



ERIE COUNTY CHAMBER of COMMERCE

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



Top 5 Reasons to Shop Local



Unique Experiences



Local Economic Stimulus

Healthy Small Business =
Healthy Local Economy.



Community Investment

Local businesses are more invested in the community's future.



Local Job Creation

Small, local businesses are the largest employers nationally.



You Matter More



The Erie County Chamber of Commerce is an inclusive group open to all with the goal of promoting economic growth while enhancing the quality of life. If you have not yet realized the value and benefits of becoming a member, there is a wonderful opportunity awaiting you.

We invite all of our members to take advantage of the benefits you have available to you through the Chamber. In this newsletter, you'll see how you can promote your upcoming events, job openings, publish press releases, offer special discounts for Chamber Members Only and discounts available to the public called "Hot Deals."

Contact us today to see how we can help you grow!

info@eriecountycommerce.com (419) 625-6421

UPCOMING CHAMBER EVENTS:

Business After Hours with Forever Essentials

When: Thurs., May 13

Time: 5pm to 7pm

Where: Erie County Chamber of Commerce, 604 W. Washington St. Sandusky, OH

[Click here to learn more](#)

Business After Hours with Sandusky Segwave

When: Thurs., May 20

Time: 5pm to 7pm

Where: Sandusky Segwave, 107 Columbus Ave., Sandusky, OH

[Click here to learn more](#)

Hawaiian Luau

When: Tues., June 15

Time: 5pm to 7pm

Where: Erie County Chamber of Commerce, 604 W. Washington St. Sandusky, OH

[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](#)



BBB TIP: 5 WAYS TO RUN A LEAN BUSINESS WITHOUT SACRIFICING GROWTH

When you're running a small business, money can be tight — and in the wake of the COVID-19 pandemic, many businesses are having to pinch their pennies even more.

The key to keeping your cash flow in check is ensuring that you are spending your money wisely and saving whenever you can. If you are looking to cut costs, but don't want to sacrifice growth, consider the five tips below.

1. Balance in-house and outsourcing

The first way to keep your business lean revolves around staffing. It can be tempting to hire people for any undesirable or difficult tasks, from marketing to accounting to cleaning services. However, if you're trying to stay lean, challenge yourself to do some of these functions independently. If you need marketing help, turn to some online classes and how-to guides and see if you can learn the skills yourself. For bookkeeping or accounting tasks, consider a software product.

Not only will you gain valuable skills that are important to your business operations, but you'll also remain heavily involved in important aspects of your company. You get to retain control and reduce costs at the same time. Of course, there might be some tasks you try to learn, and it doesn't work out. You could attempt to run your own digital ads and realize you hate it and find it confusing. In this case, outsourcing can be a solution — but outsource smartly. Avoid hiring a full-time employee and consider taking advantage of the gig economy instead.

In the United States, more than one-third of workers participate in the gig economy. Some of these workers are full-time freelancers doing projects for multiple companies and others have a full-time job and do some gig work on the side. Either way, these workers allow you to hire highly qualified professionals for a limited amount of time. And since you don't need to hire a full-time employee, you end up saving a lot of money in the long run.

2. Automate

Businesses of all sizes are looking to automate as many tasks as possible. However, for the small business owner who is looking to cut costs, automation is crucial.

Wherever possible, automate tasks to reduce the workload on yourself and others. After all, time is money. If you can automate some business functions, you free up that time to be spent on other valuable business operations that focus more on sales growth.

Some of the most straightforward tasks to automate include:

1. Email marketing (email templates, drip campaigns, email calendar)
2. Online booking system so customers can book their appointments independently
3. A payroll system that connects with your staff scheduling system

3. Focus on organic marketing

In your growing years, you probably won't have a huge marketing budget. If you want to stay lean, consider focusing on organic marketing. Organic marketing efforts can include writing for a company blog, posting on social channels, collecting online reviews from customers, and optimizing your website for Search Engine Optimization (SEO). All of these are organic marketing efforts that can have huge returns.



"TO BE SUCCESSFUL, YOU HAVE TO HAVE YOUR HEART IN YOUR BUSINESS, AND YOUR BUSINESS IN YOUR HEART."

- SR. THOMAS WATSON

Many marketers focus on paid marketing efforts, but that doesn't mean that organic marketing can't produce tremendous results. One of the benefits of organic marketing is that the results often stay long-term. In contrast, paid marketing results can disappear as soon as you stop paying. Your PPC ad will stop running when you spend all of your budget. However, if you can get to the top search result, thanks to your SEO efforts, you may stay there for a while. Read up on the current SEO trends so you can make adjustments as needed.

Organic marketing is free, requiring only your time and commitment — perfect for a lean business strategy.

4. Reconsider your space

In 2020, almost every business owner learned how to re-evaluate their business operations. One of the trends that came out of the pandemic is that some businesses aren't necessarily needing store-fronts and offices to operate.

Take a look at your space and ask yourself if you need a commercial space. Is it possible for you to go online?

If the answer is no, consider other alternatives. Co-working spaces can work if you need an office for your employees. It's an affordable solution that also saves you from having to purchase furniture.

Alternatively, if you need a brick-and-mortar location for your customers, consider sharing a space with another business. Not only can this help you cut costs, but the visitors to your partner's company will automatically be exposed to your brand as well.

