



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,

New Year, New Beginnings. The Erie County Chamber of Commerce will be hosting for the first time the “2020 Gallery of Achievers Induction Event” virtually. William Lally will be the presenter for the event. The Chamber will also be welcoming Kim Montana as our new Office Manager. Kim comes to us with an impressive background and business experience.

Kind Regards,

Pamela Smith-Droll, CEO

Erie County Chamber of Commerce

604 W. Washington Street

Sandusky, Ohio 44870

Office: 419-625-6421

Email: pamelas@eriecountycommerce.com

UPCOMING CHAMBER EVENTS:

Business After Hours at Son Rise Marina

When: Tues., March 23

Time: 5:00pm - 7:00pm

Where: Son Rise Marina
1535 1st Street, Sandusky, OH

[Click here to learn more](#)

First-Time Supervisor: Preparing for High-Performance Leadership

When: Wed., March 31

Time: 9:00am - 12:00pm

Where: Erie County Chamber of Commerce

[Click here to learn more](#)

SAVE THE DATE!

2021 GOLF CLASSIC

When: Mon., August 16

Time: To be determined

Where: Plum Brook Country Club
3712 Galloway Rd., Sandusky, OH

[Click here to learn more](#)

Business After Hours at Mad River Harley Davidson

When: Tues., Sept. 14

Time: 5:00pm - 7:00pm

Where: Mad River Harley Davidson
5316 Milan Road, Sandusky, OH

[Click here to learn more](#)



THE TOP 5 CYBERSECURITY PRACTICES EVERY SMALL BUSINESS NEEDS TO DO NOW

The pandemic has forced many people to conduct business from home. Unfortunately, this shift to remote work has also opened up opportunities for hackers. Cyberattacks have grown over 400% since the pandemic started, and many of these hacks target small businesses. Small businesses are often targeted because many don't have a fully-fledged IT department to protect themselves.

Unfortunately, the potential consequences of a breach on a small business are enormous. Approximately 60% of small businesses shut down just six months after a cyber security breach, because the time and resources required to recover from a cyberattack can be substantial. In short, a cyberattack can result in legal fees, lost capital, or even the loss of trust from a customer base. This is why it is essential for small businesses to take steps to protect themselves.

Here are the top five cybersecurity practices every small business needs to do now:

1. Understand your current cybersecurity status

You might be under the impression that you have relatively good cybersecurity, but how can you be sure? It's crucial to audit your cybersecurity status on an annual basis. Your small business likely goes through many changes throughout the year, including the adoption of new tools, new employees, and more. Each change can potentially weaken your cybersecurity. That's why we encourage you to do (at least) an annual cybersecurity audit.

If no one in your business can complete this audit, hire external companies for this evaluation. However, note that having no one who can conduct a cybersecurity audit internally is likely a bad sign. Consider putting someone in charge of cybersecurity and offering to pay for their training. This is an investment in the long-term that can save your business from attack.

2. Train your employees

With the world shifting towards remote work, it's essential to acknowledge how much time your employees work on personal devices or in external locations. As a small business, you may not be able to implement certain cybersecurity practices, such as establishing a VPN network or issuing portable work devices to all employees. Still, your employees are your first line of defense in protecting your company information.

Hackers understand that untrained employees are often the easiest way to get into a system.

*** CONTINUED ON NEXT PAGE ***

**“SUCCESS IS NOT FINAL;
FAILURE IS NOT FATAL: IT
IS THE COURAGE TO
CONTINUE THAT COUNTS.”
– WINSTON CHURCHILL**

Popular types of cybersecurity scams against employees include:

- **Impersonating an employee** within the organization — usually by finding out their name on social platforms or the company website
- **Baiting** with information that seems internal, that the hacker has actually found online
- **Hiding malware downloads** in email unsubscribe buttons
- **Phishing** emails
- **Using keyboard capturing techniques** to gather passwords
- **Internal threats** from current or former employees

Approach training your employees on cybersecurity in a smart way. If you simply send your employees an article describing the importance of cybersecurity, you may not get their full attention. Don't just force tutorials or conduct training sessions onto employees without explanation.

Instead, make them understand the potential impact of these attacks and how vital their scrutiny is. Giving your staff background on the dangers present will help them understand why they should care about cybersecurity.

3. Back up important information

It can be devastating to a business to lose critical financial records, customer data, planning documentation, or proprietary information. Some cyberattacks not only steal data, but also wipe and shut down systems too. This is a situation that is almost impossible to recover from.

To avoid this, you must back up all information frequently. If possible, use an automated system that automatically backs up data into a cloud. If this option isn't doable, ensure you go through a data back up at least twice a week.

4. Update systems

A system upgrade can feel annoying when you're in a productive mood — it requires you to stop what you're doing and allow the system to update. However, you must understand why system upgrades are essential and should be done immediately.

Operating systems have built-in functions to help reduce the threat of a cyberattack. However, as the world of cyber threats is continuously changing, operating system manufacturers release upgrades to keep up with the changing landscape. These upgrades are for the protection of your system and any time you delay an upgrade, you increase your risk.

5. Password authentication

Two-factor authentication requires that users verify their identity with a secondary device in a short time frame. The process essentially works as an additional barrier to entry. Someone finding out your password may be likely; someone finding out your password while also having your mobile phone is much less likely.

The risks that come with poor cybersecurity are too high. By implementing these five cybersecurity practices, you help to protect your business and its future. You can choose to ignore your cybersecurity, but that doesn't mean that hackers will ignore you.



***“PLAY BY THE RULES, BUT
BE FEROCIOUS.”***
— PHIL KNIGHT

MEMBER HIGHLIGHT:



Once Upon A Child® buys and sells gently used kids' clothing, shoes, toys, and baby gear. We pay you cash on the spot and provide a convenient way to recycle the items your children have outgrown, giving those items a second life. Every day you'll find an ever-changing selection of top name brands at up to 70% off regular retail prices. Get paid and save for being eco-friendly!



***"EVERY PROBLEM IS A GIFT—WITHOUT PROBLEMS WE WOULD NOT GROW."
— ANTHONY ROBBINS***



For more info, contact Once Upon A Time at:

- In-Person: 4315 Milan Road, Sandusky, OH 44870
- Online: www.onceuponachild.com/locations/sandusky-oh
- [Facebook.com/Ouacsandusky/](https://www.facebook.com/Ouacsandusky/)
- Phone: (419) 502-3232
- Email: ouacsandusky@gmail.com

MEMBER HIGHLIGHT:



Being family owned and operated makes a difference, and at Toft Funeral Home you experience the best of a one-on-one relationship with a licensed and caring funeral director.

