



ERIE COUNTY CHAMBER of COMMERCE

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



UPDATE

Dear Chamber Members,

For all future Chamber news and flyers you'd like included in the newsletter, please send your emails to news@eriecountychamber.com.

Thank you,

Erie County Chamber of Commerce

UPCOMING CHAMBER EVENTS:



**"SUCCESS ISN'T ALWAYS ABOUT GREATNESS. IT'S ABOUT CONSISTENCY. CONSISTENT HARD WORK LEADS TO SUCCESS. GREATNESS WILL COME."
-DWAYNE JOHNSON**

UPCOMING EVENTS

 FIRELANDS SYMPHONY ORCHESTRA

HOPE FOR A NEW WORLD

Offerings of Light & Love



Orchestra Concert with Guest Artist Sterling Elliot, cello
SATURDAY | FEB. 19 | 7:30 P.M.
 Sandusky High School Auditorium (Sandusky, OH)

 FIRELANDS SYMPHONY ORCHESTRA CHORALE

THE ESSENCE OF BEETHOVEN

In honor of Beethoven's 250th Anniversary



Chorale Concert with Guest Soloists from Baldwin Wallace
SUNDAY | MARCH 13 | 4 P.M.
 Saint Mary's Catholic Church (Sandusky, OH)

 FIRELANDS SYMPHONY ORCHESTRA

MELODIC LANGUAGES OF LOVE

From Russia to Spain



Orchestra Concert with Guest Artists Ilya & Olga Kaler, violins
SATURDAY | MARCH 26 | 7:30 P.M.
 Sandusky High School Auditorium (Sandusky, OH)



JOIN OUR COMMITTEE!

The Chamber of Commerce is looking for individuals who would like to be a part of our Ambassador Committee.

This role meets monthly at the Chamber, attends Business After Hours and other events when they can, helps to plan future events and volunteers to help organize and attend the event(s), and just have overall good ideas and can be a team member.

Please email
kimberlym@eriecountychamber.com
if you are interested. Thank you!



“ALMOST EVERYTHING WORTHWHILE CARRIES WITH IT SOME SORT OF RISK, WHETHER IT’S STARTING A NEW BUSINESS, WHETHER IT’S LEAVING HOME, WHETHER IT’S GETTING MARRIED, OR WHETHER IT’S FLYING INTO SPACE.”

– CHRIS HADFIELD



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Love
WITH
SAVINGS!

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YOU AT A DISCOUNTED RATE YOU'LL LOVE.**

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AAA Ohio Auto Club Insurance Agency

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GET A QUOTE TODAY!

Call 800-288-4467 M-F 9 a.m. to 5:30 p.m. Sat. 9 a.m. to 12 p.m.

Request a quote online at [AAA.com/NewRates](https://www.aaa.com/NewRates) with **promo code LOVE50** or contact your local agent.

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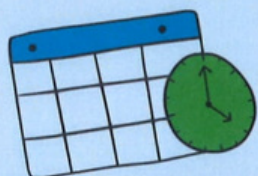
or 419-625-5831

*Terms and restrictions apply. New Insurance customers only. Auto quote must be provided during promotional period, February 1-28, 2022. Eligibility requirements include the following: Must be a member of AAA Ohio Auto Club, must provide current auto policy declarations page, current auto insurance must show minimum liability limits of 50/100/50 and continuous coverage for at least six months. AAA quoted coverages and discounts will be comparable to current auto policy as offered by the insurance carriers represented within the agency. For purposes of the quote comparison, a multi-policy discount may be applied if applicable. Rate variances may occur due to accidents and violations discovered as a result of running motor vehicle and consumer reports that result in disqualification for this promotion. \$50 offer payout limited to the first 800 qualifying customers. Those eligible for the \$50 offer will receive a gift card within 30 days of quote date.



BrightView

NARCAN[®] DROP IN



**Tuesday,
February 15, 2022
11:30-1:30pm**



Wolf Inn
2905 Milan Rd.
Sandusky, OH 44870

Drop in and grab
a bag with Narcan[®]
and information
on Treatment and
Recovery Services.



Narcan[®] is a brand name
for Naloxone.

Naloxone is an opioid
overdose reversal drug.

Naloxone is safe and only
effective on opioids.