5. Always keep your customers top of mind

One of the most effective ways to scale cost-effectively is to ensure that you keep your customers' needs top of mind. Focusing on your clients will help you prioritize specific executions and touchpoints that will be part of their buying journey. From there, you'll be able to optimize every touchpoint to shorten the overall sales cycle and then navigate ways you can sustain retention.

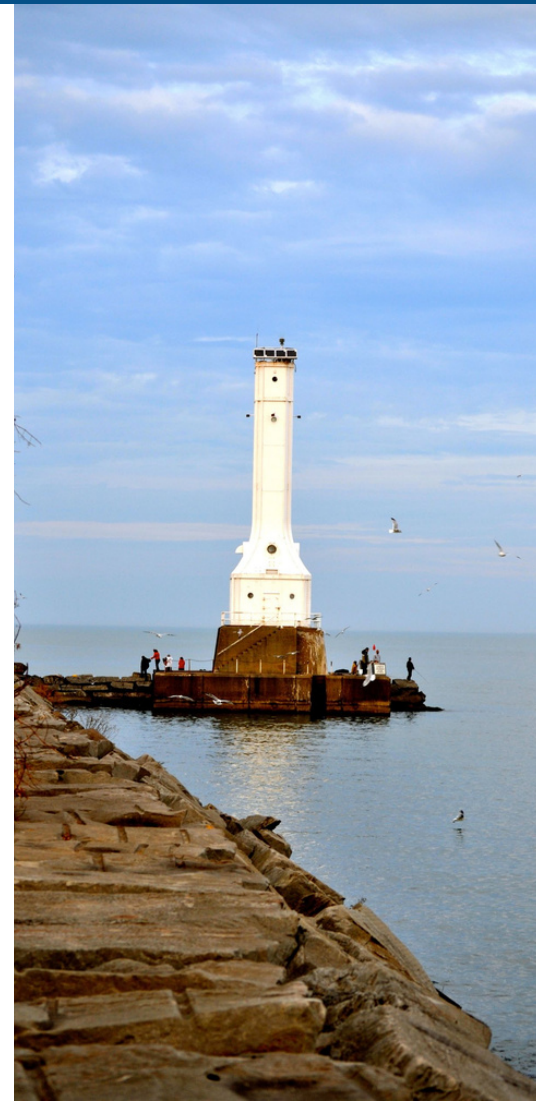
Here are some key stats that show why putting the customer first will help your business grow:

- 91% of consumers are more likely to make another purchase after a positive customer service experience (Salesforce).
- 66% of consumers expect businesses to know their unique needs and expectations (Salesforce).
- 93% of customers are likely to make repeat purchases with companies who offer excellent customer service (Hubspot).

Keep lean strategies around long-term

As your business gets to a point where it has a healthy cash reserve and no longer "needs" to be lean, that does not mean you have to stop these initiatives. If these lean tactics work for you, stick with them even as your business grows. Any money that you save in day-to-day operations is an opportunity to re-invest into your business.

Visit [BBB.org/get-accredited](https://www.bbb.org/get-accredited) to learn more about Accreditation and how it can help your business.



**"SUCCESS IS OFTEN
ACHIEVED BY THOSE WHO
DON'T KNOW THAT
FAILURE IS INEVITABLE."
- COCO CHANEL**



**THERE'S NO SHORTAGE OF
REMARKABLE IDEAS,
WHAT'S MISSING IS THE
WILL TO EXECUTE THEM."
- SETH GODIN**

MEMBER HIGHLIGHT:



The Dave Proy Agency was started in September 2000. The primary processor was a New York City firm, business payments systems known as BPS. So the agency was named BPS North Coast for our North

Central Ohio location. In 2008 the agency became more diversified in the number of processors represented, plus the agency offered more than just processing credit and debit cards. As the company progressed the name change was needed. Founder and owner Dave Proy renamed the agency to the Dave Proy agency, a substance subsidiary of DE Proy and Associates LLC.

The Dave Proy Agency now partners with over 10 different processing companies. The agency offers many products and services in addition to credit and debit card processing, including POS, Gateway, and Media Systems. These partnerships allow us to find the best match for each of our merchant's needs. We take pride in our personal accommodations, and timely service for our clients.

Alley Patterson has recently joined the agency as an Account Director. She has experience working with a number of industries including salon, restaurant/bar, retail, and medical office/laboratory. Alley represents the next generation of the Dave Proy Agency. She is continuously learning new products/services to better suite our Merchant needs, and aide in their business progression.

As you can see, the Dave Proy Agency offers a variety of services for a diverse market base. We are working hard to take our business to the next level by continuing to add partnerships and merchant options. We are also progressing our company with our NEW social media platforms, and will be offering spotlights to our Merchant's there as well. We look forward to earning your business!

For more information, contact Dave Proy Agency at:

- 604 W. Washington Street, Suite 1, Sandusky, OH 44870
- alley@daveproy.com
- [Facebook.com/daveproyagency/](https://www.facebook.com/daveproyagency/)
- <https://daveproy.com/>
- (419) 504-1881



YOUR CHAMBER BENEFITS

Start Promoting Your Business To Chamber Members

The best way to spread the word about your business is by making connections. Whether you're new to the local community or a veteran company that has been around for decades, your reputation grows as you engage in other influential entities within your community.

