



# ERIE COUNTY

## CHAMBER of COMMERCE

### CELEBRATING 120 YEARS

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



## MESSAGE FROM THE PRESIDENT

***Good Morning Chamber Members,***

As difficult as things may seem at this time please remember you and your business are not alone. Keep your focus on the horizon as we navigate through the pandemic. We need to plan accordingly and don't be afraid to ask for help. As I have mentioned many times, the Chamber is here for you! The Erie County Chamber has hundreds of Chamber Member Businesses that you can connect with and purchase from anytime. Please follow all of the guidelines for Covid-19 by washing your hands frequently, using hand sanitizer and please wear your mask wherever you go! Stay tuned for Governor Mike DeWine's updates.

From now through Christmas the Chamber will be promoting Chamber Member Businesses on Facebook to showcase the many goods and services that are available to purchase locally in-lieu of purchasing a coffee pot from an online store. If you would like your business to be featured, please let me know so that we can make that happen for you! We need the Chamber to work together in partnership and we will survive this.

Kind Regards,

*Pamela Smith-Droll, CEO*

**Erie County Chamber of Commerce**

604 W. Washington Street

Sandusky, Ohio 44870

Office: 419-625-6421

Email: [pamelas@eriecountychamber.com](mailto:pamelas@eriecountychamber.com)

## UPCOMING CHAMBER EVENTS:

***First-Time Supervisor:  
Preparing for High-Performance  
Leadership***

**When:** Wed., November 18

**Time:** 9:00am - 12:00pm

**Where:** Erie County Chamber of Commerce

**[Click here to learn more](#)**

***First-Time Supervisor:  
Preparing for High-Performance  
Leadership***

**When:** Tues., December 1

**Time:** 9:00am - 12:00pm

**Where:** Erie County Chamber of Commerce

**[Click here to learn more](#)**

***Looking for Member Events?***

**[Click here.](#)**



## BETTER BUSINESS IMPACT REPORT: THE NEXT FRONTIER OF ONLINE RETAILERS

Due to the impact of the COVID-19 pandemic, many small companies are now making technology and online marketing a more significant focus for their company. Having an effective online presence and knowing how to meet and exceed customer demands digitally can be a difference-maker for your business.

In this Business Impact Report, the Better Business Bureau (BBB) takes a deeper dive into the online retail industry from customers, business owners, research findings, and exclusive BBB data. E-commerce is booming. Sales reached \$3.5 trillion in 2019, and according to [Statista](#), by 2023, e-retail sales are estimated to account for 22% of all retail sales worldwide.

At [BBB.org](#), search for online retailers skyrocketed 383% this year, suggesting that more and more consumers are researching businesses before making an online purchase.

Business owners have an opportunity to change the narrative of their company, from just trying to survive to thrive during difficult times. This report takes you step-by-step on how to bolster your business's online reputation, improve customer communication and build trust, and how operating with integrity and honesty can differentiate your business.

### More customers turn to BBB.org

- 73% increase in online business profile views
- 383% increase in online shopping business profile searches
- Overall business profile search to BBB.org up 97%
- 62% increase in business profile views for BBB Accredited online retailers

\* Source: IABBB year over year data between March - Oct 2019/2020

[DOWNLOAD FULL REPORT](#)

### Know the facts

Even though e-commerce is thriving globally, savvy retailers will want to be on top of the latest industry trends and make strategic decisions to help their business grow and thrive.

Small businesses are defined as those with 500 or fewer employees, from LLCs with multiple locations to mom and pop shops with fewer than five employees. And while running a small business is no easy task, here are some surprising facts business owners can't afford to ignore.