Leadership Erie County is a non-profit, service-oriented organization that prepares civic-minded individuals through training to serve their communities. Leadership Erie County classes decided on several community service projects to advocate for and execute each year. This year, one project the class of 2022 is committed to is raising money for a Hoop House for Back to the Wild.

Back to the Wild, INC. is a Licensed Wildlife Rehabilitation Center located in Castalia, Ohio. Back to the Wild's primary mission is to rehabilitate and ultimately release injured, orphaned, and displaced wildlife into their natural habitat. Through this work, Back to the Wild's overall mission is to educate and foster an awareness, appreciation, and respect of our natural world in children and adults.

The need for a hoop house derives from an effort to become more self-sufficient in feeding their animals. During the summer of 2021, Back to the Wild cut costs by around 30% with their first-ever garden. A Hoop House is a structure that will allow plants to grow through all four seasons, helping to increase the saving of food costs. Leadership Erie County is looking to construct a hoop house in collaboration with Back to the Wild and Erie County Master Gardeners in its entirety by the fall of 2022. The Erie County Master Gardeners will help with design and needs and plan to utilize the hoop house for education, community collaboration, and volunteering.

Leadership Erie County: Project Hoop House seeks donations to support this project. We aim to raise \$15,000 over the next six months to help fund and support the Back to the Wild Hoop House. All of the funds raised will directly benefit the Hoop House Project. All donations are tax-deductible and will be recognized on marketing material, social media, and signage on the completed hoop house. Monetary donations are greatly appreciated; however, if you would prefer to donate a product or service, those contributions are welcomed as well. Hoop house needs include but are not limited to: hoop house with polycarbonate ends, raised beds, soil, and compost, electrical work, plumbing work, shelving units, volunteers.

We hope you consider donating to this great cause! If you have any questions, please contact Kerstyn Pou, Project Treasurer, at 419.366.9008 or kerstynpou@gmail.com.

Project Hoop House committee members include Dan Bihary, Michelle Hoey, Daniel McKillips, Tony McKillips, Tara Ohlemacher, Alley Patterson, Kay Kay Pou, and Shane Williams.

***Please return this portion to any committee member with your donation amount or a description of the donated product/service**

Name: _____

Company (if applicable): _____

Address: _____ City: _____ State: _____ Zip: _____

PhoneNumber: _____ Email Address: _____

Donation Amount or Type: _____

Memorial Contribution (If applicable) In Memory Of: _____

- Payment Type: Cash
 Check - Check Number: _____ *Please make checks payable to **Leadership Erie County**
 Credit Card *Please copy/paste for online card donations https://swipesimple.com/links/lnk_dc92db14
 Service/Materials

Signature: _____

S A N D U S K Y
M A L L

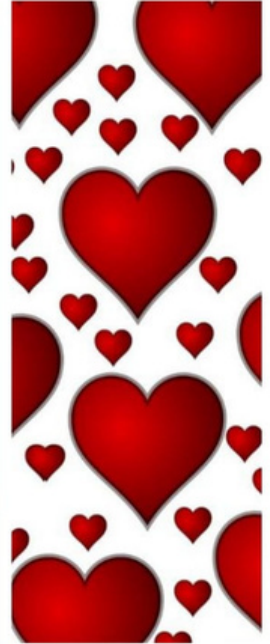


JOIN OUR MOBILE CLUB TO ENTER OUR
CRAVINGS GIVEAWAY

FEBRUARY 1-14

ONE SHOPPER WILL RECEIVE A \$250 MALL GIFT CARD!

\$250 MALL GIFT CARD!



Shoppers must be opted into the Sandusky Mall's SMS platform and purchase a \$10 meal to gain one entry into a drawing for a \$250 Mall Gift card. Text **SHOP** to **855 788 0642** to be automatically enrolled or visit the Mall website at www.sandusky-mall.com to enroll. Must show receipt and confirmation text message from their phone at the Mall Office. One entry per day. *Meal can be from: Another Broken Egg, Asian Express, Cheers, Mrs. Fields, Auntie Anne's, Texas Roadhouse, Cracker Barrel or Red Lobster.*

NO ONE DOES VALENTINE'S DAY BETTER.

