



377 West Liberty Street
Wooster, Ohio 44691

In this Issue: Save **BIG** on your energy
and healthcare costs! Page 8 & 9



July 2020
woosterchamber.com



Call for Nominations 2021 Chamber Community Awards



The Chamber is seeking nominations for the 2021 Annual Dinner awards program, scheduled for January 2021. There are two award categories, one focusing on the success of area businesses and the other on individuals making a difference in the community.

Business Category

- Business of the Year
- Small Business of the Year
*(15 employees and under
& More than 15 employees)*
- WorthyWorks Award

Individual Awards

- Wall of Fame Award
- Jack O'Donnell Award
- Mike Lezak Award

Submit a Nomination Today!

Do you know a business or individual that you feel should be recognized for their contributions in making our community so unique? If so, nominations can be made by visiting the Wooster Chamber website at: woosterchamber.com/chamber-awards. All nominations are collected throughout the year and the slate of candidates will be reviewed, with selections being made in the month of August.

Nominate a business or community individual at:
woosterchamber.com/chamber-awards

Business of the Year Past Recipients

The Gerstenslager Company1982	Seaman Corporation 2001
The Financial Community1983	Wooster Glass Company 2002
H. Freedlander Company1984	Akron Brass Company 2003
Rubbermaid Incorporated1985	Magni-Power Company 2004
The Wooster Brush Company1986	Critchfield, Critchfield & Johnston 2005
The College of Wooster 1987	United Titanium 2006
The Daily Record1988	Western Reserve Group ...2007
William Annat Company...1989	Wayne Savings Community Bank 2008
Wooster Area Chamber of Commerce 1990	D+S Distribution 2009
Wayne County National Bank1991	Campbell Construction 2010
OARDC.....1992	Wooster Community Hospital.....2011
Wayne Steel1993	Sprenger Health Care Systems2012
LuK USA1994	Wayne Insurance Group ..2013
Buehler's Food Market1995	Frito Lay.....2014
Wooster Office Plus.....1996	Certified Angus Beef2015
The Gerstenslager Company1997	Pallotta Ford Lincoln2016
Signal Bank1998	Tekfor USA2017
Buckeye Container1999	Schaeffler2018
Bogner Construction Company2000	RBB2019
	PRC-Salttillo.....2020



January 2020 Annual Dinner program Award Recipients

New Members



Gladfolk

Gladfolk is a full-service design company offering graphic design, screen printing, and laser engraving services - meeting all of your modern design needs with everything from digital branding services to custom apparel printing. At Gladfolk, they offer both design services and high-end finished products, keeping their design and production in-house from start to finish.



Heartland Promotional Products

Heartland Promotional Products, an advertising firm is in its 12th year of operation. Heartland has an office in Mount Vernon and now in Wooster as well. They provide any and all products that you can put your name on: window clings to signs and banners, golf balls to T-shirts and corporate wear. With a customer base from coast-to-coast, Heartland found its niche by providing personal service, great prices and a satisfaction warranty that has served their clients well. Jon Jones the owner puts it this way, "Our price is usually better, but our service always is." Noreen Boardman, the company's General Manager adds, "We follow-up on our customers, and as you know, the fortune is in the follow-up." Jones and Boardman have been longtime family friends and their work environment is an extension of that relationship. They enjoy making friends of their customers and bringing innovation to the market. In fact, they are planning further innovation this year to reward their customers with additional perks. That news will be coming soon. Heartland's phone number for Wooster is (330) 591-2900, and their website is www.heartlandpps.com.



Kitty Poo Club

Kitty Poo Club is an e-commerce and manufacturer that began operating in 2018 and is locally owned and operated here in Wooster. They manufacture an all-in-one disposable litter box solution for cat owners. Kitty Poo Club's innovative products take the mess and hassle out of owning a cat. All of their products are direct to consumer and are setup for free delivery on a monthly subscription. They also offer an assortment of litter box accessories and a selection of today's healthiest foods/treats for the pickiest of cats. Kitty Poo Club ship to 60,000+ customers per month in every state. They recently moved into a new 50,000 sq. foot facility on Old Mansfield Rd. Visit www.KittyPooClub.com to learn more!