It is the mission of Toft Funeral Home & Crematory to facilitate meaningful ways for families to grieve their loss and celebrate the memories of their loved ones. We will do this by providing information, options, and guidance with the highest level of competence, courtesy, and compassion. In doing so we will care for each family with the same respect and dignity we would have afforded our own family in time of need.



*“AND THE DAY CAME
WHEN THE RISK TO
REMAIN TIGHT IN A BUD
WAS MORE PAINFUL THAN
THE RISK IT TOOK TO
BLOSSOM.”
– ANAÏS NINZIGLAR*

For more information, contact Toft Funeral Home & Crematory at:

In Person: 2001 Columbus Ave., Sandusky, OH 44870

- Online: www.toftfuneralhome.com
- [Facebook.com/ToftFuneralHome/](https://www.facebook.com/ToftFuneralHome/)
- By Email: office@toftfuneralhome.com
- Phone: (419) 625-8816

MEMBER HIGHLIGHT:

The big red barn along the Ohio Turnpike in Erie County, Ohio is more than an iconic landmark. It's the home of Bettcher Industries, a distinguished member of the Northeast Ohio manufacturing community for over 75 years and an international company doing business in more than 70 countries the world over.

During World War II, meat plants found it impossible to purchase new equipment. Founded in 1944, with just \$800 in capital, Louis Bettcher's machine shop in Cleveland's meatpacking district was close by and ready to help.

What makes a company most successful is the quality of its workforce. In 2014, Bettcher became an ESOP company, and in 2017 MPE Partners made a substantial investment in our business. Our 300 employee-owners are fully committed to serving the Bettcher customer base. After all, each customer's success is our success.



"I OWE MY SUCCESS TO HAVING LISTENED RESPECTFULLY TO THE VERY BEST ADVICE, AND THEN GOING AWAY AND DOING THE EXACT OPPOSITE."

– G.K. CHESTERTON



For more info, contact the Bettcher Industries, Inc. at:

- In-Person: 6801 State Route 60, Wakeman, OH 44889
- Online: www.bettcher.com
- Facebook.com/bettcher.industries/
- Phone: (440) 965-4422
- Email: info@bettcher.com

MEMBER HIGHLIGHT:



FROM FAMILY-OWNED RESTAURANT TO FAN FAVORITE FAR AND WIDE

In 1984, Craig and Lea Culver, along with Craig's parents George and Ruth, opened the very first Culver's in the family's beloved hometown of Sauk City, Wisconsin, and began serving ButterBurgers® and Frozen Custard.

Craveable as our signature combination is, the Culver family knew right away that although the business is centered around the food, it is really about the people. While folks can vividly recall the first time they bit into a ButterBurger or tasted a scoop of rich, creamy Fresh Frozen Custard, it's our way of welcoming guests that truly makes Culver's delicious.



"I DON'T KNOW THE WORD 'QUIT.' EITHER I NEVER DID, OR I HAVE ABOLISHED IT."

- SUSAN BUTCHER

For more info, contact Culver's at:

- In-Person: 4637 Milan Road, Sandusky, OH 44870
- Online: www.culvers.com/restaurants/sandusky-oh-milan-rd
- [Facebook.com/culvers](https://www.facebook.com/culvers)
- Phone: (419) 502-2600

ANNOUNCING THE 2020 GALLERY OF ACHIEVERS INDUCTEES

BRIAN J. BIXLER
DARYL L. DEERING

THOMAS I. FRESCH
CHARLES R. WAGNER

Every May since 2001 the Chamber of Commerce has paused to recognize and honor some of Erie County's most extraordinary sons and daughters. Individuals who have left their mark on the world. During those two decades one-hundred and thirty-one (131) persons from all walks of life – business executives, attorneys, artists, physicians, scientists, community volunteers, educators, journalists, athletes, engineers, government leaders, researchers, entertainers, philanthropists, military personnel and others – have been honored. Each one having a unique story as well as a corresponding set of accomplishments.

Because of COVID-19 the Chamber was unable to host its induction ceremony in May 2020 for its four newest members – **Brian J. Bixler, Daryl L. Deering, Thomas I. Fresch and Charles R. Wagner.**

But with the help of Buckeye Broadband and North Point Educational Service Center, the Chamber was able to arrange a virtual ceremony. You can watch it by 'clicking' on the link below. It is worth viewing as the recipients are remarkable individuals with amazing 'life-stories' that serve as an example for all.



If you are unaware of this Chamber program, let me give you some background. The program is called the Gallery of Achievers and it was started in 2001. Its purpose is: to honor the contributions Erie Countians have made to society; to provide positive role models for current and future generations; and to promote our region by showcasing the contributions recipients have made to our area, region, state, nation and the world. It has become a popular Chamber program annually attracting approximately one-hundred and fifty (150) guests who attend to applaud the recipients' 'life's work' and take pride in his/her accomplishments.

It is a selective group, but if you know someone who might be deserving of this honor please take some time to secure a nomination form, complete the requested information and then return it to the Chamber's Office.

Shop Small & Support Local



FREE Disposable Face Masks

ECEDC has partnered with the **Erie County Health Department** to distribute disposable face masks to local businesses, free of charge. If you're interested in acquiring masks for your business, contact office@eriecountyedc.org. Please provide your business name, number of boxes requested (50 masks/box), and date/time you are able to pick up. ECEDC is located at 247 Columbus Avenue. Office hours are Monday – Friday 8AM-4PM.

[REQUEST MASKS](#)

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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.

Contact:

Samantha Traylor, Marketing Director
 Sandusky Mall
 4314 Milan Road
 Sandusky, OH 44870
 (419) 626-8575, Ext. 102



Press Release

A fun, fashionable and fabulous new chapter at Sandusky Mall

Sandusky, Ohio, January 27, 2021: The evolution continues at Sandusky Mall. A huge, ongoing renovation has made way for new offerings and new spaces for popular brands, some of them entering the local marketplace for the first time. Coming in 2021:

- **TJMaxx** will be moving from its current location to a nearly 26,000 square foot space next to Cheers. It will occupy a position in a former department store space that has been completely redeveloped.
- Nearby, **Five Below** will debut in a 10,276 square foot location.
- On the other side of Cheers and the food court entrance, get ready to welcome **Another Broken Egg**, an exciting new 5,100 square foot restaurant.

Sandusky-area shoppers are well-acquainted with TJMaxx, a retailer that combines, fashion, brand names and value. High-quality fashions arrive at the store several times a week, with each delivery containing thousands of items. The rapidly changing assortments create that “treasure hunt” shopping experience that customers love.

