



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

2020 IN REVIEW AND WHERE WE ARE HEADED

The old phrase "we have always done it that way" can officially be retired! Everything that we had always done literally came to a screeching halt and we were forced to adapt to the new normal and make dramatic changes. Change is good right?

With all that said a new year is upon us and we are optimistic about the future. Even though we may want to we must never look in the rear view mirror, it is way too scary! LOL Lets be realistic, things will never go back to "normal" and in many ways that's a good thing. This pandemic has forced us to think outside the box and is our opportunity for a new start and a brighter future.

The Erie County Chamber feels your pain and understands your challenges as we have faced many of our own this past year. For starters I deplore technology and much prefer the human touch and face to face conversation and networking which is kind of a cornerstone of all Chambers. And we will get back to that and slowly working toward that goal with responsibly smaller gatherings adhering to all CDC and Health Department guidelines. But in the meantime we are planning some new and exciting things for the this coming year utilizing technology and social media.

This is not over yet and we still have a lot to figure out but there is a bright light on the horizon and we must not lose sight of that. If anything this has taught us that we must take care of each other and be nice to one another. The Chamber of Commerce I have always said is like a big family.... and if you have noticed pretty much all of our social media post have ended with #ErieCountyChamberFamily and there is a reason for that....Family always takes care of one another! It is time to get back to the basics, if you have a choice to purchase goods or services from an online source or a local family business or retailer located right here in Erie County, the choice is clear. Let's do this Erie County!

In closing a Erie County Chamber membership is one of the best things you can purchase for your business, membership rates start at just \$297.00 a year and when you consider all the opportunities and savings that opens up for you it is clear that this is an investment that you can't afford not to explore! Remember we are always here for you and don't ever hesitate to call.... We are in this together!

Sincerely,

Pamela Smith-Droll

Pamela Smith-Droll, CEO

Erie County Chamber of Commerce

604 W. Washington Street, Sandusky, Ohio 44870

Office: 419-625-6421 Email: pamelas@eriecountychamber.com

UPCOMING CHAMBER EVENTS:

***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.](#)



HOW TO SUPPORT SMALL BUSINESSES DURING A PANDEMIC HOLIDAY SEASON

This year has been especially rough on small businesses. This holiday season, small companies need your support to make it through these uncertain times. Here are BBB's tips on how everyone can show small businesses some love.

By temporarily closing their doors, limiting capacity, or scaling back services, small businesses are helping to keep their customers and employees healthy. But the loss of income makes it tough to cover on-going expenses like rent and salaries. These tips may help your favorite businesses have the cash they need to make it through these lean times.

Practical Ways to Support Small Business:

- **Buy a gift card for later:** Many small businesses that have had to close or reduce services are offering gift certificates at discounted rates for when they open back up. Look on business's websites and social accounts.
- **Shop (local) online:** Local shops and vendors may have closed their (physical) doors, but many still run online shops. Look for them on social media or check the business's website for links to their online marketplace.
- **Look for virtual classes:** People who work in training or professional development – anyone from your personal trainer to the person teaching your office's public speaking workshop – are finding creative ways to move their instruction online. Even though your local gym is closed, your favorite yoga teacher may be hosting a live class online. Same goes for people who offer professional trainings. Now may be a good time to brush up on your skills through an online course.
- **Get take-out or delivery:** Many restaurants and breweries are now offering takeout with reduced or absent dine-in experiences. Support these local institutions by getting your food or drinks to-go and enjoying it at home. Local food trucks are another way to show support.
- **Skip the refund and take a rain check:** If you paid in advance for an event, such as theater or concert tickets, a class, or a service, consider taking a credit for the future instead of asking for a refund. These businesses will appreciate not needing to issue so many refunds right now.

If your own wallet is feeling the pinch, here are some **free** ways to support small businesses.

- **Write an online review:** This is a good time to finally get around to reviewing your favorite local business. These five-star reviews do help companies rank well in search engines and on other listing services. This is an easy, free way to show your favorite small businesses that you support them. Write a review on [BBB.org](https://www.bbb.org) now.
- **Like and share on social:** Help your favorite business reach a broader audience by liking and sharing their information on social media. This will help them reach future customers and gain more exposure.
- **Tell your businesses that you appreciate their work:** These are tough times! Keep moral up by reaching out to the businesses in your community and letting them know that you appreciate their hard work.

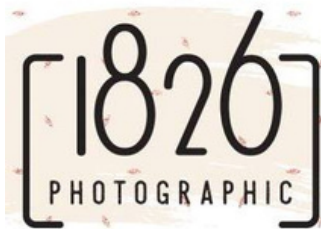
For More Information

Go to [BBB.org/holiday-tips](https://www.bbb.org/holiday-tips) for more details as well as information from BBB on how to shop safe this holiday season.