#### 1. Nearly one-third of businesses fail because the owner runs out of money\*

- Opening and maintaining a small business can be a considerable risk that requires upfront costs and hard work. And while many small businesses succeed, identifying early risks can help you better prepare for the future. According to the Bureau of Labor Statistics, about 20% of companies fail in their first year, and 50% of small businesses fail in their fifth year. In Canada, 23% of small businesses (1-4 employees) fail in year one. \*US. Bureau of Labor Statistics

#### 2. More than one-third of small business owners don't believe they need a website\*

- Without question, shoppers overwhelmingly look online to purchase or research a product and service. Since the onset of the COVID-19 pandemic, the number of customer inquiries to BBB.org spiked 36% year-over-year. Having an online presence is essential to any business's success and can also lend authority to your brand and connect to even more customers. \*\*[Big Commerce](#)

#### 3. 1.9 billion people purchased goods or services online\*

- The online retail landscape continues to change and evolve each year as customer expectations and the demand for convenience skyrocket. According to Statista, e-retail sales surpassed 3.5 trillion US dollars worldwide in 2019 and are forecasted to accelerate even more in the future. \*[Statista](#)

#### 4. By 2040, an estimated 95% of all purchases will be through e-commerce\*\*

- According to \*\*[99firms](#), online purchases will continue to soar as more and more brick-and-mortar stores close due to the pandemic and quarantining. Many business owners have had no choice but to move their stores online and appeal to new customers. This ever-increasing demand can be costly, from packaging and shipping expenses to technology upgrades. Regardless, investing now can pay off dividends in the future.

**“SIMPLE, GENUINE GOODNESS IS THE BEST CAPITAL TO FOUND THE BUSINESS OF THIS LIFE UPON. IT LASTS WHEN FAME AND MONEY FAIL, AND IS THE ONLY RICHES WE CAN TAKE OUT OF THIS WORLD WITH US.”**

**— LOUISA MAY ALCOTT**



## MEMBER HIGHLIGHT:



*Lightscape*  
OUTDOOR LIGHTING

A big welcome to the newest member, Lightscape Outdoor Lighting. As a veteran owned and operated company, Lightscape™ Outdoor Lighting & Audio is an outdoor lighting and audio design and installation firm for clients who desire a professional service and professional grade products.



When accent lighting makes all the difference in the world, call Lightscape today for all your landscape lighting needs and more.



**For more information, contact Lightscape at:**

- Online: <https://lightscapeoutdoors.com/>
- Facebook: [Facebook.com/LightscapeOutdoors/](https://www.facebook.com/LightscapeOutdoors/)
- By Email: [info@lightscapeoutdoors.com](mailto:info@lightscapeoutdoors.com)
- Phone: (614) 414-3414



*"I INSIST ON A LOT OF TIME BEING SPENT, ALMOST EVERY DAY, TO JUST SIT AND THINK. THAT IS VERY UNCOMMON IN AMERICAN BUSINESS. I READ AND THINK. SO I DO MORE READING AND THINKING, AND MAKE LESS IMPULSE DECISIONS THAN MOST PEOPLE IN BUSINESS. I DO IT BECAUSE I LIKE THIS KIND OF LIFE."*

*— WARREN BUFFETT*

## MEMBER HIGHLIGHT:

**S & H Blinds & Floors** has been family-owned and locally operated for over 70 years in the northern Ohio area.



We currently carry a wide range of window covering options and offer an array of repair services. Our showroom has over 100 blind displays and samples to assist you in your purchase. The displays include drapery soft treatments, custom wood shutters, motorized blinds, energy efficient coverings and many other options. We also offer hardwood, laminate, vinyl, carpet and ceramic tile are available in a wide variety of brands.