Five Below is one of the fastest growing value retailers on the planet, offering high-quality products loved by tweens, teens and more, with most items priced at five dollars or less. Its merchandise falls into eight distinct Five Below categories: Tech, Create, Play, Candy, Room, Style, Party, New & Now. Founded in 2002 and headquartered in Philadelphia, Pennsylvania, Five Below has 1000 stores in 38 states.

Another Broken Egg Cafe isn't your typical breakfast, brunch and lunch place. Its menu is second-to-none, loaded with fresh ingredients and creative recipes across a wide variety of breakfast classics, memorable brunch dishes and lunchtime favorites. It is designed to feel like a casual getaway, not just a restaurant. The original Broken Egg Cafe opened in Mandeville, Louisiana in 1996. Because it was wildly popular, it has grown to a chain of more than 100 “Another” Broken Egg Cafes.

At the same time, an exciting national retail entity is currently interested in occupying a 26,611 square foot space between Five Below and TJMaxx. Discussions are ongoing and it is hoped that a deal will be finalized in the coming months.

These new stores and relocations are part of other recent changes at the mall. A new 50,000 square foot **Hobby Lobby** opened in the spring and, in October, **Shoe Dept. Encore** opened the doors on a new 13,500 square foot location on Center Court.

Sandusky Mall has been undergoing a dramatic transformation, one that will continue in coming months. Already, sections of the mall structure have been removed to create new green space and easier customer access. In addition to the offerings described above, a new residential component is being developed on a portion of the mall complex. Additional retail spaces are also being prepared for future tenants.

The Sandusky Mall Complex, located at 4314 Milan Road (U.S. Route 250), near Sandusky, Ohio, has been serving the people of the “North Coast” since 1976. It currently comprises more than one million square feet of retail space. It is the premier shopping destination for the community, with great names like JCPenney, Dick’s Sporting Goods, American Eagle Outfitters, Best Buy, Herman’s Furniture & Design, Ulta Beauty and nearly 50 additional retailers, restaurants and other businesses. The state-of-the-art Cinemark Theater offers the finest cinema experience in the area. Sandusky Mall Complex is owned and managed as part of the Cafaro family of companies, based in Niles, Ohio. One of the nation’s largest privately held shopping center developers, the Cafaro organization has developed more than 30 million square feet of commercial real estate in 14 states.

For more information visit www.cafarocompany.com and www.sandusky-mall.com.

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Contact:

Karen Boedeker
The Mosser Group
(419) 866-6957
kboedeker@mossergrp.com



Press Release

The Mosser Group Names New President of Telamon Construction, Inc.

Sandusky, Ohio, January 26, 2021: Steve Durbin has been named President of Telamon Construction, Inc. as recently announced by Brian R. Geffe, P.E., President/CEO of The Mosser Group.

Mr. Durbin most recently held the position of Project Manager with Mosser Construction, a subsidiary of The Mosser Group. He earned his degree in Mechanical Engineering from Terra Technical College and brings over 22 years of industry experience including negotiated private work and design/build.

Specializing in commercial, industrial, medical, and institutional construction, Telamon Construction is located in Sandusky, Ohio, and has been providing clients superior quality construction on a merit shop basis since 1989.

The Mosser Group is the parent company of Telamon Construction, Inc. and other affiliated companies, providing premier construction services with integrity to Northwest Ohio.

#



Pictured: Steve Durbin



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 continues COVID-19 protocols through 2021, includes testing employees and students before returning to campus

Fremont, Ohio, Jan. 15, 2020 – Terra State Community College is continuing its efforts to keep students and employees safe throughout the spring semester, including testing employees and students before returning and a new testing partnership with ProMedica.

The College will be expanding its COVID-19 testing partnerships to include a new one with ProMedica, to provide testing to employees and students during evening hours. The current partnership with The Bellevue Hospital to provide on-campus testing during the day will continue.

“We are excited to add another COVID-19 testing partnership with ProMedica,” said Dr. Ron Schumacher, president of Terra State, “This partnership provides us with an opportunity to be more accessible to those who are not available during the current testing hours. Our priority has always been the safety of our students and employees and we are glad to offer more opportunities for testing.”

Currently, COVID-19 testing is offered on Tuesdays and Thursdays from 9 – 11 a.m. Starting Jan. 19, testing will also be available Tuesdays and Thursdays from 3 – 5 p.m.

Symptomatic or exposed students and employees looking to be tested are asked to email covid19testing@terra.edu first to make an appointment. Students, employees and visitors are also asked to email COVID@terra.edu if they are symptomatic or have tested positive.

Terra State has also provided return to campus COVID-19 testing for all employees and students. Testing was not mandatory, but highly encouraged to pinpoint asymptomatic individuals before they return to in-person learning. Employees and students had the option to either receive a test on campus, test somewhere off campus and provide the results or self-quarantine for 14 days before coming back to campus. Staff and faculty had a 100% participation rate on their decision to either test on campus or self-quarantine.

-more-

Page 2 - Terra State Community College

485 tests were performed from Jan. 4 through Jan. 14, with 5 positive tests. Of those five positives, two were staff members, one was a faculty member, one was a student and one was a visitor. 104 students/on-campus faculty and staff moved back into The Landings and all tested negative.

With the help of medical assisting program coordinator Terrie Hopkins, medical assisting students were performing the testing and analysis. Alexis Wise, medical assisting student, is excited to have the opportunity to gain hands-on experience.

“Performing COVID-19 testing will prepare me as a future medical assistant by allowing me to get the experience of hands-on patient care rather than role playing with a mannequin, taking proper steps to provide CLIA waived tests, and communicating directly with patients and adapting to the situation of the patient,” said Wise.

Testing employees and students helps to protect everyone from spreading the virus and allows the College to take action in the community to raise awareness of how this virus is affecting everyone.

“Testing allows staff and students to stay safe and healthy to allow for a safe and effective learning environment,” said Wise.

Lab-based courses will be able to return in-person learning on Jan. 19, with the rest of classes returning on Jan. 25. Course plans are contingent on local positive case numbers and guidance from state and local officials.

The College recently completed the installation of Plasma Air Indoor Air Quality (IAQ) solutions, through GARDINER, in the Student Activities Center (SAC). Terra State is the first higher education institutions to utilize this system in northwest Ohio. Plasma Air units upgrade the current air handling systems to provide increased air quality and delivery. Research of Plasma Air units indicates a 99% air and 80% surface disinfection rate within 10 minutes.