SWEET DEAL



SPEND \$100

GET A \$15 MALL GIFT CARD + SWEET CANDY SURPRISE

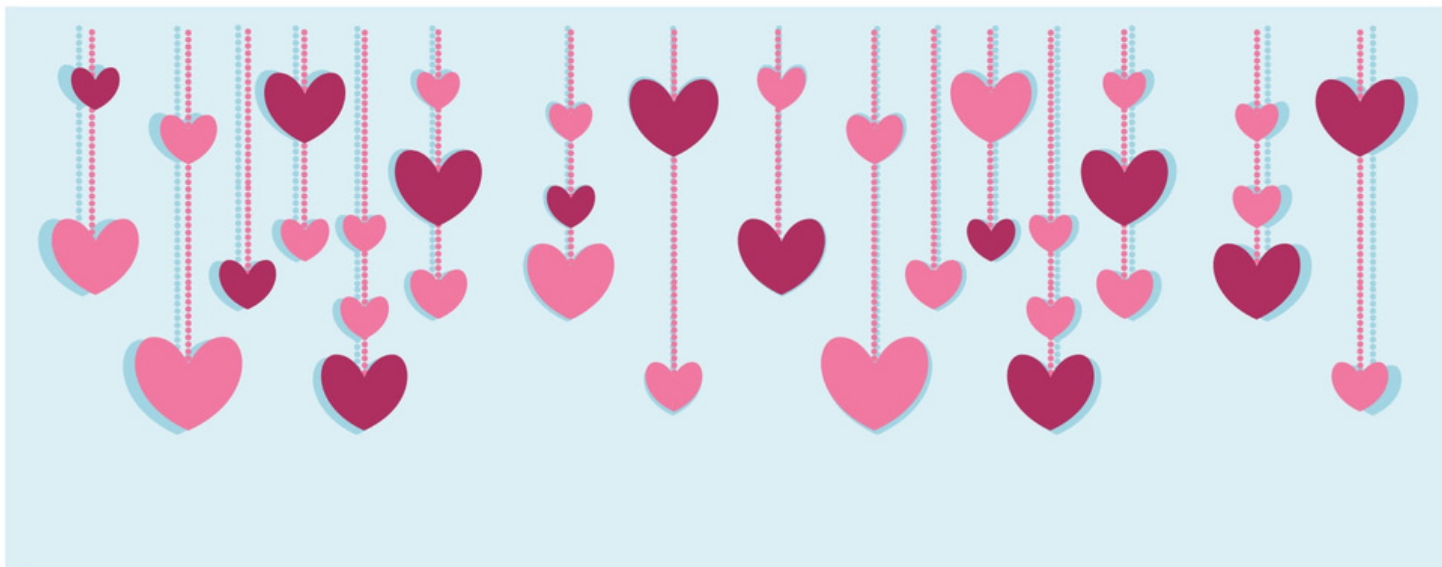
February 1-14

Visit sandusky-mall.com for details

Shoppers spend \$100 in the **same day**. Bring the receipts to the Mall Office and get a \$15 Mall Gift Card and a sweet candy surprise. *While supplies last.*



- March 18th-20th: Home Builders Association Home Show**
 - April 1st – 17th: Easter Bunny**
 - April 8th: Senior Wellness Expo**
 - May 7th: Erie County Craft and Vendor Show**
- All events are subject to change or cancellation without notice.*