***“AND WHILE THE LAW OF COMPETITION MAY BE SOMETIMES HARD FOR THE INDIVIDUAL, IT IS BEST FOR THE RACE, BECAUSE IT ENSURES THE SURVIVAL OF THE FITTEST IN EVERY DEPARTMENT.”***

***– ANDREW CARNEGIE***

**For more info, contact S & H Blinds & Floors at:**

- In-Person: 2124 Cleveland Road, Sandusky, OH
- Online: [www.shblindsfloors.com](http://www.shblindsfloors.com)
- Facebook: [Facebook.com/shblindsfloors](https://www.facebook.com/shblindsfloors)
- Phone: (419) 626-4495
- Email: [info@shblindsfloors.com](mailto:info@shblindsfloors.com)



## MEMBER HIGHLIGHT: POWER 89.1 FM

Welcome to yet another new member of our big family here at Erie County Chamber of Commerce. Tune in for some inspiration- WNZN POWER 89.1. Power 89.1's mission is to provide family friendly information, encouragement, companionship, and entertainment.



Born and raised in Lorain, Ohio, **Mark A. Ballard, Sr.** is known as an astute Businessman/CEO, Visionary, Leader, Family Man and just an all-around great and highly respected guy.

Mark Ballard is the President of Blackberry Records and Founder/President/Owner of Marxan Records. Blackberry Records was launched on December 1, 1991. Marxan Records was founded in 1995 with marketing/promotion and A&R consultation (1998).

This innovative joint venture has resulted in a label that is committed to the development of artists who have world-class talent and a passion to use that talent to spread the Gospel through music. Blackberry/Marxan Music Group reaches the Urban Gospel and mainstream audience with traditional and contemporary music. Blackberry/Marxan Music Group is the home of some of the most influential artists in the Gospel music world. Marxan Records is an independently owned label, currently housing seven (7) signed artists, ranging from traditional to urban contemporary Gospel.

Mark Ballard launched his own Papa John's Pizza Franchise in 1993, directing and managing 8 locations with a \$7 million annual budget and over 250 employees. In November of 2014, he launched his 1st brand new urban inspiration radio station in Northeast Ohio, WNZN Power 89.1, whose coverage area includes: Huron, Lorain and Cuyahoga Counties. WNZN is owned by P.A.C.E. Foundation, my 501(c) 3 that was organized to address 3 key areas in the community that include: youth development, job training/workforce development and economic development.

At the core of Power 89.1 FM, is our sincere passion and commitment to impact lives through uplifting, wholesome, entertainment, positive programming with inspirationally charged content through multiple media formats. Power 89.1's mission is to provide family friendly information, encouragement, companionship, and entertainment through Christian programming. Power 89.1 will creatively blend inspirational and contemporary music in such a way that the entire family will enjoy listening. WNZN is committed to a high quality of workmanship and will diligently strive to operate with fiscal responsibility, demonstrating principles of integrity and excellence...all while creating solutions for successful lives and healthy communities. This is the legacy of Mark A. Ballard, Sr. – Businessman, CEO, Visionary, Leader and Family Man with a calling to transform and impact the lives of many.

**For more information, contact WNZN Power 89.1 at:**

- Online: <http://www.wnzn.org>
- Facebook: [Facebook.com/wnznpower891](https://www.facebook.com/wnznpower891)
- By Email: [info@wnzn.org](mailto:info@wnzn.org)
- Phone: (440) 341-0402



## MEMBER HIGHLIGHT: POWER 89.1 FM (CONTINUED)

Welcome to yet another new member of our big family here at Erie County Chamber of Commerce. Tune in for some inspiration- WNZN POWER 89.1. Power 89.1's mission is to provide family friendly information, encouragement, companionship, and entertainment.



**Reggie Gay** is the trend setting gospel radio & television personality in America. His name became synonymous with gospel music in Atlanta, GA via KISS 104 FM and GLORY 1340 AM. Broadcast Group produces The Reggie Gay Gospel Show. Listen online anytime (24/7/365) via ReggieGay.com. Download Reggie's app for Amazon, Androids, iPhones and Blackberry. Blue tooth the audio; listen on the GO! The Reggie Gay Gospel TV Show airs Sunday @ 5:30 AM (et) on My 36 WATL, Atlanta and at 8PM (et) on TV 57, Atlanta; worldwide on ReggieGay.com. The telecast also airs in Charleston, Florence & Myrtle Beach, SC, Augusta,

Statesboro & Savannah, GA, Lexington, KY, Tallahassee, FL, Lumberton & Wilmington, NC and Chattanooga, TN.

