



ERIE COUNTY CHAMBER of COMMERCE CELEBRATING 120 YEARS

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



MESSAGE FROM THE PRESIDENT

Good Morning Chamber Members,

Without a doubt these are the most challenging times ever faced by business communities in our lifetimes. Now more than ever the importance of being a member of the Erie County Chamber of Commerce is a necessary part for the sustainability of our Small Businesses. Utilizing the many benefits and cost savings, networking with over 550 chamber member partners is key to the development and growth of your business. This is the time that can make or break your business!

During these tough times you can be benefiting from the Chamber programs. We provide a Bi-monthly Newsletter that is sent out twice a month to over 1,000 members to keep our members informed of what's going on in our area. Networking with other members and developing relationships will increase your visibility for your business.

A Base Membership is \$297 for the year and would include 1-10 Employees. The ROI for the Membership will pay for itself.

As a Small Business owner you can't go it alone forever. The safety is in the numbers. I am reaching out to help you with FREE Facebook Advertising featuring different member businesses daily and taking part in the Chamber Energy program as well as many other opportunities.

I would be delighted to meet with you. Please contact me to schedule a time that is convenient for you.

Kind Regards,

**Pamela Smith-Droll, President CEO
Erie County Chamber of Commerce**

604 W. Washington Street
Sandusky, Ohio 44870

Office: 419-625-6421

Email: pamelas@eriecountychamber.com

UPCOMING CHAMBER EVENTS:

Annual Chamber Golf Classic

When: Mon., Aug. 17

Time: Tee times start 8:30am

Where: Plum Brook Country Club



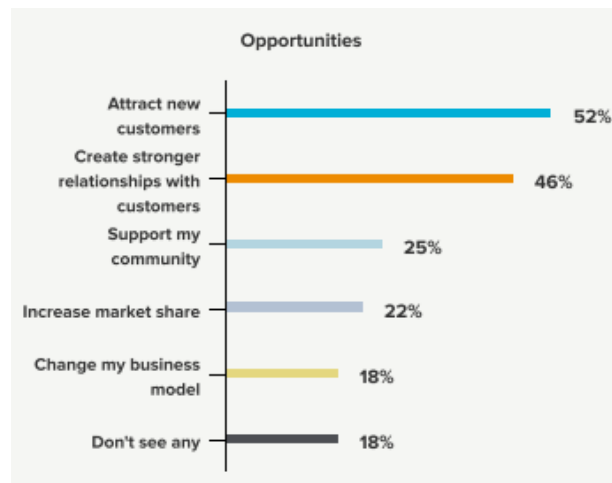
Looking for Member Events?
[Click here.](#)



COVID-19 BUSINESS IMPACT REPORT: BBB SURVEY OF SMALL BUSINESSES REVEALS CHALLENGES, GROWTH OPPORTUNITIES, FUTURE NEEDS

Cash flow, health and safety, and meeting customer expectations are the top challenges facing BBB Accredited Businesses. And while the perceived impact over the next 60 days is lower than when we asked the same question in March, companies are identifying new opportunities to keep their doors open.

JUNE 2020 REPORT: CHALLENGES > OPPORTUNITIES



"BUSINESS OPPORTUNITIES ARE LIKE BUSES, THERE'S ALWAYS ANOTHER ONE COMING."

– RICHARD BRANSON.

In March, 87% of businesses surveyed by BBB anticipated the pandemic would harm their company. Two months later, 71% of companies expect the epidemic to impact them negatively when asked the same questions.

Similarly – businesses surveyed projected less of an impact over the next two months versus what they initially reported in March.

Cutting costs and taking advantage of financial federal assistance programs certainly helped businesses weather the storm. Nearly three-quarters of the firms who applied for assistance said they received funds.

Although the pandemic is far from over, many businesses are focused on how to make the second half of 2020 a success. Attracting customers, building relationships, and supporting the community are the top takeaways for small business owners surveyed by BBB.

**CLICK HERE TO
READ THE FULL REPORT**

MEMBER HIGHLIGHT: TERA NDOLBE OF GOLDEN SKIES CLEANING COMPANY



Hello, my name is Tera Ndolbe. I am the CEO Golden Skies Cleaning Company located in Fremont, Ohio. I attended college at Terra State Community College where I majored in nursing, I decided throughout my studies to change course by becoming a business owner.