Buckeye Book Fair

Buckeye Book Fair is a Wooster-based nonprofit dedicated to creating reading and educational opportunities for all ages, including author lectures and workshops and one of Ohio's largest literary events, the popular book fair. Each year, the Buckeye Book Fair connects with readers, teachers, students, and families who participate in their programs and events held at libraries, schools, and social venues in the community and throughout the state. The annual Buckeye Book Fair and Young Authors Conference bring over 4,500 attendees to Wooster, putting our city on Ohio's literary stage. A Wooster legacy since 1987, you can find more information about Buckeye Book Fair and their programs at www.BuckeyeBookFair.com.



Community Energy Advisors

Community Energy Advisors (CEA) is a Public Utilities Commission of Ohio certified energy management firm that educates and empowers organizations of all sizes to maximize the economics of their energy assets. Through the Chamber Energy Program, CEA provides Chamber members with Education, Savings, and Protection on both regulated and deregulated energy expenses. With a credible partner looking out for your bottom-line, members enjoy peace of mind and budget-ability when it comes to your utility costs. Wooster Chamber members can contact the Wooster Chamber office to see how they can save today! To learn more about Community Energy Advisors visit them online at www.ceateam.com.



Dunkin Donuts

Dunkin Donuts located on Cleveland Road in Wooster offers a variety of donuts including company logo donuts. They offer a box of Joe (coffee) for those morning meetings as well as breakfast items. Baskin offers 31 flavors of ice cream to choose from with hand made waffle cones, cake cones or in a cup, as well as ice cream cakes for any occasion. "Dunkin Donuts is proud to be part of such a great community. Thank you for your continued support during these unprecedented times. We hope to see you soon."

Interested in becoming a member? Visit us online at woosterchamber.com.

Economic Indicators	March 2020			April 2019			April 2020		
	Unemployment, United States	4.5%	3.3%	14.4%	Labor Force, Employed Wayne County	60,000	60,500	54,500	
Unemployment, Ohio	5.4%	3.5%	17.4%	Labor Force, Unemployed Wayne County	2,500	1,600	7,300		
Unemployment, Wayne County	4.1%	2.6%	11.8%	Wayne County Sales Tax by Month	\$812,101.88	\$971,211.31	\$926,574.06		

2020 Board of Directors

- Executive Board**
- Kevin Day**
Chair,
Western Reserve Group
- Bill Sheron**
Past Chair,
Wooster Community Hospital
- Susan Marlar**
Chair-Elect,
Meaden & Moore
- Dr. John Cook**
Treasurer
Long, Cook, & Samsa, LLC
- Chad Boreman**
Boreman-Norton-Cook Wealth Partners
- Amy Marinello**
Marinello Realty
- James Small**
Farmer's National Bank
- Jon Jameson**
Schaeffler
- Matthew Long**
Critchfield, Critchfield & Johnston
- Armand Massary**
ArtiFlex Manufacturing
- Michael McClintock**
McClintock Electric
- Jack Nebesky**
BCI Buckeye Division
- Don Noble II**
United Titanium, Inc.
- Tom Pukys**
Wayne Economic Development Council
- Jeff Smith**
The Apple Creek Banking Co.
- Stephen Smyth**
GOJO Industries
- Martha Starkey**
Wayne Co. Convention & Visitors' Bureau
- Shannon Waller**
Main Street Wooster, Inc.
- Beth Weaver**
Habitat for Humanity in Wayne County
- Wayne Webster**
The College of Wooster
- Thomas White**

Chamber Staff

When finished with this newsletter, please recycle it. ♻️

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377 West Liberty Street - Wooster, Ohio 44691

The Wooster Area Chamber of Commerce is on Facebook, YouTube and @woosterchamber on Instagram.

Visit us online at woosterchamber.com

Small Business Counseling



Small Business Development Centers

Small Business Counseling

Wednesday, October 7 at 2:00 PM

A small materials fee applies.