That's why so many businesses choose to join **Erie County Chamber of Commerce**.

From building your brand's presence to increasing sales, learn how you can use your chamber membership to foster your company's growth.

GET STARTED: CHAMBER ACCOUNT LOGIN

Log Into Your Chamber Account

With your chamber membership, you and your employees have access to many resources available to members only. Get started by logging into your Chamber Account.

[CLICK HERE TO LOG IN](#)

DON'T KNOW YOUR LOGIN OR PASSWORD?

If you do not have credentials, and have a valid email address associated with your account, click on the "Forgot your username/password?" link below the login screen. You will then be prompted for your email address and will receive your username or password via email.

DON'T HAVE A VALID EMAIL ADDRESS FOR YOUR CHAMBER ACCOUNT?

Contact Kimberly Montana, Office Manager at Erie County Chamber of Commerce, at (419) 625-6421 or email kimberlym@eriecountychamber.com to get your online account set up.

EVENTS

Are you hosting any
virtual or in-person events?
Invite chamber members to attend!

Here's how to add your events
for chamber members to see:

1. Log in to your Erie County Chamber Member account by clicking this link: <https://business.eriecountychamber.com/login>
2. Once logged in, click on "EVENTS" located on the top menu bar.
3. Then, click the light blue button "ADD EVENT" and follow the steps.
4. Once your event is received by the Chamber, we will approve it to be added to the Events Section located here.



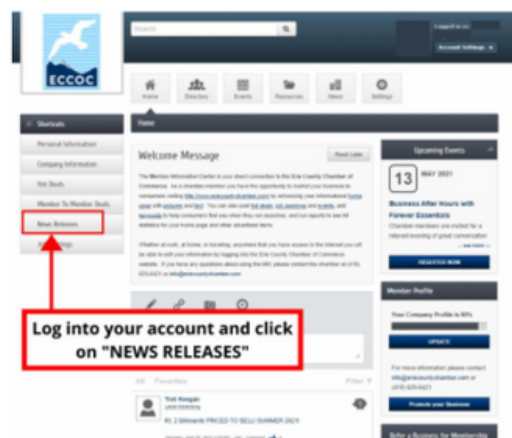
[VIEW EVENTS](#)

PRESS RELEASES

Do you have recent news
you'd like to share?

Here's how to add your press releases
for chamber members to see:

1. Log in to your Erie County Chamber Member account by clicking this link: <https://business.eriecountychamber.com/login>
2. Once logged in, click on "NEWS RELEASES" located on the left side menu bar.
3. Then, click the light blue button "ADD NEWS RELEASE" and follow the steps.
4. Once your press release is received by the Chamber, we will approve it to be added to the News Release Section located here.



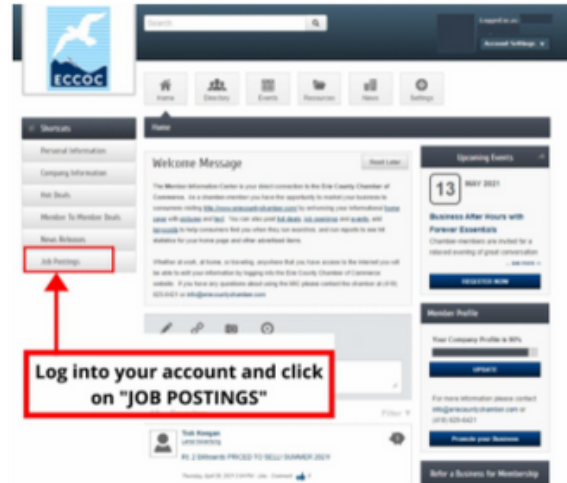
[VIEW PRESS RELEASES](#)

JOB OPENINGS

Are you hiring for open positions at your company?

Here's how to add your job openings for chamber members to see:

1. Log in to your Erie County Chamber Member account by clicking this link: <https://business.eriecountychamber.com/login>
2. Once logged in, click on "JOB POSTINGS" located on the left side menu bar.
3. Then, click the light blue button "ADD JOB POSTINGS" and follow the steps.
4. Once your job posting is received by the Chamber, we will approve it to be added to the [Job Openings Section](#) located here.



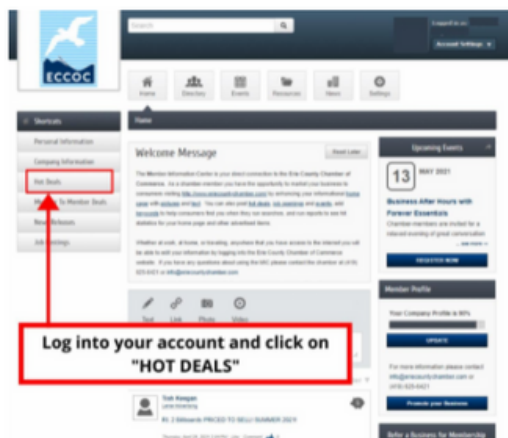
[VIEW JOB OPENINGS](#)

HOT DEALS

Offer Coupons & Special Deals with Hot Deals (Available to the Public)

A Hot Deal is a special discount that you want to offer to the general public for a specified amount of time.