Before starting my business's I worked in the allied healthcare field for 8 years after serving time in the allied healthcare field I grew in curiosity about owning a business and helping others to be able to serve my community in a different manner.

My business Golden Skies Cleaning Company provides cleaning services for commercial and residential properties. I also own a small non-profit named Transpire Mental Health in Fremont, Ohio. Transpire Mental Health specializes in aftercare services and re-entry programs for individuals that have been post-discharged from hospitalization, incarceration, and drug rehabilitation. I enjoy reading, spending time with friends and family. The journey to becoming an entrepreneur has been very exciting and challenging at times but truly rewarding.

Thank you for reading my bio! If you are interested in any of my services I can be reached at teramcdonald2015@gmail.com or you call me at 567-280-6124.

OHIO CHAMBER HEALTH BENEFIT PROGRAM OFFERS HEALTH SOLUTIONS TO OHIO'S SMALL BUSINESSES

As all of us begin the process of recovering from the COVID-19 pandemic and these unprecedented times, the Ohio Chamber of Commerce is here to provide support, guidance and resources to help the state's small business owners get back on their feet.

Part of that support is providing affordable access to health care.

Last year, the Ohio Chamber of Commerce partnered with UnitedHealthcare to offer a robust benefits package for small businesses. As a member, employers and their employees receive access to a range of products and services that not only drive productivity but that will ultimately impact their company's bottom line.

The Ohio Chamber Health Benefit Program (OCHBP) provides eligible small business owners access to a portfolio of health care options. OCHBP is administered by UnitedHealthcare, the

country's largest health insurance provider, and offers Ohio Chamber members up to 25 percent savings on health benefits. The OCHBP is tailored specifically for Ohio businesses with tow to 50 employees.

As an Ohio Chamber member, small business owners have the opportunity to join with other small businesses throughout the state, including the plans that are not typically available to small businesses. Ohio Chamber members will be able to choose from a variety of PPO (Preferred Provider Organization) and HSA (Health Savings Account) health plans offered by UnitedHealthcare.

There are several advantages of selecting an OCHBP plan. United Healthcare's Advocate4Me and Unitedhealth Premium Program are to plans available. To learn more, visit www.ohiochamber.com/health-benefit-program/.



"CHARACTER CANNOT BE DEVELOPED IN EASE AND QUIET. ONLY THROUGH EXPERIENCE OF TRIAL AND SUFFERING CAN THE SOUL BE STRENGTHENED, AMBITION INSPIRED AND SUCCESS ACHIEVED."

– HELEN KELLER



**"THE MAN WHO WILL
USE HIS SKILL AND
CONSTRUCTIVE
IMAGINATION TO SEE
HOW MUCH HE CAN GIVE
FOR A DOLLAR, INSTEAD
OF HOW LITTLE HE CAN
GIVE FOR A DOLLAR, IS
BOUND TO SUCCEED."**

– HENRY FORD

GAIN A COMPETITIVE ADVANTAGE BOOSTING YOUR MARKETING IN A DOWN ECONOMY

It's safe to say that the coronavirus outbreak has touched every aspect of society - personal, business, health care, government and social services. As the world collectively handles and works through the uncertainty caused by COVID-19, many business owners now find themselves in uncharted territory, with nothing but more uncertainty ahead.

How long will the coronavirus pandemic last? Will the economy skid into a severe recession, or even a depression? How long could that last? How will my industry change? How will consumers and my customers change? What will the world look like when this is all over?

There are endless questions and virtually no answers. Even so, it is possible to come out of this stronger. And now, more than ever, is the ideal time for you and your team to come together and strategize methods that will allow your company to survive and succeed.

UPDATE YOUR BUSINESS STRATEGY TO FOCUS FORWARD

As the leader of your company, all eyes will be on you as the business determines ways to continue thriving while dealing with unplanned fluctuations. As you work to create your new normal, it's imperative to make sure all team members understand that, if possible, the business must still focus on the ultimate goal — providing top-notch products and services for your clients.

CONNECT WITH YOUR CUSTOMERS

As we all continue to do our part to flatten the COVID-19 curve — practicing social distancing, having employees work remotely and following the protocols required to keep customers and employees safe — many business owners are asking how they can best support and connect with their customers in ways that are respectful

and sensitive to the current, unprecedented circumstances.