Reggie is from Lexington, KY. He earned his Bachelor degree in Broadcasting from Eastern Kentucky University, Richmond. In the early years of his career he worked at WEKU-FM Richmond, WTLA-FM (Urban League radio) & WLAP-AM/FM, Lexington; WJMM (Christian radio) in Versailles, KY. Currently, he's working alongside Mark Ballard at POWER 89.1 FM WNZN, Lorain, OH.

Reggie is a member of Kappa Alpha Psi Fraternity; an Advisory Board Member of the Stellar Awards. Charities Reggie's worked with: Reef House an "after school children's program" (founded by NBA basketball star Shareef Abdur-Rahim); Roots Adoption Agency & his "Suitcases for Kids" program that purchased luggage for foster children.

Reggie is heard as the "Band Announcer" for the Morris Brown College Marching Wolverines in the smash hit movie "Drum Line" and makes a cameo appearance as a "Security Guard" in the blockbuster film "Fighting Temptations".



**For more information, contact WNZN Power 89.1 at:**

- Online: <http://www.wnzn.org>
- Facebook: [Facebook.com/wnznpower891](https://www.facebook.com/wnznpower891)
- By Email: [info@wnzn.org](mailto:info@wnzn.org)
- Phone: (440) 341-0402





## MEMBER HIGHLIGHT:

Diversified Graphics, Inc. (DGI) has been serving our customers with printing solutions for over 19 years.

Our staff has a combined 150 years of printing experience and strong alliances with some of the best manufacturers.

We have the ability to provide competitive pricing with first class printing solutions, which has resulted in consistent growth.



We continue to guarantee exceptional customer service with a personal sales representative, assuring you the finest, most dependable service with every order.

Offering **commercial printing** (booklets, calendars, flyers, brochures, postcards and notepads), **digital printing** (letterhead & envelopes, flyers, window clings, magnets, variable data, shorter runs & faster turn times), **wide format printing** (posters & banners, indoor & outdoor foam core), and more (custom labels, forms, checks, printer supplies, stock paper, promotional items).

**For more info, contact Diversified Graphics, Inc. at:**

- In-Person: 241 Heritage Drive, Tiffin, OH
- Online: [www.diversified-graphics.com](http://www.diversified-graphics.com)
- Facebook: [Facebook.com/diversifiedgraphicstiffin](https://www.facebook.com/diversifiedgraphicstiffin)
- Phone: (419) 443-0824
- Email: [info@diversified-graphics.com](mailto:info@diversified-graphics.com)

**“SUCCESS USUALLY  
COMES TO THOSE WHO  
ARE TOO BUSY TO BE  
LOOKING FOR IT.”  
– HENRY DAVID THOREAU**

# NEO ECONOMIC DEVELOPMENT OPPORTUNITIES AND UPDATES

The updates below may be helpful with your business development and network connectivity initiatives.

~ Steve Fritsch, Vice President, Marketing and Engagement @ Team NEO



## Updates for November 13, 2020:

**Recent Project Wins:** We've had some great wins for Northeast Ohio this past month. Congratulations to all our partners involved!