Register online cantonsbdc.org



Wooster OB-GYN

Wooster OB-GYN, takes the time to get to know you... time to create an atmosphere where you will feel comfortable asking questions and sharing concerns, time to give you the information you need to make educated choices about your health care. This includes pregnancy care, infertility, and office/surgical gynecology. If your care requires a physician in another specialty, their team will help you choose a physician that will uphold the same high standards of care to which you have become accustomed at Wooster OB-GYN. Contact Wooster OB-GYN at (330) 345-2229.



Rotary Club of Wooster

Rotary Club of Wooster is a service organization of business and professional persons united to provide humanitarian service, encourage high ethical standards in all vocations, and help build goodwill and peace in the world. Wooster Rotary club membership represents a cross-section of our community's business and professional men and women. The Wooster Rotary meets weekly and is nonpolitical, nonreligious, and open to all cultures, races, and creeds. Contact the Rotary Club of Wooster at (330) 262-7111.

To learn more about Rotary Club of Wooster visit them online at www.woosterrotary.org.



Hackworth Electrical Contractors

Hackworth Electrical Contractors, Inc. is a full-service electrical business that has been serving North Central Ohio for over 30 years. They service residential, commercial, and industrial customers who seek quality electrical contracting. Their extensive list of services includes but is not limited to: Service Upgrades • Remodeling & New Construction • Rewiring • Lighting • Pole Setting • Backhoe/Trenching • Parking Lot Lights • Bucket Truck Work • Emergency Service • Oil Well Electrical Service and more! Call Hackworth Electrical Contractors today at (330) 345-6504 for your professional estimate.

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ENTERTAINMENT

Friday, October 2nd

DAN PYNE 3-5PM
TYLER REID 6-8PM
RUBIX CUBED 9-11PM

Saturday, October 3rd

DAN PYNE 3-5PM
DTz 6-8PM
SPAZMATICS 9-11PM

PLUS...

Arts & Crafts, Biergarten & Weingarten, Cornhole Tournament, Food Concessions & More!

TO LEARN MORE VISIT WOOSTERFEST.COM

This event is presented by the Wooster Area Chamber of Commerce

July Newsletter

Wooster Chamber brings awareness to local business with Rise Up Wooster series

It's time to RISE UP WOOSTER and we could use your help! Your Chamber is hosting "Rise Up Wooster", a virtual shopping series! What is Rise Up Wooster? Good Question - it is a unique inside look shopping experience that will feature various small businesses throughout the area. Join us on Facebook or Instagram to hear from the local small business owners on what they have to offer. Use the Wooster Chamber as a tool and resource to support our local businesses.



Together, we can help Wooster Rise Up!

Who will we feature next?
Check us out on Facebook to find out!



The Wooster Area Chamber of Commerce is on Facebook at facebook.com/woosterchamber, and @woosterchamber on Instagram.

Recent RISE UP WOOSTER participating small businesses include:



For more information on participating in RISE UP WOOSTER, contact Samira Zimmerly at szimmerly@woosterchamber.com.



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Use the power of YouTube to Grow Your Business



Petia A. Abdur-Razzaaq
Grow with Google Speaker

Spread the word! On July 9, 2020, we will be hosting a free #GrowWithGoogle virtual workshop to support members like yourself! Virtual workshops like this will help our community learn digital skills. This workshop specifically focuses on how to Use YouTube to Grow Your Business.



This 60 minute virtual workshop is suggested for small business owners and will teach you more about various video formats, how to set up a YouTube channel, making creative ads and measuring the results.

Chamber members are invited to join the webinar to come learn how free tools & resources can help you grow!

Contact Katie Foster at kfoster@woosterchamber.com to register today!



As a business owner, Google My Business allows you to manage your company's appearance on Google search results. Make sure your listing is up to date on:

- Business hours
 - COVID-19 updates
 - Review your listings performance and gather weekly, monthly, or quarterly insights
 - Respond to reviews
 - Add images
- PLUS SO MUCH MORE!**

Contact Katie Foster at kfoster@woosterchamber.com for more information on how to utilize this free tool!

Sip, Stroll, Explore - in downtown Wooster?

In partnership with:
MAIN STREET WOOSTER INC.