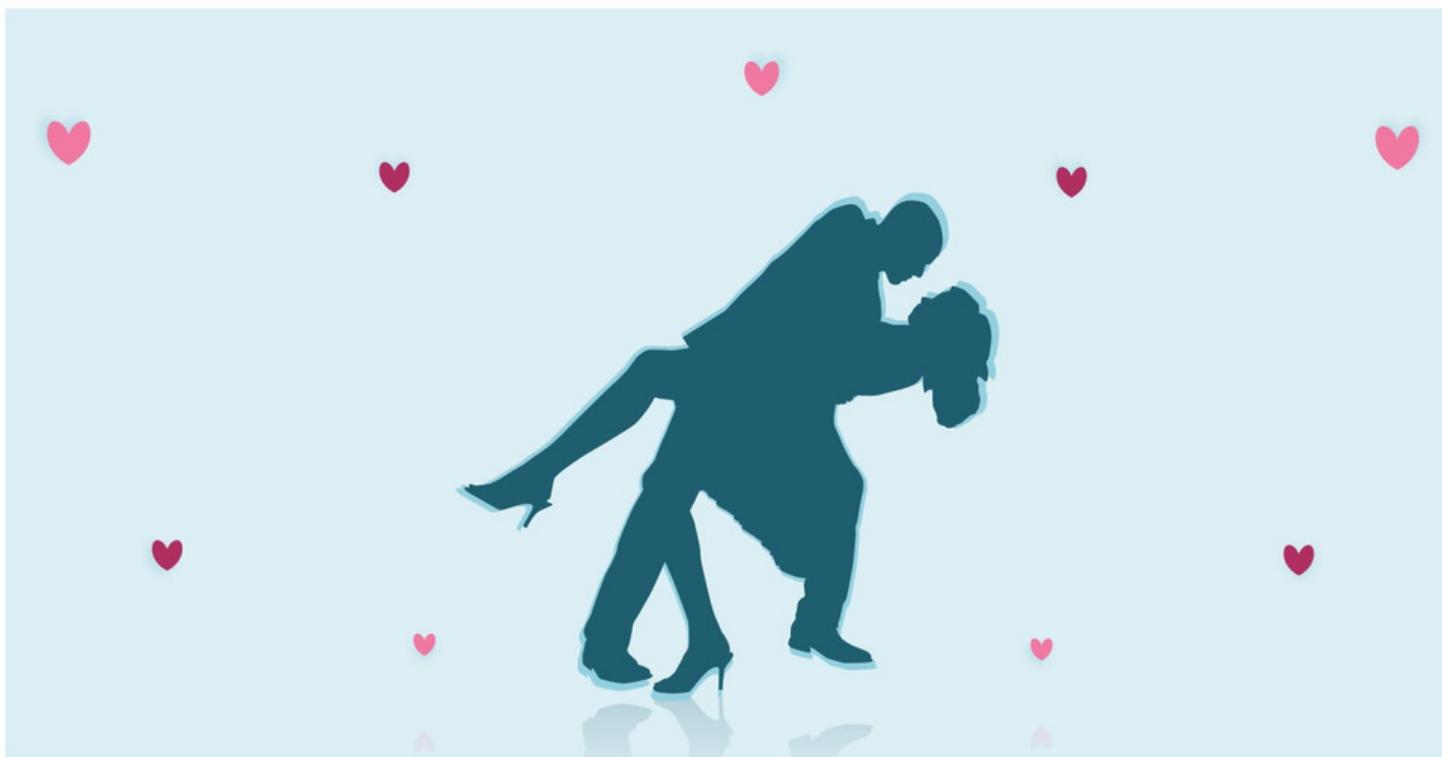


VALENTINE'S Day at Red Lobster

Red Lobster Reservation Package:

\$20 Includes:

- A bottle of Wine or 2 Specialty Bar Drinks
 - Chocolate Wave Cake or Vanilla Bean Cheesecake to Share
 - 1.5 hour reservation at a decorated private room table.
 - Valentine's Day games and Gift to take home!
- Call (419) 625-1122 to make a reservation!



FRIDAY 2/11-MONDAY 2/14

RED LOBSTER RESERVATIONS

CALL 419-625-1122

100% BWC REIMBURSEMENT!

Good afternoon,

Under the heading of “I’d love to get that done this year”..... As we begin 2022, I’m following up on a great BWC program that can provide cutting edge return to work processes at no cost to you. Hurry before BWC grant money is exhausted !

The BWC has now formally enacted their new 100% reimbursement policy regarding the development and/or updating of Transitional Work policies and procedures. If you already have a program in place, under the new rules it can also be updated at no cost to you. This could be important if your internal procedures or work processes have evolved.

Below are some links as an example of our work for your review, and below is a summary of the scope of the project. We essentially will create a step-by-step process to address all manner of accommodation requests, be they work related or not.

TWP Policy - Sample **Job Analysis - Sample**

This policy’s use is not limited to Workers’ Compensation but rather all accommodation situations (ie ADAAA), and depending on your operations, could be transferrable to other similar facilities within your organization.