- Ohio Associated Enterprises to Grow in Painesville
- Arlington Valley Farms Plans to Grow in Hudson
- Polytech America LLC to Open Operations in Canton
- OMEC Smart Card, LLC to Open Facility in Strongsville

**Upcoming NODE Meeting:** Due to the holidays, we are combining the November and December meetings to be one meeting on December 1st. Register here to join us for an interesting discussion about the 2021 workforce development landscape with a panel of professionals:

- Jennifer Meeks Eells, Executive Director, Stark Tuscarawas Workforce Development Board
- Bert Cene, Executive Director, Mahoning & Columbiana County Workforce Development Board, Inc.
- Christine G. Marshall, Executive Director, Summit and Medina Workforce Area Council of Governments
- Patrick Mohorcic, Director of Workforce Development, Lake County Board of Commissioners

**Inclusion Grant Updates:** Last week, Camille Billups shared with many economic development peers an update on the JobsOhio Inclusion Grant, including progress we're making in Northeast Ohio in connecting small businesses and MBEs in distressed communities to it. Here are some related materials from that discussion:

- Video Call Recording
- Presentation: JobsOhio Inclusion Grant Project Trends
- JobsOhio Inclusion Grant One-Pager
- EIG Interactive Map

**Career Pathways Videos for Emerging Talent:** We've recently updated our Emerging Talent portal with new videos of young professionals in manufacturing, business, IT and healthcare sharing the pathways undertaken to get them to their current occupation. We are also continuing to have more and more community, education and workforce organizations seek us out to share these insights with virtual audiences in their communities. If you are also interested in this opportunity, please connect with Sydney Martis.

- Computer and IT
- Health Care
- Manufacturing
- Business

**Deadline 11/23/2020 - Governor's Cup Call for 2020 Announced Wins:** Each year, Site Selection Magazine and Conway Data compile a list of announced wins, then rank states, metropolitan and micropolitan areas on performance. Ohio, as well as many Northeast Ohio communities have a history of doing well – Let's keep it going! This data is also used by companies and site consultants when evaluating locations, so it's important that your community is represented appropriately. Here is the criteria and submission information, and here is a list of three years of past projects compiled by ODSA.

**Save the Date – January 29th:** Mark your calendar for 9am on January 29th for our virtual ED NOW session. This annual workshop brings together elected officials and key economic development stakeholder to share best practices being undertaken by communities so that they are best prepared to compete and win business investment. This year's event will feature Jay Garner, highly-respected site selection consultant and author of Economic Development Is Not for Amateurs!: A must-read for community leaders on how to achieve economic development success.

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Our mailing address is:

Team NEO 1111 Superior Avenue, Suite 1600 Cleveland, Ohio 44114 216.363.5400



## **BUSINESS AFTER HOURS STARTING IN JANUARY 2021**

We will officially start our Business After Hours in January 2021.

We will have 12 Business After Hours scheduled once a month on Tuesdays from 5pm-7pm. Any of our Chamber Members can Sponsor. **This will be a First Come basis to lock in your Business After Hours Event.**

You will be able to be creative with a theme that would showcase your business. As a Sponsor for each Business After Hours your Business would provide the food and drinks for the event!

**SCHEDULE YOUR  
BUSINESS AFTER HOURS  
TODAY!**

**CONTACT PAMELA AT  
PAMELAS@ERIECOUNTYCHAMBER.COM  
OR CALL HER DIRECTLY  
AT (419) 625-6421**



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

# SUMMARY OF GOVERNOR DEWINE'S ADDRESS

from November 11, 2020

## WHERE WE ARE NOW

Ohio is experiencing a more intense surge in COVID-19 cases, hospitalizations, ICU admissions across the entire state.

In September, Ohio averaged under 1,000 cases a day. Today, Ohio reported our second highest number of cases at nearly 5,900. Some believe that the only reason we are seeing more cases is because more testing is being done. **We do have more testing available throughout the state, but while testing has not yet doubled, cases have almost quadrupled.**

We know how to beat this virus. We need to stick to the basics: wash your hands; wear your mask even when you're with friends and family; stay socially distanced; work from home when you can; and stay at home when you are sick.

We cannot pick and choose when we follow this guidance. We have to follow it every single day if we want to beat this virus.

