



# ERIE COUNTY CHAMBER of COMMERCE

604 W. WASHINGTON STREET, SANDUSKY, OH 44870  
(419) 625-6421 [ERIECOUNTYCHAMBER.COM](http://ERIECOUNTYCHAMBER.COM)



## THANK YOU TO EVERYONE WHO SUPPORTED US FOR THE 2021 CHAMBER GOLF CLASSIC

### UPCOMING CHAMBER EVENTS:

#### *BUSINESS AFTER HOURS AT MAD RIVER HARLEY- DAVIDSON*

**When:** Tues., September 14

**Time:** 5pm to 7pm

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

[Click here to learn more](#)

#### *BUSINESS AFTER HOURS AT SANDUSKY BAY PANCAKE HOUSE*

**When:** Thurs., November 11

**Time:** 5pm to 7pm

**Where:** Sandusky Bay Pancake  
House, 4710 Milan Rd, Sandusky, OH

[Click here to learn more](#)



# 6 SIGNS OF A HEALTHY BUSINESS

Many of us have spent this year concerned over the health of our businesses or those in the community. Ultimately, a healthy business has a good balance sheet. It has more coming in than it does going out. But that is not the only indicator of business health.

In today's world, where a quick decision from a politician can radically affect your business overnight, it's important to know the early indicators of business peril. This of these things as your business' "canary in the coal mine."

6 Signs Your Business Is Healthy (before you see it on the books)

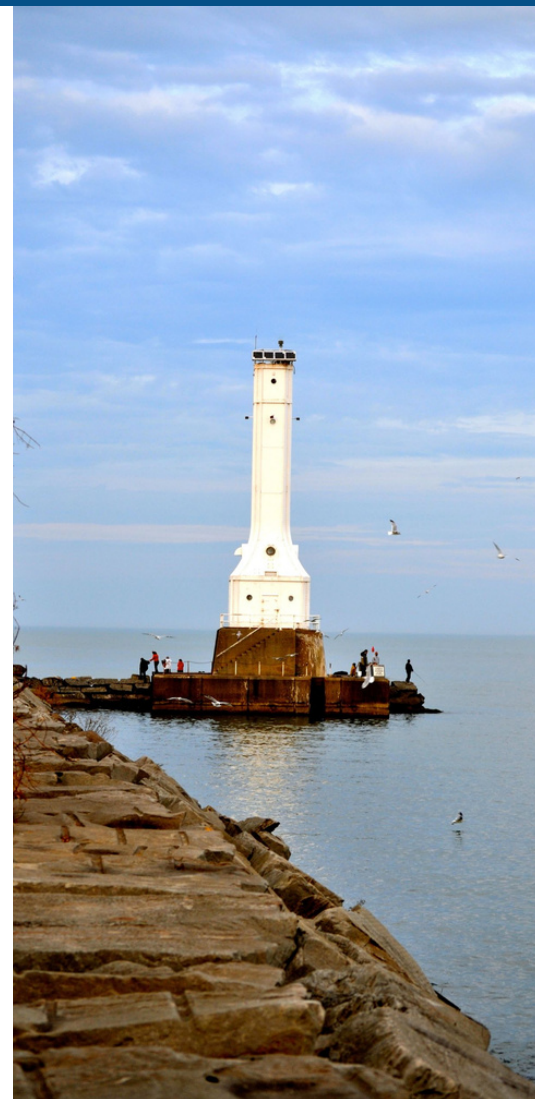
Before you see any issues in the balance sheet, you can spot a healthy business in these areas:

1. **Referrals.** While it's never easy to get people to refer you even when they love you, a healthy business harnesses the power of the referral and makes it easy for happy customers to bring in more happy customers.
2. **Reviews.** Just like referrals, reviews are the signature of a healthy, well-loved business. But they don't happen automatically. A healthy business asks for them, makes it easy to give them, and repurposes them in their marketing collateral.
3. **Promotes from within and trains accordingly.** A healthy business promotes from within with clear pathways to additional challenges even when the business is small enough not to have additional levels to climb. It recognizes employees who are committed to the business, doing a great job, and those that require additional challenges or training.
4. **Looks for needs.** If your business moves in another direction, opens a new market, or branches out, you may not be able to promote from within. A healthy business is clear about what each employee's strengths are and what they may need to obtain from outside whether that be from an additional hire, vendor, or partner.
5. **Builds loyalty outside of sales.** Loyalty is not owned by the sales department. Loyalty is built by customer service and marketing. A healthy company looks for ways to keep customers engaged and feeling like they are part of the brand. It creates enjoyable experiences for customers at each touchpoint whether they are calling to complain, buy, or simply spend time on social media.
6. **Remains agile.** This one is certainly a lesson learned in 2020. A healthy business must be ready to align its offerings and services with those of their loyal customers and the larger market. Small businesses may not have had a lot of operating capital when the pandemic hit but they did retain the ability to move quickly and that helped a lot of them stay in the black.

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

Is your business healthy outside of the balance sheet? Go through this list and ask yourself how many of these qualities your business meets. If you're missing a few, you may want to see how quickly you can add them. After all, they are a good indicator of business health long before you begin to see signs of trouble in the balance sheets or books.