Transitional Work Program Development TPA Services

- Develop a Transitional Work Program which complies with BWC Program guidelines and is intended to assist in obtaining an optimal reduction of workers’ compensation expenses
- Policy & Procedures documentation provided on Flash Drive and in a hard copy binder:
 - Consultation with employer for policy development, including syncing with employer’s leave protocols
 - On-site employer/employee training
 - Develop a community resources roster for medical treatment/rehabilitation services
 - Methods of evaluating the TW program
- Job Analysis documentation provided on Flash Drive and in a hard copy binder

Now would be a perfect time to allow us (through our VoCare subsidiary) to create and/or update your policy, and have the BWC pay the freight. I’ve also attached a link to an updated BWC Q&A document for your review, which addresses/reviews the recent changes.

2021 BWC TWG Q&A

If you’d like to proceed, I can create the BWC grant application and VoCare service agreement for your signature. Once the grant is approved, we can begin the project. As you might expect, there has been a great deal of interest in this program, and we are adding new assignments every week.

If you have any questions on this please let me know. I look forward to helping you update your internal procedures, all on the BWC’s dime ! Have a great week !

“Pressure is what you feel when you don’t know what you’re doing” - Brian Kelly

Michael F. Brown, ARM
 Account Executive
 Paramount Preferred Solutions
 25001 Emery Rd. – 3rd Floor
 Cleveland, OH 44128
 Direct: 216.765.4213
 Office: 877.765.4200 Extension - # & 301770
 Mike.Brown@paramountpreferredsolutions.com



FOR IMMEDIATE PRESS RELEASE:

HURON COUNTY COMMUNITY FOUNDATION

Payne, Nickles & Company Accounting Scholarship

Payne, Nickles & Company, CPAs, through the Huron County Community Foundation, is proud to announce it is again offering up to two (2) \$2,000 scholarships for the 2022-2023 academic year. The scholarship is open to second, third, fourth, and fifth year students with accounting majors, and is intended to assist the student in meeting the 150-hour requirement to take the CPA exam.

Eligibility Criteria:

- **Erie/Huron, or contiguous counties**, Ohio resident
- Minimum 2.8 grade point average
- Completion of the Free Application for Federal Student Aid (FAFSA)

This scholarship is based on field of study, merit, financial need and community involvement. The decision is final and will be announced after Huron County Community Foundation Board approval in July. The scholarship will be paid to the institution (not to an individual or bookstore) in one installment.

Scholarship applications can be printed from the Payne, Nickles & Company website at www.pncpa.biz or the Huron County Community Foundation website at www.huronccf.org.

The application must be postmarked no later than June 1.

Completed applications should be mailed to:

Huron County Community Foundation
12 Benedict Ave.
Norwalk, Ohio 44857



What is a Chamber of Commerce?

Definition

A **chamber of commerce** is an organization of businesses seeking to further their collective interests, while advancing their community, region, state or nation. Business owners in towns, cities and other territories voluntarily form these local societies/networks to advocate on behalf of the community at large, economic prosperity and business interests. Chambers have existed in the US for more than two centuries, with many having been established before the jurisdictions they represent. A business-led civic and economic advancement entity operating in a specific space may call itself any number of things – board of trade, business council, etc. – but for the purposes of this primer, they are all chambers of commerce.

Chamber missions vary, but they all tend to focus to some degree on five primary goals: Building communities (regions/states/nations) to which residents, visitors and investors are attracted; Promoting those communities; Striving to ensure future prosperity via a pro-business climate; Representing the unified voice of the employer community; and Reducing transactional friction through well-functioning networks. Chambers have other features in common. Most are led by private-sector employers, self-funded, organized around boards/committees of volunteers and independent. They share a common ambition for sustained prosperity of their community/region, built on thriving employers. Most are ardent proponents of the free market system, resisting attempts to overly burden private sector enterprise and investment.

Local businesses are voluntary paying members of a chamber (non-profits, quasi-public and even public sector employers also sometimes pay dues to belong). The membership, acting collectively, elects a board of directors and/or executive council to set policy for, and guide the workings of, the chamber. The board or executive committee then hires a chief executive (various titles), plus an appropriate and affordable number of staff to run the organization.

In the majority of countries, the use of the term "chamber of commerce" is regulated by statute, though this is not the case in the US. Only trademark, copyright and domain name rules protect a chamber's identity – only state corporation law defines their existence and reason for being. While most chambers work closely with government, they are not part of government although many consider the process of appropriately influencing elected/appointed officials to be one of their most important functions.