## WHAT WE ARE DOING

### **New Mask Order**

- Most businesses are doing a good job ensuring that COVID-19 safety guidelines are being followed. However, it is clear that there are some businesses where mask-wearing is lacking.
- We have a responsibility to employees and customers to ensure that Ohio's businesses are as safe as possible.
- Governor DeWine will ask the Department of Health to reissue the mask order that's been in place since July 23rd to include the following new provisions:
  - Each business will be required to post a Face Covering Requirement sign at each public entrance. Attached is a printable sign that businesses can use.
  - Each business will be responsible for ensuring that customers and employees are wearing masks.
  - A new Retail Compliance Unit, led by the Bureau of Workers Compensation, will be inspecting to ensure retail compliance. A first violation of this order will bring about a written warning and a second violation will bring about closure of the store for up to 24 hours.

### **New Social Gathering Order**

- There has been an order in place since April to limit gatherings to no more than 10 people.
- Despite the order, there is rampant spread of the virus from banquets, wedding receptions, and social gatherings following funerals. It's not the ceremonies, it is at the parties afterwards.
- A new order will place significant new restrictions on these social activities. Open congregate areas can no longer be open. The new order requires everyone to be seated and masked unless they are actively consuming food or drinks and prohibits things such as dancing and games.

### **Restaurants/Bars/Gyms**

- If the trend continues and cases keep increasing, we will be forced to close restaurants, bars, and gyms one week from tomorrow (11/19).
- These are locations where it is difficult or impossible to maintain mask-wearing. Mask wearing is our chief way of slowing down the spread of the virus.

### **Schools**

- The vast majority of our K-12 schools are doing a fantastic job. However, a surge in communities threatens a districts' ability to keep teachers in the classroom.
- Our colleges and universities have taken strong action to keep their cases low and their campuses safe. Many have agreed to not return to in-person learning after Thanksgiving for the remainder of the semester. Unless we dramatically slow the community spread of this virus, higher education institutions may have to remain virtual when classes begin in January.

**As important partners to the Administration, we ask that you please help share these messages with your networks to help us fight the spread of COVID-19.**



***“GOOD BUSINESS LEADERS  
CREATE A VISION,  
ARTICULATE THE VISION,  
PASSIONATELY OWN THE  
VISION, AND  
RELENTLESSLY DRIVE IT  
TO COMPLETION.”  
– JACK WELCH***



# Shop Small & Support Local



## ALL HANDS ON DECK

IN SUPPORT OF MAJOR INDUSTRY

As we move along in our **All Hands on Deck** series, we uncover major industry. ECEDC supports our major industries such as **manufacturing, tourism, and healthcare**. Each of these segments makes their own unique and significant contributions to our region's economy. Visit [www.eriecountyedc.org](http://www.eriecountyedc.org) and sign up to receive email highlights on these industries in Erie County.

[LEARN MORE](#)

419.627.7791 • [www.eriecountyedc.org](http://www.eriecountyedc.org) • [office@eriecountyedc.org](mailto:office@eriecountyedc.org)

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- ♦ Popmoney
- ♦ Mobile App
- ♦ Checking Accounts
- ♦ Value Checking Plus Accounts
- ♦ Dollar Dog Kids Club
- ♦ Complimentary Notary Service
- ♦ Depository accounts insured up to \$750,000\*



\* All depository accounts are insured up to \$750,000. The first \$250,000 of insurance is provided by NCUA's National Credit Union Share Insurance Fund. An additional \$500,000 is made available through private insurance from Excess Share Insurance Company.

**SANDUSKY**  
2911 Hayes Ave.  
Sandusky, OH 44870

**NORWALK**  
295 Milan Ave., Ste. C  
Norwalk, OH 44857

**HURON**  
2402 University Dr.  
Huron, OH 44839

**SANDUSKY**  
2409 E. Perkins Ave.  
Sandusky, OH 44870

**VERMILION**  
1607 State Rd., Ste. 11  
Vermilion, OH 44089

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



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## 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](#)

# Want to prompt your business all year long with a block ad?

Contact Pamela at [PamelaS@eriecountychamber.com](mailto:PamelaS@eriecountychamber.com).





