educational, Business Seminars and Workshops for a Small Cost
- Opportunity to serve on a Chamber Committee
- The Chamber provides Business Referrals that are key to any of our Small Businesses
- The Chamber has a fantastic Newsletter that is FREE to any of our Chamber Members
- We have Banner Ads that we sell for \$199 for the entire year and can be on the Chambers Website-with this Program a business would be able to have 1200 characters, have photos of your own businesses, videos, and many other items to help promote each one of our members.
- We feature 2 Members on Facebook everyday.
- We also select a different member business that will be featured in the Newsletter with a Headshot, Short Bio and Photos of your workplace so others can have a peek inside your business.
- Chamber Members that continue to be in good standing can request a Framed Membership Certificate that can be displayed in their office or their home.

**Contact Pamela Smith-Droll to become a member!
(419) 625-6421 or email pamelas@eriecountychamber.com**