Terra State will continue to implement the previous safety procedures that were in place in the fall including check-in and checkout stations, temperature checks, sanitization stations, limited capacity in classrooms and labs, utilizing ozone ionization machines and UV wands.

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.

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For more information, contact:

Chris Lewis, Sports Tourism Manager
 chris@shoresandislands.com, 419.624.6909
 Jill Bauer, Public Relations Manager
 jill@shoresandislands.com, 419.625.9495

FOR IMMEDIATE RELEASE

AMERICA'S SPORTS AND FAMILY FUN CAPITAL HONORED WITH AWARDS Cedar Point Sports Center, Lake Erie Shores & Islands, and Fabens Park Honored in Annual Poll

LAKE ERIE SHORES & ISLANDS, OHIO, January 26, 2021 – And the winner is... sports participants and their fans who book and plan their sporting events in the Lake Erie Shores & Islands region – America's Sports and Family Fun Capital®!

SportsEvents Media Group, the leading industry publication focused exclusively on helping sports event planners produce excellent competitions in the United States, has announced that each of the following have won awards in the 2021 Readers' Choice Awards:

- Cedar Point Sports Center **1st place** in All-Star Indoor Sports Venue
- Lake Erie Shores & Islands **2nd place** in All-Star Destination Partners
- Fabens Park **3rd place** in All-Star Outdoor Sports Venues

The top three award winners from sports event planners, destinations, events and sports venues for youth and amateur sports will be honored in the February 2021 issue of *SportsEvents* magazine.

- "Receiving these awards just proves what a great place the Shores & Islands region is to host sports events," stated Chris Lewis, Sports Tourism Manager for Lake Erie Shores & Islands. "They validate all the hard work that our communities and venues have done in hosting a wide variety of sporting events and will continue to elevate Lake Erie Shores & Islands as a year-round sports destination."

Sports event professionals were asked to nominate destinations and sports venues that they believe display exemplary creativity and professionalism toward the youth and amateur sports groups they host. Almost 4,000 votes were cast to name the winners in each category, including an emerging industry leader and all-star virtual and live events.

- "It is an honor to be recognized for the Readers' Choice Award," said Doug Steinwart, Operations Manager for the City of Huron Parks & Recreation Department. "Fabens Park is an exceptional public sports facility, thanks to our community, the City of Huron, and Huron Township, for their long-term commitment to improving the park. We are excited to continue to welcome youth sports teams in the upcoming seasons."

While many know the Shores & Islands region for its wide array of summer attractions, like Cedar Point and the Lake Erie Islands, the region is also gaining popularity as a year-round destination, thanks in part to world-class venues such as Cedar Point Sports Center.

- “As part of America’s Sports and Family Fun Capital, we are truly honored to receive this award; validating the tireless effort put forth by community leaders to create an award-winning, sports destination,” said Wes Hall, General Manager of the Cedar Point Sports Center. “The Cedar Point Sports Center provides an opportunity for athletes and guests to experience an unbeatable combination of state-of-the-art sports venue and a thrilling destination 12 months out of the year.”

Sports Force Parks also received honorable mention in the categories of All-Star Outdoor Sports Venue and All-Star Multipurpose Sports Venue. The City of Sandusky was one of the final nominees for All-Star Outdoor Sports Venue for their use of Lake Erie in hosting major fishing tournaments. Put-in-Bay’s 6v6 Soccer Cup hosted on McCann Fields was one of the final nominees in the category of Live Sports Event to Watch in 2021.

For more information about booking your next sports event in the Shores & Islands region, please visit SHORESandISLAND.com/groups/sports.

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Contact Chris Lewis at chris@shoresandislands.com for accompanying images



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BIG THANKS TO OUR INCREDIBLE FHS TEAM!

2020 has without a doubt been a challenging year for all of us. Together, we have accomplished so much for our patients and the communities we serve. We are so grateful for the continued support from our board members, our strong partnerships with Firelands Regional Medical Center and Fisher Titus Medical Center, the community, each other, and of course our families. The new year will likely present more challenges, as well as opportunities, and I am confident, our team will continue to offer quality care to those with limited resources. I am so very proud of the Family Health Services team for your hard work, dedication and perseverance. As always, be safe, unafraid and positive, as we embark on another great year!

- David Tatro, CEO/CFO, Family Health Services

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Our Vision

We continually strive to improve the health of our community by providing a healthcare home that addresses the physical, mental, spiritual, and social well-being of the patients, with a special emphasis for people living on limited resources.

Patient Resources

FHS accepts Medicare, Medicaid, and all insurances. We also offer services based on a sliding fee scale for those who qualify. For more information, contact our Outreach Coordinator today!

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Virtual Wine Tasting with John T. Hoty

Saturday, February 13th, 2021
6:30 pm - 8:30pm



Each \$75 wine package includes a bottle of Notte Rosa, Revelry Red & Lambert Chocolatier Port plus tasting notes, the Zoom link & a charcuterie plate.

To RVSP by February 12th at 4pm, please call our store at 419-502-4000

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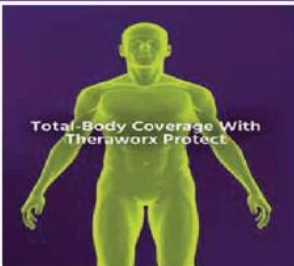
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- ▶ Athlete's Foot
- ▶ Enterococcus
- ▶ Salmonella
- ▶ Tuberculosis
- ▶ Norovirus
- ▶ E Coli
- ▶ Penicillium
- ▶ Botrytis
- ▶ HIV-1
- ▶ Hepatitis A
- ▶ Herpes Simplex 2
- ▶ Rhinovirus
- ▶ Measles
- ▶ Adenovirus
- ▶ & MORE!



What is Theraworx:

Theraworx® Protect is a topical immune health system that nourishes the skin, super normalizing the microbiome resulting in maximum protection benefit. Theraworx Protect has been used in hospital ICUs for millions of patients since 2007. Trusted by the world's most renowned children's hospitals for immune compromised patients it is now available to the general public.

Theraworx Protect is a topical immune health system that harnesses the power of the end-user's skin defense system, giving a 6-hour protective barrier on the skin. With this defense system in place, pathogens unknowingly touched will be killed in seconds, before additional contamination can occur.



The Theraworx Protect Advantage:

- Low pH formulation. Total body safe. No rinse. No risky residue.
- Safe for multiple skin types plus the stratum corneum, mucosa, face, and perineum.
- No need for other surfactant based products or saline barrier creams.