Currently, there are about 13,000 chambers registered in the official World chambers Network registry. There are roughly 4,000 chambers of commerce in the US with at least one full-time staff person and thousands more established as strictly volunteer entities.



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Membership

Under the private, volunteer membership model, which exists in the USA and many other nations, companies are not obligated to become chamber members. Membership rolls in a given North American chamber can range from a few dozen firms to more than 20,000, so there is no real “average” or typical chamber of commerce.

Chambers do not operate in the same manner as a **Better Business Bureau** or trade association, which can bind its members under a formal operations doctrine (and, thus, can remove them). Businesses and other employers pay dues to belong and expect to receive the benefits of membership as long as they continue to invest in the organization. They usually accept any reputable business as a member, though dues investment schedules can sometimes result in intended or unintended exclusivity.

It is important to note that in most cases it is the company that is the member, not an individual. A member company is then encouraged to involve numerous senior level employees in the work of the chamber. While five, ten or more individuals from a given company will identify themselves as “members” of the chamber, only the organization they work for is counted when a chamber states its size. A company is free to join (pay dues to) multiple chambers and many mid-size to large firms do so (especially neighbors), in order to further advance their companies' market or policy interests.

Dues amounts are typically determined by the size of the member company (employee count or annual revenue), rather than by the number of people engaged in the chamber from that company. Some chambers have adopted pay-as-you-go or funding models based on specific categories or quantity of services provided to member companies.

Occasionally, chambers will “bundle” memberships, allowing a single dues investment in one organization to qualify a company for membership in a group of chambers. This is sometimes referred to as “federation” membership and it can even extend to the national level.

Service Territory

The geography of any one chamber of commerce – often referred to as “service territory” – is seldom defined by any political or legal jurisdiction. More likely, the territory is defined by the catchment area of a chamber’s membership. The locations of the businesses that compose the membership tend to define the chamber’s footprint and “claim” to a territory. Adjoining organizations often establish formal or informal understandings about borders.

Like other businesses, chambers also dissolve and merge based on economic or other conditions. Both the economic recession and increased focus on regionalism appear to be driving increased examination of the benefits of mergers.



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Relationships

The chambers in the US and Canada are **not** bound together under contracts or government regulations. There is no chapter or franchise arrangement between or among them. There can be very strong relationships between neighboring organizations, but those relationships are voluntary and informal rather than required or written. Chambers interact with each other across the nation and the globe – many even maintain formal memberships in other chambers – but the network is informal. In the chamber world, nobody is “in charge” of anybody; a local chamber does not answer to a state or national chamber.

Local chambers are often, but not always, paying members of their state and national chambers of commerce. This connection is one of voluntary membership and does not extend to control or governance. A significant number of chamber executives also choose to join professional associations of their peers, such as the American Chamber of Commerce Executives, the Western Association of Chamber Executives, State Chamber Executive Associations, or the World Chambers Federation. These memberships are for professional development purposes similar to those of any trade association and, once again, the relationships do not involve the abdication of self-determination.

Policy Independence and Cooperation

The most difficult aspect for the general public, media, government officials and even some businesses to understand is that there is literally no inherent hierarchical structure in the chamber world. This can be extremely confusing to those who naturally assume that a few thousand entities sharing the same name must be related and that some ordered lineage must exist among them. That is simply not the case in the US. When business and economic policy priorities align, which is usually the case, chambers of all sizes attempt to work together and speak with a unified voice. Inevitably, conflicting positions will arise about some issues, or about strong positions (or lack thereof) of chambers at various levels.

To illustrate: The head of a community-based organization like a retired citizen group may wrongly assume that a position taken by a state chamber is shared and endorsed by their local chamber. Likewise, a large metropolitan chamber of commerce could take a strong position in favor of an infrastructure project or educational reform initiative, which will not be embraced or supported by suburban chambers operating within the same metro region.

Or, a coalition of chambers might unite under the leadership of the United States Chamber (the national business advocacy organization representing hundreds of thousands of member corporations) to advocate for/against a bill affecting border crossings, but the coalition may include only a few dozen of the thousands of chambers in the US. Any individual chamber may take a very visible, contradictory stand on that same international visitor policy. On certain issues at certain times, the US Chamber



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can organize thousands of its member chambers and associations into a unified grassroots lobbying force. Many chambers have also voluntarily entered into a “Federation” relationship with the United States Chamber, which involves more consistent engagement in federal policy activities by both the local chamber and its members.