According to a recent Ohio poll, 82% of Ohio restaurants do not believe they will be able to break even this year. Downtown Wooster restaurateurs think they would have a better chance of remaining open through the COVID-19 restrictions with the creation of a Designated Outdoor Refreshment Area (DORA). The Wooster Chamber and Main Street Wooster support their efforts.



What is a DORA?

Participating establishments would be able to serve alcoholic beverages in special cups (with a proof of purchase) which customers could then take outside and stroll anywhere within the DORA boundaries. No other alcoholic beverages would be permitted outside. Other businesses could prohibit the drinks in their stores or choose to allow them.

Why does a DORA make sense for downtown Wooster?

A DORA allows restaurants to serve alcoholic beverages to customers dining outdoors without the special license and fencing normally required. Those restaurants see an increase in sales, as do the retailers within walking distance (whether or not they allow the beverage in their store). A DORA increases the chances for all of our downtown businesses to survive the pandemic.

28 Twenty-eight Ohio communities, including Kent, Canton, and Port Clinton, have DORAs, with many in the process of creating one as well. Without a DORA, Wooster will be at a competitive disadvantage for visitors, hurting our economy.

Where would the DORA be?


City of Wooster Administration would ultimately determine the boundaries, but the initial proposal includes Liberty Street from TJ's Trio of Restaurants on the west to JAFB Brewery on the east, with north/south extension to include the Olde Jaol on North Walnut Street and along South Market Street to the Henry Station Restaurant.



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Maximize the economics of your businesses energy use with the Chamber Energy Program

Community Energy Advisors (CEA) is a Public Utilities Commission of Ohio certified energy management firm that educates and empowers organizations of all sizes to maximize the economics of their energy assets. Through the Chamber Energy Program, CEA provides Chamber members with Education, Savings, and Protection on both regulated and deregulated energy expenses. With a credible partner looking out for your bottom-line, members enjoy peace of mind and budget-ability when it comes to your utility costs.



EDUCATION

The regulated and deregulated energy markets are increasingly complex. To aid you in remaining proactive, making informed decisions, and budgeting your utility expenses, CEA provides timely and relevant information.

PROTECTION

To help protect you from scams, fraudulent activity, and unexpected costs, CEA provides informative emails, blog posts, and seminars and manages your contracts to ensure you avoid monthly variable rates.

SAVINGS

Paying more than you should for electricity and natural gas can add up to thousands of lost dollars that you could be investing back into your business. The Chamber Energy Program creates "market power" by shopping members together, driving suppliers to compete for their business and ultimately reducing energy prices. Ensure you are paying the most competitive market rates by enrolling in the program!

Receive a no obligation and hassle free analysis of your Energy costs

EASY PROCESS: 1 Share bill with Chamber or CEA 2 Receive a FREE Analysis 3 Start saving.



For more information on the Chamber Energy Program, contact Katie Foster at kfoster@woosterchamber.com

SAVE BIG WITH Wayne Partners DirectCare health care plan

Are your organization's health care premiums on the rise? Do you continue to absorb annual premium costs, with little or no options for controlling your costs? If so, the newly formed Wayne Partners DirectCare health care program may be just what you are looking for:

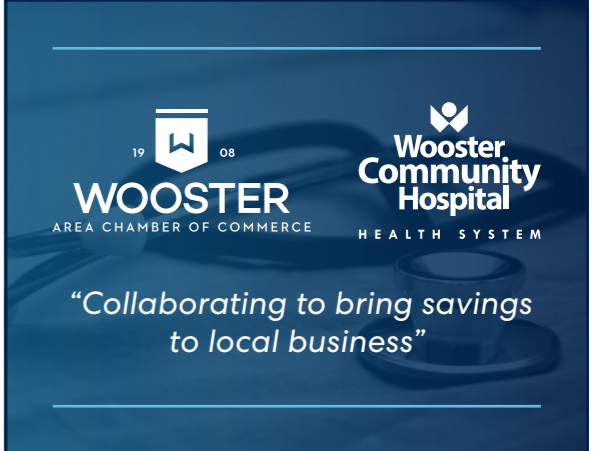
WHY Wayne Partners DirectCare?