FOCUS ON CUSTOMER RETENTION

Often, marketing efforts are focused on positioning your company to get new customers and clients. Most small to mid-sized companies focus their marketing budgets almost exclusively on customer acquisition, and they are hesitant to spend much, if anything at all, on initiatives that keep their company brand alive and well within their organizations. As consumers, we know ourselves who excels at providing a customer experience that keeps us coming back.

BOOST SPIRITS WITH HELPFUL CLIENT COMMUNICATIONS

By using clear communication on your website and in social media, e-blasts, newsletters, blogs and more, you can make clear to your valuable customers that your company is staying on top of this global pandemic and is prepared to do its best to maintain a stable level of customer service and support. Always remember to keep it positive, too!

SHOW SUPPORT FOR LOCAL BUSINESSES

Businesses everywhere are struggling to maintain the production levels that they experienced before COVID-19. Showing unity with local businesses in your community during this time is an incredibly touching way to help businesses as they navigate through this period and to demonstrate to customers that — right now — you are dedicated to the greater good of the community. Is there a business that your company relies on to keep your products and services operating? A charitable cause that has affected an employee on your team in some way? Take a moment to feature them.



ERIE COUNTY

CHAMBER of COMMERCE

MEMBERSHIP APPLICATION

You can apply online at ERIECOUNTYCHAMBER.COM

Business/Organization Name: _____

Street Address: _____

City _____ State _____ Zip Code _____

Is there a different billing address? _____

Billing Contact: _____ Title: _____

Billing Contact Email: _____

Primary Contact: _____ Title: _____

Primary Contact Email: _____

Web Site: _____

Phone: (_____) _____ Alt. Phone: (_____) _____

- ☐ Toll Free
☐ Cell
☐ Fax

Full-Time Employees: _____

Part-Time Employees: _____

Please check what social media pages your business uses:

- ☐ Facebook ☐ LinkedIn ☐ Twitter ☐ Pinterest ☐ Instagram ☐ Snapchat ☐ Google+

Type of Business/Services Offered: _____

Authorized by: _____ (please print name)

X _____ Position: _____

Annual Dues Level (See Back): _____ Enrolled By: _____

Under I.R.S. Code 501(c)(6) your chamber dues are tax deductible as a business expense.

604 W Washington St • Sandusky, OH 44870 • (419) 625-6421 • ERIECOUNTYCHAMBER.COM
 Questions? Contact Chamber President, Pamela Smith-Droll at PAMELAS@ERIECOUNTYCHAMBER.COM



ERIE COUNTY

CHAMBER of COMMERCE

ANNUAL INVESTMENT TABLE

Effective 1/1/2019

Investment Schedule Based on:

Full Time Employee = 1 Part Time Employee = ½

Over 100 employees = \$683.00 + \$2.00 per additional employee

# EMP	\$ AMT	# EMP	\$ AMT	# EMP	\$ AMT	# EMP	\$ AMT
1	\$297	26	\$408	51	\$520	76	\$607
2	\$297	27	\$413	52	\$524	77	\$611
3	\$297	28	\$418	53	\$528	78	\$614
4	\$297	29	\$423	54	\$532	79	\$617
5	\$297	30	\$428	55	\$537	80	\$620
6	\$302	31	\$434	56	\$541	81	\$623
7	\$307	32	\$439	57	\$545	82	\$626
8	\$312	33	\$444	58	\$550	83	\$629
9	\$317	34	\$448	59	\$553	84	\$632
10	\$322	35	\$453	60	\$556	85	\$635
11	\$327	36	\$457	61	\$560	86	\$639
12	\$333	37	\$461	62	\$563	87	\$642
13	\$338	38	\$465	63	\$566	88	\$645
14	\$344	39	\$469	64	\$569	89	\$648
15	\$350	40	\$473	65	\$572	90	\$652
16	\$355	41	\$477	66	\$575	91	\$655
17	\$360	42	\$481	67	\$578	92	\$658
18	\$365	43	\$486	68	\$581	93	\$661
19	\$370	44	\$490	69	\$584	94	\$665
20	\$375	45	\$495	70	\$588	95	\$668
21	\$380	46	\$499	71	\$591	96	\$671
22	\$386	47	\$503	72	\$594	97	\$674
23	\$392	48	\$508	73	\$597	98	\$677
24	\$397	49	\$512	74	\$598	99	\$680
25	\$403	50	\$516	75	\$604	100	\$683

Under I.R.S. Code 501(c)(6) your chamber dues are tax deductible as a business expense. Dues paid to the chamber are not a charitable tax deduction for federal income tax purposes. The chamber is not a charity, but serves as an advocate organization for area business.



