

2022

# MEMBERSHIP GUIDE



# WELCOME



## WELCOME TO THE DEFIANCE AREA CHAMBER OF COMMERCE!

We are here to serve YOU – our members. The Chamber is where business and community connect, and your commitment and investment in the DACC is deeply appreciated! A strong and vibrant community and local/regional economy benefit everyone in countless ways. Our Chamber is designed to be a driving force providing services and resources to help cultivate a growing and thriving business community.

Membership in the Defiance Area Chamber of Commerce is **a valuable investment for advertising and promoting your business.** The DACC provides access to exclusive opportunities to help your business cut costs, streamline processes, and run more smoothly overall.

Whether it's increased exposure through the printed and online community guide, networking, service opportunities for you and

your employees, health plan and workers comp savings, energy savings, and many other member discounts, you will quickly see why Chamber membership is a wise business decision.

Membership is based business size with payment options are available. Membership dues may also be deductible as an ordinary and necessary business expense.

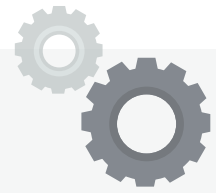
Ready to Join? Simply contact the DACC to confirm your dues so you can submit your application and payment so you can start taking advantage of the many value-added benefits right away! It's that easy.

Our focus is YOU! Let's partner for your success!

Best Regards,

A handwritten signature in black ink that reads "Sarah".

**Sarah A. Tackett**  
Executive Director/CEO



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*Thank you to March 4th Design  
for assisting with the design  
of this publication.*

# WHO WE ARE

## CHAMBER STAFF

### Meet Your Defiance Area Chamber of Commerce Team!

Whether behind the scenes creating new events and tools or out advocating and championing for causes that matter to you, the Chamber staff are your resource to help grow your business. If you haven't had a chance to speak with them directly, reach out. They are here to help you.



**Sarah Tackett**  
Executive Director & CEO



**Jessica West**  
Marketing & Events Coordinator

Here at the DACC, we are a dedicated team that listens to its members, understands the issues facing our business community, and provides solutions to be a catalyst for economic growth. We represent nearly 400 employers and over 11,000 employees across the Defiance Area.



#### DACC IS A PROUD MEMBER OF:



#### PROUDLY ACCREDITED BY:





# WHO WE ARE

## 2022 BOARD OF DIRECTORS

The DACC staff and its Board of Directors is **dedicated to bettering the Defiance Area** while actively advocating for our members. Our Board is responsible for policy governance and decisions, and strategies and direction for the Chamber.

Our Board of Directors make up the following **DACC Committees**:

- Executive
- Finance
- Public Affairs
- Marketing & Retention
- Sponsorship



**Ray Meiers**  
**Chair**  
Black, McCuskey,  
Souers & Arbaugh,  
L.P.A.



**Laurie McCann**  
**Vice Chair**  
Mercy Health  
Defiance



**Rob Bourn**  
**Treasurer**  
Shultz Huber &  
Associates, CPA's



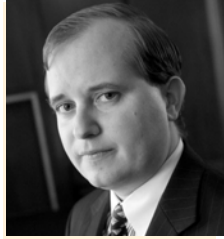
**Adam Bates**  
**Secretary**  
Keller Logistics



**Steven Furnas**  
**Past Chair**  
Defiance County  
Prosecutors Office



**Phil Constien**  
Farmers &  
Merchants State  
Bank



**Brett Decker**  
Defiance College



**Jamie Fleming**  
Fun Factory



**Jacob Fry**  
JF Life Protect LLC



**Eric Hammon**  
Grant Insurance  
Agency



**Judy Henderson**  
Supporting  
Member



**Dan Herko**  
Johns Manville



**Maureen Killion**  
State Bank



**Kirstie Mack**  
Defiance  
Development &  
Visitors Bureau



**Randy Mitchell**  
The Crescent News



**Chris Switzer**  
Sam Switzer Realty

# MISSION & VALUES

## OUR MISSION

Promote the business community by gathering and disseminating information, keeping advised of all relevant government issues, advocating for members' interests, and serving as a catalyst for growth and prosperity.