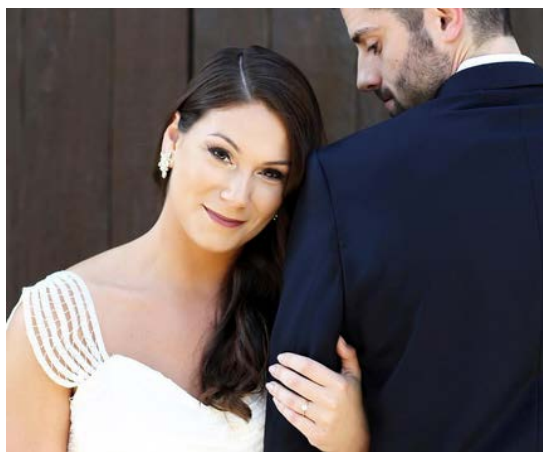
"THE MOST DANGEROUS POISON IS THE FEELING OF ACHIEVEMENT. THE ANTIDOTE IS TO EVERY EVENING THINK WHAT CAN BE DONE BETTER TOMORROW."
– INGVAR KAMPRAD, IKEA FOUNDER

MEMBER HIGHLIGHT:

Located in Sandusky, Ohio, 1826 Photographic is your full-service photography solution. From the dress to the cake, the rings to the kiss, we believe that



each moment of your wedding is just as beautiful and important as the next. Couples spend months planning for their special day and unfortunately, it flies by in the blink of an eye. Which is why we believe it is extra important for the memories of that day to last a lifetime. Your photos will be perfect reminders of the most beautiful and special day of your life.



For more information, contact 1826 Photographic at:

- Online: www.1826photographic.com
- [Facebook.com/1826-Photographic-226584100700330/](https://www.facebook.com/1826-Photographic-226584100700330/)
- By Email: info@1826photographic.com
- Phone: (419) 656-3412



***"THE SECRET OF
LEADERSHIP IS SIMPLE:
DO WHAT YOU BELIEVE IN.
PAINT A PICTURE OF THE
FUTURE. GO THERE.
PEOPLE WILL FOLLOW."
– SETH GODIN***

MEMBER HIGHLIGHT:



Our fertile Great Lakes soil has made northwest Ohio a leading agricultural center for hundreds of years. Chris and Matilda

Toft's dairy cows grazing on lush pastures in Erie County gave enough milk for the family plus some to sell. The husband and wife team drove their horse-drawn Toft's milk wagon through the streets of Sandusky selling milk by the dipper. That was 1900. Today, the cows that give the milk that goes to Toft Dairy still graze that rich pastureland Chris and Matilda's herds did over 100 years ago.



"FEARLESSNESS IS LIKE A MUSCLE. I KNOW FROM MY OWN LIFE THAT THE MORE I EXERCISE IT THE MORE NATURAL IT BECOMES TO NOT LET MY FEARS RUN ME."

– ARIANNA HUFFINGTON



For more info, contact Toft Dairy & Ice Cream Parlor at:

- In-Person: 3717 Venice Road, Sandusky, OH
- Online: www.toftdairy.com
- Facebook: [Facebook.com/toftdairy](https://www.facebook.com/toftdairy)
- Phone: (419) 625-5490
- Email: info@toftdairy.com

MEMBER HIGHLIGHT:



Barnes Nursery Inc. is a fantastic, family-owned, company that offers a comprehensive range of horticultural services. "When Harold A. Barnes and his wife, Jeanne, planted their first crop of 11,000 rose bushes in 1950, little did they realize they were sowing the seeds of a horticulture dynasty that has grown to become Barnes Nursery, one of Ohio's largest diversified green industry organizations."

With 70 years of growing experience, we are one of Northern Ohio's leading Nurseries and Landscape Design-Build companies. From designing and installing landscapes to assisting the do-it-yourselfers, we do it all.

In 1950, Harold and Jeanne Barnes established a small rose growing business in Huron Township and called it Barnes Roses. During 1962 was the peak of the rose growing days at Barnes Roses. Harold, Jeanne and son, Bob, planted 150,000 rose bushes that year. The average price of a rose bush was \$3.50. As the U.S. transportation routes improved, it became increasingly difficult to compete with California rose growers. In 1966, the family decided to quit growing roses and turn the rose fields to shade and ornamental trees. Barnes Nursery was born.



"TWENTY YEARS FROM NOW YOU WILL BE MORE DISAPPOINTED BY THE THINGS THAT YOU DIDN'T DO THAN BY THE ONES YOU DID DO, SO THROW OFF THE BOWLINES, SAIL AWAY FROM SAFE HARBOR, CATCH THE TRADE WINDS IN YOUR SAILS. EXPLORE, DREAM, DISCOVER."