Since businesses are not required to join a chamber (penetration levels vary widely), and because territories overlap, it can be difficult for any one organization, regardless of size, to state that it “speaks for business,” but they do. They earn that privilege by attracting numerous and large heterogeneous employers to their membership and leadership, as well as by utilizing their collective voice on meaningful policy initiatives. In general, the smaller the chamber (and community it represents), the less active the organization will be on the policy/advocacy front. Even small organizations, however, take stands on regional issues ranging from school funding to road development.

The processes of choosing and articulating specific policy positions vary by organization and issue. For the most part, a vote (or expression of consensus) of a chamber board of directors determines the stand to be taken in the name of that chamber on any issue. In recent years, with the increased involvement of public sector and non-profit employers in chambers, consensus-building has become more difficult at all levels. Chamber boards are independent, but they usually take into account the recommendations of state and national organizations when larger issues are considered.

The US Chamber and state chambers provide local counterparts with extensive background and adaptable sample documents. Local chambers then debate, adopt, adapt or reject the larger entities’ recommendations. Likewise, local, regional and state chambers express their opinions about legislation specific to them, in hopes that their views will be shared, embraced and supported by others. The American Chamber of Commerce Executives provides access to a Policy Clearinghouse, which enables member chambers to share knowledge about state and local public policy issues and strategies being employed in various regions to deal with those issues.

Because the chamber world is not structured around an affiliate or chapter model, such disagreements cannot be solved by a controlling authority. Sometimes the disagreements cause destructive friction which results in bonds between chambers being broken. More often, chambers issue differing position statements and agree to disagree, knowing that the opportunity for cooperation on future issues will be critical for them all.

Structure

Chambers of commerce in the US operate almost exclusively as non-profit entities known as 501(c)(6) corporations. Unlike charities, these 501(c)(6) non-profits have the authority under state and federal tax rules to represent their members in public policy debates. They may lobby and take positions on actual or proposed legislation, subject to local, state and federal laws. Chambers may legally endorse candidates for public



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can office and/or ballot propositions (but most do not). The use of general fund revenues for chamber political and lobbying purposes is strictly regulated. The chief executive or another member of the staff is sometimes a state-registered lobbyist. The portion of any member's dues investment allocated to direct lobbying is not deductible as a business expense.

Chamber business models and organizational missions vary significantly. Some chambers may offer services and products that appear to compete with businesses operating within their own territories. One group of chambers may affiliate with a service provider to offer discounts or other benefits to chamber members (from low-cost office products to health insurance), while another group aligns with a completely different vendor. As a rule, larger chambers tend to rely less on membership dues revenue than their smaller counterparts. About one-third of the chambers of commerce in the US also include economic development corporations and/or tourism and visitors bureaus. Virtually all chambers have revenue sources other than dues; event income is the most common.

Although a chamber is a non-profit entity under federal tax law, such a 501(c)(6) is free to undertake supporting business activities (referred to as "unrelated business income) – publishing, trade shows, insurance programs, etc. In many cases, these activities are subject to business income taxes.

Many chambers establish charitable/educational foundations, known as 501(c)(3) corporations, to support specific, eligible parts of the chamber's agenda. The allowable purposes and rules related to such supporting foundations are different than those that have been established for 501(c)(6) organizations.

(NOTE: In a few cases, for-profit chambers have been established in some communities. These business ventures are routinely shunned and fought by traditional non-profit chambers.)

The largest metro or state chambers may employ up to 100 people. The vast majority, however, have staffs numbering fewer than five and budgets under half a million dollars. Chamber professionals serve in jobs covering most of the disciplines found in other small businesses – communications, finance, marketing, customer service and event planning. Some chambers specialize in certain activities, such as economic development, tourism, research, and/or advocacy. Some provide staffing and management to development-related government agencies on a contract basis.

If You've Seen One...

The term "chamber of commerce" is one of the oldest and most well-recognized brands in the world, but there is significant public misunderstanding of its meaning. There is an old adage in the chamber world: "If you've seen one chamber, you've seen one." In all cases, the whole of a chamber of commerce is greater than the sum of its parts, programs, people and participants.