GET STARTED TODAY!  
CALL: (419) 625-6421

## GET THE WORD OUT LOUD AND CLEAR IN **ERIE COUNTY!**

Reach over 1,000 chamber members

### CHAMBER NEWSLETTER ADVERTISING

HELPING TO PROMOTE YOUR BUSINESS IN YOUR OWN BACK YARD!

The Chamber Newsletter is published bi-weekly and distributed electronically to over 1,000 readers at over 400 businesses. As the organization's primary source of communication, the newsletter updates educational and networking opportunities and other upcoming events; highlights member news, and offers one of the most popular forms of advertising. The newsletter is available on the Chamber's website and archived issues are always available. [Click here](#) to navigate to our Chamber Newsletter.

#### **PURCHASE (1) BLOCK AD FOR AN ENTIRE YEAR FOR JUST \$1,200**

Purchase a 2nd block ad for just **\$800 more (total \$2,000)** to have more space to:

- Include articles in the newsletter
- Showcase your business
- Share photos of your business
- Introduce your employees

The best part of this deal is being able to **change your messaging 6 times during the year!**  
The first block ad is 8.5" wide by 2.65" high. The second block ad size varies.

**CONTACT PAMELA TO GET STARTED!**  
**PamelaS@ErieCountyChamber.com or call (419) 625-6421**



# Stuff The Trunk!

Friday, November 27th  
Erie County Senior Center  
620 E. Water St.  
9am-12pm

## Suggested Items to Share

- Puzzle Books
- Coloring Books
- Colored Pencils
- Word Search Books
- Postage Stamps
- Small Snack Packs
- Hot Chocolate Packets
- Microwave Popcorn
- Granola/Breakfast Bars
- \$5 Grocery Gift Cards

## Monetary Donations Also Appreciated

Donations can also be dropped off in our lobby:  
Monday-Friday  
8am-4pm

For More Information: (419) 626-2560

Help "Stuff the Trunk" of a Subaru  
We are collecting items our 300  
Meals on Wheels Seniors might  
enjoy through the winter months.  
These seniors are struggling with  
social isolation during this  
pandemic, help us brighten their  
holidays!

As a member of Meals on Wheels  
America, the Meals on Wheels  
program is proud to participate in  
Subaru's annual Share the Love  
Event to help raise critical funds  
needed to support our local seniors.  
When you buy or lease a new  
Subaru this holiday season, we  
hope you'll choose Meals on Wheels  
as the recipient of a \$250 donation







**CALL AHEAD FOR HOLIDAY BAKERY ORDERS**  
**419-625-2614**

## WINTER'S FORECAST LOOKS GOOD...

**BUY \$50 IN GIFT CARDS,  
GET \$10 FREE FOR YOU!**



Gift cards not valid on today's dining experience.  
 Bonus Cards valid January 2 thru February 12, 2021.

**BUY \$25 IN GIFT CARDS,  
GET \$5 BONUS CARD FREE!**



Gift cards not valid on today's dining experience.  
 Bonus Cards valid January 2 thru February 12, 2021.

**BUY A \$25 GIFT CARD,  
GET A FREE SUB!**



Gift cards not valid on today's dining experience.  
 Bonus Cards valid January 2 thru February 12, 2021.

**SANDUSKY SPECIAL**

**YOU HAVE TO ASK FOR IT!**

**\$11.99**

Small Sub of the Month, Fresh Cut Fries, Regular Drink, Toff's Ice Cream. Exp. 05-20-21.

**EAT.  
DRINK.  
THINK.  
LOCAL!**

**SANDUSKY SEVEN**

**\$7.77**

**ORDER ONLINE!**

Two eggs any style (farm in Morrow, Ohio), Daisyfield bacon or ham, and three buttermilk pancakes (made with Toff's buttermilk). Expires 05-20-21.