## OUR VISION

Be the driving force for a vibrant Defiance Area by providing services and resources to cultivate a growing and thriving business community.

## OUR CORE VALUES

- **Be Knowledgeable** of the resource requirements of our membership and business community.
- **Be Credible** in providing accurate trustworthy information and services to our membership.
- **Be Accountable** to our membership fiscally, programmatically, and professionally.
- **Be Responsive** in a timely fashion, to the requests of our membership and business community.
- **Be an Advocate** towards the needs of the entire membership and community.

## CHAMBER HISTORY

### ON BEHALF OF THE DEFIANCE AREA CHAMBER OF COMMERCE – WELCOME!

The Chamber enjoys a long and successful history of serving our business community. Originally founded in 1938 by three local businessmen as The Defiance Civic Club, Inc., the organization's initial mission was "to promote unity of action for the welfare of the city of Defiance, Ohio." In 1941 the nonprofit became known as The Defiance Chamber of Commerce and evolved to The Defiance Area Chamber of Commerce in 1966.

Defiance is a great place to live and work - a vibrant and progressive community that is rich in history, small town experiences, strong educational systems, and a superior quality of life built on

family values. For more than 80 years the Chamber has been serving the greater Defiance area as an effective community development organization. The Chamber is a vital connector and has remained true to its purpose of promoting industrial, commercial, professional, civic and general interests of the community.

The Chamber is strongly committed to continuing to help build an even greater community through our efforts to serve, connect and promote our members, improve the business climate, offer educational support for the workforce, and advance the development of the area.

# CHAMBER MEMBERSHIP

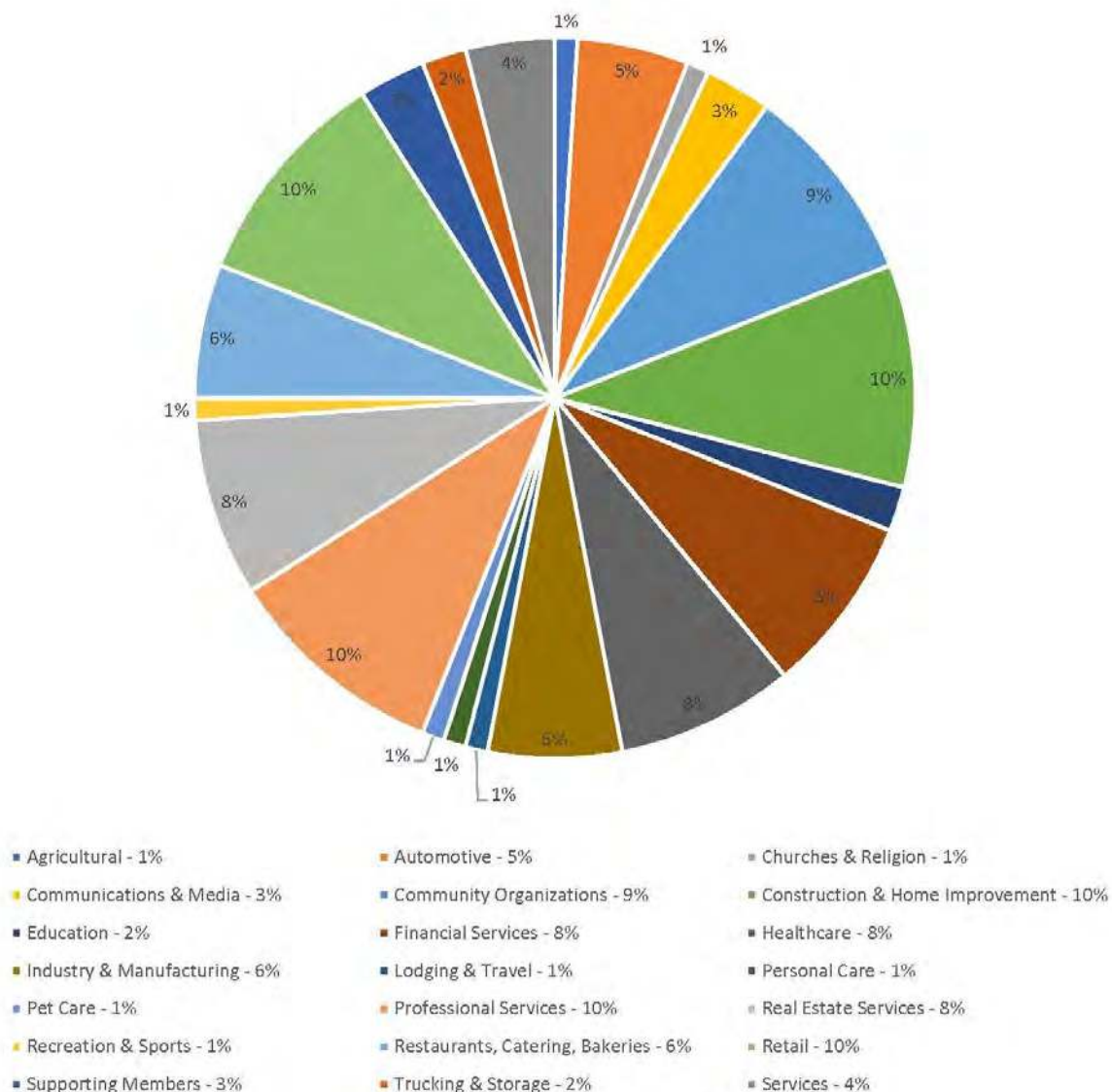
**Joining the Chamber is one of the most important decisions you make for your business.** Whether you are a young entrepreneur working from home, a mid-size business experiencing tremendous growth or even a large corporation wanting to connect its employees to the area, we have resources available to help you expand your network and grow your business.