1. Log in to your Erie County Chamber Member account by clicking this link: <https://business.eriecountychamber.com/login>
2. Once logged in, click on "Hot Deals" located on the left side menu bar.
3. Then, click the light blue button "ADD HOT DEAL" and follow the steps.
4. Once your Hot Deal is received by the Chamber, we will approve it to be added to the [Hot Deals Section](#) located here.



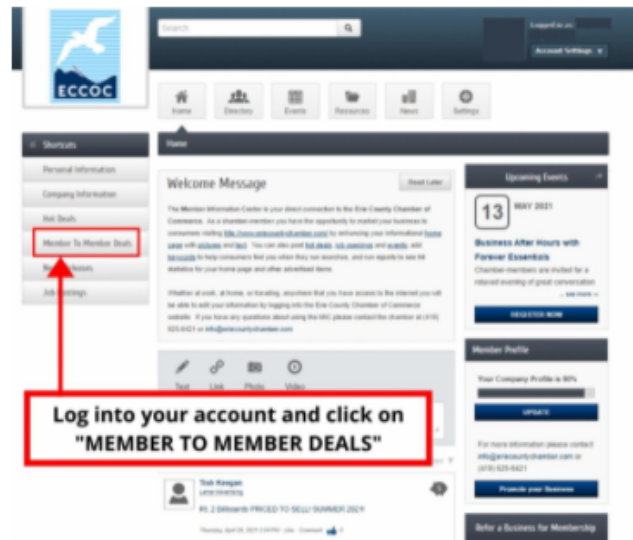
[VIEW HOT DEALS](#)

MEMBER-TO-MEMBER DEALS

Offer Coupons & Special Discounts with Member-To-Member Deals (Available to Chamber Members Only)

The Member-To-Member Discount Program encourages Chamber members and their employees to prefer other Chamber members when making buying decisions. The Program is a great way to attract customers, build relationships with customers, save money and strengthen our local economy.

1. Log in to your Erie County Chamber Member account by **clicking this link:** <https://business.eriecountychamber.com/login>
2. Once logged in, click on "Member-To-Member Deals" located on the left side menu bar.
3. Then, click the light blue button "ADD MEMBER-TO-MEMBER DEAL" and follow the steps.
4. Once your Member-To-Member Deal is received by the Chamber, we will approve it to be added to the **Member-To-Member Deals Section** (must be logged into your chamber account to view this section).



LOG INTO YOUR CHAMBER ACCOUNT TO VIEW

Shop Small & Support Local

REFINANCE TO SAVE AND REWARD YOURSELF!

Refinance a qualifying loan with us to receive a 1% APR¹ discount, no loan processing fees, and a \$150 Visa Gift Card at closing!

QUALIFYING LOANS

- ◆ Personal
- ◆ Auto & Motorcycle
- ◆ Recreational Vehicle
- ◆ Boat & Personal
- ◆ Watercraft

OFFER DETAILS

- ◆ 1% APR¹ off qualifying rate
- ◆ Receive a \$150 Visa Gift Card at loan closing
- ◆ \$5,000 minimum loan
- ◆ No prepayment penalty
- ◆ No processing fees² – that's a savings of \$191

HURRY, OFFER ENDS MAY 31ST!



Membership eligibility required with a minimum deposit of \$25.00 in a Share Account. Member must be in good standing with VLFCU. Visa credit cards, loans secured by real property, business loans and loans currently held by VLFCU are not eligible for this promotion. All loans are subject to credit approval. 1. APR = Annual Percentage Rate. The rates and APR may differ depending on the term, credit qualifications, or loan-to-value. 2. Title fees still apply. Promotion effective from April 1, 2021 until May 31, 2021. Programs, rates and terms are subject to change or cancellation without notice.

SANDUSKY
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NORWALK
295 Milan Ave., Ste. C

HURON
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SANDUSKY
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VERMILION
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Linda Armstrong
Licensed Realtor



Gwon Kelley
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With the Erie County Chamber of Commerce You Can Advertise All Year Round!

Contact us at info@eriecountychamber.com.



DOES YOUR BUSINESS ENCOURAGE HEALTHY HABITS? CONSIDER ACTIVE COMMUTES!

“**Active commuting**” involves ways of getting to work that result in higher levels of physical activity than driving a car. It includes walking, bicycling, and taking public transit. Worksites can create support programs and infrastructure that encourage employees to make active commuting a habit.



Employee Health

Active commuting can have a positive impact on employee health, happiness, and productivity and contribute to developing healthy communities.



Innovative ideas

Examples include bike share programs, bike racks, organized outings, healthy stairwells, walking meetings, subsidized rides, and flexible work schedules.



Increased Productivity

Businesses who implement worksite active commute programs reportedly have decreased absenteeism, turnover rates, and health care costs.

Sound interesting? Contact the Erie County Health Department for more information on how you can implement active commutes, **free of charge**, at mmcuctcheon@echdohio.org or (419) 626-5623 ext. 5249



Sarah Neibler
General Manager



Opening Soon



Pedego Sandusky is working towards opening in June 2021 at 131 E Water St Sandusky offering ebike sales, rental, tours and service.