T-Zone Protocol With Foam or Spray



• Can be used on "T-Zone" the part of your face that is made up of the forehead, nose, chin, and area circling the mouth

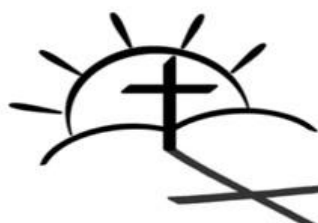


CAREER FAIR

03.30.21

11:00 a.m. - 1:00 p.m.

To register yourself or business
for the event, visit us at
Terra.edu/CareerFair



A New Day Rental, LLC

Rentals for your special occasion... direct to your door!

www.ANewDayRental.com

419-202-3900

What do you need for your special occasion?

Tables

8' Banquet Table - seats 8

6' Banquet Table - seats 6

6' Round Table - seats 10

5' Round Table - seats 8

4' Round Table - seats 6

3' Round Table - seats 4

Conference Table

High Top Bistro Table

Heart Shape Table *NEW ITEM*

Wedding

Roman-style Arch (white or granite)

Trellis Wedding Arch

42" Columns (white)

Punch Fountain (5 gallon)

Grills & Rotisseries

Big John Charcoal Grill (2' x 5')

Rotisserie (85# maximum)

Chairs

Wood Chair (great for outside events)

Brown or White Molded Plastic Chair

White Wood Chair *NEW ITEM*

Canopies

15' x 15' (blue or red or green/white)

20' x 20' (yellow/white)

20' x 30' (blue/white)

Audio-Visual Equipment

LCD Projector

70" x 70" Screen

Tabletop Podium/Microphone

Large Sound System

Concession Equipment

Hot Dog Roller (cooks 45 at once!)

Popcorn Machine

NOW HIRING

Join our team today!

HIRING POSITIONS FOR:

Housekeeping

Room attendant, Housekeeping Person, Laundry & Common Area Associates

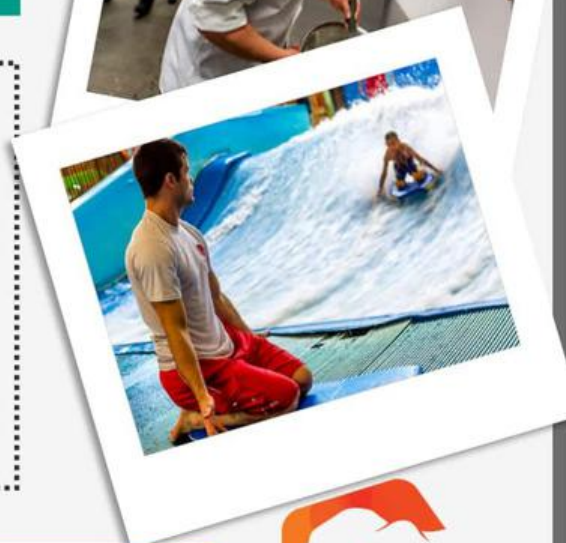
Culinary

Prep-Cooks & Line Cooks

Waterpark

Shallow, Aquatic, & Deep Lifeguards

- Flexible Schedule
- Competitive Pay
- Great Benefits
- Fun Work Environment
- Sign-on & Referral Bonus
- Must be 16 years of age to apply



Sign-on Bonus for Housekeeping

Receive \$50 on first check and \$150 after 90 days of employment.

Sign-on Bonus for Culinary & Waterpark

Receive \$150 on first check and \$150 after 90 days of employment.

Already employed at Kalahari? Refer a friend and earn the same incentive.
Ends March 1st, 2021.



Apply online at KALAHARICAREERS.COM



10 SOLID REASONS TO BELONG TO AAA



1 AAA offers **three levels of membership to best meet the real needs of its members. Providing roadside assistance in ANY car**, whether you are driving or riding as a passenger in someone else's car.

2 AAA roadside assistance is focused on an **On-the-Go strategy**. AAA technicians are trained extensively in roadside problem-solving techniques, helping you get back on the road without a tow nearly 60% of the time.

3 **AAA Insurance** discounts are provided exclusively to members on auto and homeowner's coverage.

4 AAA members can receive **special savings and benefits on cruises, tours and vacation packages** when booking with preferred partners; including discounted rates, value-added amenities, on-board credits and more. Members also benefit from the use of a travel agent in one of the **largest leisure travel agencies in the world**.

5 AAA's roadside assistance capabilities are **world-class**. The AAA network includes more than 63,000 service vehicles and **handles over 8 million battery calls from members per year**.

6 AAA's **Discounts & Rewards®** program is one of the largest member discount programs in the world. Members save every year on hotel stays, car rentals, consumer electronics, cell phone service, travel products, clothing, entertainment and car repairs at **AAA Approved Auto Repair facilities** and at **AAA-owned Car Care Plus centers**. The average annual savings among AAA members who used AAA discounts is \$150, paying for the cost of a membership.

7 A AAA Membership now includes **Bicycle Breakdown Service** at no additional cost. AAA's goal is to transport the Member and their disabled bike to a desired destination.

8 AAA Members benefit from the **organization's efforts** to monitor gas prices, travel conditions, traffic laws and emerging local and national legislation.

9 Through the **AAA Foundation for Traffic Safety**, AAA invests in important traffic safety research with the goal of reducing fatalities and injuries related to motor vehicle crashes. For over 100 years, the **AAA School Safety Patrol** program has reduced the number of pedestrian injuries and fatalities in and around school zones.

10 Current members can add additional household members for as little as **\$39 a year**. Giving everyone in your home the peace and security AAA has to offer.



New Year, New You!

Become a Red Cross Volunteer Today!

Make this year count! Resolve to volunteer with the American Red Cross and make a difference in 2021. Communities across the country count on the American Red Cross for help every day – and supporting those communities is at the heart of what we will do in 2021 and beyond.



Volunteers Urgently Needed for the Following Positions in Your Community:

Blood Donor Ambassador (age 16+)

Help Save lives in your community by supporting blood collection at a local blood drive.

Commitment: 1 shift (4-6 hour shifts) per month

Blood Transportation Specialist

Deliver life-saving blood products from collection sites to processing lab and/or to hospital.

Commitment: 2 shifts (4-6 hour shifts) per month

Disaster Action Team Member (Virtual)

Assist individuals and families who have been impacted by a home fire or other local disaster.

Commitment: monthly oncall shift

SAF Hero Care Regional Caseworker

Ensure military families' needs are met when faced with an emergency.