**PHOTOS FROM  
2020-2021 New Member All-In-One Ribbon  
Cutting & Member Appreciation Event  
Son Rise Marina Sandusky  
Thu Jul 15, 5:00pm**



***“BUSINESS OPPORTUNITIES  
ARE LIKE BUSES, THERE’S  
ALWAYS ANOTHER ONE  
COMING.”***  
**– RICHARD BRANSON**



## MEMBER HIGHLIGHT:



The Forest Sandusky is a medical cannabis dispensary located in Sandusky, Ohio, that serves Ohio patients with educational materials, a knowledgeable staff, and a wide range of high-quality products. We accept our last patient 15 minutes prior to close.



*“FAR AND AWAY THE BEST PRIZE THAT LIFE OFFERS IS THE CHANCE TO WORK HARD AT WORK WORTH DOING.”*

*– THEODORE ROOSEVELT*



**For more information, contact The Forest Sandusky at:**

- 1651 Tiffin Avenue, Sandusky, OH 44870
- [www.theforestohio.com/sandusky](http://www.theforestohio.com/sandusky)
- [Facebook.com/TheForestOh/](https://www.facebook.com/TheForestOh/)
- (419) 405-6863
- [sandusky@theforestohio.com](mailto:sandusky@theforestohio.com)

# PRESS RELEASE



## FOR IMMEDIATE PRESS RELEASE

Payne Nickles & Company, CPAs, is pleased to announce a community shred event. Partnering with Firelands Local (formerly CLI), Payne Nickles & Company will be offering free document shredding on Thursday, September 16 from 10 a.m. to 3 p.m. Paperwork for shredding may be dropped off at either office location during this time. Our Sandusky office is located at 422 West Market Street and the Norwalk office is located at 257 Benedict Ave, Bldg. D. Employees will be on hand to offer assistance if needed. If you are unsure of how long to keep various documents, please visit our website to view our document retention list: [www.pncpa.biz](http://www.pncpa.biz)

Payne Nickles is a locally owned firm of business advisors and CPAs providing forward-looking, client-oriented professional accounting and advisory services. Payne Nickles & Company strives toward providing creative services to its clients by having the ability to visualize new approaches and provide feedback that helps expand clients' perspectives.

For more information, please contact:

Payne Nickles & Company CPAs  
 257 Benedict Ave, Bldg D | Norwalk, Ohio 44857 U.S.A.  
 ( (419) 668 - 2552 | Ext. 233 | \* [kristinm@pncpa.biz](mailto:kristinm@pncpa.biz)  
 ( (800) 860 - 0152 | Fax: (419) 663 - 3637 | [www.pncpa.biz](http://www.pncpa.biz)



**“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**

# Shop Small & Support Local

## VISIT ONE OF OUR FIVE LOCAL, FULL-SERVICE BRANCHES FOR ALL YOUR BANKING NEEDS!

- Marine / Boat Loans
- New & Used Auto Loans
- R.V. & Motorcycle Loans
- Mortgage Loans
- Personal Loans
- CU\*Talk
- CO-OP Shared Branching
- Savings Accounts
- Club Accounts
- IRA Share Certificates
- Share Certificates
- Money Market Plus
- Debit MasterCard®
- Home Equity Line of Credit
- Visa® Credit Cards
- Online Banking
- Popmoney
- Mobile App
- Checking Accounts
- Value Checking Plus
- Dollar Dog Kids Club

**SANDUSKY**  
2911 Hayes Ave.

**NORWALK**  
295 Milan Ave., Ste. C

**HURON**  
2402 University Dr.

**SANDUSKY**  
2409 E. Perkins Ave.

**VERMILION**  
1607 State Rd., Ste. 11

**VLFCU.ORG**  
**800.691.9299**



**ESI EXCESS SHARE**  
INSURANCE  
Federally Insured by NCUA



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

Contact us at [info@eriecountychamber.com](mailto:info@eriecountychamber.com).

# 2021 CHAMBER GOLF CLASSIC PHOTOS



# 2021 CHAMBER GOLF CLASSIC PHOTOS





**THURSDAY, AUGUST  
26TH 10AM-3PM**

**GREAT WOLF LODGE  
SANDUSKY**



**TEXT GWLSANDUSKY TO 25000 TO  
SCHEDULE AN INTERVIEW**



**EARN UP TO \$18.75\* /HOUR!**

[SCAN HERE TO SEE OUR PACK  
MEMBER BENEFITS & PERKS](#)



WE ARE HIRING FOR

- ENTERTAINMENT
- LIFEGUARDS
- HOUSEKEEPING
- LAUNDRY
- FOOD & BEVERAGE
- RETAIL AND  
ATTRACTIONS

\*\$2-\$3/HR BONUS AVAILABLE THROUGH SEPT 9, 2021 FOR SELECT POSITIONS AND RATES & BONUSES MAY DIFFER BY JOB CODE. BONUS PAID IN THE EVENT PACK MEMBER EXCEEDS 20 HOURS WORKED IN A GIVEN PAY WEEK.