– MARK TWAIN

For more info, contact Barnes Nursery at:

- In-Person: 3511 Cleveland Road W., Huron, OH 44839
- Online: www.barnesnursery.com
- Facebook: [Facebook.com/barnesnursery/](https://www.facebook.com/barnesnursery/)
- Phone: (419) 433-5525
- Email: info@barnesnursery.com

MEMBER HIGHLIGHT: CONTINUING Healthcare Solutions

Continuing Healthcare of Milan is committed to the total well-being of each resident. Our compassionate and dedicated staff ensures that our residents receive the highest quality of care in a warm, friendly environment.

Continuing Healthcare of Milan Amenities

- Restaurant style dining and snacks daily
- Salon and Barber services available
- Complimentary WiFi and cable
- Diverse life enrichment programming
- Daily housekeeping and laundry services



Rehabilitation & Therapy Services

Each resident has specific challenges with which to cope following their rehabilitation stay. Continuing Healthcare of Milan meets these challenges through individualized care plans that include physical, occupational and speech therapy programs designed to help residents achieve their highest possible levels of independence and quality of life.

- Post orthopedic surgeries
- Joint replacement therapy
- Stroke protocols
- Post cardiac care
- Neurological disorders
- Loss of mobility or balance
- Outpatient therapy



Skilled Nursing

Our nurses are trained in caring for all skilled needs including tube feeding, specialized wound care, IV therapy and medication management.

- IV therapy including antibiotics
- CHF and pulmonary care protocols
- Total Parenteral Nutrition (TPN)
- Wound Care and Wound Vac Management
- Trach/Bi-Pap/CPAP Management
- Pain Management

For more info, contact Continuing Healthcare of Milan at:

- In-Person: 185 S. Main Street, Milan, OH 44846
- Online: www.continuinghc.com
- Facebook: [Facebook.com/continuinghcmilan/](https://www.facebook.com/continuinghcmilan/)
- Phone: (419) 499-2576
- Email: website@continuinghc.com



***"THE GOLDEN RULE FOR
EVERY BUSINESS MAN IS
THIS: PUT YOURSELF IN
YOUR CUSTOMER'S
PLACE."***

– ORISON SWETT MARDEN

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*

Shop Small & Support Local



ALL HANDS ON DECK

IN SUPPORT OF REGIONAL DEVELOPMENT

As we wrap up our **All Hands on Deck** series, we send a special thank you to the leaders in our community and our supporters. With their partnership we are able to connect businesses to much needed resources and help them grow and prosper in our region. Watch the video to see how ECEDC is All Hands on Deck in Support of Regional Development.

[WATCH VIDEO](#)

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- ♦ R.V. & Motorcycle Loans
- ♦ Mortgage Loans
- ♦ Home Equity Lines of Credit
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- ♦ Debit MasterCard®
- ♦ Visa® Credit Cards
- ♦ Online Banking
- ♦ 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

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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 promote your business all year long with a block ad?

Contact Pamela at 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

WE'RE HIRING

...GET ON THE BUS!

Caring with Integrity

MILAN, OHIO



We are seeking individuals who are interested in joining our 'Energy Bus!' We take pride in the outstanding work environment that we provide to our dedicated team members. **Come hop on the bus with us at Continuing Healthcare Solutions!**

**WE ARE LOOKING FOR A
FULL OR PART TIME:**

STNA

(\$2,000 SIGN ON BONUS)

DAY & NIGHT SHIFT

(7AM-7PM & 7PM-7AM)

We offer excellent pay and benefits such as continuing education opportunities and career advancement with a growing company.

Call Jacob Keith at

419.499.2576

for more information or email

jkeith@continuinghc.com

**Continuing Healthcare
of Milan**

Skilled Nursing and Rehabilitation

185 S. Main Street, Milan, Ohio 44846



A Continuing Healthcare Solutions Community

ContinuingHC.com



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
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Sandusky, Ohio 44870



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Sandusky Bay PANCAKE HOUSE
SINCE 1966

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.

PENN STATION® EAST COAST SUBS

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 Bay PANCAKE HOUSE
SINCE 1966

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.



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](#)



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FREE LOCAL DELIVERY
BUSINESS ACCOUNTS***

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

We also carry gifts for all gift-giving occasions!

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New Baby & Baptism
First Communion & Confirmation
Support & Encouragement

Graduation
Wedding & Anniversary
Friendship & Gratitude
Retirement

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SHOP ONLINE: www.TheRemembranceCenter.com

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:



Veteran Owned



Corporate Compass Training, LLC
president@corporatecompass.biz

Dr. Kitty Brandal
419-239-5732

****NEW FOR 2021****



Celebrates
Holiday Lights
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11/27 - 12/23
at 6:00 & 7:30 PM nightly

Reserve online @
SanduskySegwave.com



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

#MasksOnOhio

Go to 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 for more information