Commitment: 2-4 hours per week

To learn more, visit redcross.org/volunteer or contact:

Melanie Collins

melanie.collins4@redcross.org or 330-204-6615

NO ONE DOES VALENTINE'S DAY BETTER. SWEET DEAL



SPEND **\$75** GET \$15

OR

SPEND **\$100** GET \$15 +EXTRA SURPRISE

LOVE IS IN THE AIR!
FREE GIFT WITH PURCHASE
 Present \$75 or more in same-day receipts dated February 1-14, 2021 from Sandusky Mall businesses at the Mall Office and receive a FREE \$15 mall gift card! Spend \$100 and receive the \$15 mall gift card as well as an extra surprise. (Valued up to \$30) While supplies last. Additional terms apply.

Limit one gift per customer per day. Customer must present physical receipts showing \$75 or \$100, depending on the gift desired, in same day purchases made at Sandusky Mall Complex businesses (Purchases of alcohol, alcoholic beverages, or prescription drugs do not qualify). Customer must present the receipts to the Mall Office for the gift on the same day they are generated. Customer must complete a Gift With Purchase Application form in its entirety. The gift is not for resale. Gifts are provided while supplies last. The Mall may provide a gift of equal value in lieu of or as a substitute for the gift advertised. Must be 13 years or older to receive the free gift. See the Mall Office or call 419-626-8575 for complete details.



Sandusky-Mall.com • MallGiftCards.net



10am to 9pm, Mon.-Sat. • 11am to 6pm, Sun. • 4314 Milan Road, Sandusky, OH 44870 • 419.626.8575

SEE AND BE SEEN ON US 250

LET US HELP YOU FIND THE PERFECT SPACE!

Location	Size	Sale or Lease
Pointe Plaza	1,200 sq. ft.	Space for lease
3502 Milan	1 acre	Commercial site for sale
Enterprise Plaza	1,500 sq. ft.	Space for lease
Market Square	1,200 to 5,400 sq. ft.	Space for lease
Outback Plaza	1,500 sq. ft.	Space for lease
6402 Milan	5,700 sq. ft.	Building for sale or lease



**Properties shown may be owner/agent listings.*



Hoty Enterprises
419.609.7000 
hoty.com

John M. Hoty
419.656.4689
jm@hoty.com

Kula Lynch
419.609.7000
kula@hoty.com

Mac Lehrer
419.357.4004
mac@hoty.com



- Business Cards • Letterhead/Envelopes
- Menus • Rack Cards Mailers • Brochures • Booklets
- Posters • Banners
- Window Decals • Carbonless Forms • Newsletters



DID YOU KNOW?

VEHICLE GRAPHICS CREATE A MOVING BILLBOARD!

The most cost effective form of advertising for your business. Wraps generate more views than billboards and are less expensive.

From design to install, we can complete your project.

- ✓ Long-term, full color vehicle graphics
- ✓ 5 - 7 years expected durability
- ✓ Reach a wider audience
- ✓ Lowest cost per impression, form of marketing



Vehicle graphics for every budget: full wrap, partial wrap and vinyl lettering

Keep your logo displayed where your target audience is!

The most cost effective way to advertise, especially for fleet vehicles.

419-626-6648

WWW.LORISPRINTING.NET



"New Year, New You" headshot campaign

FEBRUARY 15-25 | \$200

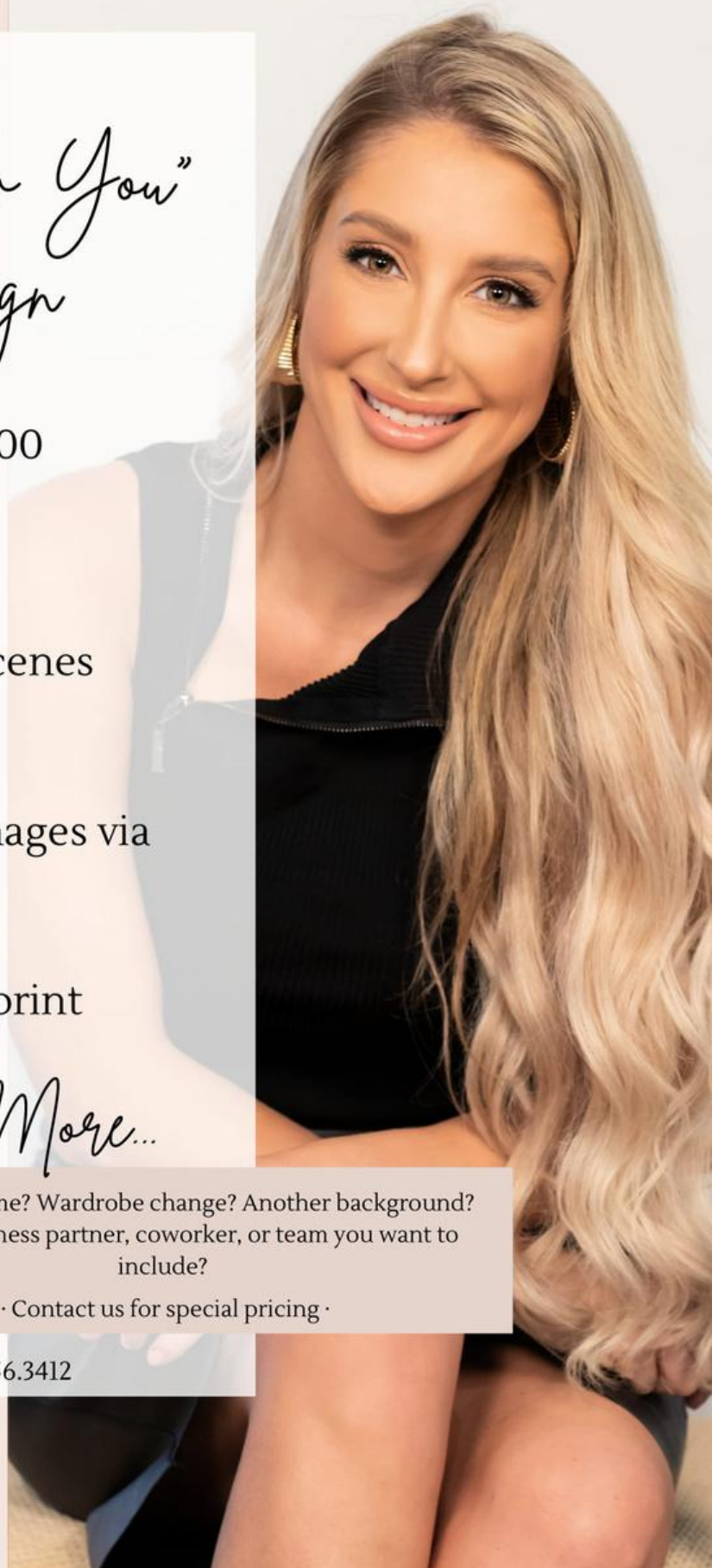
- In-studio headshots
- 20-minute session
- 8 different backdrops/scenes (choose up to 3)
- 1 outfit
- 10-15 high-resolution images via download link
- Ownership of all high-resolution images with print release

Need More...