ERIE COUNTY

CHAMBER of COMMERCE

CELEBRATING 120 YEARS

Membership Benefits

1

Website
Directory
Listing

2

Member to
Member
Networking

3

Share Events
on Chamber
Website

4

Access to
Informational
Seminars

5

Ribbon
Cutting
Opportunities

6

Post Jobs on
Chamber
Website

7

Invitations to
Chamber
Events

8

Post Press
Releases on
Chamber
Website

9

Medical
Mutual Tax
Savings

10

Bureau of
Workers'
Comp.
Savings

11

Chamber
Energy
Program
Savings

12

Anthem
Chamber
Saver
Program

Learn more by contacting Pamela Smith-Droll, Chamber President
(419) 625-6421 • PAMELAS@ERIECOUNTYCHAMBER.COM

Shop Small & Support Local



Schedule a RISE appointment

Do you need support navigating your business through the uncertain times of the COVID-19 pandemic? RISE provides One on One advising for **entrepreneurs** and **small business owners** in all stages of business development, free of charge. The next RISE session is **July 21, 2020**. Contact RISE by clicking the link below or call 419-627-7794 to schedule an appointment with our business experts.

**CONTACT
RISE**

419.627.7791 • www.eriecountyedc.org • rise@eriecountyedc.org

Wake Up with **RANDY**
and the
**MORNING
MIX**
mix1027.com

**Mix
102.7
WCPZ**



**Please follow the
COVID-19 Guidelines
and Stay Safe!**



ERIE COUNTY CHAMBER OF COMMERCE MEMBER BENEFITS



There are dozens of membership benefits for Erie County Chamber of Commerce. Check out the perks by clicking the link below and discover how we can help you and your business grow.

[Click Here To View The Flyer](#)

SUMMER Party on Segways!

**7-15-2020 through
August 31st, 2020**

We are offering BOGO on Segway tours at Sandusky Segwave, on our 1 hr. tour use promotion code LESI BOGO1 when you reserve your tour online. Discount is for chamber members only!

<https://www.sanduskysegwave.com>
419-734-9283



Golden Skies Cleaning Company LLC
(419) 408-2271
goldenskiescleaning@gmail.com
<https://goldenskiescleanin.wixsite.com/goldenskies>

WE DELIVER SOLUTIONS FOR YOUR PROBLEMS

WHO WE ARE?

Golden Skies Cleaning Company we specialize in commercial and residential cleaning.



WHAT WE DO?

We are specialize routine house cleaning, office cleaning, condos and villas.



