



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,

This is it, what we have all been waiting for-

The Final Weeks of the Worst Year of our Lives! As we move closer to 2021 there is Hope. The Vaccine is now starting to be administered by many Healthcare Workers across the country as we speak.

We look forward to a New Beginning and returning to a safer way of life.

This Christmas like all Holidays this year will be a little different. But the True Meaning of Christmas will never change. To all Members of our Chamber Family do your part to help others in need and give what you can.

The Erie County Chamber of Commerce would like to wish you all a Very Merry Christmas and a Happy New Year 2021!

Please Celebrate Safely with your Family and Friends!

MERRY CHRISTMAS TO ALL AND TO ALL A GOOD NIGHT!

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

P.S. We have some new and exciting plans in place for early next year!

UPCOMING CHAMBER EVENTS:

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



COUNTY AUDITOR LOSES \$600,000 TO BEC SCAM!

Will Your Company Be Next?

BBB has warned businesses for years about the **Business Email Compromise (BEC)** scam. News that the Lucas County Auditor's office lost \$ 600,000 to this scam is just the latest example of how terrible this scam works. Companies lose millions of dollars to this scam every year and it is increasing dramatically!

It is imperative that all employees responsible for company (and government) funds adopt responsible procedures to **verify email requests** for fund transfers. For example, one bank has a firm policy that, whenever it receives an email asking transfer of significant money, the responsible person **MUST** telephone the billing agency and confirm the request and the address. This simple procedure would prevent most of these scams. But company employees do not understand how skilled the criminals are and they simply assume the requests are legitimate.

They don't just steal money. BEC scammers can trick company staffers into sending private personnel information like employee SSNs and even W-2s. This allows the crooks to steal identities or set up accounts in the names of employees. They can do terrible damage!

In 2019 BBB issued an international alert on the BEC scam, "**Is That Email Really From The Boss.**" It gives multiple examples of how this scam works and how it can be prevented. Read it! It's really good!

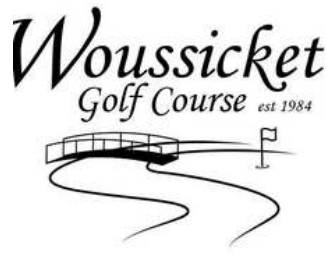
The alert is at this link: <https://www.bbb.org/article/news-releases/20728-is-that-email-really-from-the-boss-a-bbb-study-of-business-email-compromise-scams>

We urge all businesses to alert their "bill payers" to educate themselves on this scam and adopt steps to protect against it. A simple verification phone call - **REQUIRED** for email requests - could stop most of these devastating frauds.

**"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:

Woussickett is located in Sandusky, Ohio. We have an 18 hole semi-private golf course that challenges players of all skill levels. We have a driving range to warm up on before your round and a fully stocked Pro Shop for any of your golfing needs.



Our Tavern has a variety of sandwiches and snacks, along with liquor, beer, and soft drinks. Tee times are available 7 days a week and we host golfing events both large and small.

Woussickett Golf Course – A Historical Overview

Fall 1979 the Crockett's first stepped foot on the 130 acres of property located on Mason Road between Rt 4 and Patten Tract Road, in 1980 Bob and Tom Crockett purchased the property with visions of an 18 whole golf course. Soon after the auto industry went flat and with a time of uncertainty the brothers opted to hold the property and continue to walk, design and dream up the course layout.



2021 MEMBERSHIPS
AVAILABLE NOW
 VISIT WOUSSICKETT.COM

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

For more information, contact Woussickett Golf Course at:

- Online: www.woussickett.com
- In Person: 6311 Mason Road, Sandusky, OH 44870
- Facebook.com/woussickettgolf/
- By Email: adam@greenhillsgolf.com
- Phone: (419) 359-1141

MEMBER HIGHLIGHT:



Gilbert Heating was opened in 1958 by George Gilbert in what is now the

Sandusky Paint Building. Gilbert Heating took on Lennox Furnaces & Air Conditioners in 1964 and have sold them ever since.

Gilbert Heating offers 24 hour service, 7 days a week. We are OSHA compliant and hold workers compensation. We hold licenses in heating, cooling, boilers, refrigeration, ventilation, and plumbing. We hold licenses for lead removal per the new EPA Standards. We offer no obligation-free estimates and free home consultations for new home construction, existing remodels, and energy alternatives.

Gilbert Heating added fireplaces to our list of services in 2008. We now carry Regency fireplaces and Real Fyre Log sets, along with many other brands. Check us out on Instagram & Angies list for the latest photos and reviews!