Locally owned and operated by the Neibler Family.

Pedego makes a complete line of 20 electric bikes so that you can easily find a perfect fit for your individual needs and personal style.



SALES RENTAL TOURS SERVICE

PEDEGO SANDUSKY
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**MERCHANTS, ARE YOU GIVING YOUR CUSTOMERS A CHOICE?
WHY NOT GIVE THEM A CHOICE TO PAY WITH CASH AND SAVE?**



**YOU PAY A FLAT MONTHLY FEE
OF \$33 OR LESS PER MONTH!**



THIS NEW PROCESSING SYSTEM IS QUICKLY CHANGING THE WAY MERCHANTS DO BUSINESS. WHEN YOU THINK ABOUT IT, IT WAS THE CARD COMPANIES THAT MADE YOU CHARGE THE CASH CUSTOMERS THE SAME AS THE ONES USING CREDIT AND DEBIT CARDS. DRIVING YOUR COST OF SALE UP BY 3%- 4%. NOW YOU DON'T HAVE TO ACCEPT THE COST OF PROCESSING CARDS! NOW YOU CAN REWARD THE ONES THAT USE CASH. BY GIVING THE CUSTOMERS CHOICE AND YOU SAVE 100% OF THE COST OF PROCESSING CARDS TODAY!

- **ALL BUSINESSES QUALIFY**
- **LEGAL IN ALL 50 STATES**
- **NO LONG TERM CONTRACT**
- **ELIMINATES ALL THE COSTS OF PROCESSING**
- **YOU RECEIVE 100% OF YOUR MONEY DAILY**
- **AVAILABLE FOR ALL CARD TYPES & TOUCHLESS PAY**
- **FULLY MOBILE OPTIONS AVAILABLE**
- **NO RENTAL FEE**
- **NO HIDDEN COST**
- **NO OBLIGATION**

PROCESS SALES BY:

- **TRADITIONAL TERMINALS**
- **MOBILE**
- **POS SYSTEMS**
- **WEBSITES**



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WWW.CUSTOMERCHOICEPAYMENTS.COM

ALLEY PATTERSON: ALLEY@DAVEPROY.COM
DAVE PROY: DAVE@DAVEPROY.COM



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EMPOWERING WOMEN
THROUGH SERVICE & ADVOCACY

NEWS RELEASE | For Immediate Release

For more information, please contact:

Kathy Kaman, Public Relations Chairman | kathy59@yahoo.com

April 16, 2021 – Sandusky – Twelve applications were received from Bellevue, Huron, Norwalk, Perkins, St. Mary’s Central Catholic and Western Reserve High Schools. Zonta Club of Greater Sandusky is pleased to announce the following students as recipients of the club’s 2021 High School Scholarships in the amount of \$1,000.00 each.

Kailey N. Kilgore, daughter of Amy and Jason Kilgore of Bellevue, a Senior at Bellevue High School. Kailey’s honors attending BHS include: Elks Academic Achievement Award 1-2-3, Distinguished Honor Roll, Honor Roll, Student of the Quarter and Friendliest Junior. Community and high school activities include R.E.S.I.S.T. Club President, Student Council President, Senior Class Vice President, RSVP Club, ROX Club, National Honor Society, Yearbook Club, Engineering Club, Softball and Wounded Warrior Amputee Softball Volunteer. Kailey plans to attend Bowling Green University Firelands, Huron, majoring in Biology Specialization Pre-Health.

Spencer F. Colish-Patrick, daughter of Carrie Patrick of Norwalk and Steve Colish of Mebane, NC, a Senior at Norwalk High School. Spencer’s honors while attending NHS include Kiwanis Student of the Month Honor Roll, President List including All A’s Award. Community and high school activities include Volunteer at Fisher-Titus Medical Center, Election Poll Worker in Huron County, Book Club, Culture Club President, French Club, Key Club, Chess Club, Drug Free Club of America, Youth Grant Making Council of Huron County, Volunteer of Huron County Humane Society, tutor, tennis and swim teams, Unity Club and Academic Challenge. Spencer plans to attend The Ohio State University, Columbus, majoring in Microbiology/Pre-Med and International Relations.

Octavia J. Schnittker, daughter of Barbara and Ronald Schnittker, Sandusky, a Senior at Perkins High School. Octavia’s honors while attending PHS include Ninth Congressional District Invitational Art Exhibition including HCR ManorCare Award 2018, Scholastic Art & Writing Awards including Honorable Mention (9th-10th grades), Firelands Audubon Society including Third Place (9th grade) and Honorable Mention (10th grade), Academic Letter (10th-12th grades), Wrestling Scholar Athlete (9th-12th grades), Football Scholar Athlete (11th-12th

Zonta Club of Greater Sandusky has served Erie County and surrounding areas for 60 years with Zonta International celebrating 102 years of service. Zonta International is a leading global organization of professionals empowering women and girls worldwide through service and advocacy.