**APPLY AT  
[JOBS.GREATWOLF.COM](https://jobs.greatwolf.com)**

**SCAN HERE  
TO APPLY**





ABIGAIL PREGNANCY SERVICES

*cordially invites you to our*

ANNUAL FUNDRAISING BANQUET

with special guest speaker Kailee Perrin

SEPT | 30 | 2021

SEATING BEGINS AT 6PM

DINNER AND PROGRAM STARTS AT 6:30PM

\$35 per guest, \$65 per couple,

\$275 -table of eight


An opportunity to give a financial gift will be extended


THE COLONNADE


11001 Milan Road, Milan, OH

RSVP by Monday, Sept. 13



 (p) 419-668-9500

 (f) 419-668-9500

 (e) [ministrydirabigail@gmail.com](mailto:ministrydirabigail@gmail.com)

July 30, 2021

Dear Friend's of Abigail,

Abigail Pregnancy Services (APS) is making preparations for the 31st Anniversary Fundraising Banquet, to be held on September, 30th 2021. APS is a community-supported 501(c)3 non-profit ministry serving individuals and families in our community. Abigail empowers individuals to make life-affirming decisions through education, counseling, and compassionate care based on the ministry of Jesus Christ. This annual banquet is the largest fundraiser for the Pregnancy Center each year. Monies raised support the center and its mission of saving the lives of the unborn.

Would you please consider becoming an underwriter for the banquet? It will ensure that the costs of the event are met beforehand so that every dollar raised on the night of the banquet goes directly to the ministry. Your contribution plays a significant role in the continuation of this much-needed service for our community and provides the opportunity for involvement and partnership with a great cause.

On the back of this letter are details concerning the various sponsorship levels and benefits. Our banquet sells out yearly and we will host a very faithful and community-minded audience.

We appreciate your consideration of this opportunity to participate and partner with us. Please contact me at the information below to set up your level of sponsorship, or if you have any questions.

Blessings,

Danielle Harvey  
Development Coordinator  
[dharveyaps@gmail.com](mailto:dharveyaps@gmail.com)  
419-668-9500





ABIGAIL PREGNANCY SERVICES  
2021 BANQUET  
*Sponsorship*  
OPPORTUNITIES

### **\$5,000 Guardian of LIFE**

- Recognition in the program as “Guardian” and Grand Sponsor of the event
- Charitable deduction under 501 c3 non-profit
- Name listed on invitations recognized as Grand Sponsor (if submitted by 08/13/2021)
- 2 tables for 16 guests, preferred seating
- Full-page color ad in the program
- Automatic Sponsorship at Walk for LIFE 2022
- Acknowledgment on website, social media, radio promotion, and verbal recognition at the event from the podium
- Meet and greet with Kailee Perrin

### **\$2,500 Protector of LIFE**

- Recognition in the program as “Protector”
- Charitable deduction under 501 c3 non-profit
- Acknowledgment on website, social media, radio promotion, and verbal recognition at the event from the podium
- 1 table for 8 guests, preferred seating
- Half-page color ad in the program
- Meet and greet with Kailee Perrin

### **\$1,500 Defender of LIFE**

- Recognition in the program as “Defender”
- Charitable deduction under 501 c3 non-profit
- Acknowledgment on website, social media, radio promotion, and verbal recognition at the event from the podium
- 4 tickets to the banquet
- Meet and greet with Kailee Perrin

### **\$500 Advocate of LIFE**

- Recognition in the program as “Advocate”
- Charitable deduction under 501 c3 non-profit
- 2 tickets to the banquet
- Acknowledgment on social media and website

### **\$300 Friend of LIFE**

- Recognition in the program as “Friend”
- Charitable deduction under 501 c3 non-profit
- Acknowledgment on social media and website

Your donation is tax-deductible! Taxpayers may deduct financial donations to charity up to \$600 on their 2021 Federal tax return- even if you take the standard deduction.

# JOIN THE FIGHT FOR ALZHEIMER'S FIRST SURVIVOR.



ERIE SHORES/SANDUSKY

September 18, 2021

Shoreline Park

9:00 Check-In, Activities, Vendors

10:00 Opening Ceremony, Walk to Follow  
Dog/Kid Friendly!

NATIONAL PRESENTING SPONSORS

Edward Jones® 

[alz.org/walk](https://alz.org/walk)

**WALK TO  
END  
ALZHEIMER'S**   
alzheimer's association®

# 2021 **SUMMER** SEASON

## FREE LIVE CONCERTS



### **A Night of Americana with Hey Mavis**

Sat., Sept. 18 at 6:30pm

Paper Moon Vineyards, Vermilion, Ohio



**FIRELANDS  
SYMPHONY  
ORCHESTRA**

CARL TOPILOW, MUSIC DIRECTOR AND CONDUCTOR

#### **More concert details at:**

[FirelandsSymphony.com/concerts](https://FirelandsSymphony.com/concerts)

[Facebook.com/FirelandsSymphony](https://Facebook.com/FirelandsSymphony)

(419) 621-4800