Our staff is experienced in helping new members achieve their professional goals.

We offer different levels of membership and work with you to ensure that you receive the benefits you are seeking with your membership, and at an investment level within your budget.

We invite you to come visit our office and discuss the resources available to your business as a Chamber member. If you can't get away from your office, we are happy to come to you!

Membership by Industry





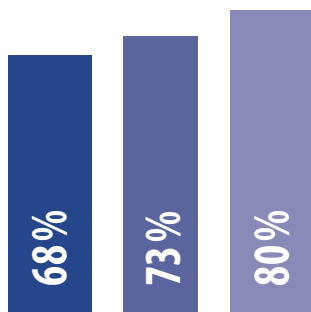
# WHY JOIN?

## WHY JOIN A CHAMBER?

A national survey of 2,000 adults revealed that **being active in a local chamber of commerce is an effective business strategy** because two-thirds of consumers believe that such companies use good business practices, are reputable, care about their customers, and are involved in the community.

### INCREASED AWARENESS & IMPROVED REPUTATION

The study, conducted by the Schapiro Group, an Atlanta-based strategic consulting firm, found consumer perceptions of chamber members to be positive in many ways:



- Companies enjoy a **68% increase in their reputation** when consumers know they are a member of a chamber of commerce.
- Consumers show a **73% increase in awareness** of a small business when a business is a member of a chamber of commerce.
- When consumers know that a small business is a member of the chamber of commerce, they are **80% more likely to purchase goods and services** from the company in the future.

Small businesses are the largest segment of the Defiance Area Chamber of Commerce membership and the study indicates that chamber membership has consistent and powerful benefits for small business members - if consumers are aware that the small business is involved with its local chamber. We have many ways that you can let consumers know that you are a member of the Defiance Area Chamber.

### NETWORKING OPPORTUNITIES

One of the best things to do once you've joined is to attend one of our many networking opportunities. Ask us about our First Friday Luncheons, Business After Hours, the Chamber Annual Golf Outing and so much more!



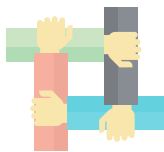
# WHY JOIN?