- 1 Control your premium expenses
- 2 Create a customized health care plan that works for your business
- 3 Realize significant savings by utilizing the local health care network
- 4 Continue to offer employees access to national network providers

Program Providers:



Interested in learning more about Wayne Partners DirectCare?
Call the chamber today at (330) 262-5735 or email Katie Foster at kfoster@woosterchamber.com.



9 out of 10 organizations with >1,000 employees choose employer self-funded health insurance plans. It is more cost-effective, more efficient, and provides greater control and visibility into cost-drivers compared to traditional insurance.

Each year, 30% more small-to-midsize employers make the switch to self-funding.

In 2018, Roundstone customers received \$7 million in health savings distributions.



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Get to know the Wooster Chamber Board members



Martha Starkey
Executive Director,
Wayne County
Convention
& Visitors' Bureau

Martha (Marty) Starkey grew up in Norton, Ohio, where she graduated from Norton



High School. She went on to Kent State University, where she graduated with a Music Education degree in 1978. She began her tourism career at Atwood Resort, followed by positions at the Canton/Stark County Convention and Visitors Bureau, The Pro Football Hall of Fame Festival, Salt Fork Resort, and

Fidelity Tours, before coming to the Wayne County Convention and Visitors Bureau in 1994.

Marty has been active in the tourism industry as a past President of the Ohio Travel Association, past President of Adventures in Northeast Ohio, past President of the Ohio Association of Convention and Visitor Bureaus, and President of the Ohio Lincoln Highway Historic Byway.

Locally, she served on the Wayne Onward Steering Committee, is Secretary of People to People Ministries, has been a Wooster Rotarian for over 20 years, and is on the board of the Wooster Area Chamber of Commerce.

"The Chamber has offered me the opportunity to become more involved in the community outside of the tourism industry. It has been a great experience getting to know what businesses do in our community and how they benefit our area. The different industries in the Wooster area work well together to make a better community for all of us."

Marty resides in Wooster with her husband, Paul, and daughter, Kelly, a sophomore at Adrian College. Their son, Kyle, daughter-in-law, Steffani, and grandson, Anthony, live in Orrville.

Contact the Wayne County Convention and Visitors Bureau at (800) 362-6474 for information on places to stay, area tours, meeting facilities, upcoming events and so much more!

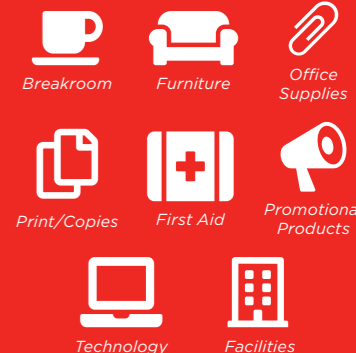


Exclusive access to national contract pricing, thanks to your Chamber membership!



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Introducing the **Staples Business Advantage program**, brought to you by the Wooster Area Chamber of Commerce. Now, you have exclusive access to national contract pricing, thanks to your Chamber membership. One stop shopping, free next-day delivery (orders over \$50), free returns, and discounts on products you use daily! Plus, **SAVE BIG** across all product categories from the nation's leading office supply vendor.

Managing a workplace means taking care of your people, your space and your budget. With so many moving parts, keeping things simple is an everyday challenge.

For more information about joining the **Staples Business Advantage program** contact **Katie Foster** at kfoster@woosterchamber.com.



**Wooster Milltown
Free Community
Shred Day**
Saturday, August 15, 2020
9AM - NOON

All residential and businesses welcome!
Behind the **Wooster Buehler's Milltown store**
3540 Burbank Rd.

smart to **BE GREEN**

Questions? Concerns? Call us.
Andy Williams 330-345-5908 x2907
or Dora Bailey 330-345-5908 x2908

Shredding Guidelines

ALL PAPER, to include:

(small paper clips and staples do not have to be removed)

- Accounting Ledger paper
- Adding machine tape
- Advertisements
- Booklets, Brochures
- Copy machine paper
- Colored paper – 20 lb.
- Computer paper
- Envelopes
- Faxes
- Manila File folders – bleachable
- Greeting cards
- Laser printer paper
- Legal pad paper
- Post-it Notes
- NCR paper
- Receipts
- All types of white paper

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