# ABILITYWORKS

Independence | Inclusion | Employment



Adult Day  
Support & HPC



Career Planning  
& Employment



Sensory  
Space



Non-Medical  
Transportation

For over 45 years, our focus has been to figure out ways people with disabilities can participate in everyday activities and all aspects of the community. We offer Adult Day Support/HPC, Career Planning/Employment, Sensory Space, and Transportation.

We believe all people with intellectual and or developmental disabilities benefit when fully included in community life. Our variety of services allow us to find the best plan for each individual to feel included in our community.

## Looking to Hire?

Our Supported Employment department assists individuals with developmental disabilities to find jobs in the community. We assist them in finding the job and company that best fits their needs, as well as the needs of the business. We also offer contract labor and supervised work crews to help assemble products or packaging items, or clean offices.

Call us today to find out how you can employ one of our clients.



Phone: 419-626-1048  
Fax: 419-621-1780  
info@ability-works.com



www.ability-works.com  
Find us on Facebook,  
Instagram and Twitter



Ability Works, Inc.  
& Sensory Space  
3920 Columbus Ave.  
Sandusky, Ohio 44870

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*Give the gift*  
that protects all year long.



AAA Sandusky  
4201 Milan Road  
Sandusky, Ohio 44870  
419-625-5831

\*Price valid on new Classic memberships in Ohio Auto Club territory and includes a \$5 discount for enrolling in automatic renewal. Memberships can be upgraded; standard fees apply. Holiday special cannot be combined with other offers. Expires 12/31/2020.



**KONA ICE**

www.kona-ice.com



#### SEASON'S MEETINGS

Whatever your company holiday party looks like this year, Kona Ice is ready to add a little extra holiday magic to your celebration.

**LEARN MORE**



#### DECK THE BLOCK

Make your neighborhood merry and bright! Kona Ice will come to your neighborhood for a holiday block party!

**MORE INFO**



#### GIVE THE GIFT OF KONA

Gift cards? Socks? Fruitcake? This year, give the gift your loved ones or favorite organization REALLY want. Gift a Kona Ice visit!

**DETAILS**



## Your Sympathy Gift Experts



**COMPLIMENTARY GIFT WRAP**  
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\*Allow us to help you send a lasting gift of condolence from your business.

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# Neuroleadership 101

## *Professional Development Workshop* **Brain-Based Leadership**



Brain-based leadership is transforming the way we influence people and manage ourselves. Neuroscientific insight helps us understand how to build high-performance teams.

*Incorporating concepts from neuroscience can help managers to boost organizational health and performance.*

### **Introduction to Neuroleadership:**

- Defining Neuroleadership and how it ignites leadership.
- Explore specific areas of the brain that relate to leadership.
- Create neural Wi-Fi connections with team members.
- The "Caveman" brain.
- Neuroleadership and Emotional Intelligence.

**For more  
information:**



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...the bubble you **actually** have

# #MasksOnOhio

Go to [coronavirus.ohio.gov](https://coronavirus.ohio.gov) for more information



You can also call the Ohio Department of Health with any questions you have about COVID-19.

**1-833-4-ASK-ODH (1-833-427-5634)**



## When to stay home



### What counts as close contact?



Standing within  
6 feet for 15  
minutes



Direct physical  
contact



Shared  
utensils



A nearby  
sneeze or  
cough



Home care for  
someone who  
is sick with  
COVID-19

### How do I safely stay at home and away from others?

People who are isolated or quarantined should take the following actions to keep themselves and others safe:



Keep your physical  
distance from others –  
stay in your bedroom,  
use separate  
bathrooms.



Wipe down high-touch  
areas every day with  
a disinfectant.



Do not leave your  
home (unless  
necessary for  
medical care).



Do not allow visitors  
to your home.

Go to [coronavirus.ohio.gov](https://coronavirus.ohio.gov) for more information