## CREDIBILITY



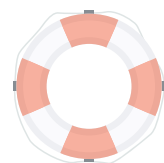
- Positive and proven credibility as a Chamber member
- Chamber member window decal
- Special membership logo for use in your print or digital marketing

## CONNECTION



- Subscription to Chamber news, member polls, benefit reminders and more
- Volunteer/service opportunities for your business/employees

## SUPPORT



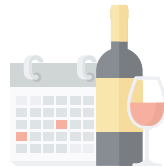
- Membership activation advice and business brainstorming with Chamber staff
- Free consulting with SCORE
- Free consulting with SBDC

## MARKETING & SALES



- Promotion opportunities through Chamber event Door Prizes
- Company Page on Chamber's online Member Directory
- Listing in Chamber Annual Community Guide & Membership Directory
- Display your business card at Chamber office

## EVENT ACCESS



- Free/discounted seminars and workshops
- Access to Business After Hours

## ADVOCACY



- Local/state government advocacy
- Access to legislative events bringing together business leaders and elected officials

## SAVINGS



- Health Insurance Discount
- Workers Comp. Discount
- Energy Discount
- Access to the Chamber's Constant Contact Email Marketing
- Member-to-Member Discounts / Special Offers
- Discounted Chamber Events, Programs and Services

## SERVICE



- Business referrals through Chamber office and website
- Unlimited job postings on the Chamber website/social media
- Membership on-boarding
- Ribbon cutting / groundbreaking coordination/representation



# GET INVOLVED

## GROW YOUR NETWORK & BUSINESS

Involvement in your Chamber is a great way to further your professional network and grow your business.



### MAKE CONNECTIONS / ATTEND EVENTS

We believe in the value of building connections and relationships. We host several events throughout the year for our members to get involved in. We invite business owners, experts, and leaders to speak on timely and relevant topics.

- Business After Hours
- Annual Events
- Many More!

### SERVE ON A COMMITTEE

Share your experience with other members. Our committees below provide the perfect opportunity to build relationships and maximize your membership.

- Leadercast Live Committee
- Annual Chamber Golf Outing
- Membership Appreciation Day
- Awards Banquet / Annual Meeting
- Leadership Defiance County
- Defiance Area Chamber of Commerce Foundation, Inc. Reverse Raffle
- First Friday Luncheon
- Business After Hours
- Business Seminars

### JOIN A LEADERSHIP PROGRAM

We are a leading organization that provides unparalleled professional and personal development opportunities to Chamber members.

- Leadercast Live
- Leadership Defiance County Program

### HOST AN EVENT

We love to support and promote our members. Members may host an event at their place of business while reaching Chamber members and local community audience.

- Business After Hours
- Groundbreaking Ceremony
- Open House
- Ribbon Cutting



# EVENTS & PROGRAMS

## ANNUAL EVENTS

### MEMBER APPRECIATION DAY

Every year we take the opportunity to say "Thank You!" to our Chamber members with a FREE lunch, networking, door prizes and a chance to talk with reps from our Membership Benefit Companies!

### LEADERCAST LIVE

As a leader, or a leader-in-training, how often do you find yourself looking for opportunities to learn from the best speakers in the industry of Leaders? Via simulcast.

[Sponsorship Opportunities Available](#)



### LEADERSHIP DEFANCE COUNTY

Leadership Defiance County is a nine-month program providing current and upcoming leaders an increased awareness of community and an opportunity to enhance their leadership skills. Application Required. Topics include but not limited to: education, government, real estate, agriculture, media, criminal justice, healthcare, service, non-profits, manufacturing, financial services & more.

[Sponsorship Opportunities Available](#)



What's better than a relaxing day of golf, combined with the networking and fellowship unique to our Chamber? This Golf Outing has turned into a major promotional event for member businesses.

[Sponsorship Opportunities Available](#)



### AWARDS BANQUET & ANNUAL MEETING

Celebrating our members and community with a catered dinner while presenting Chamber service awards to area businesses. 300+ people attend this event.

[Sponsorship Opportunities Available](#)

### CHAMBER FOUNDATION REVERSE RAFFLE

This event includes the "Taste of Defiance" and serves as the largest fundraiser for the Chamber Foundation. Totaling over \$5,700 in cash and giveaways plus door prizes!