"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 Gilbert Heating & Air Conditioning at:

- In-Person: 2121 Cleveland Road, Sandusky, OH 44870
- Online: www.gilbertheating.com
- Facebook: [Facebook.com/GilbertHeating/](https://www.facebook.com/GilbertHeating/)
- Phone: (419) 625-8875
- Email: bailey.caseymae@gmail.com

MEMBER HIGHLIGHT: **JET EXPRESS**

Welcome Aboard The Jet Express!

The Jet Express is excited to welcome you aboard one of our FOUR high-speed catamaran vessels. We pride ourselves in providing consistent, timely, and fast transportation to your island vacation destinations. We're here to make getting there half of the fun!

The Put-in-Bay Boat Line Company (The Jet Express) was founded by four partners in 1988 with the vision of an innovative ferry service to the Lake Erie islands that would provide late-night passage to numerous Lake Erie destinations, outstanding customer service, and become the fastest ferry boat line on the Great Lakes.



Have you done all of your Christmas shopping yet? Santa knows that you haven't. You know, a 2021 Jet Express Giftcard or Season Pass makes for an excellent stocking stuffer!

<https://jet-express.com/tickets-and-packages/>

For more info, contact Jet Express Ferry at:

- In-Person: 3 N. Monroe St., Port Clinton, OH 43452
- Online: www.jet-express.com
- Facebook: [Facebook.com/TheJetExpress](https://www.facebook.com/TheJetExpress)
- Phone: (419) 732-2800
- Email: fast@jet-express.com



"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



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

MEMBER HIGHLIGHT:



Family owned business since 1925. Specialty fruit baskets, farmers market all year long with fresh produce and dairy products. We also sell paper products.



For more info, contact MaschariBros. at:

- In-Person: 111 W. Washington Street, Sandusky, OH 44870
- Online: www.mascharibrothers.com
- Facebook: Facebook.com/mascharibrothers/
- Phone: (419) 625-7981
- Email: mascharibros@yahoo.com

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*



***“THE GOLDEN RULE FOR EVERY BUSINESS MAN IS THIS: PUT YOURSELF IN YOUR CUSTOMER’S PLACE.”
– ORISON SWETT MARDEN***



Partner Spotlight: Meet Dan Keller



Dan Keller is the President and Managing Partner of Premier Staffing Solution, a subsidiary of parent company Cornerstone. He brings over 30 years of entrepreneurial leadership experience gained in roles in sales, marketing, human resources and recruiting operations. Dan keeps processes simple, fast and measurable, while leveraging his innate ability to select the right people to deliver exceptional results time after time.

Dan is an expert in creating custom blueprints for companies, enabling them to excel in their recruiting efforts. His success centers around his boots-on-the-ground playbook to identify, develop and onboard talent versus the long trend of using highly automated processes.

Welcome to the Cornerstone team, Dan!

MEMBER UPDATE:

Expanding Our Services to Meet Evolving Needs

Like most of you, Cornerstone has been assessing, adjusting and even reinventing our core offerings to meet evolving needs in 2020.

Over the last nine months, most clients have seen their demand polarize high or low, resulting in different types of challenges. Whether struggling to meet year-over-year growth goals or rebalance operations to meet fractional demand, there was one recurring theme – the need to optimize staffing to stabilize and effectively manage operations.

At Cornerstone, we found that our most talented consultants started assignments as advisers and soon were back-filling operations roles for our clients. As these experienced managers and directors reported back, it became evident there was a nearly universal need for entry-level operators, assemblers and skilled labor.

Our partners saw this as a classic opportunity to deliver on Cornerstone's mission statement: "We make businesses operate better by rapidly fixing what's broken, maximizing profitability and driving sustainable results."

While clearly in-line with our business focus, we had to acknowledge that Cornerstone lacked the right resources and tools to deliver large numbers of hourly workers. To expand our staffing and placement offering, Cornerstone partnered with Interim HR Consulting, a nationally recognized staffing, recruiting and executive search firm with a like-minded culture and commitment to delivering rapid results.

Cornerstone and Interim HR Consulting are a great fit, as demonstrated by the results we've achieved since getting together in July. After placing hundreds of employees around the U.S. in just six weeks, we realized we were not only providing a stop-gap service amid the chaos of COVID-19, but a different perspective to staffing and placement that could support clients' evolving needs. So, we decided to turn our partnership into much more. In September, Cornerstone acquired Interim HR and welcomed founder Dan Keller as President and Managing Partner of Premier Staffing Solution, a subsidiary of parent company Cornerstone.

Beyond staffing, we have also expanded our market segments. Visit our website to learn more about the markets where we have been successful, including retail, financial services and operational support for Private Equity companies. While you're there, check out the success stories in mobility that highlight a large part of our historical work, as well as stories from automotive and heavy truck clients that demonstrate our growing commitment to these markets.