P.O. Box 1222, Sandusky, OH 44871-1222
www.sanduskyzonta.org | president@sanduskyzonta.org



ZONTA
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EMPOWERING WOMEN
THROUGH SERVICE & ADVOCACY

grades), Elks Student of the Month-January 2021, Ohio Lottery Academic Student of the Month-March 2021, Honor Roll every quarter throughout high school including All A's, Academic Honors Diploma and Diploma of Distinction upon graduation. Community and high school activities include Mock Trial-Timekeeper (9th grade), Yearbook-Head Editor & Photographer (9th-12th grades), Varsity Wrestling-Mat Maid (9th-12th grades), Varsity Football-Manager (11th-12th grades), National Honor Society (11th-12th grades), Tap Dance-The Moving Co School of Dance (2012-2021), Tutoring PHS students (12th grade), Serving Our Seniors (9th-12th grades), Vacation Bible School (10th-11th grades), swim lessons (10th grade), tutoring summer students (9th-10th grades) and assisting with Turkey Trot, Bidy Wrestling tournaments, PHS blood drives, Girl Scouts and concession stands. Octavia plans to attend Otterbein University, Westerville, double majoring in Business/Marketing and Sports Management.

Seton E. Buehrer, daughter of Amy Buehrer, Sandusky, and Jeffrey Buehrer, Sandusky, a Senior at Perkins High School. Seton's honors while attending PHS include Scholar Athlete Award, 3-year academic letter winner, 4-year Honor Roll National Honors Society and Track Team Captain. Community and high school activities include Bioclub, Aim for Excellence, Student Council, Move to Stand while volunteering for blood and canned food drives, trash pickups and dog walking at the local pound. Seton will attend The Ohio State University, Columbus, majoring in Biology.

#####



Kailey Kilgore



Spencer Colish-Patrick



Octavia Schnittker



Seton Buehrer

Zonta Club of Greater Sandusky has served Erie County and surrounding areas for 60 years with Zonta International celebrating 102 years of service. Zonta International is a leading global organization of professionals empowering women and girls worldwide through service and advocacy.

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Why Choose **HMS?**



NEARLY 20,000 OHIO EMPLOYERS TRUST HEALTH MANAGEMENT SOLUTIONS TO MEDICALLY MANAGE THEIR WORKERS' COMPENSATION CLAIMS. WITH A DEDICATED CLAIMS MANAGEMENT TEAM AND A STRONG FOCUS ON RETURN TO WORK, OUR EMPLOYERS CAN BE CONFIDENT THAT OUR STAFF WILL PROVIDE HIGH-QUALITY MEDICAL MANAGEMENT.

Why Choose **HMS?**

- **Return-to-work performance**
HMS has been Ohio's No.1 ranked managed care organization (MCO) in return-to-work performance based on the Bureau of Workers' Compensation's published report card for the last six out of seven years.¹
- **Ohio owned and operated**
HMS is part of ProMedica, an integrated health system headquartered in Toledo, Ohio.
- **Discounted provider network**
HMS utilizes a discounted provider network which saves our employers an average of 14.87% in medical expenses each year.²
- **Reduced medical costs**
Our claims management services, network and drug utilization reviews have reduced medical costs by more than \$13 million in 2020.²
- **Certified nurse case management**
Every claim is expertly reviewed by our URAC accredited nurse case management team.

WHEN YOU HAVE
QUESTIONS,
YOU CAN RELY ON
**HEALTH
MANAGEMENT
SOLUTIONS**
TO HAVE ANSWERS.



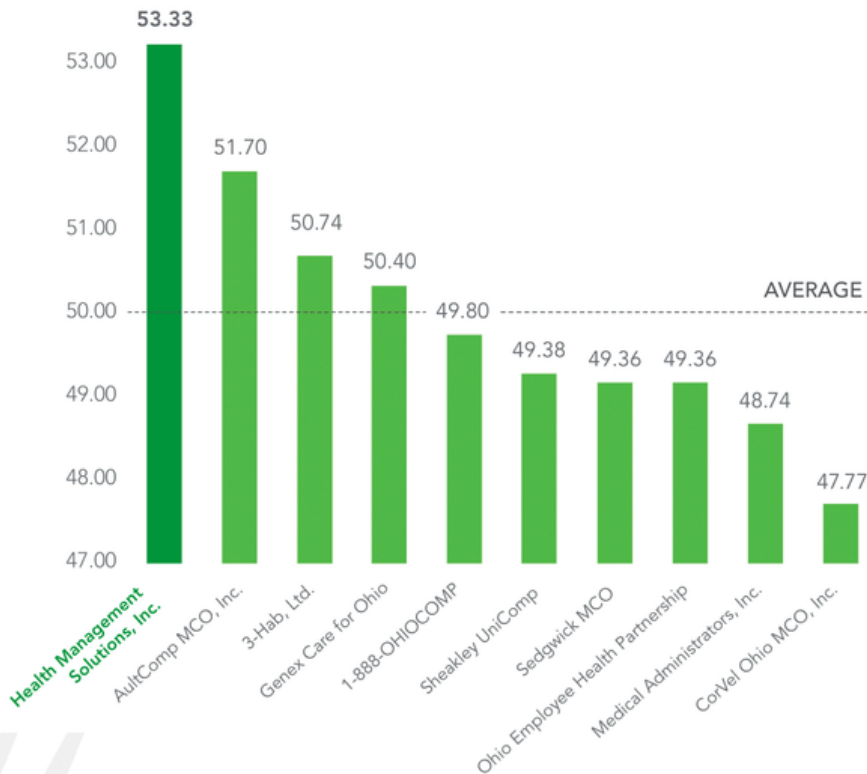
ACCREDITED

Case Management
Expires 08/01/2023



Affiliate of
PROMEDICA

HMS Ranks No. 1 in Return-to-Work¹



The Ohio Bureau of Workers' Compensation (BWC) measures the performance of a managed care organization (MCO) by calculating its return-to-work score. This score measures an MCO's success in providing medical case management on behalf of injured workers. The higher the score, the better the MCO has performed its primary function – returning injured workers to duty in a safe and timely manner, while minimizing the impact of claims on the employer's premium.