[Sponsorship Opportunities Available](#)

## MONTHLY EVENTS



Enjoy a relaxed atmosphere and refreshments while you connect with members after hours to start new relationships and renew current ones. Contact the Chamber for more information on hosting one of these events.

[Sponsorship Opportunities Available](#)



On the first Friday of the month, the Chamber hosts a luncheon featuring a guest speaker. This event gives members the opportunity to network with one another while hearing from various leaders in our community.

### BUSINESS SEMINARS

Workshops taught by industry leaders deliver leading education that covers topics ranging from Customer Service, Time Management, Marketing Techniques, Human Resources and so much more. Attending one of these classes guarantees you'll walk away with information to move your business to the next level.

[Sponsorship Opportunities Available](#)



# MEMBER INVESTMENT

The following memberships are entitled to full voting privileges, Board of Director and Officer nomination, company listing in the directory, and Chamber benefits.



## EMPLOYEE BASED

\$150/year up to 5 full-time employees  
(2 part-time employees = 1 full-time).

### **TIER 1 — Retail, Wholesale, Automotive Service, Newspaper, Radio, Construction, Hospitals, Government, etc.**

\$150 base + \$14 per employee	6-10
\$200 base + \$12 per employee	11-20
\$350 base + \$9 per employee	21-50
\$600 base + \$5 per employee	51+

### **TIER 2 — Industrial**

\$150 base + \$6 per employee	1-100
\$600 base + \$5 per employee	101-200
\$1000 base + \$3 per employee	201-400
\$1,600 base + \$2 per employee	401-700
\$3,300 Max Cap	701+

### **TIER 3 — Utilities**

\$150 base + \$13 per employee	6-20
\$350 base + \$7 per employee	21 -100
\$1,100 Max Cap	101+

## INDUSTRY / SERVICE BASED

**REAL ESTATE, MEDICAL PROFESSIONAL, INSURANCE, ACCOUNTING, LAW, ARCHITECTURE SURVEYING, ENGINEERING — Owner, Initial Power, Medical Professional, Attorney (\$150/year)**  
— All owners, partners and co-owners must invest in DACC Membership. The initial partner pays a membership investment of \$150 per year, plus \$75 per year for each additional partner /owner.

**PROFESSIONAL (\$75/year)** — Entitled to the Agents, Salesperson, Attorney, Accountant, Architect, Surveyor, or engineers of a company's membership but cannot be an owner, doctor, or manager.

**ASSOCIATE (\$75/year)** — Entitled to retired business and professional persons, teachers, city-county elected officials, and community members.

**FINANCIAL INSTITUTION (\$150 - \$3,300/year)**  
Entitled to all benefits and is \$40 per \$1,000,000 of deposits generated in the Defiance area. This is figured through the reports sent to FDIC and other governing agencies.

**NON-BUSINESS, EDUCATIONAL, NON-PROFITS 501(C)(3) (\$150/year)** — Membership is for groups having an interest in the philosophy of the Chamber, with such members having voting, officer and director privileges.

**RESTAURANTS, FOOD SERVICE, ETC. (\$150/year)**  
All restaurants, food service, caterers, etc.



# SPONSORSHIP

## VISIBILITY & COMMUNITY ENGAGEMENT

PLATINUM  
\$3,000

GOLD  
\$2,250

SILVER  
\$1,500

BRONZE  
\$750

PARTNER  
\$500

### LEADERCAST DEFIANCE

100+ Attendees

• Tickets to Event	4 Tickets	2 Tickets			
• Investor Banner	✓	✓	✓	✓	✓

### ANNUAL GOLF OUTING

100-150 Attendees

• Golf Cart Sponsorship	✓				
• Flag Sponsorship	✓	✓	✓		
• Tee Sponsorship	✓	✓	✓	✓	
• Investor Banner	✓	✓	✓	✓	✓

### LEADERSHIP DEFIANCE COUNTY

15-20 Participants

• Investor Banner	✓	✓	✓	✓	✓
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### AWARDS BANQUET & ANNUAL MEETING