**HOUSE
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**OFFICE
BUILDINGS**

**CARPET
SHAMPOOING**

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419-408-2271**



Penn Station East Coast Subs

Sandwich Shop

4318 Milan Road, Unit 1A
Sandusky, OH 44870
www.pennstationsandusky.com

Mon.-Sat. 11:00 AM-10:00 PM
Sun. 11:00 AM-9:00 PM

**PENN
STATION**
EAST COAST SUBS
SANDUSKY, OHIO

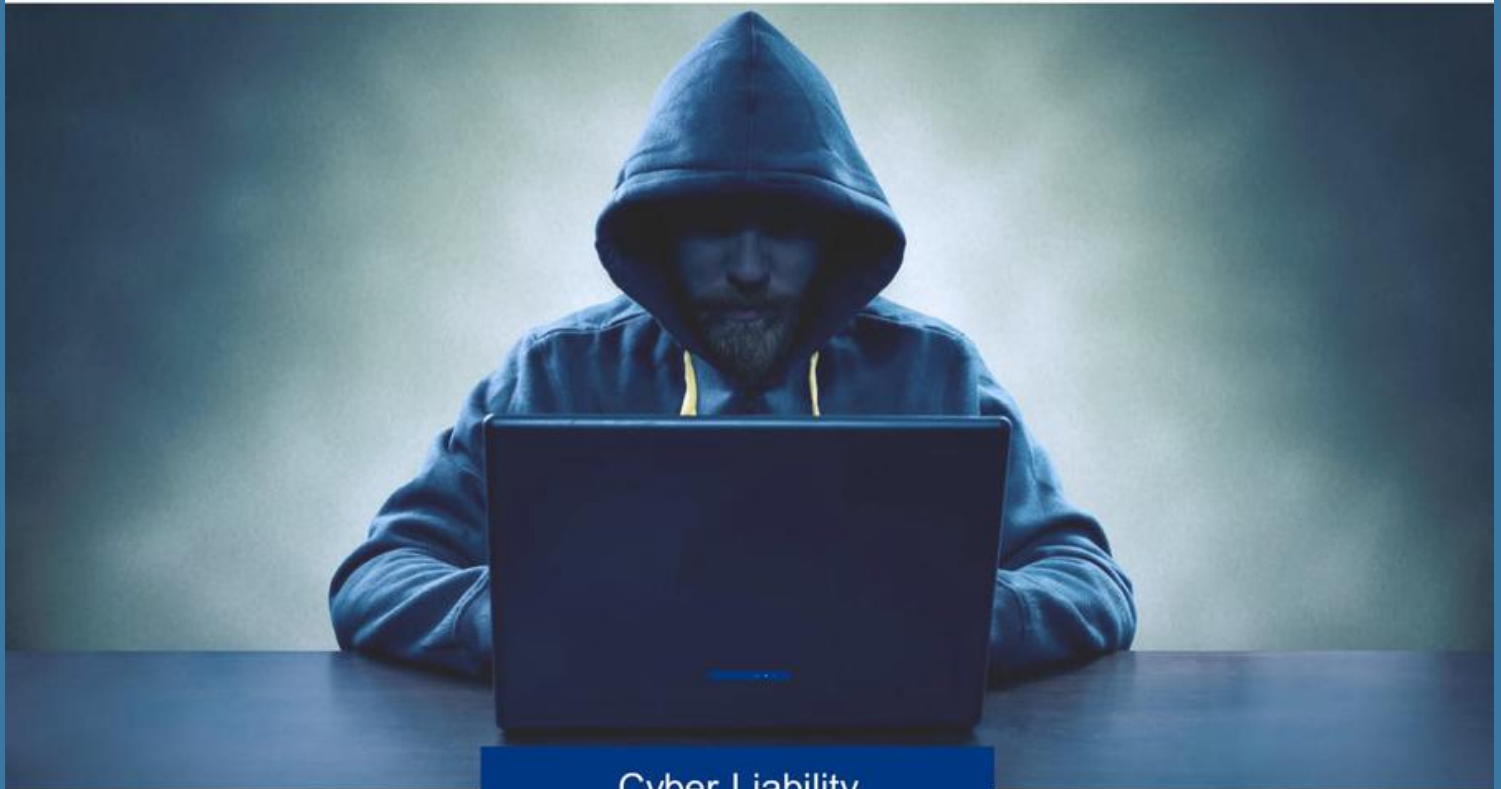


@pennstationsandusky

Penn Station's menu features a wide array of both grilled and cold submarine sandwiches prepared fresh in full view of the customer using hearth-baked bread, USDA Choice Steak, and other fine meats, cheeses, and vegetables. Our potatoes are hand-selected, fresh-cut, and flash-fried in cholesterol-free peanut oil for guaranteed freshness. Lemons are hand-squeezed daily into scratch-made lemonade. Not into subs? We also offer plenty of wraps and salads. Conveniently located in front of the Sandusky Mall and neighboring Tofts on 250 and Chipotle, our Route 250 store offers weather-permitting outdoor seating on a spacious covered patio. Order for pick-up by phone, web, or app; dine in and we'll bring your subs--and chocolate chunk cookie, if you're into dessert--right to your table.



Jason Steckel
jsteckel@inspartners.com
5237 Liberty Ave,
Vermilion, OH 44089
(800) 229-5266



Cyber Liability

If my business experienced a major data breach...

How would you organize an immediate response?

Ask yourself How would you pay for it?

Who will do your job while you respond to the crisis?



Coverage Solutions

- Privacy Liability & Notification
- Regulatory Liability
- Media Content Liability
- Network Security Liability
- Crisis Management
- E-Extortion Threat
- Cyber Deception/Social Engineering



Why choose a Cyber plan?