Additional time? Wardrobe change? Another background?
Have a business partner, coworker, or team you want to include?

· Contact us for special pricing ·

info@1826photographic.com | 419.656.3412





PRESS RELEASE

BAS Broadcasting Inc announces a new exclusive companywide Buy Local campaign!

Since 2004 BAS Broadcasting stations have reminded listeners to Be Smart, Buy Local! January 18th, 2021 BAS Broadcasting stations launched a brand-new companywide Buy Local campaign called Think Big Shop Small, it will help us all! The campaign will air for a full year on all BAS terrestrial and Internet stations.

BAS Broadcasting is locally owned and operates 11 terrestrial radio stations and 8 internet stations, all located in Ohio. Tom “TK” Klein President/CEO/Owner of BAS says, “that when combined, our station’s coverage blankets the area East and West between Toledo and Cleveland, and North and South between Lake Erie and Columbus.” Klein went on to say, “We super serve 17 counties that are home to over 1.5 million residents and annually draw ten to twelve million tourists annually to regional attractions like Cedar Point and Lake Erie. “Klein said “Given the pandemic and the toll it took on local business, we felt it was important to re-launch our efforts to encourage our listeners and our community to buy local.” Klein said, “Each dollar spent at a local business returns an average of 3X’s more money to our own community than spending at a chain or big box store.” Small Businesses are the heartbeat of our local economy.”

BAS Broadcasting operates stations that are deeply entrenched in their communities. Each station features a mass appeal music format, local veteran announcers, and a heavy coverage of local news, sports, and weather.

Sandusky Cluster

WCPZ-FM and Mix1027.com, based in Sandusky and regionally serving AC to Adults 25-54...

WLEC-AM-FM and WLEC.com, based in Sandusky and regionally serving Oldies to Adults 35+...

WMJK-FM and Coastcountry1009.com, based in Clyde and regionally serving Country to Adults 35 to 64...

Fremont Cluster

WPRO-FM and WPROradio.com, based in Fremont and regionally serving AC to Adults 25-64...

WOHF-FM and WOHFradio.com, based in Bellevue and regionally serves Classic Hits to Baby Boomers...

WTTF-AM-FM and WTTF.com, based in Tiffin and regionally serving Oldies to Adults 35+...

Mt Vernon Cluster

WQIO-FM and WQIOradio.com, based in Mt. Vernon and regionally serving AC to Adults 25-64...

WMVO-AM-FM and WMVO.com based in Mt. Vernon and regionally serving Oldies to Adults 35+...

Remember to listen for the jingle! Think Big Shop Small It Will Help Us All!



BWC provides at least two webinars on different safety and health topics each month. Subject matter experts share their knowledge and provide an opportunity for participants to ask questions. These lessons engage students with a variety of interactive methodologies, including whiteboard activities, polling, and chat discussions. To obtain BWC program credit, participants must complete a short knowledge assessment within the BWC Learning Management System after the webinar and earn a passing score. The webinar host will provide further details regarding requirements for those seeking BWC program credit or CEUs during each webinar.

Webinar	Date	Time
Accident Analysis	Feb. 9	11:00 a.m. - 12:00 p.m.
Office Ergonomics Tips for Teleworkers	Feb. 17	1:30 p.m. - 2:30 p.m.

[Click here for
Accident Analysis](#)

[Click here for
Office Ergo](#)

Webinar Recording Replays

If you miss a webinar, just search "replay" in the [BWC Learning Management System](#).

1. Go to www.bwclearningcenter.com.
2. Log in or create a new account.
3. Type "replay" in the "Search Catalog" field and click the magnifying glass to search.
4. Review recordings of past webinars (no credits provided). .12

Virtual Training Classes

As an alternative to in-person classes, which have been canceled due to the pandemic, BWC is providing a limited number of virtual classes to meet more in-depth learning needs. Virtual classes provide the opportunity for participation and interaction consistent with the BWC classroom experience. All BWC program credits associated with a normal classroom experience are available with virtual class completion. System and participation requirements are outlined in more detail in the link for more information below.

Virtual Training Class	Date	Time
Electrical Safety in the Workplace through Insight and Implementation of NFPA70E	Feb. 1-2	9:30 a.m. - 12:45 p.m.
Job Safety Analysis	Feb. 3	1:00 p.m. - 4:30 p.m.
OSHA Recordkeeping Half-Day Workshop	Feb. 10	9:30 a.m. - 1:00 p.m.
Lockout/Tagout and Safety-related Work Practices	Feb. 23	1:00 p.m. - 4:30 p.m.
Hazard Communication Half-Day Workshop	Feb. 25	9:30 a.m. - 1:00 p.m.

[Click here for more
information](#)

Online E-Courses

These on-demand courses cover topics including Bloodborne Pathogens, Developing a Safety Culture, OSHA Recordkeeping 101, and others. Online course times range from 30 minutes to approximately two hours and provide the ultimate in convenience for learning at your pace and at your desired time.

[Click here for more
information](#)

PLEASE JOIN US FOR

Business AFTER HOURS



MARCH 23RD 5-7PM

SON RISE MARINA

1535 1ST STREET, SANDUSKY, OH 44870

MIX & MINGLE with the Erie County Chamber of Commerce at Son Rise Marina. This is a free event for Chamber Members only.



ERIE COUNTY
CHAMBER of COMMERCE

PLEASE RSVP TO (419) 625-6421 or
www.eriecountychamber.com

Open HOUSE

ACCURATE Business Machines

SERVING THE AREA SINCE 1988
2525 Columbus ave Sandusky, Ohio



February 19 & 20

Friday 8:30am - 4pm

Sat 8:30am - 2pm



TECHNOLOGY SHOWCASE

- CASH REGISTERS**
- POS EQUIPMENT**
- CREDIT CARD PROCESSING**
- SECURITY CAMERAS**
- ALARM SYSTEMS**
- VIDEO DOORBELLS**
- ACCESS CONTROLS**
- COPY MACHINES**
- PRINTERS**
- TYPEWRITERS**

STOP IN AND ENTER OUR DRAWING

Win Prizes!