250 - 300 Attendees

• Tickets to Event	4 Tickets	2 Tickets			
• Investor Banner	✓	✓	✓	✓	✓

### FOUNDATION REVERSE RAFFLE

250 - 350 Attendees

• Investor Banner	✓	✓	✓	✓	✓
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### BUSINESS AFTER HOURS

• First Opportunity to Sponsor For 2022	✓	✓	✓	✓	✓
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### ADVERTISING & WEBSITE

• Website Banner Ad	12 Months	9 Months	6 Months	3 Months	1 Months
• Email Blasts	2 eBlasts	1 eBlast			
• Website Profile Listing	Level 5	Level 4	Level 3	Level 2	Level 1

**CUSTOM SPONSORSHIP** – Maximize your visibility by planning your participation at Chamber events with a customized sponsorship package. Contact the Chamber for more details.

400 Clinton St, Defiance, OH 43512 • (419) 782-7946  
commerce@defiancechamber.com • www.defiancechamber.com



# MEMBER BENEFITS

Thanks to the DACC's membership and involvement with **Northern Ohio Area Chamber of Commerce, Southern Ohio Chamber Alliance, Ohio Chamber of Commerce, US Chamber of Commerce, and the Association of Chamber of Commerce Executives**, we are able to offer our members additional program benefits to help your business grow and succeed.



**BEST PRICE COMPUTERS** - Chamber Member businesses and

employees receive 10% off all sales and service.



**CHAMBER ENERGY SOLUTIONS**

is an Energy program

for the Chambers of Commerce to provide electricity and natural gas savings to their members. CES is professionally managed by Palmer Energy Company, an unbiased independent energy consultant (not a broker). CES has expertise in the procurement (buying, selling, and transporting) of natural gas and electricity and in contracting for interstate pipeline capacity and local utility delivery. CES has a designated team of consultants and analysts to take care of your specific energy needs.



**CONSTANT CONTACT**

Constant Contact email marketing provides

powerful tools that are so easy to use, you'll be able to create professional emails in minutes—and see more customers fast Chamber Members receive up to 25% off.



**THE CRESCENT-NEWS** - New Members Only: receive 50% off all

regular priced ads in The Crescent-News and Crescent Extra for the first 60 days of membership (no other discounts apply). All Members receive 10% off all Social Media Services, and 20% off all other Digital Services.



**CULLIGAN SALES AND SERVICE** - DACC

Members receive

discounted price of only \$279 for a Crystal Mountain Water Cooler, plus 20 gallons of water free with purchase.



**INTEGRATED MEDICAL GROUP** - DACC

Members receive 60% off single Hydro-massage sessions and 40% off specials. Plus discount first-day fees! Exam, X-Rays and Report of Findings for only \$40.



**DEFIANCE AREA CHAMBER OF COMMERCE**

**FOUNDATION SCHOLARSHIP FUND** - This fund was established by the Defiance Area Chamber of Commerce Foundation, Inc. who realized the importance of higher education. This non-renewable scholarship is awarded annually for the use of post-secondary education by providing a scholarship to chamber members in good standing, member's employees, employee's spouse who will attend a qualified accredited educational institution. The amount will be determined annually based on the fund balance and investment return. There will be up to two \$1,000 scholarships awarded annually. The scholarship will be payable directly to the college or university of the student's choice.

# MEMBER BENEFITS



**THE HUBBARD COMPANY** - Discount Program customized for your business.



**IHEART RADIO** - New Members Only: receive one-time offer for up to \$500 in matching advertising.



**HEALTH INSURANCE**  
**Group Health Insurance- Chamber Saver Program**

Full range of health insurance plans with cost savings usually reserved for larger companies. Businesses also get access to a large network of quality providers through Anthem, an independent licensee of the Blue Cross and Blue Shield Association. Premium savings of up to 1.4% on groups from 2-50 employees. Groups from 51-500 may be eligible for a 1% premium savings. Business must be a NOACC Chamber Member. [www.anthem.com](http://www.anthem.com)

**SOCA Benefit Plan (MEWA)** - Chambers of Commerce throughout Ohio have banded together to offer a new self-funded medical plan for small employers. The Northern Ohio Area Chambers of Commerce (NOACC), Central Ohio Chambers of Commerce, Southern Ohio Chamber Alliance (SOCA), Dayton Area Chamber, and the Youngstown Warren Regional Chamber have collaborated to create a new health program that can lead to more rate stability and is a smart solution that offers potential savings for groups with 50 or fewer employees. Business must be a NOACC Chamber Member. [www.844medohio.com](http://www.844medohio.com). For more information, contact your local insurance agency.