- Cyber limits are often too low
- Cost effective group rates
- Comprehensive coverage
- Custom-designed plan with specialized markets
- Serviced by experienced professionals



Toft's on 250

Ice Cream Shop

419.502.0212

**4318 Milan Road, Unit 1B
Sandusky, OH 44870**

www.toftson250icecream.com

Sunday-Thursday 12:00-9:30 PM

Friday-Saturday 12:00-10:30 PM



@toftson250



Serving "one-quality" ice cream from Ohio's oldest dairy, Toft's has been family-owned and operated since 1900. Incorporating milk from 20 local farms, our dairy employs the distinctive method of cooking down vanilla, imparting an incomparable taste not often found in ice cream.

Opened in 2019, our Route 250 parlor offers 52 flavors of Toft's hand-dipped ice cream, milkshakes, sundaes, and our exclusive ice cream taco served in a fresh-made waffle cone shell! Conveniently located in front of the Sandusky Mall between Chipotle and Penn Station East Coast Subs, Toft's on 250 welcomes tourists and locals alike with its cheery atmosphere and trendy decor. Catch a Sandusky sunset on our covered patio open for weather-permitting outdoor seating!



**Worry Less
Live More**



“Badamy Insurance and associates have been providing us with excellent service for years. The staff is knowledgeable, professional, and a pleasure to work with.”

- Brenda F., Customer since 2011

About Us

Badamy Insurance, based in Sandusky, Ohio, is an affiliate of the Hertvik Insurance Group. Through this affiliation, our clients have access to more carriers, and often better pricing, while continuing to work with the local Sandusky team they've come to know.

We have been providing personal home and auto coverage, and commercial insurance solutions for the past 50 years to our Sandusky neighbors. Our number one goal is building relationships with our clients and providing them with best in class protection while providing cost effective solutions that help to safeguard your family and/or business operation.

Our broad carrier portfolio enables us to offer specialized insurance programs while providing extremely competitive pricing which means you can get quality affordable coverage. Our flexible insurance solutions meet today's risks and tomorrows challenges.

HOME | AUTO | BUSINESS | LIFE



(419) 502-2200

kbadamy@badamyinsurance.com

4408 Timber Commons Drive, Sandusky, OH 44870

JOIN THE 
CONVERSATION 

**Classes
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Soon!**

**OHIO BUSINESS
COLLEGE**



Programs

Medical Assisting

**Medical Office
Specialist**

**Business
Administration**

**Accounting
Office
Administration**

Electrician*

Pending
approval by the Commission of the
Council on Occupational Education

**Earn your
Microsoft
Certifications
in Word, Excel
or PowerPoint**

**Become a RMA
(Registered
Medical
Assistant) or CMA
(Certified Medical
Assistant)**

**Contact Susan Majoy
5202 Timber Commons Drive
Sandusky OH 44847
SMajoy@OhioBusinessCollege.edu
Text or call (419) 366-9068**