YOU'VE GOT QUESTIONS WE'VE GOT ANSWERS



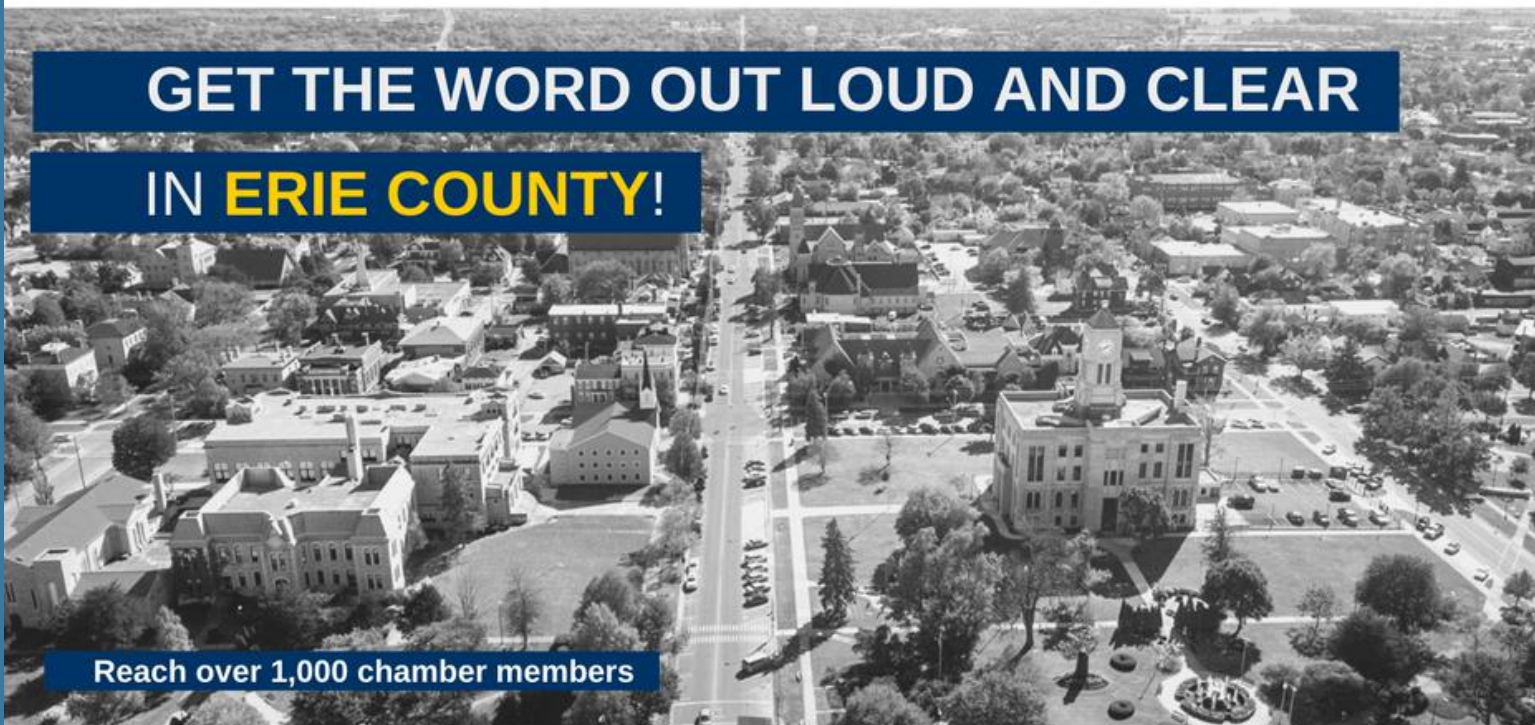
OVER 33 YEARS IN BUSINESS SHOP LOCAL



GET STARTED TODAY!
CALL: (419) 625-6421

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 \$499

- Include articles in the bi-weekly newsletter
- Showcase your business
- Share photos of your business
- Introduce your employees
- and more!!!!

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

Chick-fil-A Sandusky celebrated its first anniversary on January 9. We have been so warmly received by the tremendous people of this area - far beyond our expectations. We have been supported and shown grace while we continued to learn and grow, as we navigated this very unusual year. I have been so impressed with our team and their incredible hearts to serve the guests and other team members.

Our goal is to bless each of our guests, yet we have been blessed each time we have the opportunity to serve them. It's been a pleasure to support our community with meal donations, partnering with organizations such as OHgo!, The Chapel, Victory Kitchen, and Second Harvest Food Bank as well as many local schools.

We are grateful for our partnership with the Erie County Chamber and all that it does for its members and the community.

Thank you!

Dave Baumgartner





FIRST-TIME SUPERVISOR: Preparing for High-Performance Leadership

SEMINAR



MARCH 31, 2021
9AM to 12PM



Erie County Chamber
of Commerce
604 Washington Street
Sandusky, OH 44870

REGISTRATION

\$20 PER PERSON

(419) 625-6421

eriecountychamber.com



Kitty Brandal, PhD
President & Program Architect
Corporate Compass Training, LLC

■ ABOUT THE SEMINAR

Are you ready to take your next step? Are you ready to become a high-performance supervisor or manager?

This program is for new supervisors or for supervisors who haven't received much formal leadership training in their career. This is also a great refresher for people who have been in leadership positions for a while. **We will discuss:**

- What does a supervisor actually do? ■ The transition from peer to manager.
- What great leaders do and don't do! ■ Motivating team members.

A leadership style self-assessment is also being offered in this program. There will be no extra fee for this insightful assessment! We will discuss the various styles, strengths, and challenges of each style.

This workshop will offer participants a broad overview of some of the most important responsibilities of a leader today. Leadership competencies are learned on-the-job every day. However, having a new set of tools (or a renewed set) can significantly enhance a leader's competency. New supervisors who attend this training will be **better prepared to take on the challenges of their new responsibilities much sooner**. We use a video in this session to break down various leadership styles. People have reported being much more comfortable taking on their role of supervisor/manager after going through this workshop!

■ MEET OUR SPEAKER

Dr. Kitty Brandal is an experienced independent trainer who has been training and developing people for over 25 years. She is the President of Corporate Compass Training, LLC. She specializes in emotional intelligence and leadership development. Corporate Compass offers interactive training workshops in emotional intelligence, diversity, conflict management, customer service, and many other programs that can bring harmony to the workplace and positively impact your bottom line.

Join The Chamber!

For the first 20 Small Businesses new to joining the Erie County Chamber of Commerce in 2020, you will receive

**Special Discounted Membership of
\$150 for the year PLUS a \$50 Gift Card**

from one of our Chamber Member Businesses

- 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**



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.



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