**METALINK** - Chamber Member businesses and employees receive discounted rates on high-speed broadband internet, plus \$5 off/month on all internet package



**PARTNERSHIP NOACC CHAMBER SHIPPING PROGRAM**

Chamber members can achieve substantial shipping discounts with FedEx®, as well as significant savings on freight shipments—with the opportunity for NOACC affiliated Chambers to earn non-dues revenue. Savings from 5-27% on small package ground, next day air, or up to 70% savings on large pallet shipments. [www.PartnerShip.com/89NOAC](http://www.PartnerShip.com/89NOAC)



**OHIO CHAMBER OF COMMERCE**

This one-year Affiliate Membership is offered to companies with 99 or fewer employees, when combined with a local chamber membership. As an Affiliate Member, you will gain access to exclusive programming, pro-business advocacy and discounts on products that help make your business thrive.



**SAVE LOCAL NOW**

SLNConnect provides digital marketing tools to grow your business. Be found with a search optimized and mobile responsive landing page. Send targeted emails to your customers in minutes. Create unlimited search optimized content to engage. Share to social in one click. Track your marketing success on one dashboard. [www.slnconnect.com](http://www.slnconnect.com)



# MEMBER BENEFITS



**SCORE** - Need some specialized help in your business? SCORE can help

- we have about 45 volunteer mentors in Northwest Ohio that have expertise in a number of fields: banking, accounting, marketing, manufacturing, human resources, customer relations, cash flow management and others.



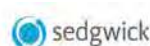
**SYLVAN LEARNING CENTER** - We deliver results, engage students

at a deeper level, and make an impact in the classroom. Chamber Member businesses and employees can receive an exclusive discount for an Initial Assessment for \$75 (valued at \$180).



**WILTONKECK**  
WiltonKeck Recycling in Bryan is a NAID

AAA Certified information destruction company, offering document destruction of boxed paper files and hard drives. Chamber Members receive 15% off a one-time purge.



**WORKERS COMPENSATION**

**Sedgwick** - Employees are evaluated annually

to participate in the program. By filling out the AC-3 form, you allow Sedgwick to research your claims and premium information to determine your eligibility. Group rating programs administered by Sedgwick offer multiple tiers of savings levels for all industry groups, ranging up to BWC's maximum discount off premiums.

**V&A Risk Services** - Participating in the Chamber's workers' compensation group pooling program, administered by V&A Risk Services, may substantially reduce your workers' compensation premiums.



**DEFIANCE AREA YMCA** -chamber

Member businesses

and employees receive 20% off YMCA Memberships.

## WHAT MEMBERS ARE SAYING:

*"An investment in the DACC could help you grow your business. Your membership will open doors to the local economy. Jump in and take advantage of the opportunity!"*

**Tom Hubbard, President**  
The Hubbard Company

*"... the Defiance Area Chamber of Commerce has been an invaluable tool in helping me grow my business."*

**Gretchen Clark, Founder**  
March 4th Design

*Being a member... is an important investment now and in the future of Defiance County bringing Community businesses and residents together who share the same interests and opportunities for continued growth of our wonderful community.*

**Sonya Selhorst**  
Mercy Defiance Health Campus

# MARKETING BENEFITS



## CHAMBER EMAIL MARKETING

One of the top reasons that businesses join the Chamber is to network with other businesses and individuals to promote their goods and services.

By utilizing the marketing power of the Chamber, you can send announcements about special offers or promotions, new services, additions to your staff, training seminars, events, and much more. The possibilities are endless when it comes to marketing your business using this Chamber platform.