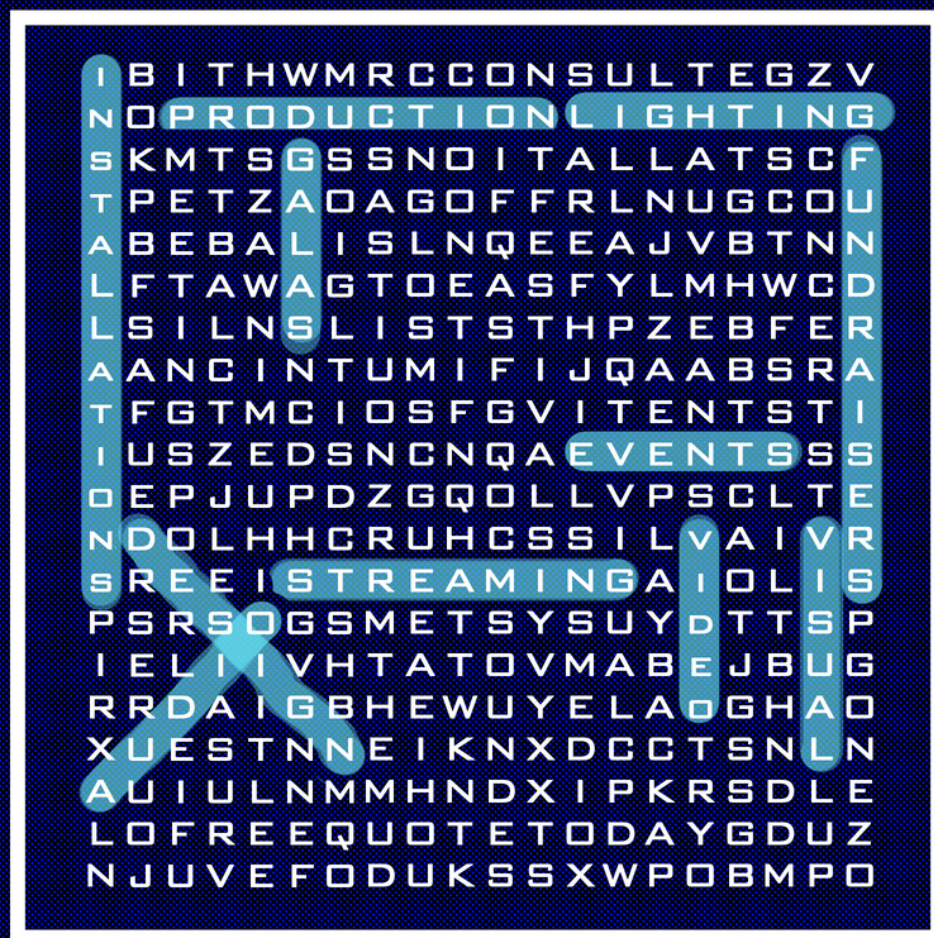
REMODELING YOUR OFFICE?

PLANNING AN EVENT?

HOSTING A MEETING?

TRYING TO LIVE STREAM?

LET US HELP YOU FIND
THE RIGHT SOLUTION!



GREAT LAKES
AUDIO VISUAL

877-248-4528

INFO@GREATLAKESAUDIOVISUAL.COM

V+A RISK SERVICES



Working Together to Save You Money.

V+A Risk Services is a trusted Erie County Chamber of Commerce benefit partner. As a chamber member, you are eligible to take advantage of cost-saving benefits including the workers' compensation group pooling program that may substantially reduce your premiums by 15-53%.

Member Programs:

State Fund Group Rating

- Unparalleled claims management and hearing representation
- Save on your bottom line with our group rating and group retro programs
- Improve workplace safety with Destination: Excellence
- Additional BWC discounts available

Unemployment

- Relax while we manage your UI program
- Track benefits with ease
- Direct access to our expert merger and acquisitions consultant
- Money saving industry-specific tax impact analysis

Start Saving with Your Erie County Chamber Member Benefits Now!

It couldn't be easier. Simply go to www.variskservices.com and click the box to request your free, no-obligation quote then fill in the AC3 form. We will take it from there and let you know how much we can save you.

Why V+A?

We are Ohio's premier Third Party Administrator.

Clients across Ohio love that we provide education on recent trends and developments, straightforward cost structure, provide you with a personal claims manager, give detailed and insightful reports to help with proactive claim strategies, and maintain the highest level of customer service and satisfaction. We have all the discounts and tools of the oversized TPAs but with the personal service you deserve.

Contact

Kate Nelson

419.867.1044 • knelson@variskservices.com

WE'RE HERE FOR YOU.



Sandusky Bay Pancake House

Breakfast and Brunch Restaurant

www.sanduskybaypancakehouse.com

419.625.2614

**4710 Milan Road
Sandusky, OH 44870**

Open 7 AM - 4 PM Daily



@sbpancakehouse

The Sandusky Bay Pancake House has been locally owned and operated since 1966. Rebranded out of the ashes of the COVID-19 pandemic, our breakfast and brunch eatery incorporates numerous local farmers, small businesses, and purveyors. Both sweet and savory cravings can be satisfied by our extensive offering of pancakes, egg dishes, crepes, waffles, French toast, sandwiches, salads, burgers, and more. Dine inside, on our spacious covered patio, or at our bar—in addition to specialty coffees and cold brews, we offer brunch cocktails and locally produced beer and wine. Order online or by phone for carry-out; visit MyTown2Go for delivery. Eat, drink, think...local! We welcome locals and tourists alike to experience the tastes of northern Ohio.