Ever since we switched to HMS as our MCO, we have seen an improvement in communication regarding injuries. We meet quarterly to review current claims and I truly feel a burden has been lifted, and I do not have the time consuming task of studying everything to be sure something is not getting missed.

Paige Perkeybile
Human Resources Manager, Major Metals Company
Mansfield, Ohio

¹ Return-to-work scores from Ohio Bureau of Workers' Compensation published report cards for years 2021, 2020, 2019, 2018, 2017, 2016 and 2015.

² Proprietary network savings based on full 2020 calendar year.

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PROMEDICA

Prizes



Snacks

BUSINESS AFTER HOURS

13 | MAY | 2021



5pm to 7pm

Come learn how to take care of your health the natural way while visiting with other chamber members.

WHERE: CHAMBER OF COMMERCE
604 W . Washington St Sandusky, ,Ohio 44870

PLEASE RSVP TO: (419) -602-7848



Save the date! **Tuesday May 20th, 2021**

5:00 to 7:00 pm

Sandusky Segwave (Jim & Dick) hosts

Business After Hours.

Come and say hello and let's get caught up on
how we're all doing in 2021.

Light refreshments and beverages
will be provided. Segway demo's available too.

Coupons and discounts for future bookings at <https://www.sanduskysegwave.com>

1956 to 2021 & Still Going Strong!

The Sandusky Plaza Has Been Offering Thrifty Customers & Savvy Business Owners Great Opportunities To Succeed & Thrive For Over 65 Years



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What Began 65 Years Ago is New Again & Still Going Strong!



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Sortino Management & Development Co
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MEMBER *Celebration* MONTH

MAY 1 - 31, 2021

We want to thank you for being a AAA member. Join us this May as we celebrate YOU.

Enjoy SPECIAL OFFERS

- Buy one, get one free oil change
- Buy 3, get one free BFGoodrich tires
- Free carry-on luggage for qualifying travel bookings
- Free luggage tag for scheduling an appointment with a AAA Travel agent (valid for select dates).
- In-store luggage sale
- \$20 gas gift card for any new auto insurance quote
- Plus, enter to win prizes

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additional household
members

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Help us get the word out for the upcoming football official course.

Become a licensed football official.

2021 OHSAA Football Officiating Class, Cedar Point's Sports Force Park, Sandusky is the location of the next OHSAA Football Officials Course (\$65). The class will be Tuesdays & Thursdays starting June 22nd and ending July 21st from 6 to 9PM. The football class is taught by Lee Paden, Bay Area Officials Association's licensed instructor.

Those interested should text/call:

Lee at 440-320-3317 email: oil_lee@hotmail.com

or

Greg Bartemes at 419-366-2532 email: semetrab@hotmail.com



Abigail Pregnancy Services

Educate, Encourage, Empower



(p) 419-668-9500



(f) 419-668-4138



(e) ministrydirabigail@gmail.com

Dear Friends of Abigail,

This year's Walk for LIFE is a celebration of Abigail Pregnancy Services' over 30 years of LIFE changing work in our community. Because of social distancing and our desire to keep supporters safe, we have decided to reimagine our annual Walk for LIFE by having a **hybrid** event: you may participate in person on May 22, 2021 in uptown Norwalk, or you may participate virtually by walking at your leisure and getting sponsors in by May 31.

No matter how you choose to participate, you can become a life-saving walker by raising pledges. You can register online at friendsofabigail.com by following the link on the events tab. Or get sponsors in person by using your included pledge form. Having sponsors send a check to Abigail Pregnancy Services at P.O. Box 68, Norwalk OH 44857, **with your name and Walk for LIFE in the memo** is an easy and safe way to get those pledges in if they do not want to use online payment options. Bring all completed pledge forms with you to the Walk on May 22, or mail them to our office by May 31.

Your participation this year is crucial to us. This walk for LIFE is a major fundraiser for Abigail Pregnancy Services. Last year, we were able to raise over \$20,000 to help keep the pregnancy center running. With your help, we hope to raise much needed **funds** to provide assistance and direction for families who need pregnancy related support or who are struggling to raise their babies. We also hope to raise community awareness of the life-affirming services we offer.

Thank YOU for answering God's call to help His precious children. Whether you walk, pray, volunteer or give a donation for this event, you are partnering with us to make LIFE a beautiful choice! If you have any questions about the Walk for LIFE, please contact us by emailing ministrydirabigail@gmail.com, or call and leave a message at 419-668-9500.