Your Email Blast will reach close to 1,250 local business people and will help **raise the credibility and open rate** of your email. You can include text and/or graphics with hyperlinks back to your designated landing page or email address.

### Email Blast Guidelines:

- **Cost is \$50** per email blast
- Email blasts are sent 2-3 times / month
- Deadline for inclusion is one week prior to publication date
- You are responsible for providing any disclaimers needed (i.e. expiration dates, purchase amount, etc.)
- Images must be in JPEG format and maximum 600 pixels wide



## CHAMBER WEBSITE

Increase your online presence at [www.defiancechamber.com](http://www.defiancechamber.com)

### How to Login to the Chamber Website:

1. Go to [www.defiancechamber.com](http://www.defiancechamber.com)
2. Click on Member Login tab
3. Enter your Username and Password

Please contact our office if you need assistance logging in.

### Additional Benefits:

- Pay your invoices online
- Post offers and discounts on your specified products or services for fellow members
- Post a Job Opening (Only Chamber members can post jobs. but anyone can view / apply for posted jobs.)



## CHAMBER GIFT CHECK PROGRAM

This program is available to all Chamber members as a benefit of your membership. How would you like to give and / or receive a gift check redeemable at local businesses including restaurants, specialty shops, and so much more? Well, Chamber Gift Checks can do just that while keeping your hard-earned dollars in our local economy! They're perfect for birthdays, anniversaries, holidays, employee appreciation, thank-yous, or any other special occasion.



## CHAMBER SOCIAL MEDIA - FIND A JOB FRIDAY

Are you looking for good, local employees? Develop your workforce and send us your current job openings! Each Friday the Chamber Facebook Page will share our members' job ads as a FREE member benefit. Please contact us for more details.

# MEMBER BENEFITS



## MINORITY BUSINESS ASSISTANCE CENTERS

The Ohio Development Services Agency (ODSA) Minority Business Development Division (MBDD) supports the growth and sustainability of small, minority-owned, and disadvantaged businesses in Ohio.

### The Centers provide the following services:

- Accounting assistance
- Business management counseling
- Completing federal, state and local certification applications
- Contract procurement assistance
- Estimating/Bidding assistance
- Identifying local resources
- Loan packaging assistance
- Marketing plan development
- Referrals to financial assistance programs



For more information contact:

**Mark Urrutia, MBAC Regional Director**

[mark.urrutia@utoledo.edu](mailto:mark.urrutia@utoledo.edu)

(419) 530-3342

## OHIO SMALL BUSINESS DEVELOPMENT CENTERS

The Ohio State Small Business Development Center (SBDC) Network is Ohio's proven, cost-effective and accredited network focused on small businesses – Ohio's Job creators. The Ohio SBDC drives regional economic strategy and tech commercialization across the state.

With a depth of expertise, the Ohio SBDC Network connects small business owners and entrepreneurs with more than 100 Certified Business Advisors (CBA) and professional consultants at 2 centers located across Ohio. These centers are housed in colleges, universities, chamber of commerce and community organizations.

The Ohio SBDC clients come from all industries, at all stages of business development and receive confidential, one-on-one, no-cost business counseling in areas including:

- Strategic Business Planning
- Cash Flow and Financial Analyses
- Capital Source Identification and Loan Packaging
- Guidance Market Feasibility and Research
- Marketing Strategy Development



For more information contact:

**Lisa Becher, SBDC Business Consultant**

[nwohiosbcd@gmail.com](mailto:nwohiosbcd@gmail.com)

(419) 267-1361



# READY TO JOIN US?



## WE'RE STRONGER TOGETHER!

Now that you have learned more about what the Defiance Area Chamber of Commerce has to offer, will you join us?

Here at the Chamber, we are dedicated to listening to our members. We want YOU

to join our nearly 400 employers and over 11,000 employees across the Defiance Area, that continue to make Defiance "A Great Place to Live."

## LET US SERVE YOU!

**APPLY TODAY**

Visit **[defiancechamber.com](https://defiancechamber.com)** to apply today!



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