This year has been defined by frequent use of the phrase "unprecedented times," times which have resulted in a dynamic few people have ever experienced. While these times have led to major disruptions, they also gave Cornerstone an opportunity to grow and further support our clients.

We have redefined our staffing and placement offering, sharpened our skills in core competencies, and focused on delivering new services that will help our clients to develop resilience in strategy and operations to ensure they not only survive but thrive in 2021 and beyond.



Bill Currence

Scott Wawrzyniak

Chris Ostrander

Shop Small & Support Local



Days of Development

Presented by Erie County
Economic Development Corporation

Our **12 Days of Development** series celebrates and highlights businesses making investments and impact in our community. [Click here](#) to be added to our email so you don't miss out December 12 through December 23, on the 12 Days of Development!



419.627.7791 • www.eriecountyedc.org • office@eriecountyedc.org

VISIT ONE OF OUR FIVE FULL-SERVICE BRANCHES FOR ALL YOUR BANKING NEEDS!

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- ♦ IRA Share Certificates
- ♦ Share Certificates
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- ♦ Personal Loans
- ♦ Small Business Lending
- ♦ Boat & Personal Watercraft Loans
- ♦ New & Used Automobile Loans
- ♦ R.V. & Motorcycle Loans
- ♦ Mortgage Loans
- ♦ Home Equity Lines of Credit
- ♦ CU*Talk
- ♦ 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 prompt 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

2021



YOUNG WOMEN IN PUBLIC AFFAIRS AWARD

Recognizing young women for their commitment to volunteerism, volunteer leadership achievements and dedication to empowering women worldwide



1 APPLICATION, 3 OPPORTUNITIES

**Club award
\$250.00**

**32 district awards
\$1,500.00 each**

**10 international awards
\$5,000.00 each**

Applications must be received by the applicant's local Zonta club's deadline.
To download an application, please visit: zonta.org/YWPAAward.

CLUB DEADLINE:

MARCH 1, 2021

SUBMIT APPLICATION TO:

**Zonta Club of Greater Sandusky
P.O. Box 1222
Sandusky, OH 44871-1222**

The Young Women in Public Affairs Award is a Zonta International program funded by contributions to the Zonta Foundation for Women. Zonta International is a leading global organization of professionals empowering women worldwide through service and advocacy.

SNACK TUBE COLLECTION HOLIDAY 2020

DGI Diversified
Graphics, Inc.





Stuff your stockings with gift cards to local businesses this year! Toft's has gift certificates available in \$5, \$10, \$20, & \$25 increments!

For every \$25 purchased in gift certificates, you will receive a free half gallon of ice cream! (Redeemable only at our parlor on Venice Rd.)

Stop in and grab yours today!

www.toftdairy.com

3717 Venice Road, Sandusky, OH 44870



Maschari Bros.

A Great Place for Produce

PLACE YOUR ORDERS AT

419-625-7981

THE FRUIT LOVER'S BASKET

An elegant assortment of fresh fruit. Each basket is handcrafted and made to order to ensure freshness. Basket includes apples, oranges, pears, and a variety of seasonal fruit

15 pc Basket - \$21.95

23 pc Basket - \$31.95

30 pc Basket - \$41.95

38 pc Basket - \$51.95

45 pc Basket - \$61.95

53 pc Basket - \$71.95

60 pc Basket - \$81.95



**CUSTOMIZE AND UPGRADE
TO A DELUXE BASKET!**

***STARTING FROM \$10**

CHOOSE FROM OUR DELUXE SELECTIONS BELOW

Gourmet Chocolate Selections

Assorted Cookies and Nuts

Domestic and Imported Cheese

...and many more items to choose from!



MORE THAN JUST FRUIT

Handcrafted themed gift baskets such as Spaghetti Dinner, Sweet Tooth, Crazy About Nuts, Salsa Lover or the Snack Lover.

***Have a Special Item in mind to
add to your basket?...**

Let us customize one for you!

PLACE YOUR ORDER NOW! 419-625-7981





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ADVERTISING COMPANY

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WE'RE HIRING

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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:**

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(\$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
3920 Columbus Ave.
Sandusky, Ohio 44870



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STARTING AT
\$49*

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And **SAVE \$20** when you
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Give the gift
that protects all year long.



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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.



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

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.

ORDER ONLINE!



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](#)

The **REMEMBRANCE**
CENTER
& Gift Gallery



Follow us!

Your Sympathy Gift Experts



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

We also carry gifts for all gift-giving occasions!

Pet Sympathy
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1522 E Perkins Ave. Sandusky, OH 44870 - (419) 626-2228

SHOP ONLINE: www.TheRemembranceCenter.com



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

Reserve online @
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...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