The Staff and Board of Abigail Pregnancy Services



(m) Abigail Pregnancy Services
P.O. Box 68 3900 Laylin Rd.
Norwalk, OH 44857



(w) abigailpregnancyservices.org • friendsofabigail.com
f [facebook.com/AbigailPregnancyServices](https://www.facebook.com/AbigailPregnancyServices)
@ [instagram.com/abigailpregnancyservices/](https://www.instagram.com/abigailpregnancyservices/)



WALK FOR LIFE!

31 Years of Changing Lives

JOIN OUR WALK TO CELEBRATE
THE PRECIOUSNESS OF ALL LIFE

MAY 22ND • 9 AM • SUHR PARK, NORWALK

TO REGISTER OR FOR MORE DETAILS, VISIT OUR
WEBSITE & CLICK ON THE EVENTS TAB:
WWW.FRIENDSOFABIGAIL.COM

You Are Invited!

The 18th Annual Kiwanis Golf Scramble

May 19, 2021

The Kiwanis Club of Sandusky is a leading service club in our area, serving the children of Sandusky and the surrounding communities. Proceeds from this event will help fund our signature project, the **Erie County Imagination Library**, which provides free books every month to over 2,200 Erie County children from birth to five years old, regardless of income!

There are three ways you can help...

1. Hole Sponsor - \$125

As a hole sponsor you or your business will have a sign posted at one of the holes for all our golfers to see. Your support will also be listed in our program and recognized on Facebook. **Book a team and pay only \$100 for as a hole sponsor!**

2. Sponsor a Team - \$320 New location at Thunderbird Hills Golf Course in Huron!

Sponsor a team for your business or organization and enjoy the day! Registration with payment is due by May 3, 2020 to insure a tee time is reserved for your team. No refunds unless event is cancelled. (May exclude credit card processing fees.)

3. Lunch Sponsor - \$500

This sponsor will receive recognition in our program, signage the day of the event, recognition on our Facebook page, and a hole sponsorship. Our golfers will also appreciate your generosity! **Only one sponsorship available.** Boxed lunches made by Creative Cuisine.

To be a sponsor of the 2021 Kiwanis Golf Scramble simply fill out and return the form on the reverse side. For additional information, please email sanduskykiwanis@gmail.com or call our Fundraising Chair, Tony Cummings at 419.625.1894.

Kiwanis also supports other local charities, awards scholarships, and sponsors the Lake Erie Aktion Club, the SCCS Key Club & newly founded SCCS Builders Club.



Kiwanis
CLUB OF SANDUSKY

Website: sanduskykiwanis.org

Facebook: [KiwanisClubSanduskyOH](https://www.facebook.com/KiwanisClubSanduskyOH)

Meetings: American Legion Post 83 / 3615 Hayes Ave., Sandusky

1st Wednesdays of month at 5:30pm; remaining Wednesdays we meet at noon



Have fun while making a difference in the lives of children in our local communities!

*****Kids need Kiwanis, Kiwanis needs you! Ask about membership today!*****

Kiwanis Club of Sandusky

18th Annual Golf Scramble

New
Location

Wednesday, May 19, 2021
Thunderbird Hills North

Face Masks
Required

- ▶ Tee Times available every 10 minutes starting at 11AM.
- ▶ Prizes Awarded for 1st, 2nd & 3rd place teams.
- ▶ **\$80** per golfer or **\$320** per Team
- ▶ Fee Includes: Cart, meals, 2 drink tickets & 1 Mulligan per golfer.
- ▶ Meals include hot dog, chips, & soda at the turn AND a boxed lunch to take with you at the 18th hole.

\$10,000 Hole in One Prize Up for Grabs!
Sponsored by Fidelity National Title

Please mail registration form, sponsorships and payment by May 3, 2021. This event is rain or shine unless the course closes. There are no refunds, but player substitutions are permitted. Winning teams and 50/50 winner will be notified by phone on May 19th.

Mail to: Kiwanis Club of Sandusky
P.O. Box 1686
Sandusky, OH 44871

Pay online: www.sanduskykiwanis.org
Questions? Call Tony Cummings: 419.625.1894
Email: sanduskykiwanis@gmail.com

GOLF TEAM REGISTRATION

Team Captain _____ Phone _____
 Address _____ City _____
 State _____ Zip _____ Email _____
 Player #2 _____ Phone _____
 Player #3 _____ Phone _____
 Player #4 _____ Phone _____

- Cost/player \$80 or \$320/team. Total team: \$ _____
- Prepay for Skins and 50/50 tickets. Skins \$20/team \$ _____ 50/50 (7) x \$5=\$ _____
- Add a hole sponsorship to your team for a discounted cost of \$100. \$ _____ (Complete below)

Total enclosed: \$ _____ Circle preferred hour for tee time (11am, 12pm, or 1pm)
Specific tee time will be confirmed with team captain by May 12th. Based upon availability.

SPONSORSHIP

Yes, I would like to be a sponsor of the 18th Annual Sandusky Kiwanis Golf Scramble.
 Name or Company _____
 Address _____
 Phone Number _____
 Signage/publicity should read _____

- Hole Sponsor - \$125 or \$100 if you are also sponsoring a team.
- Lunch Sponsor – \$500, ***only one available.***